



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Jaime McNeill
Discount Administrator
Greenville

20-01

136-02

03-37

04-58

05-86 ✓

06-127

August 5, 2002

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, V-PRES., SALES, COUNTERBALANCED TRUCKS

SUBJECT: [REDACTED]

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Tractor Supply Company and Barloworld Handling – Nashville, Tennessee branch, 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 – Nashville, Tennessee branch 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 list are to be placed through Barloworld Handling's office in Nashville, Tennessee. Tractor Supply Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Wayne Williams at (615)-220-5320

Sincerely,

HYSTER COMPANY

Vice President, Sales
Counterbalanced Trucks

Dave Hoehn

c: Wayne Williams, Barloworld Handling
Rod Hornor, Hyster Company

STATE	ZONE	OFFICE	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	EM	REC
NC	828	102	BLOOMINGTON	IL	61704	R.R. 13 - Box 652	309/829-8511	309-829-0154	Devin	Ferguson	Chad Tuley	4
NW	814	103	CEDAR RAPIDS	IA	52404	8622 Sixth Street, S.W.	319/363-2023	319-363-2024	Scott	Caslavka	Jeff Kelso	4
NC	843	105	DELAWARE	OH	43015	2621 North U.S. 23	740/368-3024	740-368-4013	Randy	Lynn	Rick Williams	2
NC	828	106	OAKWOOD	IL	61858	12078 U.S. Route 150	217/442-7251	217-442-3560	Patty	Carlton	Chad Tuley	4
NC	828	115	GALESBURG	IL	61401	631 W. Carl Sandburg Drive	309/344-5076	309-344-5077	Ron	Johnson	Chad Tuley	4
NW	811	116	GRAND FORKS	ND	58203	R.R. 2 - Box 1608	701/748-0391	701-772-1736	Warren	Andrews	Randy Rebel	4
NC	822	119	INDIANAPOLIS	IN	46239	7482 East Brookville Road	317/353-8056	317-356-0138	Jim	Shomer	Ed Oler	2
NC	822	121	LAFAYETTE	IN	47905	3990 State Road 38 East	765/447-8331	765-449-1506	Marty	Baber	Ed Oler	2
NC	826	122	LANSING WEST	MI	48917	510 North Marketplace Blvd.	517/827-2179	517-822-5616	Kevin	Satkowiak	Lynn Craig	2
NC	843	123	LIMA EAST	OH	45804	State Rd. 309 - 2755 E. Harding Hwy.	419/223-1921	419-222-0998	Brent	Kosch	Rick Williams	2
NW	814	125	MANKATO	MN	56001	1700 Tullamore Avenue	507/825-6151	507-825-2504	Dean	Bergene	Jeff Kelso	4
NC	843	126	ASHLAND (Mansfield)	OH	44805	2310 Claremont Avenue	419/207-8132		Spence	Hamilton	Rick Williams	2
NW	814	127	MASON CITY	IA	50401	1905 4th Street, S.W.	641/424-2565	641-424-2907	Rich	Sanders	Jeff Kelso	4
CT	835	128	COLLIERVILLE	TN	38017	179 U.S. Highway 72 East	901/853-0783	901-853-5959	Marty	Curley	Dave Myers	4
NW	811	130	MINOT	ND	58702	P. O. Box 626 - 1325 So. Broadway	701/852-6662	701-852-6865	Jay	Gratzek	Randy Rebel	4
SE	833	132	NASHVILLE	TN	37297	3800 Dickerson Road - Box 3251	615/865-7474	615-868-1882	Chris	Norton	Brian Hutchins	3
CT	835	133	NO. LITTLE ROCK	AR	72120	5802 Warden Road (Sherwood, AR)	501/835-6170	501-835-7399	Stephen	Robertson	Dave Myers	4
NW	814	134	OTTUMWA	IA	52501	2850 No. Court Road	641/882-5459	641-883-4105	John	Klostermann	Jeff Kelso	4
SE	836	135	BOWLING GREEN	KY	42101	Box 60A - 3576 Louisville Road	270/781-3486	270-782-8628	Jerry	Moore	Neal Sluder	3
NW	814	137	ROCHESTER	MN	55902	3803 Commercial Drive	507/289-1704	507-289-0396	Mike	Dominy	Jeff Kelso	4
NC	826	139	SAGINAW	MI	48603	2266 Midland Road	989/793-1616	989-793-5303	Shelly	Campbell	Lynn Craig	2
NCC	828	144	TERRE HAUTE	IN	47802	4931 So. U.S. Highway 41	812/299-2161	812-299-5187	Kay	Brewer	Chad Tuley	4
NC	827	145	TOLEDO	OH	43617	7838 West Central Avenue	419/841-5113	419-841-1362	Dan	Fair	Jeff Bunch	2
NWC	814	146	WATERLOO	IA	50701	4040 University Avenue	319/232-6517	319-232-3115	Steve	Morine	Jeff Kelso	4
NW	811	147	WILLISTON	ND	58801	413 West Second Street	701/572-8341	701/572-1813	Kimberly	Schultz	Randy Rebel	4
SE	836	149	LOUISVILLE	KY	40206	828 East Market Street	502/582-1180	502-582-9960			Neal Sluder	3
NC	821	150	JENISON	MI	49428	1294 Chicago Drive M-21	616/457-0950	616-457-3119	Don	Thurston	Frank Remillard	2
CT	835	158	JONESBORO	AR	72401	2606 Stadium Blvd.	870/935-4601	870-935-1841	Robert	Hinkle	Dave Myers	4
NCC	828	160	EVANSVILLE	IN	47715	5210 Morgan Avenue	812/477-6497	812-471-0933	Mike	Jacobs	Chad Tuley	4
NW	814	168	MARSHALLTOWN	IA	50158	207 Iowa Avenue, East	641/753-8924	641/753-3567	Kevin	Horkey	Jeff Kelso	4
NC	823	171	CANTON WEST	OH	44708	5200 West Tuscarawas Street	330/477-1893	330-477-7248	Don	Calhoun	Stephen Durr	2
NC	826	177	PORT HURON	MI	48960	3375 Lapeer Road	810/984-3835	810-984-1940	Tim	Davidson	Lynn Craig	2
NE	824	178	LANCASTER	PA	17579	Rt. 896 So. Of Rt. 30E - P.O. Box 100	717/687-7642	717/687-0627	Deb	Dumire	Dave Kohl	2
NC	821	179	FORT WAYNE	IN	46808	Bypass 30 West, 2112 Coliseum Blvd.	260/484-1596	260-471-7219	Laura	McDevitt	Frank Remillard	2
CT	835	184	PADUCAH	KY	42001	3500 Park Avenue	270/442-6388	270-443-4032	John	Hay	Dave Myers	4
NC	828	187	MT. VERNON	IL	62864	300 State Route 15	618/242-4633	618-242-8461			Chad Tuley	4
NC	827	190	BATTLE CREEK	MI	49014	487 Main Street	616/968-3513	616-968-4626	Bob	Ogilvie	Jeff Bunch	2
NC	826	192	PEORIA	IL	61602	2115 S.W. Washington	309/676-6323	309-676-0015	John	Stucky	Chad Tuley	4
NC	823	196	NEW BEDFORD	PA	16140	Hwy. 422 @ Ohio-PA Line, P.O. Box 286	724/964-8721	724-964-1129	Suzanne	Welsh	Stephen Durr	2
NC	828	197	EFFINGHAM	IL	62401	16368 N. U.S. Highway 45	217/342-3307	217-342-4898	Shannon	Dottenwhy	Chad Tuley	4
NC	822	198	WABASH	IN	46992	1733 So. Wabash St. - Box 685	219/563-2176	219-563-4168	Sean	Hobson	Ed Oler	2
NW	814	199	SOUTH ST. PAUL	MN	55075	496 Farwell Avenue	651/451-1897	651/451-6024	Cindy	Kirby	Jeff Kelso	4
NC	825	200	WASHINGTON C.H.	OH	43160	1572 U.S. 22W	740/335-0651	740-335-8464			Rick Williams	2
NC	827	202	DEFIANCE	OH	43512	Route 66 North - R.R. 2	419/784-6099	419-784-5206	Sara	Jacobs	Jeff Bunch	2
NC	821	203	VALPARAISO	IN	46383	1056 State Road 2	219/464-8587	219-462-2873	Scott	Elliott	Frank Remillard	2
NC	821	204	PLYMOUTH	IN	46563	7575 North Michigan Road	574/936-2435	574-936-1268	Jason	Reinbolt	Frank Remillard	2
NC	821	208	BURLINGTON	WI	53105	2518 S. Milwaukee Avenue	262/763-2425	262-763-8731	Jack	Kuhl	Frank Remillard	2
NC	826	210	PRINCETON	IL	61356	R.R. 1 - Box 301A	815/875-1176	815-879-9101	Chris	Duncan	Chad Tuley	4
NCC	828	211	VINCENNES	IN	47591	1901 Hart Street	812/882-1955	812-882-3165	Ted	Oehlberg	Chad Tuley	4
NC	823	212	NORWALK	OH	44857	4768 U.S. 250N	419/668-8266	419-668-7890	Chris	Reagan	Stephen Durr	2
NC	843	214	SPRINGFIELD	OH	45502	Route 68 North - 5451 Urbana Road	937/399-8864	937-399-8711	Warren	Hitchcock	Rick Williams	2
NC	843	216	BELLEFONTAINE	OH	43311	Route 68 S. - Box 46, 1650 S. Main St.	937/593-4245	937-593-6678			Rick Williams	2
NC	822	217	DECATUR	IN	46733	829 South 13th Street	260/728-2181	260-728-2825	Jim	Olm	Ed Oler	2
NC	821	218	WARSAW	IN	46582	3925 East Corridor Drive	574/269-2625	574-269-2625	Dan	Copley	Frank Remillard	2
SE	833	224	SPRINGFIELD	TN	37172	Highway 41 North - Box 238	615/384-2367	615-384-2890	Mardell	McConnell	Brian Hutchins	3
SE	833	225	MURFREESBORO	TN	37129	135 John R. Rice Blvd.	615/896-1561	615-896-1584	Brad	Williams	Brian Hutchins	3
NC	827	226	BUCYRUS	OH	44820	2141 East Mansfield Road	419/562-0344	419-562-2039	Jim	Summers	Jeff Bunch	2
NC	825	227	WILMINGTON	OH	45177	1700 West Main - Box 606	937/382-2596	937-383-0051	Jamie	Knowles	Rick Williams	2

