



# HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

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

OCTOBER 27, 2010

**TO:** HYSTER DEALER PRINCIPALS AND SALES MANAGERS

**FROM:** GARY BATES, DIRECTOR SALES – WEST REGION

**SUBJECT:** 3M COMPANY

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between 3M Company, a leader in producing products for markets from health care and highway safety to office products and has 75,000 employees globally, and Arnold Machinery Company – Eagan, Minnesota 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.

Arnold Machinery Company – Eagan, Minnesota 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 Arnold Machinery Company office in Eagan, Minnesota. 3M 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 November 9, 2012.

If you have any questions concerning this account, please contact Randy Sabatka (651) 251-6080, or email him at [RSabatka@arnoldmachinery.com](mailto:RSabatka@arnoldmachinery.com).

Sincerely,

A handwritten signature in black ink that reads "Gary M. Bates".

Gary Bates, Director Sales-West Region

Cc: Randy Sabatka, Arnold Machinery Company





www.arnoldmachineryeagan.com  
2985 LONE OAK CIRCLE EAGAN, MN 55121  
PHONE 651-905-7025 • FAX 651-905-7035

3M Sourcing Operations  
3M Center, Building 0216-02-N-07  
St. Paul, MN 55144-1000  
Attn: Daniel D. Yoo

Re: Hyster Dealer Managed National Account Agreement

Arnold Machinery Company is pleased to present this Letter of Agreement in establishing a formal Dealer-Managed National Account Agreement between 3M Company and Arnold Machinery Company. Arnold Machinery Company's sole responsibility will be to administer, coordinate and facilitate this agreement.

All Hyster Equipment orders will be placed centrally through 3M Company – St. Paul, MN directly to Arnold Machinery Company with Ed Witschen being the responsible Account Manager.

Arnold Machinery Company/Hyster Responsibilities

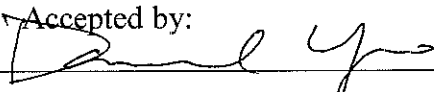
- To inform all participating Hyster dealer locations with the current and any future 3M Company locations.
- To provide participating Hyster dealer locations with local 3M Company contacts with whom they are to initiate and maintain a relationship to provide 3M Company with the best possible support as a Hyster Representative.
- To enter orders for all Hyster Equipment in a timely manner with the Hyster Company and coordinate delivery and installation of said equipment with the appropriate Hyster dealer locations.

3M Company Responsibilities

- To supply Arnold Machinery Company with Request for Quotation (RFQ) requirements, including but not limited to specified requirement options, delivery locations and delivery specifications.
- To supply Arnold Machinery Company a complete listing of all 3M Company locations, for which will be distributed to the Hyster Dealer Network.

We look forward to working with you and our Dealer Network to assure your customer satisfaction is met.

