



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: STAPLCOTN

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Staplcotn and Barloworld Handling – Tupelo, Mississippi 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 – Tupelo, Mississippi 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 Tupelo, Mississippi. Staplcotn 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 9, 2013.

If you have any questions concerning this account, please contact Jeff Collums (662) 844-4648, or email him at JCollums@handling.barloworld.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Jeff Collums, Barloworld Handling
Bob Houston, Hyster Company

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Staplcotn Compress Warehouse

A DIVISION OF STAPLE COTTON COOPERATIVE ASSOCIATION

August 9, 2010

Hyster/Barloworld
% Jeff Collums
2129 McCullough Blvd.
Tupelo, MS 38801

Dear Jeff,

Staplcotn is interested in becoming a Dealer Managed National Account under Barloworld Handling Tupelo Branch, we currently have a relationship with this branch and Barloworld covers most of the area that our company currently does business in at this time. We are looking for this to help in pricing/purchasing Hyster Fork Lifts each year, we understand that this will let us deal with Tupelo Branch to price/purchase/maintenance figures for our entire company.

Staplcotn currently runs well over 100 forklifts including 3000 lb cushion tire lifts, that Staplcotn does the service on, and 5000 lb pneumatic tire lifts with dealer service agreements. Our company purchases equipment every year depending on growth and amount of volume to be warehoused.

We hope this will help Staplcotn and Hyster/Barloworld continue our business partnership and both gain efficiencies in the future.

Sincerely,



Shane Stephens
Vice President Warehouse Division

STAPLCOTN WAREHOUSE LOCATIONS

STAPLCOTN **BLYTHEVILLE**
420 SOUTH ELM ST.
BLYTHEVILLE, AR 72316

STAPLCOTN **SAVANNAH**
2620 SEABOARD COASTLINE DRIVE
SAVANNAH, GA 31401

STAPLCOTN **DELL**
720 2ND ST.
DELL, AR 72426

STAPLCOTN **ERWIN**
1004 SOUTH 13TH ST.
ERWIN, NC 28339

STAPLCOTN **WEST MEMPHIS**
1102 S. WOODS ST.
WEST MEMPHIS, AR 72301

STAPLCOTN **RAYVILLE #1**
214 MADELINE ST.
RAYVILLE, LA 71269

STAPLCOTN **RAYVILLE #2**
93 PILGRIM ROAD
RAYVILLE, LA 71269

STAPLCOTN **TALLULAH**
301 POPLAR ST.
TALLULAH, LA 71282

STAPLCOTN **GREENVILLE**
HWY 1 NORTH
GREENVILLE, MS 38701

STAPLCOTN **RISING SUN**
8500 HWY 40 SOUTH
GREENWOOD, MS 38930

STAPLCOTN **HOLLANDALE**
502 W. GOLDSTEIN ST.
HOLLANDALE, MS 38748

STAPLCOTN **INDIANOLA**
400 B. B. KING ROAD
INDIANOLA, MS 38751

STAPLCOTN **ITTA BENA**
700 LAKESIDE ROAD
ITTA BENA, MS 38941

STAPLCOTN **ROLLING FORK**
HWY 61 SOUTH
ROLLING FORK, MS 39159

STAPLCOTN **GREENVILLE #2**
84 STOKES KING ROAD
GREENVILLE, MS 38701

STAPLCOTN **TUNICA**
2650 HIGHWAY 61 S.
TUNICA, MS 38676