



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

October 29, 2010

TO: HYSTER DEALER PRINCIPALS AND SALES MANAGERS

FROM: GARY BATES, DIRECTOR SALES – WEST

SUBJECT: TRANSCONTINENTAL INCORPORATED

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been approved between Transcontinental Incorporated, the largest printer in Canada and fourth-largest in North America, and Wajax Industries – Lachine, Quebec who will be responsible for administering the account.

Transcontinental Incorporated is headquartered in St-Laurent, Quebec and has 15,000 employees at 45 locations in Canada and the USA. **Please note the attached listing of plants in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer Network.

Wajax Industries– Lachine, Quebec and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. Wajax Industries – Lachine, Quebec will be solely responsible for placing orders, and coordinating the delivery and installation of all new equipment. Transcontinental Incorporated will be responsible for informing their locations of this agreement.

This agreement will expire in three (3) years from the date of the attached agreement which will be January 25, 2013.

If you have any questions concerning this account, please contact Daniel Cote (dcote@wajax.com), at (514) 639-7531 or Sylvain Belisle (sbelisle@wajax.com), at (514) 639-7570.

Sincerely,

A handwritten signature in black ink, reading "Gary Bates".

Gary Bates, Director Sales – West

C: Daniel Cote, Wajax Industries
Sylvain Belisle, Wajax Industries
Gary Turski, Hyster Company
Brett Schemerhorn, Hyster Company





Montreal February 10th, 2010

Mr. Sylvain Bélisle
Wajax Industries
1100 Norman
Lachine, QC
H8S 1A5

Subject: Transcontinental Inc.
Wajax Industries

Dear Mr. Bélisle,

You will find enclosed the Wajax Industries – Transcontinental inc. agreement duly signed for your records.

Please do not hesitate to contact me directly for any issues or for additional information regarding the above agreement.

Best regards,

Veronica Pérez
Procurement Analyst

Enclosure

Transcontinental inc.
Centre de services administratifs
400, av. Sainte-Croix, bureau 100 Est
Saint-Laurent (Québec) H4N 3L4

Téléphone : 514 748-6650
Télécopieurs : 514 339-2402 (Approvisionnement)
514 339-2432 (Programme Évolution finance)
514 339-5239 (Technologies de l'information)
Site Internet : www.transcontinental.com



WAJAX INDUSTRIES*

January 25, 2010

**Mr. Donald Simard
Principal Analyst
Transcontinental Inc.
395, Lebeau Blvd.
St-Laurent, Quebec
H4N 1S2**

SUBJECT : Major Account Letter of Agreement.

Dear Sir,

We are pleased to present this letter of agreement confirming the continuation of a formal dealer major account agreement between Transcontinental Inc. and Wajax Industries, whose responsibility is to administer the agreement. We feel confident that our quality products and our network of exclusive Hyster dealers are uniquely well suited to supply and support your lift truck equipment needs, and we look forward to a continued and mutually successful partnership with Transcontinental Inc.

Administratively, and to ensure your maximum discount level, all orders for Hyster equipment (CAPEX) will be placed centrally through Transcontinental Inc's. office directly with Mr. René Campeau of Wajax Industries.

The term of this agreement is for 36 months effective January 1st, 2010

Under this agreement Transcontinental will benefit from the following:

On new units,

- Wajax and Hyster will ensure that the maximum National Account level discount will be applied on every new unit purchased for Canada, the U.S. and Mexico.
- Transcontinental management will receive copies of all unit request made by any of its locations.
- Regular update will be given to Transcontinental management on acquisition or rental activity.
- When needed by Transcontinental, Wajax can deploy a comprehensive fleet management program including a replacement schedule based on expenses and utilization of any units.

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*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

1100 Norman, Lachine, Qc. H8S 1A6 • Tel.: (514) 639-7500 • Fax: (514) 639-7564
E-Mail: wileast@wajax.com - Internet: www.wajax.ca



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January 25, 2010
Mr. Donald Simard
Principal Analyst
Transcontinental Inc.



