



HYSTER COMPANY

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

January 4, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: PRATT INDUSTRIES

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Pratt Industries 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. Pratt 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 May 15, 2013.

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

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Wallace Still, Barloworld Handling

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Barloworld
Leading brands

MAJOR ACCOUNT PURCHASE AGREEMENT

Between

BARLOWORLD HANDLING, LP
5191 SNAPPINGER WOODS DRIVE
DECATUR, GEORGIA 30035

And

Pratt Industries Inc.
1800 Sarasota Parkway
Conyers, Ga. 30013

ATTN: Mr. Terry Taschwer

AGREEMENT: This Agreement shall be in effect 05-14-2010 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 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 Manufacturers will apply to all orders. Discounts will be applied to the list price in effect at time of order.

Hyster Company
Cascade Corporation
JLG

Batteries
Chargers
Capacity Trks.

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:

Wallace Still, Major Account Manager
Barloworld Handling, LP
5191 Snapfinger Woods Drive
Decatur, GA 30035 (770- 987-7666)

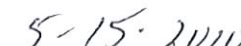
AGREEMENT

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


Customer Authorized Signature


Barloworld Handling,
Major Account Representative


Date


Date

Pratt Industries Locations	Address	City	State	Zip	Telephone Number
Pratt Industries-Corrugated Division	2000 Beverly Street, SW	Grand Rapids	MI	49509	616-452-2111
Pratt Industries-Corrugated Division	3112 S. Boots Street	Marion	IN	46953	765-664-1261
Pratt Industries-Corrugated Division	308 Industrial Drive	Moultrie	GA	31768	229-890-1813
Pratt Industries-Corrugated Division	2222 Diversified Way	Orlando	FL	32804	407-872-2201
Pratt Industries-Corrugated Division	1800B Sarasota Pkwy	Conyers	GA	30013	770-929-1300
Pratt Industries-Corrugated Division	1005 Sigman Road	Conyers	GA	30013	770-483-7458
Pratt Industries-Corrugated Division	1903 Weinig Street	Statesville	NC	28677	704-878-6615
Pratt Industries-Corrugated Division	1515 Baker Road	Springfield	OH	45504	937-390-7100
Pratt Industries-Corrugated Division	3155 State Road 49	Valparaiso	IN	46383	219-548-9191
Georgia Box-Pratt Industries-Corrugated Division	221 Highway 45	Humboldt	TN	38343	731-784-2009
Mississippi Box-Pratt Industries-Converting Division	2031 NW Progress Pkwy	Jackson	MS	39213	601-366-3435
Georgia Box-Pratt Industries-Corrugated Division	5620 Departure Drive	Raliegh	NC	27616	919-872-3007
Classic Container Corp.-Pratt Industries-Converting Division	32432 Capitol Street	Livonia	MI	48150	734-853-3000
Classic Packaging Inc.-Pratt Industries-Converting Division	1530 E Front Street	Monroe	MI	48161	734-242-6118
Delta Container Corp.-Pratt Industries-Converting Division	220-Plantation Road	New Orleans	LA	70123	504-733-7292
Georgia Box-Pratt Industries-Converting Division	1410 Old Stage Road	Simpsonville	SC	29681	864-963-0332
Pratt Industries-Converting Division	1809 Turbine Lane	Albany	GA	31707	229-435-2088
Target Container Co.-Pratt Industries-Converting Division	3610 Atlanta Ind. Drive	Atlanta	GA	30331	404-696-9692
Target Container Co.-Pratt Industries-Converting Division	4976 Perimeter Way	Bessemer	AL	35022	205-424-1127
Target Container Co.-Pratt Industries-Converting Division	227 SW 57th Avenue	Ocala	FL	34474	352-237-4122
Virginia Box-Pratt Industries-Converting Division	3019 Impala Place	Richmond	VA	23228	804-262-8604
Visy Paper, Inc.-Pratt Industries-Mill Division	1800A Sarasota Prkwy	Conyers	GA	30013	770-922-5400
Visy Paper, Inc.-Pratt Industries-Mill Division	4435 Victory Blvd	Staten Island	NY	10314	718-370-1114
Pratt Industries-Recycling Division	1005 Sigman Road	Conyers	GA	30013	770-602-1190
Visy Recycling-Pratt Industries-Recycling Division	1665 Lakes Pkwy Suite 112	Lawrenceville	GA	30043	678-442-0309
Visy Recycling-Pratt Industries-Recycling Division	125 Expedition Court	Duncan	SC	29334	864-801-9993
Visy Recycling-Pratt Industries-Recycling Division	4209 N. Graham Street	Charlotte	NC	28206	704-332-3900
Visy Recycling-Pratt Industries-Recycling Division	800 18th Avenue S. Suite C	Nashville	TN	37203	615-244-6211
PrattPak Associates	3700 Eagle Place Drive, Suite 800	Dallas	TX	75236	972-572-1240
Pratt Industries-Converting Division	3700 Eagle Place Drive, Suite 800	Dallas	TX	75236	972-296-2900
Pratt Displays-Pratt Industries-Display Division	1975 Sarasota Pkwy	Conyers	GA	30013	678-607-1400
Pratt Industries-Display Division	8 Westchester Plaza	Elmford	NY	10523	914-345-0400
Pratt Industries-Corporate Office	1800C Sarasota Pkwy	Conyers	GA	30013	770-918-5678
Pratt Industries-National Accounts Sales Office	1977 Sarasota Pkwy	Conyers	GA	30013	678-607-1430
Pratt Industries-Customer Technical Center	1977 Sarasota Pkwy	Conyers	GA	30013	678-607-1400
Target Services Conyers-Pratt Industries	1781 Conyers Station Road	Conyers	GA	30013	770-760-9780

