



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
Wanda Woods
Greenville, NC 27834

February 23, 2007

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

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between SP Newsprint Company and Barloworld Handling – Decatur, Georgia 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 – Decatur, Georgia 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, Georgia. SP Newsprint Company 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 December 28, 2009.

If you have any questions concerning this account, please contact Wallace Still, Major Account Manager at (770) 987-7666 or fax (770) 987-7374.

Sincerely,

Scott Alexander, Vice-President, Sales
Eastern Region

cc: Wallace Still, Barloworld Handling
Larry Murray, Barloworld Handling
John Callahan, Hyster Company





Barloworld
Leading brands

MAJOR ACCOUNT PURCHASE AGREEMENT

Between

**BARLOWORLD HANDLING, LP
5191 SNAPPFINGER WOODS DRIVE
DECATUR, GEORGIA 30035**

AND

**SP NEWSPRINT COMPANY
709 PAPERMILL ROAD
DUBLIN, GEORGIA 31207**

**ATTN. MR. FRANK P. NEWMAN P.E.
PURCHASING MANAGER**

AGREEMENT:

This Agreement shall be in effect 12/29/06 and shall continue thereafter until either party notifies the other in writing of its intent to terminate, which notice shall state an effective date of termination that is not less than thirty days after the giving of notice. Orders shall be filed in accordance with this agreement even though delivery or other performance by either party may not occur until after the effective date of termination. Notice shall be considered given when made in writing to the address of such party indicating in this agreement.

DISCOUNT:

Maximum Major Account Discounts as directed by the below Manufacturers will apply to all orders. Discounts will be applied to the list price in effect at time of order.

Hyster Company	Batteries
Cascade Corporation	Chargers
Capacity Trailer Spotters	JLG Products

SCOPE:

The terms, conditions, and limitations of the Quotations, Offer of Sales, or other Barloworld Handling, LP sales order agreements between the customer and Barloworld Handling, LP shall apply to the particular products covered by such agreement in addition to the terms and conditions provided herein.

PURCHASES:

The discount structure contained in this Agreement applies to orders placed with:

**Wallace Still, Major Account Manager
Barloworld Handling, LP
5191 Snappfinger Woods Drive
Decatur, GA 30035 (770- 987-7666)**

AGREEMENT

NOTIFICATION:

Customer will notify their franchisees and branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement



Barloworld
Leading brands

Frank Newman

Customer Authorized Signature

Wallace Skill

Barloworld Handling,
Major Account Representative

12-28-06

Date

12-28-06

Date

SOUTH

Regional Office

167 Forrest Avenue
Suite 119
Cocoa, FL 32922

Phone No. 321-632-2718 (speakerphone)
Fax No. 321-632-9223

FT. Pierce Div. - 512
9901 Range Line Road
Port St Lucie, FL 34987

Brevard Division - 516
2850 Harper Road
West Melbourne, FL 32904

Phone No. 321-951-4069
Fax No. 321-951-4286

Ft. Myers Division - 517
6180 Federal Court
Ft. Myers, FL 33905

Phone No. 239-694-7333
Fax No. 239-694-4518

Gainesville Division - 520
5121 N.E. 63rd Avenue
Gainesville, FL 32609

Phone No. 352-378-3001
Fax No. 352-378-0410

Jacksonville Division - 510
955 Talleyrand Avenue
Jacksonville, FL 32206 *Closing*

Phone No. 904-354-1669
Fax No. 904-354-2206

Orlando Division - 508
5303 N. Orange Blossom
Orlando, FL 32810

Phone No. 407-295-2001
Fax No. 407-296-0965

Regional & Division Managers / Clerks

J. J. Findlay, Director of Operations
Cell #: 321-863-0012

Tom Kimsey, FL Region Operations Manager
Cell #: 407-832-2238
Fax #: 386-228-0705

