



HYSTER COMPANY

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

January 5, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: MOHAWK INDUSTRIES

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Mohawk Industries and Barloworld Handling – Dalton, 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 – Dalton, 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 Dalton, Georgia. Mohawk Industries 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 December 1, 2013.

If you have any questions concerning this account, please contact Kevin Payton (706) 259-4895, or email him at KPayton@handling.barloworld.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Kevin Payton, 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
440 E. Westinghouse Blvd
Charlotte, NC 28273

And

Mohawk Industries
235 Industrial Blvd.
Chatsworth, Ga. 30705

ATTN: Rodney Rowe

AGREEMENT: This Agreement shall be in effect *December 1, 2010* 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 filled in accordance with the Mohawk Purchase Order 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: Major Account Discounts, at a minimum, 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. Changes in list price for all Hyster equipment shall be communicated to the Mohawk contact stated herein. Minimum discounts for each calendar year shall be communicated to Mohawk no later than January 31 of each year. Mohawk shall have the ability to review all list pricing to verify proper discounting at for any and all orders.

Hyster Company
Cascade Corporation

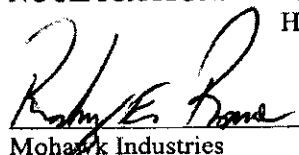
All Batteries
All Chargers

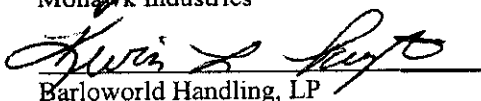
SCOPE: The terms and conditions as stated in each Mohawk Purchase Order shall apply to all orders in addition to the terms and conditions provided herein.

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

Kevin Payton
Barloworld Handling, LP
3425 Dug Gap RD
Dalton, Ga. 30720

AGREEMENT
NOTIFICATION: Mohawk will notify their franchisees and branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.


Mohawk Industries


Barloworld Handling, LP

11/17/10
Date

11-17-10
Date

Southeast Region (Atlanta GA) (ATS)

Sales Region 201 Soft Surface
Sales Region 501 Hard Surface

Logistics Warehousing & Delivery Network

Atlanta GA (ATS) Ext. 45455

Customer Pick Up Facility Only

3005 Center Place - Suite 100

Norcross GA 30093

Phone: 800-346-7097 (770-248-1479)

Fax: 770-903-3687

Andy Marchman, Operations Manager - Ext. 49754

Location # 07-650

Satellites

Charlotte, North Carolina (NCS)

5901-K Long Creek Park Drive

Charlotte, NC 28269

Phone: 800-280-0744 (704-597-0070)

Fax: 704-597-0449

Reggie Myers, Whse Mgr (Cell: 704-507-2059)

Location # 07-6A4

Morrisville, North Carolina (RAS)

9301 Globe Center Drive, Suite 120

Morrisville, NC 27560

Phone: 800-280-5771 (919-361-3368 / 3089)

Fax: 919-361-3099

Pat Dudley, Whse Mgr (Cell: 919-795-1335)

Location # 07-6A6

Memphis, Tennessee (MES)

5400 Meltech Blvd., Suite 114-116

Memphis, TN 38118

Phone: 800-833-9868 (901-365-9675)

Fax: 901-365-9474

Darwin Davis, Whse Mgr. (Cell: 901-508-0969)

Location # 07-6A2

Orangeburg, South Carolina (SCS)

152 Regional Parkway, Bldg. F

Orangeburg, SC 29118

Phone: 866-850-0036

Fax: 803-533-7686

Don Jackson, Whse Mgr (Cell: 803-513-3224)

Location 07-6A7

Nashville, Tennessee (NAS)

623 Old Hickory Blvd.

Old Hickory, TN 37138

Phone: 800-386-3868 (615-541-0265)

Fax: 615-541-0267

Donald Blackmore, Whse Mgr (Cell: 615-533-7321)

Location # 07-6A3

Tifton, Georgia (TGS)

7784 Magnolia Industrial Blvd.

Tifton, GA 31794

Phone: 888-360-9936 (229-382-1478)

Fax: 229-386-1379

Andy Williams, Whse Mgr (Cell: 912-577-1193)