ZONE	OFFICE	TELEPHONE	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	EM	REG
NC	826	228	OWOSSO	MI	48867	2170 Highway M-21 West	989/725-5178	989-729-6001	Russ	Jennings	Lynn Craig	2
NC	826	229	LAPEER	MI	48446	1203 East Inlay City Road	810/664-1831	810-664-0654	Scott	Stoffel	Lynn Craig	2
NC	822	230	RICHMOND	IN	47374	4791 National Road East	765/966-2568	765-966-8414			Ed Oler	2
NC	828	231	HARRISBURG	IL	62946	801 N. Commercial, #14	618/252-7402	618-252-1891	Derek	Ford	Chad Tuley	4
NC	843	232	MT. VERNON	OH	43050	Routes 3 & 36 W. - 564 Harcourt Rd.	740/397-8012	740-397-1024	John	Grim	Rick Williams	2
NE	824	234	YORK	PA	17404	Delco Plaza Mall - 1279 Carlisle Rd.	717/845-8200	NONE	Don	Hamar	Dave Koht	2
NC	821	239	GOSHEN	IN	46526	2108 Lincolnway East	574/533-3703	574-534-3863	Phil	Vander Ploeg	Frank Remillard	2
NC	822	240	CELINA	OH	45822	4581 U.S. Rt. 127	419/268-2550	419-268-2990	Greg	Boes	Ed Oler	2
NC	827	241	BOWLING GREEN	OH	43402	Hwy. 25 No., 18201 No. Dixie Hwy.	419/354-3991	419-352-9058	Scott	Walters	Jeff Bunch	2
CT	838	243	TUPELO	MS	38804	850 Symphony Lane	662/844-7081	662-844-7139	Danny	Frazier	Mark Johnston	3
SE	836	247	ELIZABETHTOWN	KY	42701	1511 No. Dixie Highway	270/769-6309	270-737-0854	Rick	Mattingly	Neal Sluder	3
SE	836	248	GLASGOW	KY	42141	509 South L. Roger Wells Blvd.	270/851-2175	270-851-9550	Jerry	Larkin	Neal Sluder	3
NC	822	250	NEW CASTLE	IN	47382	3809 South TSC Road	765/521-2610	765-521-4718	Nick	Billier	Ed Oler	2
NC	821	252	NILES	MI	49120	2545 So. 11th St. - U.S. Highway 33	616/684-5734	616-684-5759	Brandon	Maust	Frank Remillard	2
NC	821	255	THREE RIVERS	MI	49083	58984 No. Main Street	616/279-5296	616-279-8863	Todd	Patterson	Frank Remillard	2
NW	812	260	YANKTON	SD	57078	R.R. 4, 1509 E. Highway 50	605/665-8353	605/665-0253	Ted	Mayer	Marc Johnson	4
NE	824	262	POTTSTOWN	PA	19464	335 West High Street	610/327-4465	610-327-3266	Rick	Sweeney	Dave Koht	2
SE	833	263	FRANKLIN	TN	37064	1101 Hillview Lane	615/791-0791	615-781-4056	Donnie	Smith	Brian Hutchins	3
NE	824	264	CARLISLE	PA	17013	10 Noble Blvd. - M.J. Carlisle Mall	717/245-2334	717-245-8548	Jeremy	Turnbaugh	Dave Koht	2
NC	826	265	CARO	MI	48723	Highway M-24 - 1255 E. Cameron Rd.	989/673-2947	989-673-2977	Paul	Degulse	Lynn Craig	2
CTC	835	266	CAPE GIRARDEAU	MO	63701	501 South Kings Highway	573/334-6971	573-334-8229	Gary	Hill	Dave Myers	4
NC	823	267	CANTON EAST	OH	44705	2630 Atlantic Blvd., N.E.	330/452-3311	330-452-8439	John	Symon	Stephen Durr	2
NE	824	268	LEBANON	PA	17042	Penn. Route 72 So., 720 Quentin Rd.	717/274-2106	717-274-3482	Pete	Emborsky	Dave Koht	2
SW	819	269	EL CAMPO	TX	77437	1825 No. Mechanic - Box 1257	979/543-8351	979-543-1880	Doug	Wishert	Joe Stagint	1
NC	827	270	TIFFIN	OH	44883	2501 West State Route 18	419/447-4109	419-447-0476	Jack	Dyer	Jeff Bunch	2
NWC	812	271	WORTHINGTON	MN	56187	1426 North Humiston	507/376-8733	507/376-8734	Nick	Pence	Marc Johnson	4
NC	827	272	CHARLOTTE	MI	48813	1875 Lansing Road (I-69)	517/543-5858	517-543-9873	Laura	Harrison	Jeff Bunch	2
NC	821	273	GREENVILLE	MI	48838	6030 Greenville Road	616/754-4639	616-754-5301	Herbert	Linn	Frank Remillard	2
NW	811	274	DEVILS LAKE	ND	58301	704 Highway 2 East	701/662-8106	701-665-2614	Tami	Griffin	Randy Rebel	4
SE	833	275	LEBANON	TN	37087	1455-B West Main Street	615/449-4466	615-449-3218	Bryan	Pierce	Brian Hutchins	3
NC	822	276	PLAINFIELD	IN	46168	129 North Perry Road	317/839-4792	317-839-1506	John	Schroer	Ed Oler	2
NW	811	277	BISMARCK	ND	58504	910 South 18th Street	701/223-8931	701-530-8733	Michael	Johnson	Randy Rebel	4
NC	826	278	ST. JOHN'S	MI	48879	2321 South U.S. 27	989/224-8978	989-224-0006	Ryan	Burley	Lynn Craig	2
SW	815	279	TEMPLE	TX	76504	23208 S.E.H.K. Dodgen Loop	254/771-0314	254-771-0379	Jack	Nevill	Adam Sadberry	1
NE	824	280	SHERILL	NY	13461	E. State Street - State Route 5	315/363-0880	315-363-7799	Gerald	Piersall	Dave Koht	2
NC	822	281	GREENCASTLE	IN	46135	507 North Jackson	765/653-2448	765-653-7233	Stacey	Neldemire	Ed Oler	2
NE	824	282	WESTMINSTER	MD	21157	895 Leidy Road	410/848-2060	410-848-2119	Tim	Rath	Dave Koht	2
NC	828	283	HILLSBORO	IL	62049	300 Springfield Rd., Highway 16 West	217/532-9406	217-532-9407	Kevin	Seely	Chad Tuley	4
SW	816	286	PARIS	TX	75460	5020 S.E. Loop 286	903/784-1401	903-784-4241	Billy	Bryant	Jim Rodgers	1
SW	815	287	WACO	TX	76710	300 N. Valley Mills Road, Suite A	254/776-1099	254/776-7235	Jesse	Guzman	Adam Sadberry	1
NC	826	288	HILLSBORO	OH	45133	Route 62 No., 1457 N. High Street	937/393-9976	937-393-6931	Donavon	Bond	Rick Williams	2
NC	826	289	FENTON	MI	48430	14283 Fenton Road	810/629-9972	810-629-8451	Tom	Gibbs	Lynn Craig	2
NC	843	290	NEWARK	OH	43055	1425 North 21st	740/366-2316	740-366-3517	Dale	Graber	Rick Williams	2
NC	821	291	STURGIS	MI	49091	1313 So. Centerville Road	616/851-4725	616-659-0772	John	Orsini	Frank Remillard	2
CT	813	292	TOPEKA SOUTH	KS	66609	4814 South Topeka Blvd.	785/862-0216	785-862-3306	Alberta	Jiskra	Bryant Moyer	4
SE	833	293	CLARKSVILLE	TN	37043	3355 Guthrie Highway	931/648-8895	931-648-8897	Jim	Forbes	Brian Hutchins	3
SE	838	294	COLUMBIA	TN	38401	2211 Carmack Blvd.	931/380-2801	931-380-0437	Doris	Davenport	Mark Johnston	3
SW	819	295	VICTORIA	TX	77901	4785 No. Navarro	361/576-3273	361-576-3895			Joe Stagint	1
NW	811	296	MOORHEAD	MN	56560	3330 Hwy. 10 East	218/236-8218	218-233-3850	Mitch	VanRooyan	Randy Rebel	4
NC	827	297	HILLSDALE	MI	49242	3271 Carleton Road	517/439-4363	517-439-0363	Thomas	Am	Jeff Bunch	2
NC	843	298	LIMA WEST	OH	45805	3101 Elida Road	419/331-4022	419-331-6330	Belinda	Jacques	Rick Williams	2
NC	828	301	WASHINGTON	IL	61571	1300 Washington Road - Route 24	309/444-4420	309-444-4227	Jennifer	Smith	Chad Tuley	4
NW	812	302	BEATRICE	NE	68310	2420 North Sixth	402/223-2381	402-223-4596	Tammy	Donaldson	Marc Johnson	4
NWC	811	303	BILLINGS	MT	59105	496 Main Street	406/252-9626	406-248-4751	Ken	Danielson	Randy Rebel	4
NW	812	304	COLUMBUS	NE	68601	3920 23rd Street	402/564-8102	402/564-1185	Eric	Rybak	Marc Johnson	4
NC	827	305	ADRIAN	MI	49221	1515 E. U.S. 223	517/263-2831	517-265-4835	Bill	Rychel	Jeff Bunch	2
CT2	829	306	WICHITA FALLS	TX	76308	2618 Southwest Parkway	840/696-8850	840-696-8033	Amy	Cox	Jim Dickison	1

