



HYSTER COMPANY

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

DATE: May 18, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION
SUBJECT: FLOOR & DÉCOR OUTLETS OF AMERICA INCORPORATED

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Floor & Décor Outlets of America Inc. and Barloworld Handling – Decatur, Georgia 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 – Decatur, Georgia 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 Decatur, Georgia. Floor & Décor Outlets of America 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 March 14th, 2014.

If you have any questions concerning this account, please contact Brandon Johnson (770) 987-7666, or email him at BJohnson@handling.barloworld.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Brandon Johnson, Barloworld Handling

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Barloworld
Handling

Barloworld Handling LP
5191 Snapfinger Woods Drive
Decatur, Georgia 30035-0160 USA

Telephone 770 987 7666
Division Fax 770 593 7686 Branch Fax 770 987 0952
www.handling.barloworld.com

March 14th, 2011

Mr. Cozean Hedrick
Floor & Decor Outlets of America Inc.
1200 Barrett Parkway
Kennesaw, Georgia 30144

NATIONAL ACCOUNT LETTER OF AGREEMENT

Dear Mr. Hedrick:

We are pleased to announce that Floor & Décor Outlets of America Inc. and Barloworld Handling have entered into a Dealer Managed National Account Agreement for the purchase of Hyster Lift Trucks.

Through this agreement, Hyster Company is extending National Account pricing with provisions for Barloworld Handling and the Hyster Dealers who will be responsible for delivering and maintaining the equipment.

All orders for Hyster material handling equipment in North America will be placed centrally through Floor & Décor Outlets of America Inc. in Kennesaw, Georgia, directly with Barloworld Handling, Decatur, Georgia. Barloworld Handling will be responsible for timely placement of factory orders and coordination within the Hyster dealer network involving delivery, reporting and installation of new equipment at all Floor & Decor Outlets of America Inc. locations.

The National Account pricing structure applies to orders placed with:

Barloworld Handling LP
Attn: Brandon Johnson
5191 Snapfinger Woods Drive
Decatur, Georgia 30035
(770) 987-7666

Once Floor & Décor Outlets of America Inc. places orders for material handling equipment with Barloworld Handling, the local servicing Hyster dealer will be notified to insure excellent parts and service support.

Barloworld Handling and the Hyster dealer organization appreciate the confidence Floor & Décor Outlets of America Inc. has placed in Barloworld Handling to manage the Floor & Décor Outlets of America Inc. material handling equipment fleet. Barloworld Handling, Hyster Company and the Hyster dealer network will work diligently to earn the continued trust Floor & Décor Outlets of America Inc. has placed in our products and services.

Regards,

Brandon Johnson
Account Manager
Barloworld Handling LP

Accepted by:

Joe Connolly
AVP Store Operations
Floor & Decor Outlets of America Inc.

Floor & Decor Store Contact Sheet

Store #	Store Name	Address	Contact #
01	Atlanta	1690 NE Expressway Atlanta, GA 30329	404-315-6287
02	Morrow	1056 Personal Place Morrow, GA 30260	678-422-7272
03	Jacksonville	8102 Blanding Blvd Jacksonville, FL 32244	904-652-0164
04	Dallas	2350 Alberta Dr. Dallas, TX 75229	972-243-9230
05	Houston	17211 North Freeway Houston, TX 77090	281-893-3035
06	Kennesaw	1200 Ernest Barrett Pkwy Kennesaw, GA 30144	678-626-1167
07	Almeda	11542 Gulf Freeway Houston, TX 77034	713-944-1989
08	Pompano	1914 W. Atlanta Blvd Pompano, FL 33069	954-317-0081
09	Arlington	2540 E. Pioneer Pkwy Arlington, TX 76010	817-274-2030
10	Orlando	2628 East Colonial Dr. Orlando, FL 32803	407-427-1979
11	Glendale	5880 West Bell Rd. Glendale, AZ 85308	602-441-0292
12	Plano	800A West 15th Street Plano, TX 75075	972-943-3500
13	West Oaks	14409 Park Hollow Dr. Houston, TX 77082	281-497-7175
14	Brandon	10059 East Adamo Dr. Tampa, FL 33619	813-426-0059
15	Tempe	7500 S. Priest Dr. Tempe, AZ 85283	480-838-3046
16	Clearwater	21760 U.S. Hwy 19N Clearwater, FL 33765	727-239-4780
17	Arvada	7350 West 52nd Avenue Arvada, CO 80002	303-420-1000
18	Highlands Ranch	1980 E. County Line Rd Highlands Ranch, CO 80126	720-283-7000
19	San Antonio	5776 Stemmons Dr San Antonio, TX 78238	210-521-0003
20	Henderson	1080 W Sunset Rd Henderson, NV 89014	702-547-0146
21	Austin	4501 West Braker Lane Suite C Austin, TX 78759	512-241-0611
22	Hialeah	3890 West 18th Ave Hialeah, FL 33012	786-837-0400
23	Norco	200 Hidden Valley Pkwy Norco, CA 92860	951-808-3360
24	Gretna	4 Westside Crossing Shopping Center Gretna, LA 70053	504-361-0501
25	Hilliard	3780 Park Mill Run Hilliard, OH 43026	614-777-6170
30	Roswell	610 Holcomb Bridge Rd. Suite 100 Roswell, GA 30076	404-942-4599