



**HYSTER
COMPANY**

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

Sammie Starr
NMHG, Inc. (Hyster Company)
Greenville, NC 27834

June 28, 2004

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, V-PRES., SALES COUNTERBALANCED AND
WAREHOUSE PRODUCTS

SUBJECT: ALLEGHENY TECHNOLOGIES / J&L SPECIALTY METALS

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Allegheny Technologies / J&L Specialty Metals and Equipco – Bridgeville, PA 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.

These locations will be added to the current Corporate Procurement Agreement which Allegheny Technologies already has in place with Hyster Company.

Equipco – Bridgeville, PA office 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 the Equipco office in Bridgeville, PA. Allegheny Technologies / J&L Specialty Metals will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Tom Rush at (412-221-2800.

Sincerely,

Dave Hoehn

Vice-President, Sales Counterbalanced
and Warehouse Products

DH/wgw

cc: Tom Rush, Equipco
Chuck Beugless, Hyster Company
Mike Adams, Hyster Company



Allegheny Technologies

Specialty Materials That Make Our World

1000 Six PPG Place, Pittsburgh, PA 15222-5479
Phone: 412.394.2800 fax: 412.395.3087

June 9, 2004

Dear Supplier:

As you may have noted, Allegheny Technologies, Incorporated has acquired the operations of J&L Specialty Metals.

It is our desire to add the J&L locations to the current Corporate Procurement Agreement (CPA) which ATI has in place with your company.

Enclosed is an amendment that adds these locations. Please execute both originals and return one copy of the amendment to me at the following address:

Kathi M. Jobkar, C.P.M.
Allegheny Technologies Incorporated
609 Epsilon Drive
Pittsburgh, PA 15238

Please call me at 412-252-3172 if you have any questions or need additional information.

Respectfully,

Kathi M. Jobkar, C.P.M.
Manager, Strategic Sourcing

Amendment #1
To
Corporate Procurement Agreement Between
Hyster/Equipco
and
Allegheny Technologies Incorporated

THIS AMENDMENT to Corporate Procurement Agreement (hereinafter referred to as the "Agreement") dated October 30, 2003 is entered into by and between Hyster/Equipco and Allegheny Technologies Incorporated, this 9th day of June 2004.

IN CONSIDERATION of the mutual covenants contained herein and both parties intending to be legally bound, the parties to the Agreement agree to amend the contract to add the following locations as part of the operations of Allegheny Ludlum:

ATI Allegheny Ludlum
Midland Plant
1200 Midland Avenue
Midland, PA 15069-1696

ATI Allegheny Ludlum
Louisville Plant
1500 West Main Street
Louisville, OH 44641

ATI Allegheny Ludlum
Westpointe Corporate Center, Suite 500
1550 Coraopolis Heights Road
Coraopolis, PA 15108

Hyster/Equipco

By: T. Rush
Print: Tom Rush
Title: V.P.
Date: 6-14-04

Allegheny Technologies Incorporated

By: Kathi M. Jobkar
Print: Kathi M. Jobkar
Title: ATI Strategic Sourcing
Date: June 9, 2004