On parts and service

- To provide a discount of 15% off the regular door rate for service in Canada (U.S. and Mexico to be confirmed).
- To provide parts pricing based on the following discount schedule
 - In Canada: 15% off Wajax's list price
 - In the U.S.: Hyster's special fleet pricing
- All preventive maintenance for Canada will be made under the fleet rate.
- Transcontinental will receive a detailed report on cost per units for all location serviced by Wajax.
- For Canada Transcontinental will receive the following volume rebates:

In January of 2011, 2012 and 2013 Transcontinental will receive the following rebate calculated on the parts and labour purchases of the prior year:

- If the Volume exceeds 5% of the prior year total volume a 1% rebate will be awarded
- If the Volume exceeds 15% of the prior year total volume a 3% rebate will be awarded.

WAJAX/HYSTER RESPONSIBILITIES

- To advise the appropriate Hyster dealer locations with Transcontinental Inc. facilities in their respective service areas of this agreement
- To provide these Hyster dealer locations with the local Transcontinental Inc. management contacts with whom they are to initiate and maintain close working relationships (if not already done) to provide Transcontinental Inc. with the best-coordinated support possible.
- To enter orders for new Hyster equipment on a timely basis with Hyster Company, and coordinate the delivery and installation of this equipment at all Transcontinental Inc. locations.

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January 25, 2010
Mr. Donald Simard
Principal Analyst
Transcontinental Inc.



TRANSCONTINENTAL RESPONSIBILITES

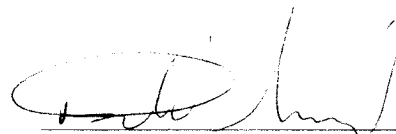
- To advise all local Transcontinental Inc. management teams of this agreement, with copies to Wajax Industries.
- To provide Wajax Industries with timely and accurate information related to equipment needs, delivery locations and delivery requirements.
- Equipment Purchasing: All purchases for new forklifts to be placed directly with the Montreal office.
- Payment terms: Parts and Service, net 30 days (credit card payments accepted)
 Units, upon reception of invoice

Hyster Company and the Hyster Dealer Network appreciate the confidence you have placed in us to service this significant amount of business. We will work diligently to earn your continued trust and support. We look forward to expanding the scope of this agreement in the years ahead and to a mutually successful partnership with Transcontinental Inc.

Yours truly,



Sylvain Bélisle
General Manager
Eastern Canada
Wajax Industries



Donald Simard
Principal Analyst
Transcontinental Inc.

D.S.



Location	Lift Trucks	Phone
Texas		
Transcontinental Dallas / Ft. Worth 5600 Stratum Drive Fort Worth, TX 76137-2710	Charles Myers Contact	(817) 496-1355
California		
Transcontinental Direct Los Angeles 7300 Flores Street Downey, CA 90242-4010	Craig Morgan General Manager	(562) 692-9311
Transcontinental Direct Los Angeles 47102 Mission Falls Court Fremont, CA 94539	Yvan Poulin General Manager	(562) 692-9311
Pennsylvania		
Transcontinental Hamburg		
Transcontinental JDM Tilden Corporate center, Hamburg, PA	Frank Boncore	(215) 943-9100
Ohio		
Transcontinental Miami Valley 678 Yellow Springs-Fairfield Road Fairborn, OH. 45324	Cliff Wise Maintenance Kelly McAtee	(937) 890-6800
California		