Steve Lengefeld, Materials Manager
Cell #: 321-427-0001

Christopher Martin, Procurement Manager
Tel. #: 321-632-2718

Roger Travis, Division Manager
Monica Edwards, Division Clerk

Joc Baker, Division Manager
Gracie Goetzelman, Production Manager

Charlie Hobson, Division Manager
Debbie Finnegan, Division Clerk

Steve Crosby, Division Manager
Sabrina Hilton, Division Clerk

Paul Junk, Division Manager
Lety Melendez, Division Clerk
Samantha Novack, Division Clerk

George Davidson, C+D Manager
Dawn Farrow, C+D Division Clerk

Palm Beach Division - 528
6917 Vista Parkway N #13
West Palm Beach FL 33411

Phone No. 561-478-5096
Fax No 561-478-5891

Pinellas Division - 526
8810 Enterprise Blvd.
Largo, FL 33773-2703

Phone No. 727-507-0777
Fax No. 727-524-2444

Polk Division - 506
52 Environmental Loop
Winter Haven, Fla. 33880

Phone No. 863-665-2637
Fax No. 863-667-0410

Savannah Division - 503
10 Hoss Drive
Garden City, GA 31408

Phone No. 912-964-4224
Fax No. 912-964-4026

Graceanna Henderson, Division Manager
Dawn Achin, Division Clerk

Joe Baker, Division Manager
Robin Drake, Division Clerk

Barry Campbell, Division Manager
Sandy Fuschetti, Division Clerk

Tom Soder, Division Manager
Jeanni Tanner, Division Clerk

CENTRAL

Regional Office

4600 Frontage Rd.
Forest Park, GA 30297

Tel. #: 678-631-3251
Fax #: 404-366-8393

Atlanta Division
4600 Frontage Rd.
Forest Park, GA 30297
404-362-0272
Tel. #: 678-631-3251
Fax #: 404-366-8393

Baton Rouge Division - 511
8124 South Choctaw Drive
Baton Rouge, LA 70815

Phone No. 225-926-6397 (NEWS)
Fax No. 225-928-1314

Birmingham Division - 527
SP Recycling Corp.
c/o Recycle America
#9 South 41st Street
Birmingham, AL 35222

Phone No. 205-788-3232
Fax No. 205-788-3477

Gwinnett Division - 515
384 Maltbie Street
Lawrenceville, GA 30045

Phone No. 770-995-0014
Fax No. 770-339-8179

Knoxville Division - 521
2810 Hoitt Avenue
Knoxville, TN 37917

Phone No. 865-523-6397
Fax No. 865-673-0093

Regional & Division Managers / Clerks

**Bill Easterling, Regional Operations
Manager**
Cell: 225-806-1636

**LuAnn Chambers, Procurement Manager,
Gwinnett Division**
Phone No. 770-995-0014

**Bill Easterling, Regional Operations
Manager**
Cell: 225-806-1636

David Wilson, Division Manager
Kristle Curto, Division Clerk
Arvetta Floyd, Division Clerk

Scott O'Neal, Division Manager
Jean Slaton, Division Clerk

Ford Chambers, Division Manager
Cell #: 205-602-7297

Roger Young, Division Manager
Ann Ayers, Division Clerk
Melissa Childs, Division Clerk