Location 07-6A8

Pensacola, Florida (PES)

8809 Paul Starr Drive

Pensacola, FL 32514

Phone: 888-388-9652 (850-969-0616)

Fax: 850-969-0617

Stafford McClendon, Whse Mgr (Cell: 850-232-8784)

Location 07-6A5

Florida Region (Pembroke Park FL) (FLD)

Sales Region 202 Soft Surface; Sales Region 502 Hard Surface

Logistics Warehousing & Delivery Network

RDC and Satellites

Regional Distribution Center

Pembroke Park FL (FLD)

3375 SW 24 Street

Pembroke Park FL 33023

Phone: 800-531-4770 (954-989-7910)

Fax: 954-989-2993

Jeff Wilson, Regional VP - Ext. 76933

Jeff Bove, Operations Manager - Ext. 76957

Rick Mendez, Warehouse Manager

Location # 07-651

Location # 07-6G2 Pembroke-DAL

Pembroke Park, FL *

2500 SW 32 Avenue, Pembroke Park FL 33023

Phone: 800-531-4770 (954-893-7337)

*** Sales & Admin only**

Satellites

Orlando, FL (ORS)

7576 Kingspointe Pkwy

Ste. 150

Orlando, FL 32819

Phone: 800-255-9266 (407-226-2692)

Fax: 407-226-9731

Rick Coover, Whse Mgr

Location # 07-6B2

North Central Region (Bolingbrook IL) (ILD)
(Midwest)

Sales Region 203 Soft Surface
Sales Region 503 Hard Surface

Logistics Warehousing & Delivery Network
RDC and Satellites

Regional Distribution Center

Chicago IL (ILD) Ext. 25802

150 E. Crossroads Pkwy, Suite D

Bolingbrook IL 60440

Phone: 800-426-3480 (630-972-8000)

Fax: 800-854-2250

Joe Zasaitis, Director of Regional Operations - Ext. 25702

(Mid Central and North Central Regions)

Tim Treadway, Whse. Mgr. - Ext. 25737

Location # 07-652

Location # 07-6G1 Bolingbrook-Dal *

(* Sharing building with DalTile Operations Only effective 09-28-09)

Satellites

Pewaukee, Wisconsin (WIS)

N24 W23750 Watertown Road

Waukesha, WI 53188

Phone: 262-523-2630

Fax: 262-523-2633

Jeff Storheim, Whse Mgr

Location # 07-6B6

Mendota Heights MN (MND)

2359 Waters Drive

Mendota Heights MN 55120

Phone: 888-405-8332 (651-405-8300)

Fax: 888-405-9906 (651-405-9286)

Jim Rapata, Ops Mgr - Ext. 25706

Tom Wilcken, Whse. Mgr. - Ext. 19

Location # 07-659

St. Louis, Missouri (MOS)

4285 Rider Trail North, Suite 100

Earth City, MO 63045

Phone: 314-209-0009; Fax: 314-209-0047

Mike Thompson, Whse Mgr

Location # 07-6B5

Des Moines, Iowa (IAS)

1809 Guthrie Avenue

Des Moines, IA 50316

Phone: 888-389-5544 (515-262-5544)

Fax: 515-262-5677

Jim Rapata, Ops Mgr. - Ext. 25706

Eric Banks, Whse Mgr

Phone: Cell 630-327-9176

Location # 07-6F7

Kansas City, Kansas (KSS)

10831 W. 78th St.

Shawnee, Kansas 66214

Phone: 877-216-5443 (913-248-0707)

Fax: 913-248-1763

Jim Rapata, Ops Mgr. - Ext. 25706

Matt Stachowiak, Whse Mgr, Ext. 12 (Cell: 913-207-4350)

Location # 07-6F8

Mid Central Region (Columbus, OH) (OHD)
(Ohio)

Sales Region 208 Soft Surface
Sales Region 506 Hard Surface

Logistics Warehousing & Delivery Network

Columbus OH (OHD) Ext. 77600

Non-Stocking Satellite

6450 LaSalle Drive

Lockbourne, OH 43137

Phone: 800-837-3812 (614-497-8718)

Fax: 866-475-6311

Gary Miller, Operations Manager - Ext. 77805

Kenny Mollett, Whse. Mgr.

