



HYSTER COMPANY

Americas Division

November 3, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: VAN CLARKSON, VICE-PRESIDENT, SALES – EASTERN REGION

SUBJECT: MICHELIN NORTH AMERICA, INC.

This is to confirm a Dealer Managed National Account Agreement for Hyster product between Michelin North America, Inc. and Barloworld Handling – Greer, South Carolina who is responsible for administering the account.

Please note the attached listing of plants/operations in your area and make contact with your local plant as soon as possible.

Barloworld Handling – Greer, South Carolina will be responsible for placing orders with Hyster Company and coordinating the delivery and installation of new equipment. All orders for locations on the attached sheet are to be placed through the Barloworld Handling office in Greer, South Carolina. Michelin North America, Inc. will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be October 23, 2011.

If you have any questions concerning this account, please contact Rusty Cherry, Account Manager at (864) 877-5222, or e-mail him at rcherry@handling.barloworld.com.

Sincerely,

Van Clarkson, Vice-President, Sales
Eastern Region

cc: Rusty Cherry, Barloworld Handling
Dan Vicini, Barloworld Handling
John Callahan, Hyster Company





**Barloworld
Handling**

Barloworld Handling LP
PO Box 410050 (28241-0050)
440 E Westinghouse Boulevard
Charlotte, North Carolina 28273 USA

Telephone 704 588 1300
Division Fax 704 588 2633 Branch Fax 704 588 5438
www.handling.barloworld.com

October 23, 2008

Ms. Crystal Perkins
Michelin North America, Inc
P.O. Box 19001
Greenville, SC 29602

Dear Crystal:

NATIONAL ACCOUNT LETTER OF AGREEMENT

We are pleased to announce that MICHELIN and BARLOWORLD HANDLING have entered into a Dealer Managed National Account Agreement for the purchase of Hyster Lift Trucks for North America – United States, Canada and Mexico.

Through this Agreement, Hyster Company is extending National Account pricing with provisions for Barloworld and Hyster Dealers who will be responsible for delivering and maintaining Hyster Material Handling Equipment at your facilities.

All orders for Hyster equipment will be placed centrally through Michelin North America Corporate Purchasing in Greenville, SC, directly with Barloworld. We will be responsible for timely placement of factory orders and coordination within the Hyster dealer network involving delivery and installation of new equipment at all Michelin locations.

The National Account pricing structure applies to orders placed with:

Rusty Cherry
Barloworld Handling LP
380 Business Parkway
Greer, SC. 29651
(864) 877-5222

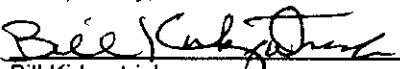
Once Michelin places orders for material handling equipment with us, we will coordinate with the local Hyster dealer to insure warranty administration, parts and service support for the Hyster equipment.

Barloworld and the Hyster dealer organization appreciate the confidence you have placed in us to manage your material handling equipment requirements. We will work diligently to earn your continued trust in our ability to handle your business and we look forward to a mutually beneficial partnership.

Best regards,


Dan Vicini
Barloworld Handling, LP
Director, National Accounts

Accepted by;


Bill Kirkpatrick
Michelin North America, Inc.
Director of Capital Equipment and
Industrial Supplies Purchasing



Headquarters: One Parkway South
Greenville, SC 29615

<u>Location</u>	<u>Product</u>	<u>Address</u>	<u>County</u>	<u>Phone</u>
Greenville, S.C.	car tires	1401 Antioch Church Rd. Greenville, SC 29605		
Spartanburg, S.C.	truck and bus tires	1000 International Dr. Spartanburg, SC 29303		(864) 599-3000
Lexington, S.C.	car tires	2420 Two Notch Rd. Lexington, SC 29072	Lexington	(803) 951-5000
Lexington, S.C.	earthmover tires semi-	2401 Two Notch Rd. Lexington, SC 29072	Lexington	
Sandy Springs, S.C.	finished products semi-	6301 US Hwy 76 Sandy Springs, SC 29677		(864) 260-2000
Starr, S.C.	finished products truck tire	PO Box 409 Starr, SC 29684		
Duncan, S.C.	retreading			
Covington, Ga.	tread pressing	12170 Lochridge Blvd Covington, GA 30014		
Norwood, N.C.	aircraft tires	40589 S. Stanly School Rd. Norwood, NC 28128		(704) 474-7634
Dothan, Ala.	car and light truck tires	3792 Mance Newton Rd. Dothan, AL 36301		(334) 983-2000
Opelika, Ala.	car tires	1800 Crawford Rd. Opelika, AL 36804		(334) 705-8100
Tuscaloosa, Ala.	car and light truck tires synthetic	5101 21st St. Tuscaloosa, AL 35401		(205) 391-6200
Louisville, Ky.	rubber			
Mogadore, Ohio	competition tires	3400 Gilchrist Rd. Mogador, OH 44260	Summit	
Fort Wayne, Ind.	car and light truck tires			
Kansas City	aircraft retreading	8121 NW 97th Ter Kansas City, MO 64153		(816) 891-6310
Ardmore, Okla.	car and light truck tires	1101 Uniroyal Rd. Ardmore, OK 73401		(580) 226-1200
Pictou County, Nova Scotia	car and light truck tires; molds	100 Granton Rd. RR3 New Glasgow, NS B2H 5C6	Pictou County Nova Scotia Canada	(902) 755-6040
Bridgewater, Nova Scotia Waterville, Nova Scotia	car and light truck tires; steel cord truck and bus tires	PO Box 300 Stn Main Bridgewater, NS B4V 2X3		(902) 543-8141