CODE	DIST #	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	EM	KBC	
SW	818	307	ATHENS	TX	75751	701 East Tyler Street	903/677-1809	903-677-1794	Joseph	Barlow	Ken Enneking	1
SW	815	308	BURLESON	TX	76028	324 S.W. Wilshire	817/295-0420	817-295-0982	Paul	Wood	Adam Sadberry	1
SW	819	310	ROSENBERG	TX	77471	1903 First Street	281/232-5424	281-238-7003	Kirk	Frazer	Joe Stegint	1
NC	823	311	MEDINA	OH	44256	3839 Pearl Road (Rt. 42 No.)	330/722-0200	330-722-1587	Ron	Parr	Stephen Durr	2
NW	812	312	KEARNEY	NE	68847	514 Third Avenue	308/234-1861	308-234-1862	Clarence	Lester	Marc Johnson	4
CTC	813	316	LANSING	KS	66043	1111 North Main Street	913/727-1701	913-727-6679	Michael	Lynn	Bryant Moyer	4
NC	826	316	HOWELL	MI	48843	3652 Grand River Avenue	517/548-7600	517-548-8435	Jeff	Wood	Lynn Craig	2
CT	813	317	SALINA	KS	67402	1500 South 9th Street	785/827-3300	785-823-0551	Ben	Meek	Bryant Moyer	4
NW	812	319	SIOUX CITY	IA	51102	1121 Zenith Drive	712/258-0657	712-258-1375	Brett	Perkins	Marc Johnson	4
NW	812	320	SIOUX FALLS	SD	57104	3508 No. Cliff Avenue	605/336-3031	605/336-7136	Dave	Chmela	Marc Johnson	4
NW	811	324	WATERTOWN	SD	57201	5 Tenth Street, N.W.	605/886-2735	606-886-2590	Joe	Garry	Randy Rebel	4
CT2	829	325	WICHITA WEST	KS	67209	9425 W. Kellogg	316/721-4797	316-721-7704	Lee	Brown	Jim Dickson	1
NW	812	328	CARROLL	IA	51401	Box 562 - 1407 Highway 30 West	712/792-3185	712-792-3199	Jaret	Wohler	Marc Johnson	4
NW	812	327	COUNCIL BLUFFS	IA	51501	329 W. South Omaha Bridge Rd.	712/366-2451	712-366-1506	Ron	Kunert	Marc Johnson	4
CT2	829	329	JOPLIN	MO	64801	1316 North Range Line Road	417/781-7111	417-781-7380	Floyd	Gardner	Jim Dickson	1
NW	812	330	OMAHA	NE	68127	7910 "L" Street	402/339-2800	402-935-0454	Matt	Kiekot	Marc Johnson	4
CT	813	331	TOPEKA NORTH	KS	66608	710 Highway 24 East	785/233-4211	785-233-6044	Laura	Creamer	Bryant Moyer	4
NW	812	332	LINCOLN	NE	68521	1940 Cornhusker Hwy.	402/476-2292	402-476-4637	Trevor	Smith	Marc Johnson	4
SW	817	333	CORPUS CHRISTI	TX	78405	5317 Agnes	361/289-1581	361-289-1745	Benny	Villalobos	Tom White	1
CT	813	336	SO. HUTCHINSON	KS	67505	810 North Main	316/663-7807	316-663-2119	Steve	Park	Bryant Moyer	4
NC	826	341	NEW BALTIMORE	MI	48047	33195 - 23 Mile Road	586/716-1990	586-716-0428	Tavana	Farley	Lynn Craig	2
NW	812	343	NORFOLK	NE	68701	2201 Krenzlen	402-371-5118	402-371-5175	Robin	Paulsen	Marc Johnson	4
CT	813	345	ST. JOSEPH	MO	64503	3027 South Belt Highway	816/279-2741	816-232-2732	Ron	Salley	Bryant Moyer	4
NW	814	347	FAIRFIELD	IA	52556	Highway 34 West	641/472-6536	641-472-6536	Don	Erpelding	Jeff Kelso	4
CT	813	348	OLATHE	KS	66062	11934 Strangline Road	913/768-1400	913-768-1852	Jon	Wohler	Bryant Moyer	4
NC	821	349	PLAINWELL	MI	49080	1221 M-89	616/685-1001	616-685-2069	Steven	Chervenak	Frank Ramillard	2
NC	843	350	TROY	OH	45373	20 Stanfield Road	937/335-6600	937-335-6657	Roger	Earwood	Rick Williams	2
CTC	835	351	FARMINGTON	MO	63640	604 Wal-Mart Drive	573/756-8300	573-756-8035	Shane	Taylor	Dave Myers	4
NC	823	352	WOOSTER	OH	44691	1981 Portage Road	330/262-2000	330-262-3262	John	Howman	Stephen Durr	2
NC	822	353	GREENWOOD	IN	46142	1460 South U.S. 31	317/882-5800	317-882-5927	David	Gramman	Ed Oler	2
NC	825	354	SPRINGBORO	OH	45066	505 West Central Avenue	937/743-8200	937-743-2292	Darrin	Crosby	Rick Williams	2
SW	815	355	STEPHENVILLE	TX	76401	2900 West Washington #35	254/965-8900	254-965-8929	Cody	Cooley	Adam Sadberry	1
SE	831	356	COOKEVILLE	TN	38501	575-A South Jefferson Avenue	931/528-4213	931-520-0989	Thom	Choate	Danny Sigler	3
SW	815	357	BROWNWOOD	TX	76801	315-A East Commerce Street	915/643-2256	915-643-3483	Lane	Jones	Adam Sadberry	1
SE	836	358	GEORGETOWN	KY	40324	1135 Lexington Road	502/868-1040	502-867-0515	Sean	Gorby	Neal Sluder	3
SE	831	359	GREENEVILLE	TN	37743	1665 Andrew Johnson Hwy., Suite #2	423/787-0100	423-787-0100	Andy	Alderman	Danny Sigler	3
SE	831	360	MORRISTOWN	TN	37814	3480 West Andrew Johnson Hwy.	423/581-6000	423/587-9835	Allen	Renninger	Danny Sigler	3
SE	838	361	McMINNVILLE	TN	37110	Plaza Shopping Cntr. - 200 Hobson St.	931/473-2411	931-473-1592	Jonathon	Stayton	Mark Johnston	3
SW	815	362	WEATHERFORD	TX	76086	1817 South Main Street	817/594-2488	817-599-7549	Kevin	Larocque	Adam Sadberry	1
SE	839	363	SELMA	NC	27578	1401 South Pollock	919/965-6762	919-965-9438	Alan	Yates	Rodney Carter	3
CT	814	364	KIRKSVILLE	MO	63501	US Rte. 63 So., 2302 So. Baltimore	660/627-6333	660-627-2834	Kris	Robins	Jeff Kelso	4
CT	835	365	BENTONVILLE	AR	72712	2817 South Walton Blvd.	479/273-9111	479-273-8350	Doug	Moore	Dave Myers	4
SE	834	366	MT. AIRY	NC	27030	2151 Rockford Street	336/786-1211	336-786-4324	Rodney	Harden	Cameron Mann	3
SW	829	367	SHERMAN	TX	75081	3201 North 75 Highway - Suite 101	903/868-1116	903-893-0457	Phil	Cobb	Jim Dickson	1
SE	845	368	CLEVELAND	TN	37311	2750 Keith Street, NW	423/559-0088	423-559-9491	David	Renninger	Greg Worley	3
SW	818	369	MARSHALL	TX	75670	105 East End Blvd., North	903/827-1088	903-827-2206	Ellis	McDaniel	Ken Enneking	1
SW	819	370	TOMBALL	TX	77375	27706 A Tomball Parkway	281/357-0000	281-1516-3167	Todd	Schultz	Joe Stegint	1
CT	835	371	FAYETTEVILLE	AR	72703	2312 West 6th Street	479/582-2444	479-444-6071	Lanny	Hickey	Dave Myers	4
NC	827	372	MONROE	MI	48162	2492 North Telegraph Road	734/241-6633	734-241-5078	Johan	Isaly	Jeff Bunch	2
SW	815	373	SAN ANGELO	TX	76904	2701 Southwest Blvd.	915/842-8330	915-842-8551	Pat	Cowan	Adam Sadberry	1
SW	818	374	NACOGDOCHES	TX	75961	4301 "A" No. St., Business Hwy. #59	936/568-9800	936-568-9163	Danny	Click	Ken Enneking	1
NC	825	375	BATAVIA	OH	45103	1159 State Route 32	513/753-3883	513-753-4153	Mike	Jones	Rick Williams	2
CT	835	376	SEARCY	AR	72143	101 South Poplar Street	501/279-0077	501-268-2956	Jay	Cheatham	Dave Myers	4
SE	839	377	ROCKY MOUNT	NC	27804	1964 Stone Rose Drive	252/407-8400	252-972-6516	Roger	Sullivan	Rodney Carter	3
SE	836	378	RICHMOND	KY	40475	856 Eastern Bypass	859/823-0034	859-824-5833	Roger	Sullivan	Neal Sluder	3
SE	839	379	WHITEVILLE	NC	28472	44 K-Mart Plaza	910/641-0500	910-641-0103	Dixie	McLamb	Rodney Carter	3
SE	831	380	KINGSPORT	TN	37660	1409 East Stone Drive - Suite E	423/245-6880	423-245-7737	Kyle	Rector	Danny Sigler	3

