



HYSTER COMPANY

Americas Division

October 21, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: RICK WARREN, VICE-PRESIDENT SALES – WESTERN REGION & CANADA
SUBJECT: AMERICAN RAILCAR INDUSTRIES

This is to confirm a Dealer Managed National Account Agreement for Hyster product between American Railcar Industries and Shipping Utilities, Inc. in St. Louis, Missouri 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.

Shipping Utilities, Inc. 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 Shipping Utilities, Inc. office in St. Louis, Missouri. American Railcar Industries will be responsible for informing their locations of this agreement.

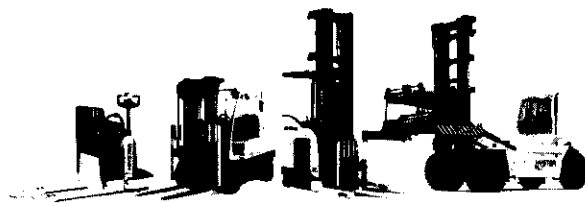
The Dealer Managed National Account Agreement will expire in one (1) year from the date of this agreement which will be August 1, 2009, unless terminated by either party giving a 30 day written notice.

If you have any questions concerning this account, please contact Mike Moyers, Major Account Manager at (573) 332-8023, extension 105, fax (573) 332-8024 or his e-mail address mmoyers@shippingu.com.

Sincerely,

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

c: Mike Moyers, Shipping Utilities, Inc.
Mike Greenwood, Shipping Utilities, Inc.
Gary Turski, Hyster Company



SHIPPING UTILITIES INCORPORATED

10536 LIBERTY AVENUE • P.O. BOX 21587 • ST. LOUIS, MO 63132-0587 • TELEPHONE (314) 426-4800

American Railcar Industries
Corporate Headquarters
100 Clark Street
St. Charles, Missouri 63301

DEALER MANAGED NATIONAL ACCOUNT AGREEMENT

SUBJECT:

We are pleased to prepare this Letter of Agreement establishing a formal Dealer Managed National Account Purchasing Agreement between American Railcar Industries and Shipping Utilities, Inc., whose responsibility it is to administer the Agreement. We feel confident that our quality products and our network of exclusive Hyster dealers are uniquely well suited to supply and support your lift truck equipment needs, and we look forward to a continued and mutually successful partnership with American Railcar Industries.

This Purchasing Agreement is made and entered into as of 08-01-08 and will continue in effect for a period of twelve (12) months, unless terminated by either party giving 30 days written notice.

This Agreement does not constitute any ARI commitment to purchase Hyster forklifts exclusively as other forklift manufacturers will also be quoted and possibly purchased, dependant on ARI plant preference/justification.

PRICING & WARRANTY

Through this Agreement, Hyster Company is extending most favorable Major Account pricing, with provisions for the administering dealer, Shipping Utilities, Inc., and for involved Hyster dealers. As a DMNA, ARI will receive the same National Account pricing level as they have previously with Hyster direct quotes. The structure of warranty will also remain the same.

Administratively, all orders for Hyster equipment will be placed centrally through American Railcar Industries to Shipping Utilities, Inc. with Mike Moyers being the responsible Major Account Manager. Requests for quote and purchase orders need to be directed to Mike Moyers. Complete contact information:

Shipping Utilities, Inc. (#8823 SCO-P)
Attn: Mike Moyers
3440 Willow Drive
Scott City MO. 63780
Phone: 573-332-8023 Ext. 105
Fax: 573-332-8024
Email: mmoyers@shippingu.com
Cell Phone: 573-225-0650

SHIPPING UTILITIES, INC. /HYSTER RESPONSIBILITIES

Advise Hyster dealers with American Railcar Industries facilities in their respective service areas of this Agreement.

Provide Hyster dealer locations with the local American Railcar Industries management contacts with whom they are to initiate and maintain close working relationships to provide American Railcar Industries with the best coordinated support possible.

Continually track orders and communicate with American Railcar Industries purchasing with a sense of urgency and accuracy.

Enter orders for new Hyster equipment on a timely basis with Hyster Company and coordinate the delivery and installation of this equipment at all American Railcar Industries locations with the appropriate Hyster dealer locations.

Maintenance of the equipment during the warranty period will be done by the local Hyster dealer. Service after the warranty period can also be done by the local Hyster dealer.

AMERICAN RAILCAR INDUSTRIES RESPONSIBILITIES

Advise all local American Railcar Industries management teams of this Agreement, with copies to Shipping Utilities, Inc..

Provide Shipping Utilities, Inc. with timely and accurate information related to equipment needs and specifications, delivery locations and delivery requirements.