Location # 07-653

Cleveland, Ohio (CLS)

12850 Darice Parkway

Strongsville, OH 44149

Phone: 877-215-2095 (440-846-6672)

Fax: 440-846-6675

Anthony Kotarsky, Whse Mgr

Location # 07-6B9

Indianapolis, Indiana (INS)

5425 W. 74th Street, Suite 100

Indianapolis, IN 46268

Phone: 317-334-1755

Fax: 317-334-1765

Tommy Wustrack, Whse Mgr

Location # 07-6B4

Wixom, Michigan (WLS)

(formerly in Whitmore Lake MI)

28435 A Automation Blvd.

Wixom, MI 48393

Phone: 248-486-4075

Fax: 248-486-5133

Mike Seigle - Whse Mgr

Location # 07-6B7

Pittsburgh, Pennsylvania (PGS)

790 Vista Park Drive

Pittsburgh, PA 15205

Phone: 877-362-2044 (412-490-9547 or 9548)

Fax: 412-490-6987

Robert Miller, Whse Mgr

Location # 07-6C1

**Northeast Region (EPD and JSD)
(Teterboro NJ; Glen Burnie MD)**

Sales Region 206 Soft Surface
Sales Region 506 Hard Surface

Logistics Warehousing & Delivery Network

Regional Distribution Center

Teterboro NJ (EPD) Ext. 76102

698 Route 46 West, Teterboro NJ 07608

Phone: 800-700-9556 (201-807-6100)

Fax: 201-807-6124

Jeff Edwards, Dir. Regional Operations - Ext. 73333

Kenny Lake, Whse Mgr. - Ext. 76189

Location # 07-654

Satellites

Boston, Massachusetts (BOS)

15 Walpole Park South

Walpole, MA 02081

Phone: 508-660-8935

Fax: 508-660-8936

Dave Bucci, Whse Mgr

Location # 07-6C3

Syracuse, New York (SYS)

4 Dwight Park Drive

Syracuse, NY 13209

Phone: 800-351-3223

Fax: 315-451-7138

Wayne Barkauskas, Whse Mgr

Location # 07-6C5

Regional Distribution Center

Glen Burnie MD (JSD) Ext. 73182

1910 Park 100 Drive, Glen Burnie, MD 21061

Phone: 800-354-5190 (410-424-1040)

Fax: 410-424-2165

Jeff Edwards, Dir. Regional Operations - Ext. 73333

Dave Hunley, Whse Mgr (Ext. 73311)

Location # 07-656

Satellites

Richmond, Virginia (VAS)

10404 Lakeridge Pkwy, Suite 100

Ashland, VA 23005

Phone: 804-550-5798

Fax: 804-550-7985

Bruce Tate, Whse Mgr

Location # 07-6D7

Moorestown, New Jersey (PAS)

(used to be in Philadelphia PA)

20 Ikea Drive

Westampton, NJ 08060

Phone: 609-267-4017

Fax: 609-267-6306

Greg Karpiak, Whse Mgr

Location # 07-6D6

South Central Region (Coppell TX) (TXB)
(Southwest)

Sales Region 207 Soft Surface; Sales Region 507 Hard Surface

Logistics Warehousing & Delivery Network

Regional Distribution Center

Coppell TX (TXB) Ext. 78100

980 West Bethel Road, Suite 200 - Coppell TX 75019

Phone: 800-647-6001 (972-462-0024); Fax: 877-847-6732

Tom Kelly, Dir. of Regional Operations - Ext. 78123
(Southeast and Southwest Regions)

Sam Wallis, Whse. Mgr. - Coppell D.C.

Location # 07-655

Satellites

Baton Rouge, Louisiana (LOS)

11965 Lakeland Park Blvd., Suite 190

Baton Rouge, LA 70809

Phone: 888-757-2495 (225-753-2495)

Fax: 225-753-2583

Jeff Visger, Whse Mgr

Location # 07-6C6

Denver, Colorado (DNS)

3593 N. Windsor Dr., Bldg # 22

Aurora, CO 80011

Phone: 800-576-9012 (303-375-6771)

Fax: 303-371-4174

Brad Brack, Whse Mgr

Location # 07-6C7

Houston, Texas (HOU)

3600 Brittmoore Road, Suite 100

Houston, TX 77043

Phone: 877-528-7785 (713-462-3599)

Fax: 713-462-3847

Keith Rogers, Whse Mgr

Location # 07-6C8

Sunnyvale, Texas - DalTile Transp.

