



## HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

November 2, 2010

**TO:** DEALER PRINCIPALS AND SALES MANAGERS

**FROM:** MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

**SUBJECT:** SRS ACQUISITION CORPORATION

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between SRS Acquisition Corporation 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. SRS Acquisition Corporation 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 August 23, 2013.

If you have any questions concerning this account, please contact Ernie Brewer (813) 623-6700, or email him at [EBrewer@handling.barloworld.com](mailto:EBrewer@handling.barloworld.com).

Sincerely,

A handwritten signature in black ink, appearing to read 'Mark Koffarnus', written over a thin horizontal line.

Mark Koffarnus, Director Sales-East Region

Cc: Ernie Brewer, Barloworld Handling





**Barloworld**  
*Leading brands*

## **MAJOR ACCOUNT PURCHASE AGREEMENT**

Between

**BARLOWORLD HANDLING, LP**  
3915 N Highway 301  
Tampa, FL. 33619

And

**SRS Acquisition Corp**  
14212 N. Nebraska Ave  
Tampa, FL, 33613

**ATTN: David Richardson**

**AGREEMENT:** This Agreement shall be in effect August 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 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      Sellick Equipment Co.      JLG Industries**  
**Capacity 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:

**Ernie Brewer, Account Manager**  
**Barloworld Handling, LP**  
3915 N Hwy 301 Tampa, FL. 33619  
(Cell: 813-813-600-9274, Office: 813-623-6700)

**AGREEMENT  
NOTIFICATION:**

SRS Acquisition Corp will notify their branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.

  
David Richardson  
SRS Acquisition Corp

8/23/10  
Date

  
Ernie Brewer, Account Manager  
Barloworld Handling, LP

8/23/10  
Date



Acquisition Corporation

CORPORATE OFFICE  
1515 Heritage Drive, Suite 103  
McKinney, TX 75069  
Phone: 214-491-4149  
Fax: 214-491-4156  
www.srsicorp.com