Mexico

Location	Lift Trucks	Phone
Mexico		
Transcontinental Editorial Offset Durazno No.1 esquina Ejido Colonia las Peritas Tepepan Xochimilco D.P. Mexico, D.F. C.P. : 16010	François Ouellet General Manager	52-555-784-8188
Transcontinental Refosa Mexico Democracias 116 COL. San Miguel Amantla Azcapotzalco Mexico, D.F. C.P. : 02700	François Ouellet General Manager	52-555-784-8188
Transcontinental Refosa Toluca Lote 1 Manzana J Calle 7 Norte, ESQ.Eje 1 Norte Col. Ampliacion Parque Industrial Toluca 2000 Toluca, Edo de Mexico C.P. : 50200	François Ouellet General Manager	52-555-784-8188



Alberta	Lift Trucks	Wajax Branch	Phone
Transcontinental Calgary 5516 Fifth Street South East Calgary, AB T2H 1L3	Dean Andersen, <u>Operations Manager</u> Stan Maier, Postpress Manager ext: 403-258-3788	Calgary	403-279-7278
British Columbia Transcontinental Vancouver 725 Hampstead Close Annacis Island, Delta, BC V3M 6R6	Greg Ryley Maintenance Manager Purchaser	Langley	604-513-2216
Manitoba			
Transcontinental Spot Graphics 1615 Blvd. Inkster Winnipeg, MB R2X 1R2	DON HEAD-OPERATION MGR	Winnipeg	204-255-2214
Transcontinental LGM 737 Moray Street Winnipeg, MB R3J 3S9	BRIAN TUCKER-MAINTMGR	Winnipeg	204-255-2216
Newfoundland			
Transcontinental St-John's 36, Austin Street St-John's, NFL A1B 3T7	John Over Plant Manager Mike Pearcey Shipper X 540	St-John (Harvey)	709-745-6910-
The Telegram 1 Columbus Drive St-John's NFL A1C 5X7	Ralph Pickett Maintenance Manager	St-John	709-364-6300
Transcontinental Express 20 Union Street Corner Brook, Newfoundland and Labrador A2H 6J2	Chester Lawrence Contact	Corner Brook (Harvey)	(709) 634-2532
New Brunswick			
Transcontinental Inc. Moncton 425, Edinburgh Drive Moncton, NB E1E 2L2	Chriss Johnson Manufacturing Manager	Moncton	506-857-8870
Nova Scotia			
Transcontinental Dartmouth 140 Joseph Zatzman Drive Dartmouth, NS B3B 1M4	David Amus Maintenance Manager	Dartmouth	902-468-7352
Transcontinental Halifax 11 Ragged Lake Blvd. Halifax, NS B3S 1C2	Travor Kanerva Maintenance Manager-Tony Hubert Terry Mounce -General Manager Maintenance coordinator Glenn Deveau ext:238	Dartmouth	902-450-3287
Ontario			
Transcontinental Brampton 138 East Drive Brampton, ON L6T 1C1	Antonio Del Pino Chris Clarridge Shipping manager	Mississauga	
Transcontinental Yorkville - O'Keeffe 8 Tidmore Avenue Etobicoke, ON M9W 5H4	Wayne Green Maintenance Manager	Mississauga	416-589-5701 ext : 2469
Transcontinental Interweb Toronto 5650 Keaton Crescent Mississauga, ON L5R 3G3	Dave Kishbaugh Purchaser(905) 890-2801 ext. 232 Gord Clark Maintenance Manager, Monique Fry -	Mississauga	416 428 4716
PLM Web Inc. 210 Duffield Drive, Markham, Ontario L6G 1C2	Paul Houde	Mississauga	416-848-8492
Transcontinental RBW 2049 20th Street East Owen Sound, ON N4K 5R2	Paul Livingston Shipping Manager	Mississauga	
Prince Edward Island			
Transcontinental Prince Edward Island 169 Industrial Drive Borden-Carleton Industrial Park Borden-Carleton, Prince Edward Island C0B 1X0	Darren Gallant Contact	Moncton	506-857-8870
Quebec			
Transcontinental Transmag 10807, rue Mirabeau Anjou, QC H1J 1T7	Joey Boudreau Maintenance Manager François Jalbert Purchaser	Lachine	514-639-7500