Sincerely,  
  
Randy Sabatka  
Branch Manager, Minnesota  
Arnold Machinery Company

Accepted by:  
Sign:   
Title: SOURCING ANALYST  
Date: 11-09-09

| Company Name | Address                   | Primary City     | County                  | State | Zip   | Zip Extension | Phone Number |
|--------------|---------------------------|------------------|-------------------------|-------|-------|---------------|--------------|
| 3M Company   | 0304 S And 075 E          | Hartford City    | Blackford County        | IN    | 47348 |               | 765-348-3200 |
| 3M Company   | -07 Bldg 216-2n           | Saint Paul       | Ramsey County           | MN    | 55106 |               | 651-733-5094 |
| 3M Company   | 100 Ashford Ctr N Ste 200 | Atlanta          | DeKalb County           | GA    | 30338 | 4862          | 770-394-8800 |
| 3M Company   | 100 Barnes Rd             | Wallingford      | New Haven County        | CT    | 6492  | 1897          | 203-949-0303 |
| 3M Company   | 1024 Hazel St N Bldg 424  | Saint Paul       | Ramsey County           | MN    | 55119 | 4857          | 651-733-3154 |
| 3M Company   | 1025 7th Ave S            | South Saint Paul | Dakota County           | MN    | 55075 | 3102          | 651-733-1110 |
| 3M Company   | 1030 5th St Ne            | Staples          | Todd County             | MN    | 56479 | 3116          | 218-894-2831 |
| 3M Company   | 1030 Lake Rd              | Medina           | Lorain County           | OH    | 44256 | 2450          | 330-725-1444 |
| 3M Company   | 10746 Innovation Rd # 17  | Cottage Grove    | Washington County       | MN    | 55016 | 4600          | 651-458-2140 |
| 3M Company   | 1101 Ford Ln              | Dunedin          | Pinellas County         | FL    | 34698 | 2217          | 727-734-2771 |
| 3M Company   | 11151 Calaska Cir         | Anchorage        | Anchorage Municipality  | AK    | 99515 | 2933          | 907-522-5200 |
| 3M Company   | 11705 Research Blvd       | Austin           | Travis County           | TX    | 78759 | 2445          | 512-984-2708 |
| 3M Company   | 11705 Rsrch Blvd Bldg 137 | Austin           | Travis County           | TX    | 78759 | 2445          | 512-984-1800 |
| 3M Company   | 1205 West Loop N Ste 190  | Houston          | Harris County           | TX    | 77055 | 7297          | 713-956-1165 |
| 3M Company   | 1211 Fairview Dr          | Dekalb           | DeKalb County           | IL    | 60115 | 8723          | 815-756-3160 |
| 3M Company   | 1215 2nd Ave              | Cumberland       | Barron County           | WI    | 54829 | 7210          | 715-822-3622 |
| 3M Company   | 12327 Daugherty Dr        | Zionsville       | Boone County            | IN    | 46077 | 9316          | 317-873-0116 |
| 3M Company   | 12501 Prosperity Dr # 150 | Silver Spring    | Montgomery County       | MD    | 20904 | 1689          | 301-625-7100 |
| 3M Company   | 1301 Lowell St            | Elyria           | Lorain County           | OH    | 44035 | 4864          | 440-323-6161 |
| 3M Company   | 1308 New Lair Rd          | Cynthiana        | Bourbon County          | KY    | 41031 | 6036          | 859-234-5671 |
| 3M Company   | 140 Algonquin Pkwy        | Whippany         | Morris County           | NJ    | 7981  | 1633          | 973-884-2500 |
| 3M Company   | 1400 Perimeter Rd         | Greenville       | Greenville County       | SC    | 29605 | 5467          | 864-299-4592 |
| 3M Company   | 1400 State Docks Rd 14    | Decatur          | Morgan County           | AL    | 35601 | 8807          | 256-552-6010 |
| 3M Company   | 1410 Chattanooga Ave      | Dalton           | Whitfield County        | GA    | 30720 | 2637          | 706-278-1204 |
| 3M Company   | 1425 Stokke Pkwy          | Menomonie        | Dunn County             | WI    | 54751 | 4920          | 715-235-5541 |
| 3M Company   | 144 Rosecrans St          | Wausau           | Marathon County         | WI    | 54401 | 6032          | 715-845-7241 |
| 3M Company   | 1450 Perimeter Rd         | Greenville       | Greenville County       | SC    | 29605 | 5467          | 864-299-0696 |
| 3M Company   | 154 Talbert Pointe Dr     | Mooreville       | Iredell County          | NC    | 28117 | 4314          | 704-662-3777 |
| 3M Company   | 16 Ponderosa Ct           | Montrose         | Montrose County         | CO    | 81401 | 6201          | 970-249-6200 |
| 3M Company   | 1601 S Shamrock Ave       | Monrovia         | Los Angeles County      | CA    | 91016 | 4248          | 626-358-0136 |
| 3M Company   | 1617 N Front St Bldg 10   | New Ulm          | Brown County            | MN    | 56073 | 1118          | 507-354-8271 |
| 3M Company   | 1640 Western Ave          | Cumberland       | Barron County           | WI    | 54829 | 9239          | 715-822-8501 |
