



HYSTER COMPANY

National Accounts

Announcing an alliance between Hyster and BlueLinx.

The following information has been communicated to the appropriate Hyster Territory/Sales Managers requesting their presence and support of this new and exciting opportunity with BlueLinx locations listed on the attachment.

Formerly handled by Barloworld as a Dealer Major Account, BlueLinx, a building materials supplier/distributor, has selected Hyster Company for their 2006 Forklift purchases. BlueLinx is now recognized as a Hyster National Account and should be extended Hyster Fleet Parts Pricing.

This is the announcement that was emailed to BlueLinx locations from Corporate announcing our relationship on 7/26/06:

"We have completed the bid process for the forklifts and the supplier selected for the 2006 purchase is Hyster North America. Each of you will be getting a call from there local dealer network within the next week. The dealers will be confirming your requests and requirements for mast sizes, tires, etc. Lead time on delivery ranges from 13 to 14 weeks from po#. You should start receiving delivery on the equipment late 4th quarter. As the machines get completed you will be notified with eta's of delivery to either your location or dealer location. Please note that we will all share Hyster National Account parts pricing for all locations. Our new National Account Manager's name is Ken Kinsella and he will be coordinating all of his efforts with the local Hyster dealers. Please make every attempt to support this effort going forward to minimize any delays in ordering the equipment. If you have any questions please feel free to contact me, Roger Crabb or Kim Goodrich."

Moving Forward:

- o BlueLinx has 69 national locations, 37 have been authorized to purchase a total of 68 units.
- o Please see attached 3 tab Excel matrix for all locations, locations that are approved for orders, and corporate specifications.
- o If your location is approved for units please contact them at your earliest convenience to set an appointment to review the corporate specifications against their local needs vs. what corporate has approved for them.





HYSTER COMPANY

National Accounts

- o If your location is not approved please insure that you call on them to create a relationship to improve our visibility.
- o Please create a DEALER COPY of a HERO QUOTATION identifying your locations needs, any dealer installed items, your local delivery fees and prep costs. Be mindful that those specifications in green are considered COMMON FLEET ITEMS or COMMON SAFETY EQUIPMENT - I ask that you focus on machine capacity, mast, tires, and forks incorporating the common/green items into your plants specification.

BlueLinx goal is to provide the right fork trucks for each plants needs, and BlueLinx is hopeful that we can save about \$400,000 by rightsizing the fleet. Please contact me with questions or concerns - email would be better considering the size of the group - and email me your Dealer HERO information when ASAP - BlueLinx is ready to issues PO's!

Kenneth Kinsella

Account Manager, Hyster National Accounts

Office - 317.915.8395

ken.kinsella@hyster.com

Confidential - This information is only authorized for distribution to Hyster Authorized Dealers and Hyster Company.