	Lift Trucks	Wajax Branch	Phone
Transcontinental Interglobe Beauce 150, 181e rue Beauceville Est, QC G5X 3P3	Vincent Gilbert Maintenance Manager Michel Giguère Press Manager	Quebec	418-681-3555
Transcontinental Boucherville 1485, rue De Coulomb Boucherville, QC J4B 718	Pierre Arsenault Shipping Manager	Lachine	514-639-7500
Transcontinental Interweb Montreal 1603, boul. de Montarville Boucherville, QC J4B 5Y2	Pierre Arsenault Mario Lévesque Shipping Manager Rachelle Beulieu Purchaser	Lachine	514-639-7500
Transcontinental Qualimax 130 rue Adrien-Robert Gatineau, QC J8Y 3S2	Daniel Beaulne Plant Manager 819-777-6045 cel:819-664-5936	Lachine	514-639-7500
Transcontinental Gagnée 750, Deveau Louiseville, QC J5V 3C2	Serge Baril-Production manager	Lachine	514-639-7500
Transcontinental Litho Acme 85, rue De Castelnau Ouest Montréal, QC H2R 2W3	Jacques Boissonneault Production Manager	Lachine	514-639-7500
Transcontinental Ross- Ellis 7399, rue Cordner La Salle QC H8N 2R5	Fred Beeby Plant Manager	Lachine	514-639-7500
Transcontinental Ross- Ellis 999, 90e Avenue La Salle, QC. H8R 3A4	Benoit Lussier	Lachine	514-639-7500
Transcontinental Rimouski Case postale 6059, 300 av. de l'industrie Pointe au Père, QC G5M 1R1	Éric Lepage Production Manager Daniel Ouellet Maintenance Manager	Quebec	418-681-3555
Transcontinental Métropolitain 12300, Métropolitain est Pointe au Trembles, Qc H1B 5Y2	Marc Chaussé Purchaser Julie Rochon Shipping	Lachine	514-639-7500
Transcontinental de la Capitale 5000 rue Hugues-Randin Porte 7 Québec, QC G2C 2B4 418-845-4301	Richard Matte et Richard Savard	Quebec	418-681-3555
Transcontinental Québec 2850, rue Jean Perrin Québec, QC G2C 2C8	Gérard Faucher Plant Manager Lyn Larocche Purchaser	Quebec	418-681-3555
Transcontinental Rimouski 162, rue Dumais Rimouski, QC G5L 3A5	Daniel Lévesque Production Manager Éric Lepage Purchaser Daniel Ouellet Maintenance Manager	Quebec	418-681-3555
Transcontinental Saint- Hyacinthe 2700, boul. Casavant Ouest Saint-Hyacinthe, QC J2S 7S4	Sonia Picard Logistic Frédéric Bourbonnais Shipping Éric Leblanc Shipping André Gravel Purchaser	Lachine	514-639-7500
Transcontinental Direct Montréal 4491, boul. des Grandes Prairies Saint-Léonard, QC H1R 1A5	Pierre Arsenault 514-328- 7070 ext 330	Lachine	514-639-7500
Transcontinental Transfinition 8774, Boul. Pie IX Montreal, Qc. H1Z3V1	André Sévigny Plant Manager	Lachine	514-639-7500
Transcontinental Métrolitho 4001, boul. Portland Sherbrooke, QC J1L 1X9	Michel Felteau Maintenance Manager Ricardo Bergamin Purchaser	Lachine	514-639-7500
Transcontinental T.R. Offset 1850 rue Bellefeuille Trois-Rivières, QC G9A 3Y2	Pierre Côté Plant Manager	Lachine	514-639-7500
Saskatchewan			
Transcontinental Saskatoon 838, 56th Street East Saskatoon, SK S7K 5Y8	Doug Brown Shipping Manager Bill Fenn Maintenance Manager	Saskatoon	306-934-2858