



HYSTER COMPANY

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

DATE: May 13, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION
SUBJECT: JAMES HARIDE BUILDING PRODUCTS INCORPORATED

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between James Hardie Building Products Inc. and Barloworld Handling – Tampa, Florida 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.

Barloworld Handling – Tampa, Florida 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 Barloworld Handling office in Tampa, Florida. James Hardie Building Products Inc. 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 22nd, 2012.

If you have any questions concerning this account, please contact Dominic Pyzynski (813) 623-6700, or email him at dpzynski@handling.barloworld.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Dominic Pyzynski, Barloworld Handling

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NMHG DEALERS ONLY. DO NOT COPY OR DISTRIBUTE.





Barloworld
Leading brands

MAJOR ACCOUNT PURCHASE AGREEMENT

Between

BARLOWORLD HANDLING, LP
3915 N Highway 301
Tampa, FL. 33619

And

JAMES HARDIE BUILDING PRODUCTS INC.
809 S. Woodrow Wilson Rd.
Plant City, FL. 33566

ATTN: Mr. Todd Gardner/Bill Reff

AGREEMENT: This Agreement shall be in effect October 1, 2008 and shall continue thereafter until either party notifies the other in writing of its intent to terminate, which notice shall state an effective date of termination that is not less than thirty days after the giving of notice. Orders shall be filed in accordance with this agreement even though delivery or other performance by either party may not occur until after the effective date of termination. Notice shall be considered given when made in writing to the address of such party indicated in this agreement.

DISCOUNT: Maximum Major Account Discounts as directed by the below Manufacturers and Other Products will apply to all orders. Discounts will be applied to the list price in effect at time of order.

Hyster Company Sellick Equipment Co. JLG Industries
Capacity Spotting Tractor Rail King Railcar Movers

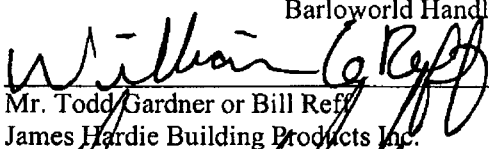
SCOPE: The terms, conditions, and limitations of the Quotations, Offer of Sales, or other Barloworld Handling, LP sales order agreements between the customer and Barloworld Handling, LP shall apply to the particular products covered by such agreement in addition to the terms and conditions provided herein.

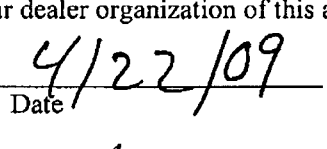
PURCHASES: The discount structure contained in this Agreement applies to orders placed with:

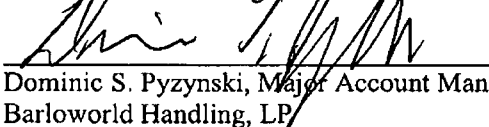
Dominic S. Pyzynski, Major Account Manager
Barloworld Handling, LP
3915 N Hwy 301
Tampa, FL. 33619 (Cell: 813-363-9613, Office: 813-623-6700)

AGREEMENT

NOTIFICATION: James Hardie Building Products Inc. will notify their branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.


Mr. Todd Gardner or Bill Reff
James Hardie Building Products Inc.


Date 4/22/09


Dominic S. Pyzynski, Major Account Manager
Barloworld Handling, LP

Date 4/22/09

James Hardie Building Products
820 Sparks Dr.
Cleburne, TX. 76033
817-556-7000
Contact: Jack Briscoe - Maintenance Manager
Contact: Dave Hunt - Reliability Manager Cleburne

James Hardie Building Products
17 Unytite Dr.
Peru, IL 61354
815-220-3064
Contact: Bill Reff - Reliability Manager
Contact: Shane Parks - Plant Manager
Contact: Tom Salz - Safety Coordinator

James Hardie Building Products
809 S Woodrow Wilson
Plant City, FL. 33566
813-707-5345
Contacts: Jimmy Pope; Forklift Supervisor
Contact: Rhonda Webb

James Hardie Industries N.V.
1000 James Hardie Way
Pulaski, VA. 24301
Phone: 540-994-1902
Fax: 540-994-1999
Contacts: Mark Taylor - Maintenance Manager; Cell: 540-428-6243
Contact: John Devenshire, Tec

James Hardie Building Products
152 Belgium Dr.
Summerville, SC 29483
Phone: 843-821-2745
Fax: 843-821-3074
Contacts: Tyler Hart; Sr. - Engineering Manager
Cell: 843-514-3102

James Hardie Building Products
2425 Hwy.77 North
Waxahachie, TX. 19510
972-923-5000
Contact: Dave Hunt - Reliability Manager Cleburne