ZONE	AREA	STATE	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	EM	REC
CTC	836	381	HARRISON	AR	72601	619 Highway 62/65 North	870/741-0635	870-741-0635	Trey	Hibbs	Dave Myers	4
SW	818	382	CANTON	TX	75103	401 E. Highway 243	903/567-4033	903-567-1583	Wayne	Watson	Ken Enneking	1
SW	816	383	SULPHUR SPRINGS	TX	75482	1401 Mockingbird Lane	903/438-4908	903-438-0398	Paul	Hayes	Jim Rodgers	1
SW	818	384	PALESTINE	TX	75801	2200 South Loop	903/723-8381	903-723-8591	Ron	Armstrong	Ken Enneking	1
NE	824	385	MT. AIRY	MD	21771	301 Century Drive	301/831-7877	301-831-7018	Ken	Fleming	Dave Koht	2
SE	834	386	STATESVILLE	NC	28625	1134 Crossroads Drive	704/838-0220	704-838-1020	Jeff	Johnson	Cameron Mann	3
SE	839	387	ASHEBORO	NC	27203	1200 East Dixie Drive	336/625-0018	336-625-1621	Olin	Adams	Rodney Carter	3
SE	831	388	MARYVILLE	TN	37801	1800 West Lamar Alexander Parkway	865/681-3336	423-681-3611	Daniel	Rule	Danny Sigler	3
SW	817	389	BASTROP	TX	78602	441-B Highway 71 West	512/321-3660	512-321-3773	John	Williams	Tom White	1
SW	817	390	UVALDE	TX	78801	421 East Main	830/278-3435	830-278-3801	Justin	Tomasini	Tom White	1
SE	824	391	STAUNTON	VA	24401	1106 Greenville Avenue	540/887-8155	540-887-2580	Ken	Scott	Dave Koht	2
SW	816	392	DECATUR	TX	76234	1200 P.M. 51 South	940/627-6167	940-627-6386	Jack	Galloway	Jim Rodgers	1
SW	819	393	COLLEGE STATION	TX	77842	2704 Texas Avenue - Suite 1	979/764-4757	979-694-7843	Stephen	Bielamowicz	Joe Stegint	1
NC	825	394	FLORENCE	KY	41042	5895 Centennial Circle	859/746-1661	859-746-1664	David	Morrison	Rick Williams	2
SE	831	395	BRISTOL	VA	24202	13113 Lee Highway	540/466-0212	540-466-5621	R. C.	Sheets	Danny Sigler	3
SW	829	396	DURANT	OK	74791	2100 Evergreen Street	580/924-3334	580-924-3489	Randy	Gaston	Jim Dickison	1
NC	825	401	HAMILTON WEST	OH	45013	1372 Main Street	513/887-7477	513-887-7969	Brad	Carr	Rick Williams	2
SE	838	402	TULLAHOMA	TN	37388	1905 North Jackson	931/455-3030	931-455-0035	Mark	Stansberry	Mark Johnston	3
SE	836	403	NICHOLASVILLE	KY	40340	1015 North Main	859/887-8192	859-885-0223	Laura	Thomas	Neal Sluder	3
SW	819	404	BREHAM	TX	77833	2718 South Market Street	979/836-8797	979-836-9632	"T"	Saunders	Joe Stegint	1
SE	836	405	SOMERSET	KY	42501	3639 South Highway 27	606/677-2777	606-677-0078	Craig	Bell	Neal Sluder	3
NC	823	406	AMHERST	OH	44001	1971 Cooper Foster Park Road	440/960-5366	440-960-5370	Rodney	Funkhouser	Stephen Durr	2
SE	839	407	SOUTH BOSTON	VA	24592	3130 Halifax Road - Suite E	434/675-8321	434-675-8419	Bill	Osborne	Rodney Carter	3
SW	819	408	PORTER	TX	77365	23741 U.S. Hwy. 59, #41	281/354-8887	281-354-8905	Howard	Kinsal	Joe Stegint	1
SW	816	409	WAXAHACHIE	TX	75165	1201 North Highway 77	972/923-1988	972-937-0214	James	Dorman	Jim Rodgers	1
SE	842	410	ASHEVILLE	NC	28805	4 South Tunnel Road	828/298-9428	828-298-9419	Gary	Hill	John McClain	3
NE	824	411	WARRENTON	VA	20186	41 W. Lee Highway - Suite 65	540/347-3134	540-347-1477	Steve	Criswell	Dave Koht	2
NC	825	412	CHILLICOTHE	OH	45601	1850 North Bridge Street	740/773-2228	740-773-6309	Bob	Minzier	Rick Williams	2
SW	829	413	GAINESVILLE	TX	76241	1311 North Grand	940/668-4088	940-668-0973	Mike	Howe	Jim Dickison	1
SW	817	414	SEGUIN	TX	78155	1500 East Court - Suite 900	830/372-1222	830-372-3942	James	Bush	Tom White	1
SE	838	415	ATHENS	AL	35611	801 U. S. Highway 72 West	256/230-6005	256-230-6055	Eric	Greene	Mark Johnston	3
SE	836	416	CAMPBELLSVILLE	KY	42718	399 Campbellsville Bypass, Ste. 170	270/789-0864	270-789-6492	Julie	Fudge	Neal Sluder	3
SE	834	417	MONROE	NC	28110	1010 West Roosevelt Blvd.	704/296-9524	704-296-9523	Marty	Trautwein	Cameron Mann	3
SW	817	418	SAN MARCOS	TX	78666	935 Highway 90 East	512/754-6222	512-754-6233	Tom	Deitz	Tom White	1
SE	838	419	HUNTSVILLE	AL	35803	11202 Memorial Parkway SW	256/650-5555	256-650-5125	Keith	Powell	Mark Johnston	3
CT	813	420	INDEPENDENCE	MO	64057	2210 South State Route 291 Hwy.	816/461-7333	816-461-8688	Darren	Nielson	Bryant Moyer	4
SE	838	421	LAWRENCEBURG	TN	38464	2028 N. Locust Avenue	931/766-2900	931-766-5777	Doug	Culbertson	Mark Johnston	3
SW	817	422	WESLACO	TX	78596	1001 West Highway 83 - Suite A	956/968-7033	956-968-7044	Eduardo	Rodriguez	Tom White	1
SE	842	423	ORANGEBURG	SC	29118	2076 Columbia Road	803/531-7600	803-531-7680	John	Love	John McClain	3
SW	818	424	HENDERSON	TX	75654	2367 Highway 79 South	903/657-7012	903-655-0163	Brian	Free	Ken Enneking	1
SE	831	425	SEVIERVILLE	TN	37862	330 West Main Street	865/453-0777	865-453-7287	Jeff	Hollis	Danny Sigler	3
SE	836	426	WINCHESTER	KY	40391	1500 Bypass Road	859/744-2929	859-744-0955	Brian	Green	Neal Sluder	3
NC	823	427	WARREN	OH	44483	3800 Elm Road	330/372-8428	330-372-6546	Bruce	Altken	Stephen Durr	2
SE	838	428	FAYETTEVILLE	TN	37334	1332 Huntsville Highway 231/431	931/433-4399	931-433-1904	Brian	White	Mark Johnston	3
SW	816	429	GREENVILLE	TX	75403	2703 Trader's Road	903/454-1400	903-454-8070	James	Milton	Jim Rodgers	1
SW	816	430	GEORGETOWN	TX	78626	806 South IH 35	512/863-6969	512-863-4743	Bruce	Enke	Adam Sadberry	1
NC	822	431	WESTFIELD	IN	46074	18160 U. S. 31 North	317/867-3505	317-867-1908	Tim	Tucker	Ed Oler	2
CT2	829	432	EL RENO	OK	73036	1694 S.W. 27th Street	405/262-2037	405-262-3917	Dave	Linstad	Jim Dickison	1
NE	824	433	LEESBURG	VA	20176	935 Edwards Ferry Road, N. E.	703/443-2611	703-443-2614	Bruce	Lamb	Dave Koht	2
SE	838	434	CULLMAN	AL	35055	1807 Second Avenue, S.W.	256/737-5000	256-737-5474	Don	Barrentin	Mark Johnston	3
NC	843	435	COLUMBUS	OH	43228	5526 West Broad Street	614/878-7170	614-878-7250	Terry	Amspaugh	Rick Williams	2
SW	818	436	JACKSONVILLE	TX	75766	1626 South Jackson - Suite #128	903/586-6343	903-586-7934	Gary	Danford	Ken Enneking	1
NC	843	437	MARYSVILLE	OH	43040	15600 U. S. Route 36 East	937/842-7069	937-842-7316	Eric	Pease	Rick Williams	2
SE	833	438	GALLATIN	TN	37066	670A Nashville Pike	615/451-4700	615-230-0092			Brian Hutchins	3
SE	834	439	SHELBY	NC	28150	1865 East Dixon Blvd.	704/482-1808	704-482-8191	Wanda	Neff	Cameron Mann	3
SE	842	440	ANDERSON	SC	29625	3719 Clemson Blvd.	864/222-1000	864-222-1003	Chuck	Rector	John McClain	3
NC	823	441	MIDDLEFIELD	OH	44062	15411 West High St., Rt. 87 West	440/632-6367	440-632-8370	Paul	Gochnour	Stephen Durr	2

