



HYSTER COMPANY

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

DATE: May 2, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION
SUBJECT: SOUTHWIRE COMPANY

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Southwire Company 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. Southwire Company 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 March 31st, 2014.

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

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Brandon Johnson, Barloworld Handling

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**Barloworld
Handling**

Barloworld Handling LP
5191 Snapfinger Woods Drive
Decatur, Georgia 30035-0160 USA

Telephone 770 987 7666
Division Fax 770 593 7686 Branch Fax 770 987 0952
www.handling.barloworld.com

March 31st, 2011

Mr. Jeffery Hornsby
Southwire Company
1 Southwire Drive
Carrollton, Georgia 30117

NATIONAL ACCOUNT LETTER OF AGREEMENT

Dear Mr. Hornsby:

We are pleased to announce that Southwire Company and Barloworld Handling 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 the Hyster Dealers who will be responsible for delivering and maintaining the equipment.

All orders for Hyster material handling equipment in North America will be placed centrally through Southwire Company in Carrollton, Georgia, directly with Barloworld Handling, Decatur, Georgia. Barloworld Handling will be responsible for timely placement of factory orders and coordination within the Hyster dealer network involving delivery, reporting and installation of new equipment at all Southwire locations.

The National Account pricing structure applies to orders placed with:

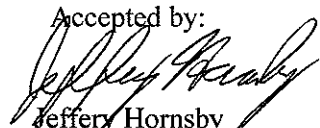
Barloworld Handling LP
Attn: Brandon Johnson
5191 Snapfinger Woods Drive
Decatur, Georgia 30035
(770) 987-7666

Once Southwire Company places orders for material handling equipment with Barloworld Handling, the local servicing Hyster dealer will be notified to insure excellent parts and service support.

Barloworld Handling and the Hyster dealer organization appreciate the confidence Southwire Company has placed in Barloworld Handling to manage the Southwire Company material handling equipment fleet. Barloworld Handling, Hyster Company and the Hyster dealer network will work diligently to earn the continued trust Southwire Company has placed in our products and services.

Regards,

Brandon Johnson
Account Manager
Barloworld Handling LP

Accepted by:

Jeffery Hornsby
Corporate Purchasing Manager
Southwire Company



SOUTHWIRE LISTING OF PLANTS AND CSC's

CARROLLTON LOCATIONS

SOUTHWIRE UTILITY PLANT WH 101
PO BOX 1000
1 SOUTHWIRE DRIVE
CARROLLTON, GA 30119
CONTACT: EMORY BARBER / DAN LEWIS

SOUTHWIRE BUILDING WIRE PLANT WH 103
PO BOX 1000
3 SOUTHWIRE DRIVE
CARROLLTON, GA 30119
CONTACT: ALEX THOMAS

SOUTHWIRE COPPER ROD MILL WH 308
372 CENTRAL HIGH ROAD
CARROLLTON, GA 30117
CONTACT: DAVID HUTCHESON / DON LINDSEY

SOUTHWIRE FLAT WIRE TECHNOLOGIES
1 SOUTHWIRE DRIVE
CARROLLTON, GA 30119
CONTACT: FRED MARTIN
PHONE: 770-832-5330

SOUTHWIRE ROMEX MANUFACTURING OFFICE
210 INDUSTRIAL COURT
CARROLLTON, GA 30117
CONTACT: FRANK KOZEL
PHONE: 770-836-7545

MACHINE SERVICE GROUP / MC PLANT
401 FERTILLA STREET
CARROLLTON, GA 30119
CONTACT: MSG MYRON DEESE
CONTACT: MC JEFF DEWBERRY

