



HYSTER COMPANY

Americas Division

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

April 26, 2007

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: ROBERT A. HOUSTON, VICE-PRESIDENT SALES – CENTRAL REGION
SUBJECT: WAUSAU PAPER

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Wausau Paper and MEE Material Handling – Milwaukee, Wisconsin 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.

MEE Material Handling – Milwaukee, Wisconsin 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 MEE Material Handling office in Milwaukee, Wisconsin. Wausau Paper will be responsible for informing their locations of this agreement.

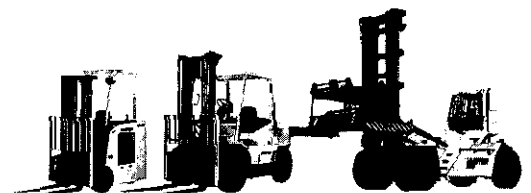
The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be April 5, 2010.

If you have any questions concerning this account, please contact Edward Gergets, Major Accounts Manager on his cell phone at (414) 333-4051 or his e-mail address egergets@meelift.com

Sincerely,

Robert A. Houston, Vice-President, Sales
Central Region

c: Edward Gergets, MEE Material Handling
Matt Sagorac, MEE Material Handling
Gary Cutsy, Hyster Company



MATERIAL HANDLING
AND
INDUSTRIAL EQUIPMENT



CUSHMAN
ALLIED LINES



MATERIAL HANDLING L L C.

SALES - RENTALS - SERVICE - PARTS - LEASING

11721 WEST CARMEN AVENUE, MILWAUKEE, WISCONSIN 53225-2294 / PHONE 414-353-3300 / 800-242-5452

BRANCH: KAUKAUNA, WISCONSIN / PHONE 920-766-5521 / 800-242-3313

BRANCH: MADISON, WISCONSIN / PHONE 608-273-1234 / WI 800-236-9868 / IL 800-992-0292

BRANCH: ROCKFORD, ILLINOIS / PHONE 815-398-5800 / 800-992-0292



Wausau Paper
100 Paper Place
Mosinee, Wisconsin 54455

Mr. Joe Fierst

SUBJECT: HYSTER DEALER MAJOR ACCOUNT AGREEMENT

MEE is pleased to present this Letter of Agreement in establishing a formal Dealer Major Account Agreement between Wausau Paper and MEE Material Handling. MEE Material Handling's sole responsibility will be to administer and coordinate all sales of new Hyster products to Wausau Paper locations nationwide.

Hyster Company has extended most favorable Dealer Major Account level pricing, with provisions for the administering dealer MEE Material Handling, and for the participating Hyster dealers who will be responsible for delivering and maintaining your new Hyster equipment after the delivery date for each new sale.

All Hyster equipment orders will be placed centrally through Wausau Paper - Mosinee, WI Division directly to MEE Material Handling with Edward Gergets being the sole point of contact as Major Accounts / Fleet Services

I. MEE MATERIAL HANDLING/HYSTER RESPONSIBILITIES

- a. Inform all participating Hyster dealers with the current and future Wausau Paper locations in their current territories.
 - Including location address and point of contact information.
- b. To supply discount levels and all quotes to participating Hyster dealers in a timely fashion so quotes can be delivered to Wausau Paper locations nationwide and locally to wausau Paper. - Mosinee, WI Division.
- c. Help coordinate the delivery and implementation of all new Hyster equipment through participating Hyster dealers on all new orders of Hyster equipment.

II. WAUSAU PAPER'S RESPONSIBILITIES

- a. To supply MEE Material Handling with all yearly Request for Quotation (RFQ) requirements.
 - Including specified requirement options, delivery locations, and delivery requirements
- b. Advise and inform all Wausau Paper nationwide locations of this Dealer Major Account Agreement and its terms.
- c. Supply a complete listing of all Wausau Paper locations, which will be distributed to the Hyster Dealer Network.

Sincerely Yours,

Edward J. Gergets
Major Accounts/Fleet Services

ACCEPTED BY:

	4/5/2007		4-6-07
Mr. Joe Fierst - VP of Operations	Date	Edward J. Gergets - Major Accounts/Fleet Services	

Locations

- Overview
- Map of Locations
- **Addresses**
Wausau Paper Timberland
Sales

Addresses



CORPORATE OFFICES

Wausau Paper Corporate Office

100 Paper Place
Mosinee, Wisconsin 54455-9099
tel 715 693 4470
fax 715 692 2082

PRINTING & WRITING

Administration

One Clark's Island
Wausau, WI 54403
tel 715 675 3361
fax 715 675 8355

Brokaw Facility

202 Second Street
Brokaw, WI 54417-0305
tel 715 675 3361
fax 715 675 5181
Employees: 634
Capacity (tons) – Paper:
177,000

Groveton Facility

Three Mechanic Street
Groveton, NH 03582
tel 603 636 1154
fax 603 636 6506
Employees: 331
Capacity (tons): 117,000

Brainerd Facility

1801 Mill Avenue NE
Brainerd, MN 56401
tel 218 822 6600
fax 218 822 6667
Employees: 144
Capacity (tons): 170,000

Appleton Facility

1117 W. Washington Street
Appleton, WI 54914
tel 920 739 9491
fax 920 996 1500
Employees: 49
Capacity (tons): 45,000

SPECIALTY PRODUCTS

Administration

P.O. Box 900
Mosinee, WI 54455-0900
tel 715 692 2062
fax 715 692 2094

Mosinee Facility

100 Main Street
Mosinee, WI 54455-1497
tel 715 693 2111
fax 715 693 4723
Employees: 432
Capacity (tons) – Paper: 119,000
Capacity (tons) – Pulp: 96,000

Otis Facility

1 Mill Street
Jay, ME 04239
tel 207 897 7200
fax 207 897 7207
Employees: 247
Capacity (tons): 73,000

Rhineland Facility

515 West Davenport Street
Rhineland, WI 54501
tel 715 369 4100
fax 715 369 4141
Employees: 572
Capacity (tons): 150,000

Columbus Facility

832 West James Street
Columbus, WI 53925
tel 920 623 3435
fax 920 623 5383
Employees: 50

Jackson Facility

3915 Beasley Road
Jackson, MS 39213
tel 601 366 3539
fax 601 366 4009
Employees: 27

Columbus & Jackson Facilities
Combined Capacity (tons): 150,000

TOWEL & TISSUE

Harrodsburg Facility

1150 Industry Road
Harrodsburg, KY 40330-0189
tel 859 734 0538
fax 859 734 8219
Employees: 463
Capacity (tons): 190,000

Middletown Facility

700 Columbia Avenue
Middletown, OH 45042-0810
tel 513 424 2999
fax 513 420 8570
Employees: 181
Capacity (tons) – Towel & Tissue:
110,000
Capacity (tons) – De-ink Pulp:
110,000