Love Box-Pratt Industries	700 E 37th Street North	Wichita	KS	67219	316-838-0851
Love Box-Pratt Industries	305 North Rockwell	Oklahoma City	OK	73127	405-787-3500
Love Box-Pratt Industries	1020 N. 145th Avenue East	Tulsa	Ok	74116	918-234-5683
Love Box-Pratt Industries	3330 Centennial Road	Salina	KS	67401	785-823-7354
Love Box-Pratt Industries	1600 N Hwy 291, Suite 750	Independence	MO	64058	816-257-6600
Love Box-Pratt Industries	3600 N Santa Fe	Wichita	KS	37219	316-838-0851
Love Box-Pratt Industries	202 N Great SW Pkwy	Grand Prairie	TX	75050	972-206-0400
Love Box-Pratt Industries	1710 SW I Street	Bentonville	AR	72712	479-271-8325
Love Box-Pratt Industries	2830 N 69A Highway	Miami	Ok	74354	918-542-4639
Love Box-Pratt Industries	2500 N Stadium Blvd, Bldg 4	Columbia	MO	65202	573-446-5598
Love Box-Pratt Industries	6306 N 16th Street	Omaha	NE	68110	402-453-1557
Love Box-Pratt Industries	2975 Saint Paris Pike	Springfield	OH	45501	937-342-0239
Love Box-Pratt Industries	3501 E 4th Street	Hutchinson	KS	67501	620-728-0843
Love Box-Pratt Industries	10234 W 13th Street	Wichita	KS	67212	316-831-5353
Love Box-Pratt Industries	5405 E Central	Wichita	KS	67208	316-689-8484
Love Box-Pratt Industries	2029 W Central	Wichita	KS	67203	316-942-6701
Love Box-Pratt Industries	200 North Rockwell	Oklahoma City	OK	73127	405-491-1120
Love Box-Pratt Industries	601 S Broadway	Edmond	OK	73034	405-359-1551
Love Box-Pratt Industries	1600 E. 11st Street	Hutchinson	KS	67501	620-669-1180
Lewiston Container-Pratt Industries	275 Clay Street	Lewisburg	OH	45338	937-962-2681
Love Box-Pratt Industries	502 Michigan	Chickasha	OK	73018	
Love Box-Pratt Industries	828 Kasota Avenue	Minneapolis	MN	55414	612-378-2500
Love Box-Pratt Industries	6600 Fletcher Avenue	Lincoln	NE	68507	402-464-7477
Love Box-Pratt Industries	4031 Prkway Drive	Florence	AL	35633	256-767-90020
Love Box-Pratt Industries	752 Winer Industrial Way	Lawrenceville	GA	30045	770-962-8299
Love Box-Pratt Industries	101 S Grant Street	Amarillo	TX	791010	806-373-1630