SW	818	442	TEXARKANA	TX	75601	5001 North Stateline Ave. - Suite D	903/791-8293	903/792-4390	Mike	Wells	Ken Enneking	1
SW	818	443	MT. PLEASANT	TX	75455	2525 South Jefferson Avenue	903/575-0707	903-575-0090	Steven	Jones	Ken Enneking	1
SW	816	444	MESQUITE	TX	75149	1740 N. Belt Line Road	972/285-0411	972-285-0409	James	Jennings	Jim Rodgers	1
SE	839	445	BURLINGTON	NC	27215	63129 Garden Road	336/586-9222	336-586-9922	Gary	Heffelfinger	Rodney Carter	3
SW	819	446	ALVIN	TX	77511	1200 F.M. 1462	281/824-9609	281-824-9614	Oliver	Schlaegel	Joe Stagint	1
SE	839	447	DANVILLE	VA	24540	119 Piney Forest Road	434/791-3911	434-791-3917	Ethan	Boger	Rodney Carter	3
SW	819	448	HUNTSVILLE	TX	77320	1702A - 11th Street	936/291-8000	936-291-8806	Jennifer	Crawford	Joe Stagint	1
NC	843	449	PICKERINGTON	OH	43147	12985 Stonecreek Drive, NW	614/501-7044	614-501-7047	Jon	Meyers	Rick Williams	2
NC	825	450	HARRISON	OH	40530	389 Comfort Drive	513/202-1183	513-202-1186	Keith	Yager	Rick Williams	2
NC	836	451	MAYSVILLE	KY	41056	501 Market Square Drive	606/759-8500	606-759-7840			Neal Sluder	3
SW	816	452	DENTON	TX	76206	1200 South Loop 288	940/387-5600	940-387-3701	David	Hilburn	Jim Rodgers	1
SE	842	453	NEWBERRY	SC	29108	2808 Main Street	803/405-9666	803-405-9687	Darren	Mills	John McClain	3
SE	833	454	DICKSON	TN	37055	715 Highway 46 South	615/446-6282	615-446-5249	Rich	Ward	Brian Hutchins	3
SW	816	455	TERRELL	TX	75160	100 State Hwy 205-Suite 100	972/551-2600	972-551-2606	Sheryl	Pierce	Jim Rodgers	1
SW	817	456	GONZALES	TX	78629	1819 Highway 80A	839/672-5707	839-372-5606	Laura	Walker	Tom White	1
SE	834	457	ELKIN	NC	28621	1925 N. Bridge St. -Suite 100	336/835-6004	336-835-3751	Ron	Matthews	Cameron Mann	3
SE	834	458	NEWTON	NC	28658	3250 Highway 70	828/466-3666	828-466-0902	Darryl	Oberlin	Cameron Mann	3
CT2	829	459	ADA	OK	74820	1320 North Hills Center	580/421-9777	580-421-9205			Jim Dickison	1
SW	815	460	CLEBURNE	TX	76031	1815 A. West Henderson St.	817/641-0066	817-641-7212	Gary	Lewis	Adam Sadberry	1
SW	816	461	LAKE WORTH	TX	76135	3919 Telephone Road	817/237-5222	817-237-5122	Chris	Weich	Jim Rodgers	1
SW	819	462	LIBERTY	TX	77575	2337 N. Main Street	936/334-1100	936-334-1566	Gary	Danford	Joe Stagint	1
SE	834	463	SALISBURY	NC	28144	405 Jake Alexander Blvd., South	704/797-9511	704-797-9516	Ben	Taylor	Cameron Mann	3
SE	834	464	CONCORD	NC	28027	104 Commercial Parks Drive	704/782-2462	704-795-4247	Toni	Bennett	Cameron Mann	3
SW	819	465	LAKE JACKSON	TX	77566	203 West State Highway 332	979/297-7226	979-297-7375	Carlos	Antunez	Joe Stagint	1

ZONE	DIST	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	DM	REC
SW	816	466 BENBROOK	TX	76126	9248 Highway 377	817/249-5505	817/249-6221	Johnny	Price	Jim Rodgers	1
SE	839	467 MADISON HEIGHTS	VA	24572	248 Arnelon Square Plaza	434/929-6730	434-829-6729	Ira	McCook	Rodney Carter	3
SE	834	468 CLEMMONS	NC	27012	196 Westwood Village Drive, PO Box 1215	336/766-6326	336-766-6897	Brian	Dee	Cameron Mann	3
SW	818	469 TYLER	TX	75701	3508 Robertson Road	903/533-6122	903/533-6920	Ken	Enneking	Ken Enneking	1
SE	842	470 ROCK HILL	SC	29730	2374 Cross Pointe Drive	803/960-6115	803-960-6118	Eric	Shupe	John McClain	3
SE	842	471 GREENWOOD	SC	29648	109 Towers Drive	864/842-0880	864-842-0140	Keith	Massey	John McClain	3
CT2	829	472 WICHITA EAST	KS	67207	10011 East Kellogg	316/612-4650	316-618-0003	Brendan	Coulter	Jim Dickison	1
SW	817	473 BEEVILLE	TX	78102	2500 N. St. Marys	361/362-2226	361-362-2327	Jason	Retzlaff	Tom White	1
SE	842	474 MAULDIN	SC	29662	206 South Main Street, Suite F	864/281-7756	864-284-6802	Phil	Lewis	John McClain	3
SE	834	475 CHRISTIANBURG	VA	24073	2708 Market Street	540/381-7630	540-381-7637	Rob	Meier	Cameron Mann	3
SE	838	476 JACKSON	TN	38306	15 Carriage House Drive	731/660-8484	731-660-8483	Eric	Collier	Mark Johnston	3
SE	834	477 RURAL HALL	NC	27045	1011 Bethania - Rural Hall Road	336/969-0482	336-969-0487	Don	Jaquish	Cameron Mann	3
SE	831	478 CROSSVILLE	TN	38555	135 Highland Square	931/484-6484	931-456-6793	Jay	Rumph	Danny Sigler	3
SE	838	479 PULASKI	TN	38478	1640 West College Street	931/424-9199	931-424-3705	Jeremy	Cromwell	Mark Johnston	3
SW	819	480 CONROE	TX	77305	1407 I-45 N	936/756-3831	936-756-7695	Ken	Howe	Joe Stagint	1
SE	839	481 GOLDSBORO	NC	27534	2901 Cashwell Drive	919/758-3077	919/758-9089	Ron	Pleasant	Rodney Carter	3
SE	831	482 JACKSBORO	TN	37757	2530 Jacksboro Pike	423/566-6310	423/566-1538	Brad	Haugh	Danny Sigler	3
SE	824	483 LEXINGTON	VA	24450	800 North Lee Highway	540/464-6866	540/464-6581	Aron	Crowell	Dave Koht	2
SW	816	484 EASTLAND	TX	76448	1401 East Main Street	254/628-2088	254/628-2209	Spike	Stoker	Adam Sadberry	1
SE	842	485 LEXINGTON	SC	29072	5589 Sunset Blvd.	803/996-6596	803/808-4352	Chris	Thomas	John McClain	3
SW	818	486 LONGVIEW	TX	75605	1011 Wal Street, Suite 300	903-663-0016	903-663-7694	Greg	Wade	Ken Enneking	1
SW	816	487 MANSFIELD	TX	76063	1550 F.M. 157	817/477-3950	817-477-3926	Shane	Padgett	Jim Rodgers	1
SW	817	488 CEDAR PARK	TX	78613	2000 North Bell Blvd.	512/260-9215	512/260-9259	Brantley	Heiser	Tom White	1
SE	836	489 SHELBYVILLE	KY	40065	196 Midland Blvd.	502/647-4605	502/647-3929	Irvin	Kupper	Neal Sluder	3
SW	818	490 CORSICANA	TX	75110	3751 West Highway 31	903/872-0503	903/872-0792	Shawn	Pullin	Ken Enneking	1
NC	826	491 SANDUSKY	MI	48471	47 Dawson	810/648-3014	810/648-3124	Dawn	Wallace	Lynn Craig	2
NC	825	492 BEAVER CREEK	OH	45434	610 Orchard Lane	937/320-1855	937/320-4651	Gary	Hendrickson	Rick Williams	2
SW	817	493 BOERNE	TX	78006	1530 South Main Street	830/249-0739	830/249-2810	Michael	Billingsley	Tom White	1
SW	817	494 PLEASANTON	TX	78064	1715 W. Oaklawn Road, Suite A	830/569-5480	830/569-5489	Joel	Cox	Tom White	1
SE	833	495 SMYRNA	TN	37167	513 Nolan Drive	615/459-0225	615/459-8103	Keith	Corbin	Brian Hutchins	3
SE	833	500 OLD HICKORY	TN	37138	14925 Lebanon Rd.	615/754-4700	615/754-4515	Greg	Pflueger	Brian Hutchins	3
SE	839	501 GREENVILLE	NC	28590	3965 S. Memorial Drive	252/353-7400	252/353-7458	Wendy	Trent	Rodney Carter	3
SE	839	502 KNIGHTDALE	NC	27545	1201 Mammoth Drive	919/266-5628	919/266-9291	Doug	Jones	Rodney Carter	3
SE	842	503 SPARTANBURG	SC	29307	2091 E. Main Street	864/577-9288	864/577-9689	Eric	Bowen	John McClain	3
SW	817	504 KERRVILLE	TX	78028	1305 Sidney Baker, Suite D	830/257-0400	830/257-0433	Larry	Haven	Tom White	1
DS	844	505 FT. PIERCE	FL	34947	4888 Okeechobee Road	561/468-4972	561/468-5963	Kurt	Dunbar	Alan Blackard	3
DS	841	506 ST. CLOUD	FL	34769	4257 West 13th Street	407/498-0775	407/498-0778	Danny	Sanchez	Kevin Vansau	3
DS	841	507 CHIEFLAND	FL	32626	2202 North Young Blvd., Suite 100	352/493-4955	352/493-8932	Karl	Blomquist	Kevin Vansau	3
DS	844	508 LAKE WALES	FL	33853	1450 State Road 60 East	863/679-3163	863/679-8953	Ryan	Asselin	Alan Blackard	3
DS	841	509 LEEBSBURG	FL	34748	1706 North Citrus Blvd.	352/787-7333	352/787-5508	Gary	Breckinridge	Kevin Vansau	3
DS	844	510 SEBRING	FL	33870	3300 U.S. Hwy. 27 South	863/385-1380	863/385-6840	Brandon	Moore	Alan Blackard	3
DS	844	511 AVON PARK	FL	33825	910 U. S. 27 South	863/784-4339	863/784-4345	Rolando	Rodriguez	Alan Blackard	3
DS	844	512 OKEECHOBEE	FL	34974	3371 Highway 441 South	863/467-7844	863/467-8840	Bill	Parcell	Alan Blackard	3
DS	841	513 EUSTIS	FL	32728	100 Ardice Ave., Eustis Square S/C	352/357-0152	352/357-3875	John	Keen	Kevin Vansau	3
DS	844	514 HAINES CITY	FL	33844	35874 Hwy. 27 North	863/419-2889	863/419-0488	Steven	Roach	Alan Blackard	3
DS	844	515 PLANT CITY	FL	33568	1803 Jim Redman Parkway	813/707-1185	813/707-8384	Robert	Dube	Alan Blackard	3
SE	833	516 TRIUNE	TN	37014	5111 Murfreesboro Road	615/395-4241	615/395-7601	Glenn	Miller	Brian Hutchins	3
CT2	829	517 MOORE	OK	73160	2030 S. Telephone Road	405/912-2666	405/912-2610	David	Davis	Jim Dickison	1
NC	826	518 CLAYTON	OH	45316	7350 Salem Avenue	937/832-3441	937/832-8472	Jim	Fourman	Rick Williams	2
NC	827	519 JACKSON	MI	49202	3350 E. Michigan Avenue	517/788-6884	517/788-8892	Bruce	Kohler	Jeff Bunch	2
SE	831	520 JOHNSON CITY	TN	37601	4534 Bristol Highway	423/854-9057	423/854-8392	Scott	Johnson	Danny Sigler	3
SW	816	821 KILLEEN	TX	78541	2000 Central Texas Expressway, Suite C	254/200-0854	254/200-0678	Clint	Beatty	Adam Sadberry	1
NC	827	522 ANGOLA	IN	46703	1807 North Wayne	260/624-3766	260/624-3351	Sean	Holmquist	Jeff Bunch	2