| 3M Company   | 1687 Woodlane Dr          | Saint Paul       | Washington County       | MN    | 55125 | 3045          | 651-733-4426 |
| 3M Company   | 1700 N Minn St Bldg 1     | New Ulm          | Brown County            | MN    | 56073 | 1216          | 507-354-8271 |
| 3M Company   | 18125 Old Baker Rd        | Zachary          | East Baton Rouge Parish | LA    | 70791 | 4724          | 225-937-1993 |
| 3M Company   | 1865 Woodlane Dr          | Woodbury         | Washington County       | MN    | 55125 | 2912          | 651-733-1210 |
| 3M Company   | 18750 Minnesota Rd        | Corona           | Riverside County        | CA    | 92881 | 4313          | 951-737-3441 |
| 3M Company   | 1927 Case Ave E 427-104   | Saint Paul       | Ramsey County           | MN    | 55119 |               | 651-736-0069 |
| 3M Company   | 19460 Victor Pkwy         | Livonia          | Wayne County            | MI    | 48152 | 1061          | 734-953-9300 |
| 3M Company   | 19901 Nordhoff St         | Northridge       | Los Angeles County      | CA    | 91324 | 3213          | 818-341-1300 |
| 3M Company   | 20 Charles St             | Northvale        | Bergen County           | NJ    | 7647  | 2211          | 201-767-3848 |
| 3M Company   | 2020 Prairie Ln           | Eau Claire       | Chippewa County         | WI    | 54703 | 9609          | 715-830-3000 |
| 3M Company   | 2111 McGaw Ave            | Irvine           | Orange County           | CA    | 92614 | 908           | 949-863-1360 |
| 3M Company   | 2115 S Broadway St        | Alexandria       | Douglas County          | MN    | 56308 | 2741          | 320-763-6521 |
| 3M Company   | 2120 E Austin Blvd        | Nevada           | Vernon County           | MO    | 64772 | 4212          | 417-667-7851 |
| 3M Company   | 221 Green Ln              | Bristol          | Bucks County            | PA    | 19007 | 4416          | 215-945-2800 |
| 3M Company   | 225 1 N 20                | Saint Paul       | Ramsey County           | MN    | 55144 | 1             | 651-736-9270 |
| 3M Company   | 22614 Route 84 N          | Cordova          | Rock Island County      | IL    | 61242 | 9799          | 651-733-6957 |
| 3M Company   | 2310 Ventura Dr Ste 500   | Saint Paul       | Washington County       | MN    | 55125 | 3929          | 651-736-4814 |
| 3M Company   | 2401 Brevard Rd           | High Point       | Guilford County         | NC    | 27263 | 1758          | 336-886-8639 |
| 3M Company   | 241 Venture Dr            | Amery            | Polk County             | WI    | 54001 | 1320          | 715-268-8126 |
| 3M Company   | 2510 Conway Ave           | Maplewood        | Ramsey County           | MN    | 55144 | 1             | 651-737-2657 |
| 3M Company   | 2512 Minnehaha Ave E      | Saint Paul       | Ramsey County           | MN    | 55119 |               | 651-733-1110 |
| 3M Company   | 270 Carr Dr               | Brookville       | Darke County            | OH    | 45309 | 1922          | 937-833-4058 |
| 3M Company   | 274 N 9                   | Saint Paul       | Ramsey County           | MN    | 55144 | 1             | 651-737-7616 |
| 3M Company   | 279 Billerica Rd          | Chelmsford       | Middlesex County        | MA    | 1824  | 4113          | 978-256-3911 |
| 3M Company   | 2807 Paysphere Cir        | Chicago          | Cook County             | IL    | 60674 | 1             | 651-733-3660 |
| 3M Company   | 305 Sawyer Ave            | Tonawanda        | Erie County             | NY    | 14150 | 7718          | 716-876-1596 |
| 3M Company   | 3050 Corporate Dr         | Dekalb           | DeKalb County           | IL    | 60115 | 8603          | 815-756-5087 |
| 3M Company   | 3130 Lexington Ave N      | Saint Paul       | Anoka County            | MN    | 55126 |               | 651-737-7958 |
| 3M Company   | 3211 E Chestnut Expy      | Springfield      | Greene County           | MO    | 65802 | 2540          | 417-869-3501 |
| 3M Company   | 3406 E Pleasant St        | Knoxville        | Marion County           | IA    | 50138 | 9597          | 641-828-7000 |
| 3M Company   | 360b S Americas Ave       | El Paso          | El Paso County          | TX    | 79907 | 5631          | 915-521-3500 |
| 3M Company   | 3m Center Bldg 5492n18    | Saint Paul       | Ramsey County           | MN    | 55144 | 1000          | 651-733-6611 |
| 3M Company   | 402 Office Park Dr        | Birmingham       | Jefferson County        | AL    | 35223 | 2417          | 205-870-7736 |
| 3M Company   | 4100 James Savage Rd      | Midland          | Bay County              | MI    | 48642 | 6521          | 989-496-3401 |
| 3M Company   | 4191 Nc Highway 87 S      | Moncure          | Chatham County          | NC    | 27559 |               | 919-642-0006 |
| 3M Company   | 42 Water St W             | Saint Paul       | Ramsey County           | MN    | 55107 | 2009          | 651-778-4299 |

