



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

mailed
on
6/19/01
JT

June 18, 2001

TO: CERTAIN HYSTER DEALER PRINCIPALS AND SALES MANAGERS
FROM: DAVE HOEHN, V-P SALES, COUNTERBALANCED TRUCKS

Attached you will find a copy of the signed dealer major account agreement between Barloworld Alabama and Wolverine Tube.

Please note the attached listing of plants/operations in your area. Please make contact with your local plant as soon as possible.

Also note when ready please contact Jeff Adair at Barloworld Alabama at 252-355-3226 for all pricing/leasing input required. Alternatively, you can contact Bill Crotwell at 205-520-2000.

Thanks for your cooperation. We hope this agreement will secure a higher percentage of Wolverine's material handling requirements.

Very truly yours,

HYSTER COMPANY

Vice-President, Sales
Counterbalanced Trucks

Dave Hoehn

cc: All RSM's
Bill Crotwell, Barloworld-AL

Wolverine Tube, Inc. Locations

Altoona Wolverine Tube, Inc./STP Spring Meadows PO Box 1674 Altoona, PA 16603 Phone 814-695-4491 Fax 814-696-0702	Contact Joe Holsberger	Revised 1/20/00 Jackson Wolverine Tube, Inc. 1037 Lower Brownsville Road Jackson, TN 38301 Phone 901-265-2800 Fax 901-265-2850	Contact Shirley Brown/Patty Israel
Ardmore Wolverine Tube, Inc. 30500 Railroad Street West PO Box 1149 Ardmore, TN 38449 Phone 931-427-2034 Fax 931-427-2004	David Watson	London Wolverine Tube, Inc. 1010 Clarke Road PO Box 7515 London Ontario Canada N5V 3B2 (Physical) N6Y 5S6 (PO Box) Phone 519-456-0770 Fax 519-455-9238 Wats 800-265-8271	Jack Leeming
Booneville Wolverine Tube, Inc. One Wolverine Drive Booneville, MS 38829 Phone 662-728-1989 Fax 662-728-1848	Tina Garrett	Montreal Wolverine Tube, Inc. 10930 Sherbrooke Street East PO Box 420, PAT Montreal East, Quebec Canada H1B 5K4 (PO Box) H1B 1B4 (Physical) Phone 519-645-8741 Fax 519-645-9630 Wats 800-463-1976	Rita Boutin
Carrollton Wolverine Tube, Inc./TFI 2101 Beltline Road West Carrollton, TX 75006 Phone 972-512-2400 F 972-242-5955	Lonna Gibbs	Warwick Wolverine Joining Technologies. 235 Kilvert Street Warwick, RI 02886 Phone 401-739-9550 X114 Fax 401-732-3221	Wayne Dorrance
Corporate Headquarters Wolverine Tube, Inc. 1525 Perimeter Parkway Suite 210 Huntsville, AL 35806 Phone 256-890-0480 Fax 256-890-0470	Not Applicable	Shanghai Wolverine Tube Hua Jing Road Lot FM 11 Waigaoqiao Free Trade Zone Pudong, Shanghai 200137, PRC Phone 011-86-21-5046-0684 Fax 011-86-21-5046-0597	Not Applicable
Decatur Wolverine Tube, Inc. 2100 Market Street NE PO Box 2202 (35609-2202) Decatur, AL 35601 Phone 256-353-1310 Fax 256-580-3859	John Marsh	Shawnee Wolverine Tube, Inc. 500 Wolverine Road Shawnee, OK 74801 Phone 405-275-4850 Fax 405-275-8449	Gary Carr
Fergus Wolverine Ratcliffs, Inc. 865 Gartshore St. PO Box 100 Fergus, Ontario Canada N1M 2W7 Phone 519-843-2440 Fax 519-843-6202 Wats 800-387-7706	Cheryl Cushing		