| Tim Hanks, V.P. Southeast Region                          |                                    | 1412 N. Nebraska Ave. Tampa, FL 33613             |                   | Phone: 813-383-0050 |                                    |              |
|-----------------------------------------------------------|------------------------------------|---------------------------------------------------|-------------------|---------------------|------------------------------------|--------------|
| Branches operating under the dba: SUNCOAST ROOFERS SUPPLY |                                    |                                                   |                   |                     |                                    |              |
| BRANCH                                                    | ADDRESS                            | CITY,STATE, ZIP                                   | BRANCH MGR        | PHONE               | SPEED DIAL :<br>SPEAKER, #,<br>NO: | FAX          |
| Clearwater/ St. Pete                                      | 12883 US Hwy 19 No.                | Clearwater, FL 33764-                             | Bryan Morris      | 727-535-9596        | 202                                | 727-535-9528 |
| Deerfield Beach                                           | 1851 S.W. 43 <sup>rd</sup> Terrace | Deerfield Beach, FL 33442                         | Derek Carrillo    | 954-969-4997        | 203                                | 954-969-4965 |
| Ft. Myers                                                 | 7899 Drew Circle                   | Ft. Myers, FL 33967                               | Robert Cames      | 239-275-6433        | 204                                | 239-275-6434 |
| Jacksonville                                              | 4930 Spring Park Road              | Jacksonville, FL 32207                            | Ryan Badia        | 904-674-0375        | 205                                | 904-674-0376 |
| Lakeland                                                  | 4401 US Hwy 92 East                | Lakeland, FL 33801-9688                           | Donnie Guy        | 863-393-0093        | 201                                | 863-393-0094 |
| Orlando                                                   | 2251 Mercy Drive                   | Orlando, FL 32808-5624                            | Mark Gee          | 407-650-9152        | 206                                | 407-650-4940 |
| Sarasota                                                  | 1926 72 <sup>nd</sup> Drive East   | Sarasota, FL 34243                                | Scott Langenegger | 941-752-1986        | 207                                | 941-751-3465 |
| Tampa                                                     | 14212 N. Nebraska Ave              | Tampa, FL 33613                                   | David Torres      | 813-664-8686        | 208                                | 813-664-8674 |
| Tampa Serv Center                                         | 14212 N. Nebraska Ave              | Tampa, FL 33613                                   | Tim Hanks         | 813-383-0050        | 215                                | 813-383-0051 |
| Branches operating under the dba: ROWE SUPPLY             |                                    |                                                   |                   |                     |                                    |              |
| Savannah, GA                                              | 4102 Meding Street                 | Savannah, GA 31405                                | Jim Lynes         | 912-233-5737        | 216                                | 912-233-4681 |
| Hilton Head, SC                                           | 257 Red Oaks Way                   | Ridgeland, SC 29936                               | Jim Lynes         | 843-645-9904        | 217                                | 843-645-9916 |
| Branches operating under the dba: ATLANTA SOUTH SUPPLY    |                                    |                                                   |                   |                     |                                    |              |
| Fayetteville, GA                                          | 900 Hwy 54 East                    | Fayetteville, GA 30214                            | Chuck Betsill     | 770-460-1817        | 230                                | 770-460-5179 |
| Marietta, GA                                              | 1179 Canton Hwy., Ste. 100         | Marietta, GA 30066                                | Chad Stanton      |                     |                                    |              |
| John Bradberry, V.P. Central Region                       |                                    | 1515 Heritage Drive, Suite 103 McKinney, TX 75069 |                   | Phone: 214-491-4149 |                                    |              |
| Branches operating under the dba: RIVER CITY WHOLESALE    |                                    |                                                   |                   |                     |                                    |              |
| Louisville, KY                                            | 1110 Ulrich Avenue                 | Louisville, KY 40219                              | Ricky Kelley      | 502-988-7778        | 250                                | 502-988-7881 |
| Branches operating under the dba: WILSON WHOLESALE SUPPLY |                                    |                                                   |                   |                     |                                    |              |
| Naperville, IL                                            | 1736 N. Aurora Rd                  | Naperville, IL 60563                              | Michael Jordon    | 630-637-0750        | 231                                | 630-637-0755 |
| Minneapolis, MN                                           | 460 Hoover Street, N.E.            | Minneapolis, MN 55413                             | Matt Kriita       | 612-378-6006        | 232                                | 612-378-6066 |
| Schaumburg, IL                                            | 2290 Hammond Drive                 | Schaumburg, IL 60173-3826                         | Kevin Clinge      | 847-241-2000        | 233                                | 847-241-2005 |
| Branch operating under the dba: SHAKE & SHINGLE SUPPLY    |                                    |                                                   |                   |                     |                                    |              |
| Denver, CO                                                | 481 E. 66 <sup>th</sup> Avenue     | Denver, CO 80229                                  | Shawn Dennis      | 303-289-5727        | 234                                | 303-289-5728 |
