



HYSTER COMPANY

Americas Division

June 28, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: TOM SAPUTO, VICE-PRESIDENT, SALES – WESTERN REGION & CANADA

SUBJECT: TRANSCONTINENTAL, INC.

This is to confirm a formal Dealer Major Account Agreement for Hyster product between Transcontinental, Inc., and Wajax Industries, Ltd. – Lachine, Quebec, 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.

Wajax Industries, Ltd. – Lachine, Quebec 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 Wajax Industries, Ltd. office in Lachine, Quebec. Transcontinental, Inc. has informed their locations of this agreement.

If you have any questions concerning this account, please contact Daniel Poirier, Major Account Manager at (514) 639-7500 or fax (514) 639-7564.

Sincerely,

Tom Saputo, Vice-President, Sales
Western Region & Canada

TS/wgw

Enclosure

cc: Carl Bouchard, Wajax Industries, Ltd.
Daniel Poirier, Wajax Industries, Ltd.
Dan Cote, Wajax Industries, Ltd.
Glenn Spiers, Hyster Company