(operates as an extension of Coppell, TX)

199 Planters Rd.

Sunnyvale, TX 75182

Phone: 972-203-0240

Mark Poteat, Mgr.

Location # 07-6D4

Oklahoma City, Oklahoma (OKS)

3121 Melcat Drive, Suite B

Oklahoma City, OK 73179

Phone: 405-943-3037

Fax: 405-943-2125

Mo Anderson, Whse Mgr

Location # 07-6C9

Tulsa, OK (TDP)

(operates as an extension of Oklahoma City)

CUSTOMER PICKUP ONLY

Fidelity Moving Systems, Inc.

11915 E. 51st Street, Suite 51

Tulsa, OK 74146

Phone: Call Oklahoma City Facility (Mo A.)

San Antonio, Texas (SAS)

4602 Perrin Creek, Bldg 12

San Antonio, TX 78217

Phone: 877-803-6456 (210-655-8627)

Fax: 210-655-8648

Tony Minatrea, Whse Mgr

Location # 07-6D3

Austin, TX (ADU)

(operates as an extension of San Antonio)

CUSTOMER PICKUP ONLY

2209-A Rutland Drive, Suite 200

Austin, TX 78758

Phone: 877-803-6456

Muskogee, OK (DalTile Transp.)

(operates as an extension of Coppell, TX)

P.O. Box 706

3801 Dal-Tile Road

Muskogee OK 74401

Phone: 918-683-4043

Contact: Mark Poteat

Location 07-6F9

West Coast North Region (Kent WA) (KND)
(Pacific Northwest)

Sales Region 210 Soft Surface
Sales Region 510 Hard Surface

Logistics Warehousing & Delivery Network

Regional Distribution Center

Kent WA (KND) Ext. 29730

23210 71st Place South, Suite 101

Kent, WA 98032

Phone: 800-890-6851 (253-395-3277)

Fax: 800-685-0598 (253-395-3530)

Pierre Laporte, Operations Manager - Ext. 29708

Dale Poore, Whse. Supervisor

Location # 07-657

West Coast South Region (Fontana CA) (SCD)

Sales Region 205 Soft Surface
Sales Region 505 Hard Surface

Logistics Warehousing & Delivery Network

RDC and Satellites

Regional Distribution Center

Fontana, CA (SCD)

Trans Park Inland Empire # 1

9687 Transportation Way

Fontana, CA 92335

Phone: 909-357-1064

Fax: 909-357-8674

Mat Witte, Dir. of Regional Operations - Ext. 67308

(West Coast & Pacific Northwest)

Lisa Gomez, Whse. Manager (Ext. 67306)

Location # 07-660

Satellites

La Mirada CA (FUD) Ext. 64989

16400 Trojan Way

La Mirada CA 90638

(Administration & CPU only)

Phone: 800-248-8582 (714-736-0644)

Fax: 714-736-4977

Connie Wagner, Whse Mgr

Location # 07-658

Hayward, California (HYS)

31353 Huntwood Avenue

Hayward, CA 94544

Phone: 510-475-8129

Fax: 510-475-9516

Don Cruz, Whse Mgr

Location # 07-6F3

Honolulu, Hawaii (HWD)

2869 Mokumoa Street

Honolulu, HI 96819

Phone: 808-833-3071; Fax: 808-833-2143

Matt Schuh, Whse Mgr

Location # 07-6F1

Las Vegas, Nevada (LVS)

Customer Pick Up Facility Only

5175 West Diablo Drive, Suite 101

Las Vegas, NV 89118

Phone: 702-451-1703

Fax: 702-450-9845

Contact: Mat Witte, Ext. 67306

Location # 07-6F5

Phoenix, Arizona (PHS)

1511 S. 47th Ave., Suite 200

Phoenix, AZ 85043

Phone: 800-241-4494 (602-278-2269)

Fax: 602-278-2344

Steve Rumble, Whse Mgr

Location # 07-6F2

Salt Lake City, Utah (UTS)

3505 West California Avenue

Building # 4, Suite 200

Salt Lake City, UT 84104

Phone: 801-975-0656; Fax: 801-975-0615

Jeff Koldenhoven, Whse Mgr.

