



HYSTER COMPANY

Americas Division

January 16, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: GEORGE MARSHALL, VICE-PRESIDENT, SALES

SUBJECT: PHOENIX METALS

This letter is to confirm a formal Dealer Major Account for Hyster product between Phoenix Metals and Barloworld Handling, LP – Decatur, GA 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, LP – Decatur, GA 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 Decatur, GA. Phoenix Metals will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Tom Hendrix, Major Account Manager at (770) 402-6893.

Sincerely,

George Marshall

Vice-President, Sales

GM/wgw

c: Tom Hendrix, Barloworld Handling
Larry Murray, Barloworld Handling
John Callahan, Hyster Company