REEL SHOP & 12 FOR LIFE
390 OLD BREMEN ROAD
CARROLLTON, GA 30117
CONTACT: MATT PLEMMONS
PHONE: 770-836-2784

SOUTHWIRE PLANT LOCATIONS

SOUTHWIRE COFFEYVILLE PLANT
2412 HIGHWAY 169
COFFEYVILLE, KS 67337
CONTACT: DAVID SKINNER

PHONE: 316-554-2000

SOUTHWIRE DOUGLAS PLANT
1545 KELLOG DRIVE
DOUGLAS, GA 31535
CONTACT: MARK GILROY
PHONE: 912-260-2000

SOUTHWIRE FLORA PLANT WH704
11037 OLD HIGHWAY 50
FLORA, IL 62839
CONTACT: BRIAN BLAIR
PHONE: 618-662-8342

SOUTHWIRE FLORENCE PLANT
4251 HELTON DRIVE
FLORENCE, AL 35630
CONTACT: SCOTT WILLIAMS
PHONE: 256-767-4170

SOUTHWIRE KINGMAN PLANT WH 769
4900 INDUSTRIAL BLVD
KINGMAN, AZ 86401
CONTACT: DAVID SKINNER
PHONE: 928-757-2114

SOUTHWIRE MAXIS
4838 E BASELINE RD #131
MESA, AZ 85206
CONTACT: JAMES JARVIS
PHONE: 480-633-9113

SOUTHWIRE MINING & TELECOM
240 CHESTNUT ST
WARWICK, RI 02888
CONTACT: GABE STEPHEN
PHONE: 401-780-2010

FORTE POWER SYSTEMS
6771 US HWY 78 E PO BOX 518
CONTACT: JIM PERDUE
PHONE: 256-463-1580

SOUTHWIRE FLORENCE MC PLANT
4155 HELTON DRIVE
FLORENCE, AL 35630
PHONE: 256-767-4170

SOUTHWIRE KENTUCKY PLANT WH 703 & 303
1987 STATE ROUTE 271 NORTH
HAWESVILLE, KY 42348
CONTACT: WAYNE EDGE

PHONE: 270-927-6971

SOUTHWIRE LONG BEACH PLANT
2630 E EL PRESIDIO ST
LONG BEACH, CA 90810
CONTACT: JORGE EULLOQUI
PHONE: 310-884-8500

SOUTHWIRE MINERAL WELLS PLANT
3800 INDUSTRIAL PKWY
MINERAL WELLS, TX 76067

SOUTHWIRE STARKVILLE PLANT
103 AIRPORT ROAD
STARKVILLE, MS 39759
CONTACT: DAN BICKFORD
PHONE: 662-324-6600

SOUTHWIRE TAPPAN WIRE & CABLE
100 BRADLEY PKWY
BLAAUVELT, NY 10913
CONTACT: KEN CONROY
PHONE: 800-947-3911

SOUTHWIRE STOUFFVILLE PLANT
5769 MAIN ST
STOUFFVILLE, ONTARIO, CANADA L4A2T1
CONTACT: KEVIN DANCY
PHONE: 905-640-4333 800-668-0303

SOUTHWIRE AMERICANA de MEXICO
CALLE NOGAL 405
PARQUE INDUSTRIAL TECATE
TECATE BC, MEXICO 21430
CONTACT: JORGE EULLOQUI
PHONE: 011-52-665-521-1461

CUSTOMER SERVICE CENTERS

SOUTHWIRE CALIFORNIA CSC WH 575
9199 CLEVELAND AVE
RANCHO CUCAMONGA, CA 91730
CONTACT: DAVID JORDAN
PHONE: 909-989-2888

SOUTHWIRE INDIANAPOLIS CSC WH 592
600 S. PERRY RD #100
PLAINFIELD, IN 46168
CONTACT: TODD AUTHORTON
PHONE: 317-839-5542

SOUTHWIRE POWER CABLE CSC WH 750

103 AIRPORT ROAD
STARKVILLE, MS 39759
CONTACT: DEWAYNE HUNT
PHONE: 662-324-6623

SOUTHWIRE DALLAS CSC WH 573
PINNACLE PARK DISTRIBUTION CTR #2
1415 NORTH COCKRELL HILL RD #100
DALLAS, TX 75211
CONTACT: RANDY CORDOZA
PHONE: 214-333-1958

SOUTHWIRE ORLANDO CSC WH 571
7469 KINGSPONTE PKWY #200
ORLANDO, FL 32819
CONTACT: LUIS CASTRO
PHONE: 407-903-0823

SOUTHWIRE SALT LAKE CITY CSC WH 598
2475 SOUTH 3200 WEST SUITE C
WEST VALLEY UT 84119
CONTACT: BRYAN BRIGGS
PHONE: 801-978-2221

SOUTHWIRE YORK CSC WH 583
495 EAST LOCUST LANE
YORK, PA 17402
CONTACT: TIM TEID
PHONE: 717-848-6310

SOUTHWIRE WEST GEORGIA CSC WH 586
5810 TRADE CENTER COURT
VILLA RICA, GA 30180
CONTACT: DANIEL EVANS
770-456-1576

SOUTHWIRE ENERGY CSC WH 538
105 ANDREWS WAY
VILLA RICA, GA 30180
CONTACT: RICHARD ROBINSON
PHONE: 770-832-5651

SOUTHWIRE CALGARY CSC
5543-72 AVENUE SE #22
CALGARY ALBERTA, CANADA T2C 3C4
PHONE: 403-410-5640

SOUTHWIRE TORONTO CSC WH576
425 COURTNEY PARK DRIVE WEST #101
MISSISSAUGA, ONTARIO, CANADA L5W 0A5
CONTACT: ASH ARORA
PHONE: 905-565-9798