



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

DATE: January 26, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK HOCH, DIRECTOR SALES – WEST REGION
SUBJECT: TAIGA BUILDING PRODUCTS

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Taiga Building Products and Wajax Industries. Wajax Langley BC 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.

Wajax Langley BC 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 Wajax office in Langley BC. Taiga Building Products will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in one (1) year from the date of this agreement which will be November 3, 2011.

If you have any questions concerning this account, please contact Jeff Beecroft at (604) 513-2216, or email him at jbeecroft@wajax.com.

Sincerely,

Mark Hoch, Director Sales - West Region

Cc: Jeff Beecroft, Wajax Langley BC

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WAJAX INDUSTRIES*

*A trade name of Wajax GP Holdco Inc.,
held in its capacity as Trustee of Wajax GP Trust,
General Partner of Integrated Distribution Systems LP

**Letter of Understanding
October 26, 2010**

Between Taiga Building Products and Wajax Industries

Further to discussions with Taiga and Wajax, where Wajax has suggested establishing Taiga as a Wajax National Account, it is agreed that Taiga will place all Hyster forklift purchase orders through their Burnaby BC head office, with Wajax Langley BC Offices.

This is for the purposes of:

- Coordinating all Hyster purchases
- Taiga's benefiting of best discounts and pricing
- Management of fleet appraisals, trades, and evaluations as requested
- Logistics of delivery
- Single point contact between Taiga head office and Wajax.

This agreement does not limit Taiga in any manner in selecting or purchasing alternate brands of forklift trucks.

Taiga locations wishing to acquire a Hyster product will specify the equipment with the local Wajax branch and then submit the proposal to Taiga Burnaby for furtherance to Wajax Langley for optimum pricing and order placement.

This agreement will be valid for one year's duration from date of signing, to be re-evaluated at the conclusion to determine Taiga's satisfaction and extension of same.

Signed

Wajax Industries

Date: Nov 3/2010

Agreed

Taiga Building Products

Date: Nov 3, 2010



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**Taiga Building Products, Envirofor, Elmira Wood Products
Canadian and US Locations, January 2011**

British Columbia, Canada

Langley 26848 Glouchester Way, Langley BC V4W 3V6
General Manager Graham Hoover (604) 857-7741

Kelowna 2545 Acland Rd, Kelowna BC V1X 7J4
General Manager Mike Irvine (604) 765-7714

Nanaimo 4101 Mostar Road, Nanaimo, BC V9T 5V1
General Manager Bob Okrainetz (604) 751-1441

Alberta, Canada

Calgary 285230 Kleysen Way, SE, RR5, Calgary T2P 2G6
General Manager Randy Byrne

Edmonton 7605 67th Street, Edmonton, AB, T6B 1R4
General Manager Elmer Stawniczy (780) 466-4224

Envirofor, Edm 10120 – 17th Street, Edmonton, AB T6P 1V8
Plant Manager Barry Sookarookoff (780) 417-8300

Saskatchewan, Can

Regina 1440 A Fleury St. Regina, SK S4N 5B1
General Manager Lorne Bennett (306) 359-1644

Saskatoon 3009 Cleveland Ave, Saskatoon SK S7K 8G3
General Manager Morris Parchewski (306) 934-1155

Manitoba Canada

Winnipeg 1400 Chevrier Blvd, Winnipeg MB, R3T 1Y6
General Manager Stuart Penner

Ontario, Canada

Milton 520 Harrop Dr, Milton ON L9T 3H2
General Manager John Little (905) 858-1300
Branch Manager Walt Morrow

9087E-198 ST. LANGLEY, BC V1M 3B1 phone 604-513-2216 fax 604-513-1916

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Sudbury
General Manager 72 National St Garson ON, P3L 1M5
Larry Bradley (705) 525-0777

Envirofor ON
Plant Manager 5782B Hwy 64, Monetville, ON P0M 2K0
Steve Bradley (705) 898-1200

Elmira Wood Prod
Manager 6455 Reid Woods Dr, Elmira ON N3B 2Z3
Carman Buttars (905) 669-3296

Quebec, Canada
Montreal
General Manager 1281 Rue Newton, Boucherville, PQ J4B 5H2
Pierre Racette (450) 655-2324

Quebec City
General Manager 105 Rue de Rotterdam, St Augustin, PQ, G3A 1T1
Pierre Racette (418) 878-3860

Nova Scotia, Can
Halifax
General Manager #17 – 115 Chain Lake Dr, Halifax NS B3S 1B3
Mark Dill (902) 468-8912

Newfoundland, Can
St. John's
Branch Manager 56 St Anne's Crescent, Paradise, NL A1N 2C3
Peter Currie (709) 782-5600

USA LOCATIONS:

Sacramento, Calif.
General Manager 4385 Pacific St, Rocklin, California USA 95677
Pat Zan (916) 624-4525
Warehouse Mgr Phill Osbourn

Fresno, Calif.
Yard Manager 1980 Industrial Avenue, Sanger, California USA 93657
Jim Johnston (559) 876-3624