STATE	ZONE	OFFICE	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	DM	REC
SE	845	523	ATHENS	TN	37371	622 South Congress Parkway	423/744-1657	423/744-0978	Marlin	Trotter	Greg Worley	3
NC	826	524	LOVELAND	OH	45146	3333 Montgomery Rd. (S.R. 22 & 3)	513/697-1100	513/697-1626	Bruce	Cannon	Rick Williams	2
NC	823	525	HERMITAGE	PA	16148	2998 E. State Street	724/962-4440	724/962-4443	David	Johnson	Stephen Durr	2
NC	826	526	ROMEO	MI	48095	66030 Van Dyke Road	586/752-6781	586/752-6035	Jeff	Ernst	Lynn Craig	2
CT2	829	527	EDMOND	OK	73013	601 Comfort Drive	405/478-0333	405/478-0441	Cliff	Larson	Jim Dickison	1
SE	842	528	AUGUSTA	GA	30907	596 Bobby Jones Expressway, Suite 20C	706/854-9088	706/854-8649	Sonny	McKinney	John McClain	3
SE	831	529	KNOXVILLE	TN	37938	7580 Maynardville Highway	865/922-1689	865/922-1696	Jimmy	Clapp	Danny Sigler	3
NE	824	530	CHARLOTTESVILLE	VA	22901	921 River Road	434/984-2190	434/984-2162	Bob	Clampaglia	Dave Koht	2
NC	827	531	SALINE	MI	48176	111 Sage Court	734/944-2676	734/944-0877	Dan	Novak	Jeff Bunch	2
DS	841	532	BROOKSVILLE	FL	34601	18741 Cortez Blvd.	352/799-2551	352/799-2746	Brad	Ser	Kevin Vansau	3
NC	822	533	ANDERSON	IN	46013	6818 South Scatterfield Rd.	765/778-0044	765/778-0077	Polly	Young	Ed Oler	2
NC	823	534	MEADVILLE	PA	16335	16083 Conneaut Lake Rd.	814/337-7249	814/337-6264	Tom	Battellino	Stephen Durr	2
NC	823	535	ASHTABULA	OH	44004	2915 North Ridge East	440/992-6616	440/998-5666	Greg	Heisler	Stephen Durr	2
SE	836	536	DANVILLE	KY	40422	2900 South Danville Bypass	859/238-0163	859/238-7122	Bob	O'Daniel	Neal Sluder	3
DS	841	537	NEWBERRY (Jonesville)	FL	32669	14151 W. Newberry Road	352/333-3789	352/333-8096	Dave	Purcell	Kevin Vansau	3
DS	841	538	OCALA	FL	34475	7351 N. U.S. Hwy. 441	352/368-9937	352/368-9948	Tim	Ashcraft	Kevin Vansau	3
SW	816	539	WYLIE	TX	75098	900 Westgate Way	972/429-3777	972/429-3744	Michael	Gantt	Jim Rodgers	1
DS	844	540	BRADENTON	FL	34205	4404 State Road 84 E.	941/748-2157	941/748-9846	Cliff	Watts	Alan Blackard	3
DS	841	542	ORANGE PARK	FL	32065	1465 Blanding Blvd.	904/272-1970	904/276-7205	Joe	Dame	Kevin Vansau	3
CT	813	543	BELTON	MO	64012	8016 171st Street	816/318-8203	816/318-8233	Bill	Dickson	Bryant Moyer	4
DS	844	544	WAUCHULA	FL	33873	1101 Hwy. 17 S. (S. 6th Avenue)	883/773-3456	883/773-4888	J. D.	Sowers	Alan Blackard	3
SE	833	546	LAFAYETTE	TN	37083	449 Highway 52	615/688-4541	615/688-4545	Vanessa	Lawson	Brian Hutchins	3
SE	839	547	BEDFORD	VA	24523	1128 East Lynchburg Salem Turnpike	540/587-6600	540/587-3660	Tim	Rupp	Rodney Carter	3
SE	845	548	CARROLLTON	GA	30117	912 South Park Street	770/832-3536	770/834-1684	Chad	Johnson	Greg Worley	3
DS	841	550	LAKE CITY	FL	32055	6701 U.S. Hwy. 90 West	386/752-4256	386/752-8308	Woody	Woodward	Kevin Vansau	3
SE	831	551	LENOIR CITY	TN	37771	785 Hwy. 321	865/988-7336	865/988-7461	Jeff	Hixon	Danny Sigler	3
SE	845	552	CALHOUN	GA	30701	490 Highway 53 East	706/629-2022	706/629-2660	Gary	Green	Greg Worley	3
SE	845	553	FT. OGLETHORPE	GA	30742	1785 Battlefield Road	706/861-4536	706/861-5218	Kevin	McMahan	Greg Worley	3
NC	823	554	ERIE	PA	16509	2275 Downs Drive	814/866-1324	814/866-2735	Jerry	Robinson	Stephen Durr	2
SE	842	555	MARION	VA	24354	1591 N. Main Street	276/781-0880	276/781-0883	David	Lesesne	John McClain	3
SE	845	556	FT. PAYNE	AL	35967	100 DeKalb Plaza Blvd.	256/845-4164	256/845-9617	Mike	Horsfield	Greg Worley	3
NC	826	557	BAY CITY	MI	48706	2886 Wilder Road	989/686-2195		Dave	Wice	Lynn Craig	2
SW	815	558	HILLSBORO	TX	76645	307 Coke Street	254/580-0300	254/580-0314	Chris	Kolman	Adam Sadberry	1
CT2	829	559	PONCA CITY	OK	74601	3008 North 14th Street	580-762-0005	580-762-0096	Darren	Jaggers	Jim Dickison	1
NWC	811	605	JAMESTOWN	ND	58401	1100 Fifth Avenue, S.E.	701/252-1600	701-252-5993	Darryl	Berntson	Randy Rebel	4
NW	811	608	HARVEY	ND	58341	716 Highway 52 West	701/324-4854	701/324-4855	Leon	Gisi	Randy Rebel	4
NW	812	614	MITCHELL	SD	57301	1314 W. Haven, Box 277	605/996-7942	605/996-9047	Norma	Kannegieter	Marc Johnson	4
NE	853	615	DOVER	DE	19901	4567 South Dupont Hwy.	302/698-5145	302/698-5148	Kelly	Countryman	Eric Jordan	5
NC	854	616	COLUMBIA CITY	IN	46725	528 North Main St (SR9)	260/244-0060	260/244-0012	Michael	Diedrich	John Heath	5
NC	854	617	CORYDON	IN	47112	1935 Old State Rd. (Hwy 135 N)	812/734-0296	812/734-0297	Marc	Phillips	John Heath	5
NC	854	618	FRANKLIN	IN	46131	1540 North Morton St.	317/346-0015	317/346-7712	Wes	Thomas	John Heath	5
NC	854	619	GREENSBURG	IN	47240	1929 North Greensburg Crossing	812/662-7447	812/662-7777	Gabe	Sickels	John Heath	5
NC	852	620	KENDALLVILLE	IN	46756	995 East North Street	260/343-0228	260/343-0534	Dave	Emerick	Brian Steinberg	5
NC	852	621	LAPORTE	IN	46350	71 Pine Lake Ave.	219/326-8741	219/326-8563	Todd	Blair	Brian Steinberg	5
NC	854	622	MADISON	IN	47250	405 E. Clifty Dr.	812/273-7796	812/273-7797	Steve	Halliday	John Heath	5
NC	854	623	MUNCIE	IN	47303	3801 East McCalliard	765/747-0461	765/747-0490	Rick	Reason	John Heath	5
NC	854	624	NOBLESVILLE	IN	46060	2375 East Pleasant St Rt 37 South	317/776-1883	317/776-2182	Dave	Siebert	John Heath	5
NC	854	625	SEYMOUR	IN	47274	2003 East Tipton	812/524-1500	812/524-1501	Chris	McGruyer	John Heath	5
SE	854	626	BARDSTOWN	KY	40084	235 Kentucky Home Square	502/349-7327	502/331-9529	Richard	Potts	John Heath	5
SE	854	627	HILLVIEW	KY	40229	11250 Preston Hwy.	502/810-8262	502/810-8412	Dave	Hinds	John Heath	5
SE	854	628	LONDON	KY	40741	100 London Shopping Ctr.	606/877-5500	606/877-5915	Andy	Malden	John Heath	5
NE	853	629	HAGERSTOWN	MD	21740	1701 Massey Boulevard	301/665-1004	301/665-3862	Keith	McDonough	Eric Jordan	5
GL	851	630	ALPENA	MI	49707	Ripley Sq. Shopping Ctr., 310 Ripley Blvd	989/358-8933	989/358-8964	Brian	Beckley	Brett Jones	5
GL	852	631	BAD AXE	MI	48413	738 North Van Dyke Rd.	989/269-8139	989/269-8196	Brian	Blausey	Brian Steinberg	5
GL	851	632	CADILLAC	MI	49601	2025 North Mitchell Rd.	231/775-8478	231/775-9535	John	Ortus	Brett Jones	5
NC	852	633	CEDAR SPRINGS	MI	48319	4011 17 Mile Road	616/696-3852	616/696-4317	Keith	Perry	Brian Steinberg	5
NC	852	634	CLIO	MI	48420	4058 West Vienna Rd. (M-57)	810/686-8238	810/686-8418	Donald	Nordlof	Brian Steinberg	5
NC	851	635	FREMONT	MI	48412	1328 West Main	231/824-6764	231/824-6976	Steve	Johnson	Brett Jones	5

