



HYSTER COMPANY

Americas Division

September 9, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

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

SUBJECT: AIRGAS, INC.

We are pleased to announce that Airgas has agreed to extend their Dealer Managed National Account relationship with Arnold Machinery Company – Salt Lake City, Utah who will be responsible for administering the account.

Airgas has built the largest national distribution network in the packaged gas industry with more than 1,100 locations. It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer network.

Arnold Machinery Company and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. Arnold Machinery Company will be solely responsible for placing orders and coordinating the delivery and installation of all new equipment. Airgas will be responsible for informing their locations of this agreement.

The renewal agreement will expire in three (3) years from the date of the attached agreement which will be June 17, 2012.

If you have any questions concerning this account, please contact Gary Millerberg, Account Manager at (801) 974-4000, fax number (801) 975-9749, or his e-mail gmillerberg@arnoldmachinery.com.

Sincerely,

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

C: Gary Millerberg – Arnold Machinery Company
Dave Eulberg – Arnold Machinery Company





www.arnoldmachinery.com

2975 WEST 2100 SOUTH • P.O. BOX 30920 • SALT LAKE CITY, UTAH 84130
PHONE 801-972-4000 • FAX 801-975-9749

Tuffy Baum
Air Gas
1211 S. Pioneer Road
Salt Lake City, Ut 84084
Dear Tuffy

June 8, 2009

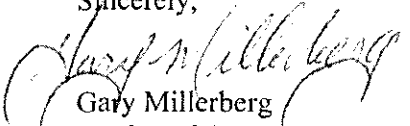
Airgas, Hyster Company and Arnold Machinery Company who is responsible for administering the account, hereby enter into a Dealer Managed Agreement.

Through this agreement Arnold Machinery Company has extended most favorable National Account level pricing to Airgas with provisions for the administrating dealer (Arnold Machinery) and for all other local dealers who will be responsible for delivering your equipment and maintaining the equipment as requested. All orders are to be placed with Arnold Machinery through the Salt Lake City office. Arnold Machinery will be responsible for timely placement of factory orders and the coordination with the Hyster dealer network involving installation of new equipment at all locations.

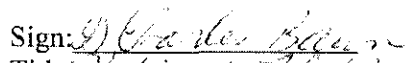
It is the responsibility of Airgas to advise all their management of this agreement and to provide Arnold Machinery with up to date information regarding the affected Airgas locations and contacts.

This is an agreement for outlining mutually beneficial purchasing procedures only. Airgas is not required to purchase Hyster lift trucks nor is this a binding agreement. Arnold Machinery, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service your account. I will be assigned as the account manager and will be your point man to handle all matters. Should you have any questions regarding your major account program, please call me at (801) 974-4000 or email me at gmillerberg@arnoldmachinery.com. As you know we call it "Silver Service". I look forward to working with you and becoming a part of your continued success.

Sincerely,


Gary Millerberg
Territory Manager
Arnold Machinery Company

Accepted by:

Sign: 
Title: National Fleet Mgr
Date: 6/17/09

Cc: Dave Eulberg – Arnold Machinery Company
Cc: Rick Warren – Hyster Company, Vice President