| Colorado Springs, CO                                      | 3270 Astrozon Blvd                 | Colorado Springs, CO 80910                        | Troy Wilson       | 719-219-0537        | 235                                | 719-219-0240 |
| Dan Tucker, V.P. South Region, C.O.O.                     |                                    | 1515 Heritage Drive, Suite 103 McKinney, TX 75069 |                   | Phone: 214-491-4149 |                                    |              |
| Branches operating under the dba: SOUTHERN SHINGLES       |                                    |                                                   |                   |                     |                                    |              |
| Austin, TX                                                | 15607 Grand Street                 | Pflugerville, TX 78660                            | David Veteo       | 512-670-5300        | 224                                | 512-670-1593 |
| Dallas, TX                                                | 1604 Peavy Road                    | Dallas, TX 75228                                  | Kyle Smith        | 214-321-6461        | 221                                | 214-328-3543 |
| Houston, TX                                               | 12406 Taylor Road                  | Houston, TX 77041                                 | Grady Ashley      | 832-300-3770        | 226                                | 832-300-3751 |
| Keller, TX                                                | 5650 Kroger Drive                  | Keller, TX 76248-5500                             | Greg Jessup       | 817-741-1968        | 222                                | 817-741-1973 |
| Lubbock, TX                                               | 1116 East 50th                     | Lubbock, TX 79404                                 | Steve Hoover      | 806-744-0671        | 225                                | 806-744-1370 |
| Oklahoma City, OK                                         | 301 SE 31 <sup>st</sup> Street     | Oklahoma City, OK 73129                           | Rob Ross          | 405-632-1260        | 227                                | 405-632-1665 |
| Sugar Land, TX                                            | 700 Reed Road                      | Sugar Land, TX 77478                              | Matt McMurrugh    | 281-313-2405        | 223                                | 281-313-2406 |
| Lynn Peters, V.P. West Region                             |                                    | 1515 Heritage Drive, Suite 103 McKinney, TX 75069 |                   | Phone: 214-491-4149 |                                    |              |
| Branches operating under the dba: STONEWAY ROOFING SUPPLY |                                    |                                                   |                   |                     |                                    |              |
| Everett, WA                                               | 2922 Chestnut Street               | Everett, WA 98201                                 | Jeff Andrews      | 425-259-1411        | 238                                | 425-259-0223 |
| Kent, WA                                                  | 22051 68 <sup>th</sup> Avenue S.   | Kent, WA 98032                                    | Eric Morrison     | 253-395-3500        | 239                                | 253-395-3480 |
| Redmond, WA                                               | 9001 151 <sup>st</sup> Avenue N.E. | Redmond, WA 98052                                 | Glen Bowen        | 425-861-0100        | 242                                | 425-869-7169 |
| Seattle, WA                                               | 3636 Stone Way North               | Seattle, WA 98103                                 | Johnny Shi        | 206-632-7820        | 243                                | 206-633-1306 |
| Branches operating under: ROOFLINE SUPPLY & DELIVERY      |                                    |                                                   |                   |                     |                                    |              |
| Bend, OR                                                  | 1223 NE 1 <sup>st</sup> Street     | Bend, OR 97701-5741                               | Scott Smith       | 541-389-6790        | 244                                | 541-389-7743 |
| Eugene, OR                                                | 3297 West 1 <sup>st</sup> Avenue   | Eugene, OR 97402                                  | Cory Garrison     | 541-345-1253        | 245                                | 541-345-9504 |
| Hubbard, OR                                               | 4415 Pacific Hwy                   | Hubbard, OR 97032-9734                            | Matthew Harris    | 503-981-9866        | 246                                | 503-981-3844 |
| Medford, OR                                               | 6740 Crater Lake Ave.              | Central Point OR 97502                            | Jeffery Drake     | 541-830-3040        | 247                                | 541-830-3140 |
| Sacramento, CA                                            | 5700 88 <sup>th</sup> Street       | Sacramento, CA 95828                              | John Glass        | 916-637-9030        | 248                                | 916-637-9035 |
| Portland, OR                                              | 12454 S.E. Jennifer St.            | Clackamas, OR 97015                               | Phil Losito       | 503-667-6400        | 240                                | 503-667-0160 |
| Paul Wilson, V.P. Northeast Region                        |                                    | 1515 Heritage Drive, Suite 103 McKinney, TX 75069 |                   | Phone: 214-491-4149 |                                    |              |
| Branches operating under: PALE SUPPLY                     |                                    |                                                   |                   |                     |                                    |              |
| Halboro, PA                                               | 200 Lincoln Avenue                 | Halboro, PA 19040                                 | Steven McGowan    | 215-675-2010        | 256                                | 215-675-2108 |
| Lansdale, PA                                              | 821 W. Fifth Street                | Lansdale, PA 19446                                | John Carragher    | 215-368-5046        | 257                                | 215-368-8724 |
| Pottstown, PA                                             | 1510 W. High Street                | Pottstown, PA 19464                               | Mark Kutsch       | 610-327-8183        | 258                                | 610-327-8104 |
| West Chester, PA                                          | 312 Turner Lane                    | West Chester, PA 19380                            | Sean Harlow       | 610-431-2374        | 259                                | 610-431-3812 |