GL	851	636	GAYLORD	MI	49735	1286 South Otsego Ave. (S. Old 27)	989/705-1256	989/705-1256	Andy	Willett	Brett Jones	5
NC	852	637	IMLAY CITY	MI	48444	2070 Cedar South (M-53)	810/721-1613	810/721-0806	Scott	Parks	Brian Steinberg	5
NC	851	638	LANSING EAST	MI	48906	5241 West Grand River	517/323-7341	517/323-7725	Bud	Keidel	Brett Jones	5
GL	851	639	LUDINGTON	MI	49431	4572 West US 10	231/843-1932	231/843-1964	Mike	Cuncannan	Brett Jones	5
GL	851	640	MT. PLEASANT	MI	48858	5688 East Pickard	989/772-6343		James	Jones	Brett Jones	5
NC	851	641	MUSKEGON	MI	49445	1550 Whitehall Rd.	231/719-0473		Scott	Maka	Brett Jones	5
NC	852	642	PORTAGE	MI	49002	8610 Shaver Road	616/323-3199	616/323-3663	John	Whitehead	Brian Steinberg	5
NC	852	643	SAGINAW NORTH	MI	48894	5555 Bay Road, Rt. 84	989/798-3724	989/798-3778	Trevor	Landeryou	Brian Steinberg	5
NC	852	644	SOUTH HAVEN	MI	49090	157 73rd Street	616/639-8664	616/639-8744	Larry	Sallors	Brian Steinberg	5
GL	851	645	TRAVERSE CITY	MI	49684	825 US 31 South	231/843-4062	231/843-4196	Darren	Classon	Brett Jones	5
GL	851	646	WEST BRANCH	MI	48661	2060 South M-76	989/343-1511	989/343-1514	Pat	Fisher	Brett Jones	5
NE	856	647	AMSTERDAM	NY	12010	Route 30 North, Alpin Haus Plaza	518/627-0269		Karl	Osterman	Ken Wilmes	5
NE	856	648	AUBURN	NY	13021	360 Grant Ave., Grant Auburn Plaza	315/252-8059		John	Lester	Ken Wilmes	5
NE	857	648	BATAVIA	NY	14020	4874 East Main	585/343-0078	585/343-2965	Frank	Trond	Mike Hyduchak	5
NE	856	650	CANANDAIGUA	NY	14424	2380 Rochester Road., Rt. 332 North	585/394-2080		Steve	Torkelson	Ken Wilmes	5
NE	856	651	COBLESKILL	NY	12043	2 Jamesway Plaza	518/234-1967		Eric	Craig	Ken Wilmes	5
NE	856	652	CORTLAND	NY	13045	848 State Rt. 13, (Courtlandville Crossing Mall)	607/662-0184	607/662-0245	Jeff	Bassett	Ken Wilmes	5
NE	857	653	DUNKIRK	NY	14048	3878 Vineyard Drive	716/363-7897	716/363-1026	Jim	Rizzo	Mike Hyduchak	5
NE	856	654	FULTON	NY	13069	806 West Broadway Lot 01 Pyramid Mall	315/593-2289		Carroll	Huntly	Ken Wilmes	5
NE	856	655	GENESE	NY	14454	4099 Lakeville Road	585/243-2120		Lloyd	Hunt	Ken Wilmes	5
NE	857	656	LOCKPORT	NY	14094	6017 South Transit Road	716/434-1083	716/434-3274	Gary	Caryk	Mike Hyduchak	5
NE	856	657	ONEONTA	NY	13820	6396 State Highway 23	607/431-8150	607/431-8215	Jeff	Prior	Ken Wilmes	5
NE	856	658	VESTAL	NY	13850	154 Vestal Parkway West	607/658-8164		Brian	Parker	Ken Wilmes	5
NE	856	659	WATERTOWN	NY	13601	Stateway Plaza Shopping Ctr., 1222 Arsenal St	315/778-1309		Dean	Simmons	Ken Wilmes	5
NE	856	660	WELLSVILLE	NY	14895	480 Bolivar Road	585/593-7987	585/593-6198	Richard	Williams	Ken Wilmes	5
NC	855	661	ALLIANCE	OH	44601	2520 West State Street	330/823-2808	330/823-7192	Gregg	Ziegler	John Queen	5
NC	859	662	CAMBRIDGE	OH	43725	2000 Southgate Parkway	740/432-2956	740/432-2567	John	Parker	Tim McLaughlin	5
NC	855	663	CHARDON	OH	44024	540 Water Street	440/286-8283	440/286-8372	Ed	Kaczmarek	John Queen	5
NC	858	664	CIRCLEVILLE	OH	43113	23735 US 23 South	740/420-7877	740/420-2838	Bob	Varvel	Mike Knoplesch	5
NC	859	665	COSHOCOTON	OH	43812	499 Downtowner Plaza	740/623-8423	740/623-8453	Ed	Downey	Tim McLaughlin	5
NC	858	667	EATON	OH	45320	1637 North Barron Street	937/456-1258		Steve	Clippinger	Mike Knoplesch	5
NC	859	668	FINDLAY	OH	45840	15212 US Rt. 224	419/422-1586	419/422-1770	Phil	Lawhorn	Tim McLaughlin	5
NC	855	669	FREMONT	OH	43420	3801 West State St, Rt. 20 West	419/332-2238	419/332-2296	Bill	Harris	John Queen	5
NC	858	670	GALLIPOLIS	OH	45631	600 Silver Bridge Plaza Rt. 7	740/441-8949	740/441-9045	Randy	Dennis	Mike Knoplesch	5
NC	854	671	GREENVILLE	OH	45331	1415 Wagner Avenue	937/548-1462		Rod	Hartzell	John Heath	5
NC	858	672	HAMILTON EAST	OH	45011	4525 Hamilton-Middleton Rd.	513/895-8500		Chris	Moore	Mike Knoplesch	5
NC	858	673	JACKSON	OH	45640	780 East Main Street	740/288-1079	740/288-4940	Josh	Strope	Mike Knoplesch	5
NC	858	674	CARROLL (LANCASTER)	OH	43112	3700 Claypool Street/Route 33 North	740/654-1496	740/654-5085	Dave	Gregory	Mike Knoplesch	5
NC	859	675	MANSFIELD	OH	44906	2727 West Fourth Street	419/529-8590	419/529-8842	Bill	McCarthy	Tim McLaughlin	5
NC	858	676	MARIETTA	OH	45750	315 Gross Avenue	740/374-6671	740/374-6737	Mike	Deck	Mike Knoplesch	5
NC	859	677	MARION	OH	43302	1488 Marlon-Waldo Rd., (Rt. 423)	740/725-8169	740/725-8268	Doug	White	Tim McLaughlin	5
NC	859	678	HEATH	OH	43056	2035 Hebron Road	740/928-1300	740/928-3700	Scott	Messer	Tim McLaughlin	5
NC	855	679	RAVENNA	OH	44266	1149 Main Street	330/297-0180	330/297-5620	Bob	Reiter	John Queen	5
NC	855	680	SALEM	OH	44460	2366 East State Street	330/332-0635	330/332-0801	Phil	Newhard	John Queen	5
NC	856	681	SANDUSKY	OH	44870	709 West Perkins Ave	419/624-0170	419/624-0823	Larry	Phillips	John Queen	5
NC	854	682	VAN WERT	OH	45891	1122 South Shannon St.	419/232-4862		Roger	Shubert	John Heath	5
NE	857	683	BLOOMSBURG	PA	17815	1877 Columbia Blvd.	570/388-1980		Bob	Ostella	Mike Hyduchak	5
NE	853	684	CHAMBERSBURG	PA	17201	1695 Lincoln Way East	717/263-6729		Mike	Borrello	Eric Jordan	5
NC	857	686	CORRY	PA	16407	390 West Columbus Ave US Rt. 6	814/664-5853	814/664-6964	Ken	Marsh	Mike Hyduchak	5
NE	857	687	INDIANA	PA	16701	2000 Shelly Drive	724/465-4190	724/465-4212	Willie	Sole	Mike Hyduchak	5
NE	857	688	LATROBE	PA	15650	310 Latrobe 30 Plaza	724/537-7822	724/537-7911	Louise	Schachts	Mike Hyduchak	5
NE	857	689	LEWISTOWN	PA	17044	19416-B US hwy. 22/522	717/248-5590	717/248-5596	Tom	Sizemore	Mike Hyduchak	5
NE	853	690	MT. PLEASANT	PA	15666	820 Crossroads Plaza	724/547-5610		Clayton	Halfhill	Eric Jordan	5
NE	853	691	QUAKERTOWN	PA	18951	735 North West End Blvd.	215/536-2040	215/536-2239	Brian	Awckland	Eric Jordan	5
NE	857	692	SHAMOKIN DAM	PA	17876	1-25 Baldwin Blvd. PO Box 206 Orchard Hill SC	570/743-4423	570/743-0654	Robert	Terry	Mike Hyduchak	5
NE	853	693	SOMERSET	PA	15501	1534 N. Center Ave., Ste. 100	814/443-9913	814/443-9956	Brian	Thompson	Eric Jordan	5
NE	857	694	UNIONTOWN	PA	16401	575 Morgantown Road	724/430-0870	724/430-0895	Randy	Raymond	Mike Hyduchak	5
NE	853	695	FREDERICKSBURG	VA	22408	4179 Plank Road State Rt. 3	540/785-6775	540/785-5616	Jackie	Foster	Eric Jordan	5
NE	853	696	HARRISONBURG	VA	22801	2385 E. Market St.	540/434-1492	540/434-1362	Stacey	Craddock	Eric Jordan	5