|            |                             |                  |                       |    |       |      |              |
|------------|-----------------------------|------------------|-----------------------|----|-------|------|--------------|
| 3M Company | 4443 Malaai St              | Honolulu         | Honolulu County       | HI | 96818 | 3136 | 808-422-2721 |
| 3M Company | 4501 Highway 377 S          | Brownwood        | Brown County          | TX | 76801 | 5907 | 915-564-3551 |
| 3M Company | 4635 Tiffany Woods Cir      | Oviedo           | Seminole County       | FL | 32765 | 6104 | 407-366-4053 |
| 3M Company | 4908 E Mcdowell Rd # 100    | Phoenix          | Maricopa County       | AZ | 85008 | 7718 | 602-286-4849 |
| 3M Company | 500 Us Highway 202          | Flemington       | Hunterdon County      | NJ | 8822  | 6031 | 908-788-4000 |
| 3M Company | 5151 E Broadway Blvd # 1400 | Tucson           | Pima County           | AZ | 85711 | 3786 | 520-790-7600 |
| 3M Company | 5151 E Philadelphia St      | Ontario          | San Bernardino County | CA | 91761 | 2801 | 909-974-3000 |
| 3M Company | 5400 Paris Rd               | Columbia         | Boone County          | MO | 65202 | 9348 | 573-474-8521 |
| 3M Company | 575 Murray Blvd             | Salt Lake City   | Salt Lake County      | UT | 84123 | 4611 | 801-265-4400 |
| 3M Company | 600 E Meigs St              | Valley           | Dodge County          | NE | 68064 | 9782 | 402-359-2131 |
| 3M Company | 601 22nd Ave S              | Brookings        | Brookings County      | SD | 57006 | 2821 | 605-692-9433 |
| 3M Company | 610 N Co Rd 19              | Aberdeen         | Brown County          | SD | 57401 | 3334 | 605-229-5002 |
| 3M Company | 6499 S Kings Ranch Rd 14a   | Apache Junction  | Pinal County          | AZ | 85118 | 2902 | 480-982-1103 |
| 3M Company | 6675 Us Highway 43          | Guin             | Fayette County        | AL | 35563 | 2924 | 205-468-3315 |
| 3M Company | 6801 River Place Blvd       | Austin           | Travis County         | TX | 78726 | 4530 | 512-984-3866 |
| 3M Company | 6850 S Harlem               | Oak Forest       | Cook County           | IL | 60452 |      | 708-496-6754 |
| 3M Company | 690 Bayfield St             | Saint Paul       | Ramsey County         | MN | 55107 | 1002 | 651-778-5302 |
| 3M Company | 710 N State St              | Fairmont         | Martin County         | MN | 56031 | 3851 | 507-235-3391 |
| 3M Company | 7251 Oakville Dr            | Germantown       | Shelby County         | TN | 38138 | 2077 | 901-752-4441 |
| 3M Company | 7525 Currell Blvd           | Saint Paul       | Washington County     | MN | 55125 | 8205 | 651-575-5363 |
| 3M Company | 8 King Rd                   | Northvale        | Bergen County         | NJ | 7647  | 2500 | 201-767-3848 |
| 3M Company | 801 N Marquette Rd          | Prairie Du Chien | Crawford County       | WI | 53821 | 1132 | 608-326-2466 |
