



HYSTER COMPANY

Americas Division

June 16, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: RICK WARREN, VICE-PRESIDENT, SALES – WESTERN REGION & CANADA

SUBJECT: AZZ GALVANIZING SERVICES

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between AZZ Galvanizing Services and Stewart & Stevenson – Grand Prairie, Texas 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.

Stewart & Stevenson – Grand Prairie, Texas 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 the Stewart & Stevenson office in Grand Prairie, Texas. AZZ Galvanizing Services 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 6, 2012.

If you have any questions concerning this account, please contact Gary Woodall at (817) 319-7373 or Richard Coker at (972) 606-4361.

Sincerely,

Rick Warren, Vice-President, Sales
Western Region & Canada

c: Gary Woodall, Stewart & Stevenson
Richard Coker, Stewart & Stevenson





STEWART & STEVENSON
13025 N. GREAT SOUTHWEST PARKWAY
GRAND PRAIRIE, TEXAS 75050

March 6, 2009

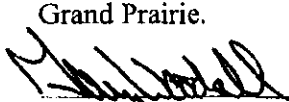
AZZ Galvanizing Services
One Museum Place
3100 West 7th Street, Suite 500
Fort Worth, Texas 76107

Reference: Dealer Major Account Administration

Stewart & Stevenson Grand Prairie would like to nominate AZZ Galvanizing Services and their affiliates, as a Dealer Major Account. The listed items below will improve overall efficiency in establishing and administering dealer major account relationships between AZZ Galvanizing Services, Stewart & Stevenson and Hyster Company and any other dealers of Hyster new equipment purchases throughout the country.

1. Hyster Company will be informed that AZZ Galvanizing Services will have dealer major account status and pricing through Stewart & Stevenson Grand Prairie.
2. We recommend that AZZ Galvanizing Services notify its plant locations of the dealer major account agreement for new equipment.
3. Stewart & Stevenson will notify the servicing Hyster dealer(s) that the agreement exists.
4. As provided by the Dealer's Sales & Service Agreement, Stewart & Stevenson will communicate with the delivering/servicing dealer, prior to the sale of the product, to arrange installed items, delivery and service assistance.
5. AZZ Galvanizing Services Account Manager, Gary Woodall at 817-319-7373 or Richard Coker should be contacted for all Hyster new equipment purchases.

By signing this agreement, it will serve as written notification that AZZ Galvanizing Services has entered into a Dealer Major Account agreement with Stewart & Stevenson, Grand Prairie.


Gary Woodall
Account Manager
Stewart & Stevenson


Richard Coker
Sales Manager Central Dist
Stewart & Stevenson


Cole Morgan
AZZ Galvanizing Services

AZZ
IncorporatedPhone 817.810.0095
Fax 817.336.5354
E-mail info@azz.com

One Museum Place, 3100 West 7th Street, Suite 500 Fort Worth, TX 76107

LOCATIONS

AZZ Galvanizing - Moss Point
4212 Dutch Bayou Rd
Moss Point, MS 39563
Chad Murphy - Plant Manager
228-475-5875

AZZ Galvanizing - Arkansas
998 Esue Dr.
Prairie Grove, AR 72753
Cecil Hutchins - Plant Manager
479-846-3119

AZZ Galvanizing - Houston
7407 C. E. King Pkwy
Houston, TX 77044
Mike Delesandri - Plant Manager
281-458-1550

AZZ Galvanizing - Waskom
990 E. Texas Ave.
Waskom, TX 75692
Paul Hughes - Plant Manager
903-687-3943

AZZ Galvanizing - Dixon
310 E. Progress Dr.
Dixon, IL 61021
Mike Echebarria - Plant Manager
815-284-5001

AZZ Galvanizing - Mobile
17640 Industrial Park Drive East
Citronelle, AL 36522
Tim Carroll - Plant Manager
251-866-2873

AZZ Galvanizing - Beaumont
5898 Industrial Rd
Beaumont, TX 77705
Bobby McKinney - Plant Manager
409-842-0216

AZZ Galvanizing - Arizona
15775 Elwood St.
Goodyear, AZ 85338
Kevin Fleming - Plant Manager
623-925-1000

AZZ Galvanizing - Crowley
200 N. Beverly
Crowley, TX 76036
Rick Wood - Plant Manager
817-297-4361

AZZ Galvanizing - Jackson
125 Aztec Dr.
Richland, MS 39218
Mike McGee - Operation Manager
601-939-8522

AZZ Galvanizing - Hamilton
7825 S. Homstead Dr.
Hamilton, IN 46742
Tom Ness - Plant Manager
260-488-4477

AZZ Galvanizing - Chelsea
6022 S. Industrial
Chelsea, OK 74019
Eddie Sloan - Plant Manager
918-789-9333

AZZ Galvanizing - Hobson
2402 Engineers RD
Belle Chase, LA 70037
Glen LeBlanc - Plant Manager
504-394-5700

AZZ Galvanizing - Westside
3520 S. Riverview
Port Allen, LA 70765
Grady Phillips - Plant Manager
225-344-2775

AZZ Galvanizing -- Cincinnati
4454 Steel Place
Cincinnati, OH 45209
Lori Wilp - Plant Manager
513-979-3128

AZZ Galvanizing - Plymouth
2631 Jim Neu Rd.
Plymouth, IN 46563
Phil Burner - Plant Manager
574-935-4500

AZZ Galvanizing - Peoria
6718 West Plank Rd.
Peoria, IL 61604
Ted Messer - Plant Manager
309-697-4100

AZZ Galvanizing - Muncie
2415 S. Walnut
Muncie, IN 47302
Mike Kern - Plant Manager
765-289-3427

AZZ Galvanizing - Joliet
625 Mills, RD
Joliet, IL 60433
Rodolfo Navarro - Plant Manager
815-723-5000

AZZ Galvanizing - Winsted
800 6th Street South
Winsted, MN 55395
Patrick Fordham - Plant Manager
320-485-5001