



HYSTER COMPANY

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

DATE: July 20, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION
SUBJECT: PODS INCORPORATED

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between PODS Incorporated 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. PODS Incorporated will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in two (2) years from the date of this agreement which will be June 16th, 2013.

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

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Dominic Pyzynski, Barloworld Handling

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Barloworld Handling

MAJOR ACCOUNT PURCHASE AGREEMENT

Between
BARLOWORLD HANDLING, LP
3915 N Highway 301
Tampa, FL. 33619
And
PODS Inc.
5585 Rio Vista Dr
Clearwater, FL. 33760
ATTN: Mr. Rob Allison

AGREEMENT: This Agreement shall be in effect June 16, 2011 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 All Batteries All Chargers Cascade Corporation
Autocar 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 Florida
Barloworld Handling, LP
3915 N Hwy 301
Tampa, FL. 33619
Cell: 813-363-9613, Office: 813-623-6700

AGREEMENT

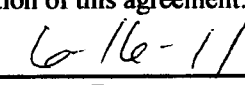
NOTIFICATION: PODS Incorporated will notify their franchisees and branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.



PODS INCORPORATED



BARLOWORLD HANDLING, LP



Date



Date



Storage Centers

Warehouse Location

Pasco - 15635 Hudson Avenue, Hudson, FL 34669

Pinellas Park - 3705 62nd Ave N Pinellas Park, FL 33781

Tampa - 1871 Massaro Blvd Tampa, FL 33619

Tampa

Ft Lauderdale - 9419 West Commercial Blvd Tamarac, FL 33351

Ft Lauderdale

Bensenville - 1120 N. Ellis Street Bensenville, IL 60106

Crete - 959 Columbia St Crete, IL 60417

Elgin - 2794 Spectrum Dr. Elgin, IL 60124

Woodridge - 11240 Katherine's Crossing Suite 300 Woodridge, IL 60517

Chicago

Carrollton - 2200 Luna Rd Suite 180 Carrollton, TX 75006

McKinney - 2040 Redbud Blvd, Bldg D Suite #130 McKinney, Texas 75069

Denton - 600 Smith St. Bldg 3 Denton, TX 76205-7267

Fort Worth - 7555 Jack Newell Blvd. N. Fort Worth, TX. 76118

Dallas

Calverton - 4062 Grumman Blvd. Calverton, N.Y. 11933

Happauge - 50 Oser Ave Happauge N.Y. 11788

Melville Park - 40 Melville Park Rd Melville, New York 11747

Long Island

Anaheim - 1650 North Kraemer Blvd Anaheim Ca 92806

Chino - 14375 Telephone Rd. Chino, Ca 91710

Los Angeles - 220 East Stanley St Rancho Dominguez, CA 90220

Sylmar - 14093 Balboa Blvd Sylmar, CA 91342

Los Angeles

Clackamas - 12474 SE Capps Road Clackamas, Oregon 97015

Portland - 2522 N. Marine Drive Portland, Oregon 97217

Wilsonville - 29899 SW Boones Ferry Road Wilsonville, Oregon 97070

Portland

Eugene - 2050 Cross Street Eugene, Oregon 97402

Eugene

Carlsbad - 2858 Loker Ave East, Ste. 200 Carlsbad, CA 92008

San Diego - 7411 Goen Place, Ste. B San Diego, CA 92120

San Diego

Hayward - 21001 Cabot Blvd. Hayward, CA 94545
Livermore - 7551 Las Positas Road Livermore, CA 94551
San Jose - 830 Auzerais Ave San Jose, CA 95126

San Francisco

Everett - 6617 Associated Blvd. Suite 200 Everett, WA 98203
Sumner - 3520 142nd Ave East, Suite 200 Sumner, WA 98390

Seattle

Englewood - 573 Paul Morris Dr Englewood, FL 34223
Ft. Myers - 11901 Amedicus Lane Fort Myers, FL 33907
Manatee - 8161 25th Ct East Sarasota, FL 34243

Sarasota

Hattiesburg - 182 Rawls Springs Rd Hattiesburg, MS 39402

Hattiesburg

Memphis - 3409 Democrat Rd Memphis, TN 38118

Memphis

Birmingham - 2700 13th Street Ensley, AL 35208

Birmingham