



HYSTER COMPANY

Americas Division

August 4, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: VAN CLARKSON, VICE-PRESIDENT, SALES – EASTERN REGION

SUBJECT: REPUBLIC NATIONAL DISTRIBUTING COMPANY

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been executed between Republic National Distributing Company, a leading beer and wine distributor with centralized purchasing in Atlanta, Georgia and Barloworld Handling – Decatur, Georgia who will be responsible for administering the account.

Republic National Distributing Company has 37 locations across the United States. They currently have 260 forklifts in their fleet and will purchase 25-30 new trucks per year. **Please note the attached listing of plants in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer network.

Barloworld Handling and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. Barloworld Handling will be solely responsible for placing orders and coordinating the delivery and installation of all new equipment. Republic National Distributing Company will be responsible for informing their locations of this agreement.

This agreement will expire in three (3) years from the date of the attached agreement which will be July 20, 2012.

If you have any questions concerning this account, please contact Michael Armstrong, Account Manager at (770) 987-7666, or his e-mail at MArmstrong@handling.barloworld.com.

Sincerely,

Van Clarkson, Vice-President, Sales
Eastern Region

c: Michael Armstrong, Barloworld Handling
Adam Sharpe, Barloworld Handling





Barloworld Handling

Barloworld Handling
5191 Snapfinger Woods Drive
Decatur, GA 30035
www.handling.barloworld.com

July 20, 2009

Mr. Stefan Kirshenbaum
Republic National Distributing Company
One National Drive
Atlanta, Georgia 30336

NATIONAL ACCOUNT LETTER OF AGREEMENT

Dear Mr. Kirshenbaum:

We are pleased to announce that Republic National Distributing Company and Barloworld Handling LP 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 Hyster Dealers who will be responsible for delivering and maintaining your equipment.

All orders for Hyster equipment will be placed directly with Barloworld Handling through Republic National Distributing Company in Atlanta, Georgia. Barloworld Handling will be responsible for timely placement of factory orders along with coordination within the Hyster dealer network involving the delivery and installation of new equipment at all Republic National Distributing and National Distributing locations.

The National Account pricing structure applies to orders placed with:

Michael Armstrong
Barloworld Handling LP
5191 Snapfinger Woods Drive
Decatur, Georgia 30035
(770) 987-7666

Once Republic National Distributing Company places orders for material handling equipment with us, we will notify the local servicing Hyster dealer to insure excellent parts and service support for the Hyster equipment once it is in service.

Barloworld and the Hyster dealer organization appreciate the confidence you have placed in us to manage your material handling equipment. We will work diligently to earn your continued trust in our ability to handle your business and we look forward to a mutually beneficial partnership.

Regards,

Michael Armstrong
Account Manager
Barloworld Handling LP

Accepted by:

Stefan Kirshenbaum Date 7/20/09
VP - Operations Systems & Services
Republic National Distributing Company



Republic National Distributing Company & National Distributing Company (GA & NM)

Street Address	City	State	Zip Code	Phone	
8100 Seaton Place	Montgomery	AL	26116	(334) 420-2902	
624 North 44th Avenue	Phoenix	AZ	85043	(602) 233-1900	
8000 Southpark Terrace	Littleton	CO	80120	(303) 734-2400	
4235 Sheriff Road NE	Washington	DC	20019	(202) 388-8400	
441 SW 12th Avenue	Deerfield Beach	FL	33442	(954) 421-9990	
9423 North Main Street	Jacksonville	FL	32218	(904) 714-7200	
6256 North W Street	Pensacola	FL	32505	(850) 476-1118	
4901 Savarese Circle North	Tampa	FL	33634	(813) 885-3200	
1105 Albany Court	Albany	GA	31707	(229) 883-6151	National Distributing Company
1 National Drive	Atlanta	GA	30336	(404) 696-9440	National Distributing Company
1414 Mills B. Lane Boulevard	Savannah	GA	31405	(912) 233-2201	National Distributing Company
2300 Stanley Gault Parkway	Louisville	KY	40223	(502) 254-8600	
809 Jefferson Highway	Jefferson	LA	70121	(504) 837-1500	
Distribution Drive	Lafayette	LA	70507	(337) 593-7801	
8301 Wyngate Boulevard	Shreveport	LA	71108	(318) 687-8110	
8201 Stayton Drive	Jessup	MD	20794	(410) 724-3300	
289 Commerce Park Drive Suite F	Ridgeland	MS	39157	(601) 853-0360	
3717 National Drive Suite 105	Raleigh	NC	27612	(919) 781-2550	
1402 39th Street	Fargo	ND	58102	(701) 282-0985	
4320 South 94th Street	Omaha	NE	68127	(402) 339-9100	Eagle Division
4444 South 94th Street	Omaha	NE	68127	(402) 339-9444	Falcon Division
5920 Office Boulevard	Albuquerque	NM	87109	(505) 345-4492	National Distributing Company
4460 Lake Forest Drive Suite 238	Cincinnati	OH	45242	(513) 769-5811	
304 N Meridian Suite 18	Oklahoma City	OK	73107	(405) 702-4500	
3150 Charleston Highway	West Columbia	SC	29172	(803) 739-0188	
1124 Concourse Drive	Rapid City	SD	57703	(605) 342-8760	
1710 North M Avenue	Sioux Falls	SD	57101	(605) 336-3320	
4621 Maple	Abilene	TX	79602	(325) 695-3430	
329 N Nelson Street	Amarillo	TX	79107	(806) 376-4183	
2101 E St. Elmo Road Bldg 2 Suite 200	Austin	TX	78744	(512) 834-9742	

Republic National Distributing Company & National Distributing Company (GA & NM)

Street Address	City	State	Zip Code	Phone
434 45th Street	Corpus Christi	TX	78405	(361) 882-4273
1010 Isuzu Parkway	Grand Prairie	TX	75050	(972) 595-6100
8045 Northcourt Road	Houston	TX	77040	(832) 782-1000
341 W Cotton	Longview	TX	75606	(903) 758-7313
6511 Tri-County Parkway	Schertz	TX	78154	(210) 224-7531
2203 Tomlynn Street	Richmond	VA	23230	(804) 377-8910
5401 Eubank Road	Sandston	VA	23150	(804) 226-4362
1426 Ohio Avenue	Dunbar	WV	25064	(304) 766-8888