Becky Ford, Division Manager
Bethany Hamel, Division Clerk

Marietta Division - 509
1450 Field Park Circle
Marietta, GA 30066

Phone No. 770-424-6397
Fax No. 770-422-1082

New Orleans Division - 505
246 St. George Ave.
Jefferson, LA 70121

Phone No. 504-733-1954
Fax No. 504-734-9248

Wellford Division
350 Innovation Way
Wellford, SC 29385

Phone No. 864-439-1030 x10
Fax No. 864-439-1060

Bonnie Lantz, Division Manager
Kathy Henderson, Division Clerk

Bill Easterling, Jr., Division Manager
Jean Slaton, Division Clerk

Brandt League, Division Manager
Cell #: 864-303-4626

NORTH

Regional Office

9001 Brookville Road
Silver Spring, MD 20910

Phone No. 301-589-4002
Fax No. 301-588-8436

Franklin Division - 529
666 Riley Boulevard
Franklin, OH 45005

Phone No. 937-746-5471
Fax No. 937-746-9983

Louisville Division - 530
2000 Industrial Blvd.
Louisville, KY 40219

Phone No. 502-969-3846
Fax No. 502-969-0347

Nashville Division - 525
139 Industrial Blvd.
La Vergne, TN 37086

Phone No. 615-793-4580
Fax No. 615-793-4584

Prince William Division - 522
14811 Dumfries Rd.
Manassas, VA 20112 Or

P.O. Box 459
Dumfries, VA 22026

Phone No. 703-794-9198
Fax No. 703-794-9368

Regional & Division Managers / Clerks

Ken Horn, Director of Operations
Cell #: 678-656-2247

Karen Watts, Regional Procurement Manager
9540 Highway 150,
PO Box 250
Greenville, IN 47124
Tel. #: 812-923-6701
Fax #: 812-923-8777
Cell #: 502-649-2797

Robert Barnwell, Mid-Atlantic Procurement Manager
Cell #: 404-313-4412

Pacey Mindlin, Division Manager
Cell #: 516-615-4864
Marylln Dickinson, Division Clerk

Darrin Hardy, Division Manager
Joanne Wright, Division Clerk
Cindy Griffiths, Division Clerk

Jeff Holmes, Division Manager
Cell #: 615-364-0035
Pam Cartwright, Division Clerk

Anita Grayson, Division Manager
Stellvone Jackson, Division Clerk

Richmond Division – 518
1350 N. Myers Street
Richmond, VA 23230

Phone No. 804-359-1080
Fax No. 804-358-2814

Silver Spring Division - 514
9001 Brookville Road
Silver Spring, MD 20910

Phone No. 301-589-4002
Fax No. 301-588-8436

Wanda McGee, Division Manager
Flo Taylor, Division Clerk

Rob Barnwell, Division Manager
Cell #: 404-313-4412
Kara McDonald, Division Clerk

PACIFIC NW

Regional Office

16810 S.E. 120th Avenue
Clackamas, OR 97015

Phone No. 503-538-2151
Fax No. 503-723-3086

Los Angeles Division – 553
1276 E. Colorado Blvd.
Ste. 200
Pasadena, CA 91106

Phone No. 626-376-4830
Fax No. 626-578-9905

Portland Division – 552
16810 S.E. 120th Avenue
Clackamas, OR 97015

Phone No. 503-723-4415
Fax No. 503-723-3086

San Jose Division – 554
1276 E. Colorado Blvd.
Ste. 200
Pasadena, CA 91106

Phone No. 626-376-4830
Fax No. 626-578-9905

Tacoma Division – 555
4109 192nd St. East
Tacoma, WA 98446

Phone No. 253-846-9010
Fax No. 253-846-9019

Regional & Division Managers / Clerks

John Lucini, V.P. Pacific Region

Tel. #: 503-537-5420

~~Todd Hubbard~~ *Mike Rango*
**Todd Hubbard, NW Fiber Supply &
Marketing Manager** Tel. #: 503-537-5423
Ken Gjovik, Regional Accounting Mgr.
Tel. #: 503-537-5427

Annette Shaner, Fiber Supply Coordinator

Denise Maggio, Division Manager
Vanessa Largaespada, Division Clerk

Ken Grossen, Division Manufacturing Manager
Tel. #: 503-537-5426
Jose Carillo, Production Coordinator
Denise Cole, Division Clerk
Tel. #: 503-537-5428 *Mike Rango*

Denise Maggio, Division Manager
Vanessa Largaespada, Division Clerk

Keith Bailey, Division Manager
Tel. #: 253-655-0290
Cell #: 253-266-6837
Denise Cole, Division Clerk
Tel. #: 503-537-5428

Revised: October 18, 2006