ZONE	DIST #	REC #	CITY	STATE	ZIP	ADDRESS	PHONE	FAX	MANAGER FIRST NAME	MANAGER LAST NAME	EM	REG
NE	853	697	WINCHESTER	VA	22603	150 Getty Lane Winchester Mall	540/535-0058	540/535-0287	Jeff	Thompson	Eric Jordan	5
NC	859	696	FOLLANSBEE	WV	26037	1500 Main Street, Brook Plaza Rt 2	304/527-0050	304/527-5026	Steve	Moore	Tim McLaughlin	5
NE	853	699	KEYSER	WV	26726	US Rt.220 South	304/788-7916	304/788-8483	Victor	Kuhl	Eric Jordan	5
NE	853	700	MARTINSBURG	WV	25401	1212 North Queen Street					Eric Jordan	5
NC	855	701	NEW MARTINSVILLE	WV	26155	245 North State Rt. 2	304/455-2738	304/455-4177	Josh	McCord	John Queen	5
NC	859	702	WHEELING	WV	26003	6 Elm Grove Crossing	304/238-0050	304/238-0054	Paul	Suprenant	Tim McLaughlin	5
NE	853	703	CULPEPER	VA	22701	588 Culpeper Town Square	540/629-2532		Roger	Reeger	Eric Jordan	5

NOTE: TRAINING STORES ARE HIGHLIGHTED



Barloworld *Leading brands*

Tractor Supply Company
320 Plus Park Blvd
Nashville, Tn 37217

We are pleased to offer your Company the following program as a Barloworld Handling / Hyster National Account. Under this program, you will have the benefit of Barloworld Handling's 40 years experience as a Hyster forklift dealer and also have a direct relationship with the Hyster Company as the manufacturer for all forklift purchase for your Company. This program does not obligate your company to purchase or lease forklifts from Hyster or Barloworld Handling only.

The specifics of this proposal are as follows:

1. In order to best serve your company, Barloworld Handling will service as the administrating dealer.
2. The following is the procedure to have your field people follow to take advantage of this National Account agreement
 - A. Local plants should contact Barloworld Handling or the local Hyster dealer, as to information on the necessary equipment for their operations. They should notify the local dealer that they are a part of a Barloworld Handling / Hyster National Account agreement.
 - B. Upon receiving an inquiry from your local plant, Barloworld Handling will quote specification.
 - C. The Hyster dealer will then forward a copy of their recommendations to Barloworld Handling.
 - D. Purchase orders from local plants must be placed direct to Barloworld Handling.
 - E. For all expediting of delivery of the unit, you may contact Barloworld Handling Direct.
 - F. All invoices will be generated by Barloworld Handling and invoicing will be sent directly to wherever specified on your purchase order.



3. All pricing to your company on electric counterbalance, gasoline, diesel & LPG, cushion tire, gasoline and diesel pneumatic tires up to 35,000 lbs. Capacity units, will be priced out at Hyster's current suggested selling prices less a special discount for your company orders placed through Barloworld Handling. Prices will be protected for 30 days from date of quotation.
4. ~~The terms of this National Account agreement are on going with discount levels to be renegotiated on a yearly basis.~~
5. Rod Hornor, Regional Sales Manager for Hyster Company will serve as your factory contact.
6. Barloworld Handling will supply your company with :
 - A. A copy of current Hyster suggested selling prices on Hyster equipment, as requested.
 - B. A product manual complete with all spec sheets on Hyster products.
 - C. A product manual on all additional allied items Barloworld Handling distributes at National Account pricing.
7. Wherever detail recommendations are needed on a local level at one of your plants, the Hyster dealer in that area will work in conjunction with your people to help arrive at detail specifications for you requirements.
8. Terms of payment are net 10 days upon receipt of invoice. Taxes will be billed based on point of delivery
9. Quarterly reports prepared by Barloworld Handling will be supplied to you company stating what has been quoted and purchased during that quarter and any feedback information from the local Hyster dealer.
10. The following shall be the responsibility of you company :
 - A. Each company within your company organization shall be made aware of the major accounts agreement with Barloworld handling.
 - B. A list of your company subsidiaries and names of personnel to be contacted will be supplied to Barloworld Handling.
 - C. Barloworld Handling shall be introduced to the appropriate person at each location, as a source for their material handling needs.

D. Final specifications and pricing will be furnished by Barloworld Handling through the input of the local

11. Hyster Company warrants new industrial truck products sold by it for use in the United States and Canada, to be free from defects in materials and workmanship and in compliance, at the time of manufacture, with the mandatory design and construction specification of 1) Part II, ANSI B56.1-1969 (where applicable) as required by OSHA standard 1910.178 (a) (2) and, 2) The OSHA fire protection designation (G, GS, LP, LPS, etc.) specified on the product. This warranty covers :

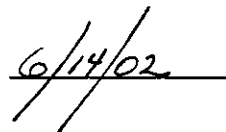
- A. For twelve months or 2,000 hours of operation from the date of delivery for initial use, whichever occurs first, Industrial trucks and other products manufactured by Hyster Company associated with new Industrial trucks. The warranty covers the cost of, during normal working hours, replacing or, at the option of Hyster Company, repairing by an authorized Hyster dealer, parts found to be defective or not in compliance.
- B. For 36 months or 4,000 hours of operation from the date of delivery for initial use, whichever occurs first, the following major components: internal combustion engine, exclusive of fuel and electrical systems and accessories; oil clutch; transmission; exclusive of torque converter; differential; electric traction and pump motors; SCR static panel components; contractors; exclusive of switches and tips; and SCR controller assembly, of new Industrial trucks. This warranty is limited to providing a replacement part, not including freight, special charges or cost of installation to replace that part found to be defective or not in compliance; or in the alternative, at the sole option of Hyster Company, the cost, during normal working hours, of repairs to the part, not including travel.

We look forward to entering into what should be a long lasting and mutually beneficial agreement for your company, Barloworld Handling, and Hyster Company.

Accepted By :

_____

Date :

_____