| 3M Company | 806 W Crystal Lake Rd       | Forest City      | Hancock County        | IA | 50436 | 2337 | 641-585-2700 |
| 3M Company | 8233 N Via Paseo Del Nort   | Scottsdale       | Maricopa County       | AZ | 85258 |      | 480-682-3797 |
| 3M Company | 8357 Canoga Ave             | Canoga Park      | Los Angeles County    | CA | 91304 | 2605 | 818-734-4932 |
| 3M Company | 8400 E Prentice Ave # 1500  | Englewood        | Arapahoe County       | CO | 80111 | 2912 | 303-409-7606 |
| 3M Company | 8537 Canoga Ave             | Canoga Park      | Los Angeles County    | CA | 91304 |      | 818-734-4925 |
| 3M Company | 881 Bush Ave                | Saint Paul       | Ramsey County         | MN | 55144 | 1006 | 651-778-4715 |
| 3M Company | 8981 Us Highway 395         | Hesperia         | San Bernardino County | CA | 92344 | 9220 | 760-949-4204 |
| 3M Company | 900 Bush Ave Bldg 21        | Saint Paul       | Ramsey County         | MN | 55144 | 1    | 651-778-4264 |
| 3M Company | 900 Bush Ave Bldg 42 2 26   | Saint Paul       | Ramsey County         | MN | 55144 | 1    | 651-778-4331 |
| 3M Company | 900 Dayton Ave              | Ames             | Story County          | IA | 50010 | 6407 | 515-232-1184 |
| 3M Company | 9000 E Nichols Ave # 200    | Englewood        | Arapahoe County       | CO | 80112 | 3475 | 720-962-6226 |
| 3M Company | 901 Reaney Ave Bldg 42      | Saint Paul       | Ramsey County         | MN | 55106 |      | 651-778-4929 |
| 3M Company | 905 Adams St Se             | Hutchinson       | McLeod County         | MN | 55350 | 2900 | 320-234-2000 |
| 3M Company | 905 N Knowles Ave           | New Richmond     | Polk County           | WI | 54017 | 1227 | 715-246-7121 |
| 3M Company | 915 Adams St Se             | Hutchinson       | McLeod County         | MN | 55350 | 2900 | 320-234-4000 |
| 3M Company | 917 J R Industrial Dr       | Sanford          | Alamance County       | NC | 27332 | 9733 | 919-774-3516 |
| 3M Company | Bldg 223-6                  | Saint Paul       | Ramsey County         | MN | 55101 |      | 800-567-1639 |
| 3M Company | Bldg 225 4 N 15             | Saint Paul       | Ramsey County         | MN | 55144 | 1    | 800-752-3623 |
| 3M Company | Building 220 Fl 12 E        | Saint Paul       | Ramsey County         | MN | 55144 | 1    | 651-736-9140 |
| 3M Company | Building 230 B 10           | Saint Paul       | Ramsey County         | MN | 55144 | 1    | 651-733-6040 |
| 3M Company | County Rt 601               | Belle Mead       | Somerset County       | NJ | 8502  |      | 908-874-3200 |
| 3M Company | Hwy 365 & Walters Rd        | Little Rock      | Pulaski County        | AR | 72216 |      | 501-490-1509 |
| 3M Company | Hwy 71 & Samuel Click Rd    | Nevada           | Vernon County         | MO | 64772 |      | 417-667-7851 |
| 3M Company | Hwy 71 S                    | Nevada           | Vernon County         | MO | 64772 |      | 417-667-9982 |