



Barloworld
Leading brands

Barloworld Handling LP
3915 N Highway 301
Tampa, Florida 33619 USA

Copy

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Division Fax 813 664 9763 Branch Fax 813 626 8243
www.handling.barloworld.com

March 22, 2004

Dave Hoehn
Vice President
Hyster Company
P.O. Box 7006
Greenville, NC 27835-7006

Subject: **PODS Buying Group**

I have attached the Major Account Purchasing Agreement for distribution to all Hyster Dealers.
I have not attached a listing of locations due to the changing everyday of new locations. They are in a major expansion and new corporate locations are opening and new franchises are being added. Please ask that our dealers make sure before they quote that they are not affiliated with the PODS Buying Group or if you are issuing SC for a H190HD that sounds like a moving company that you ask if they are associated with the group.

Thanks for your help and we look forward to having a very successful year with the PODS group.

Respectfully,

Charles Matlock
Florida Regional Sales Manager



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

MAJOR ACCOUNT PURCHASE AGREEMENT

PODS Buying Group
5585 Rio Vista Dr.
Clearwater, FL, 33760

AGGREEMENT: This Agreement shall be in effect its date 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 indicating in this agreement.

DISCOUNT: Maximum Major Account Discounts as directed by the below Manufactures will apply to all orders. Discounts will be applied to the list price in effect at times of order.

Hyster Company
Freightliner
Rail King

Sellick Equipment
Capacity Inc.
JLG Aerial Work Platforms

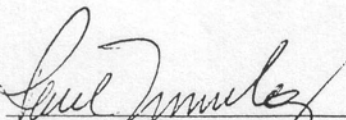
SCOPE: The terms, conditions, and limitations of the Quotations, Offer of Sale, or other Barloworld Handling, LP sales order agreements between the customer and Barloworld Handling, LP shall apply to the particular products covered by such agreement in addition to the terms and conditions provided herein.

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

Dominic S. Pyzynski
Account Manager
Barloworld Handling, LP
3915 N. Hwy. 301
Tampa, Florida 33619
Voice: 813-623-7600 / Fax: 813-664-9763
dpyzynski@handling.barloworld.com

**AGREEMENT
NOTIFICATION:**

PODS Buying Group will notify their branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.



Customers Name

12/16/03

Date



Barloworld Handling, LP

12/15/03

Date