



HYSTER COMPANY

Americas Division

May 15, 2007

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: SCOTT ALEXANDER, VICE-PRESIDENT SALES – EASTERN REGION
SUBJECT: NATIONAL GYPSUM COMPANY

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between National Gypsum Company and Barloworld Handling – Charlotte, North 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 – Charlotte, North 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 list are to be placed through the Barloworld Handling office in Charlotte, North Carolina. National Gypsum 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 February 19, 2010.

If you have any questions concerning this account, please contact Mike Thompson, Account Representative at (704) 587-1003 or fax (704) 588-4266.

Sincerely,

Scott A. Alexander, Vice-President Sales
Eastern Region

cc: Mike Thompson, Barloworld Handling
Dan Vicini, Barloworld Handling
John Callahan, Hyster Company





**Barloworld
Handling**

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

Telephone 704 587 1003
Fax 704 588 4266
www.handling.barloworld.com

NATIONAL ACCOUNT LETTER OF AGREEMENT

We are pleased to announce that National Gypsum Company (NGC) and Barloworld have entered into a Dealer Managed Major Account Agreement.

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 your equipment.

All orders for Hyster equipment will be placed centrally through NGC's Charlotte, NC office directly with Barloworld. We will be responsible for timely placement of factory orders and coordination within the Hyster dealer network involving installation of new equipment at all NGC locations.

The National Account pricing structure applies to orders placed with:

Mike Thompson
Barloworld Handling LP
440 East Westinghouse Boulevard
Charlotte, North Carolina 28273

NGC will notify their locations of this agreement and Barloworld will do the same within the Hyster dealer organization.

Barloworld and the Hyster dealer organization appreciate the confidence you have placed in us to manage your material handling equipment. 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
Director, Major Accounts

Attachment: National Gypsum Plant Locations

Accepted by:

Cliff Archie, C.P.M.
Purchasing Manager
National Gypsum Company

02/19/07





NATIONAL GYPSUM COMPANY (WALLBOARD LOCATIONS)				
PLANT LOCATION	COMPANY	ADDRESS	CITY, STATE, ZIP	TELEPHONE
CHARLOTTE HEADQUARTERS	National Gypsum Company	2001 Rexford Road	Charlotte, NC 28211	704-365-7300
Apollo Beach Plant	National Gypsum Company	12949 U.S. Hwy. 41 South	Gibsontown, FL 33534	813-952-1100
Baltimore Plant	National Gypsum Company	2301 S. Newkirk Street	Baltimore, MD 21224	410-631-4900
Burlington Plant	National Gypsum Company	1818 River Road	Burlington, NJ 08016	609-499-3300
Fort Dodge Plant	National Gypsum Company	1584 S. 22nd Street	Fort Dodge, IA 50501	515-576-4186
Long Beach Plant	National Gypsum Company	1850 Pier B Street	Long Beach, CA 90813	562-435-4465
Lorain Plant	National Gypsum Company	1901 Henderson Drive	Lorain, OH 44052	440-288-9101
Medicine Lodge Plant	National Gypsum Company	1218 SW Mill Road	Medicine Lodge, KS 67104-8001	620-886-5613
National City Plant	National Gypsum Company	2375 National City Road, Box 66	National City, MI 48748	989-756-2741
Phoenix Plant	National Gypsum Company	1414 E. Hadley Street	Phoenix, AZ 85034	602-258-9321
Portsmouth Plant	National Gypsum Company	P.O. Box 270	Portsmouth, NH 03802-0270	603-436-4840
Rensselaer Plant	National Gypsum Company	P.O. Box 400	East Greenbush, NY 12061	518-449-7354
Richmond Plant	National Gypsum Company	1040 Canal Boulevard	Richmond, CA 94804	510-234-6745
Rotan Plant	National Gypsum Company	P.O. Drawer B	Rotan, TX 79546	325-735-2221
Savannah Plant	National Gypsum Company	2 Brampton Road	Garden City, GA 31408	912-964-1561
Shippingport Plant	National Gypsum Company	P.O. Box 346	Shippingport, PA 15077	724-643-3440
Shoals Plant	National Gypsum Company	Route 2, Box 109	Shoals, IN 47581	812-247-2424
Tampa Plant	National Gypsum Company	6110 Commerce Street	Tampa, FL 33616	813-839-2111
Waukegan Plant	National Gypsum Company	515 Seahorse Drive	Waukegan, IL 60085	847-623-8100
Westwego Plant	National Gypsum Company	P.O. Box 128	Westwego, LA 70094-0128	504-341-8596
Wilmington Plant	National Gypsum Company	838 Sunnyvale Drive	Wilmington, NC 28412	910-799-3954
Mt. Holly, NC Plant (Coming 2007)				