Location # 07-6F4

Mill Warehouses

Tom Plummer - Director of Local Dist. Ctrs. (Ext. 43937)

Dalton, GA - AND Whse

Aladdin Facility

P.O. Box 2208 (Dalton GA 30722)

2001 Antioch Road

Dalton, GA 30720

Phone: 800-241-4072 (706-277-1100)

Fax: 706-275-7615

John Kenemer, D.C. Mgr. - Ext. 52389

Shipping Supervisors - Ext. 52421

1st Shift: Michael Greeson

2nd Shift: Gary Wimpey

3rd Shift: Tod Goforth

Chatsworth, GA - DRD Whse

P.O. Box 800

1149 Duvall Road

Chatsworth, GA 30705

Phone: 800-835-6070 (706-695-9611)

Suzanne Stephens, D.C. Mgr. - Ext. 22050

Shipping Supervisors

1st Shift: Butch Webb - Ext. 22052

2nd Shift: Brad Richmond - Ext. 22056

3rd Shift: Gene Cooper - Ext. 22049

Fax: 22060

Calhoun, GA - CAD Whse

P.O. Box 12069 (zip 30703)

447 Union Grove Road (zip 30701)

Calhoun, GA

Phone: 800-241-4494 (706-629-7721)

Charles Wilkey, D.C. Mgr. - Ext. 43960

Shipping Supervisors - Ext. 43987

1st Shift: Andy Tidmore

2nd Shift: Jeff Ables

3rd Shift: Herman Childers

Fax: 43955

Calhoun, GA - GHB Whse

P.O. Box 12069 (zip

400 Clarence King Parkway (zip 30701)

Calhoun, GA

Phone: 800-241-4494 (706-629-8651)

Chris Childers, D.C. Mgr. - Ext. 43743

Shipping Supervisors

1st Shift: Sam Lunsford, Ext. 43762

2nd Shift: Barry Etheridge, Ext. 43761

3rd Shift: Malcolm Williams, Ext. 43763

Kevin Morrison: Cross-dock Supervisor

Dublin, GA - DUD Whse

443 Nathaniel Drive

East Dublin, GA 31027

Phone: 478-272-7711

Debbie Alligood, Mgr. - Ext. 62332

Glasgow, VA - GCD Whse

404 Anderson St.

Glasgow, VA 24555-2801

Phone: 540-258-2811

Gwendolyn Jolin, Mgr. - Ext. 87493

Shipping Supervisors - Ext. 87347

1st Shift: Teresa Jennings

2nd Shift: Judy Perry

Shifts swing on a weekly basis.

Sample Warehouses

M01 - Soft Surface Mohawk Whse

Mohawk Samples - Chatsworth

235 Industrial Blvd.

Chatsworth, GA 30705

Phone: 706-695-9611

Contact: Mark Taylor (Ext. 26650)

M06 - Hard Surface Samples Whse

99 Highland Rd.

Chatsworth GA 30705

Phone: 706-695-9605

Contact: Kevin Mantooth (Ext. 35650)

Mohawk - Other Locations

Marietta, GA

Marketing & Sales Office
1975 West Oak Circle
Marietta GA 30062
Phone: 770-792-6300
(GL#: 0210-899)

Atlanta Showroom

Townhouse Showroom
Atlanta Merchandising Mart
Floor 3, Space 3F
240 Peachtree St., NW 3rd Floor
Atlanta, GA 30303

Mohawk Office (Shared by Durkan/Karastan/Bigelow/Lees)

3611 Motor Ave., Suite 205
Los Angeles, CA 90034
Phone: 310-838-2898

New York Showroom - Commercial Div.

71 West 23rd St., 18th Floor
New York, NY 10010
Phone: 215-859-0189

Chicago Showroom - Commercial Div.

222 Merchandise Mart Plaza, Ste 377/3-121
Chicago, IL 60654
Phone: 312-644-2042