Provide forklift specifications for each American Railcar Industries facility to be reviewed by Shipping Utilities to ensure accuracy of each order.

PAYMENT TERMS:

Payment terms will be Net 45 Days from date of invoice. If applicable, State Sales Tax Exemption Certificate will be supplied to Shipping Utilities. Purchase Orders should be directed to the attention of Mike Moyers in Scott City, MO. (all contact information included above, see *Pricing & Warranty*). Invoices are to be remitted to the St. Louis branch office of Shipping Utilities, Inc.

Shipping Utilities, Inc. (#8823 SNT-PR)
P.O. Box 21587
10515 Liberty Avenue
St. Louis, MO. 63132

Contact Person:

Jeff Buettner

Phone: 314-426-4800 Ext. 115

Fax: 314-426-6937

Email: jbuettner@shippingu.com

Cell Phone: 314-497-9204

Shipping Utilities, Hyster Company and the Hyster dealer network appreciate the confidence you have placed in us to service this significant amount of business. We will work diligently to earn your continued trust and support. We look forward to expanding the scope of this Agreement in the years ahead and, again, to a mutually successful partnership with American Railcar Industries.

Sincerely,

D.S. "Mike" Greenwood
President & CEO
Shipping Utilities, Inc.
St. Louis, MO 63132

Agreed to by:

Patrick G. Jalta
American Railcar Industries
SR. PURCHASING MANAGER

8/1/08
Date

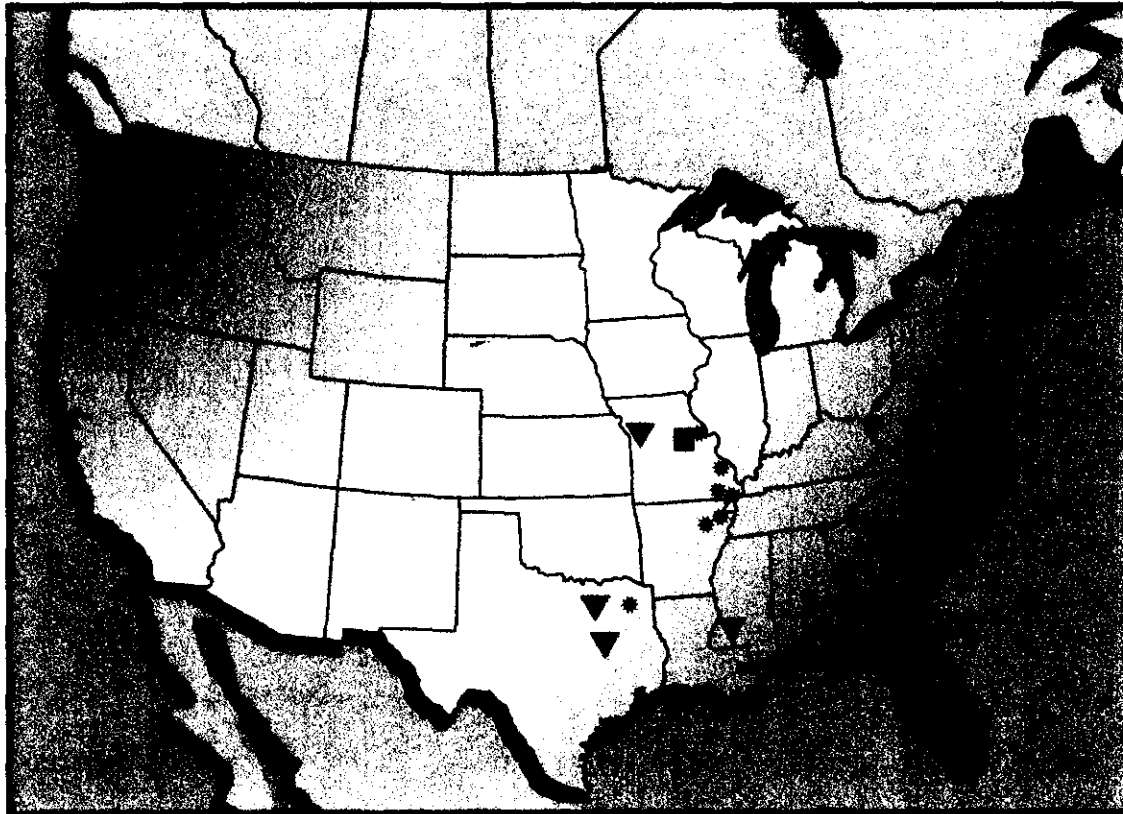
Mike Moyers
Shipping Utilities, Inc.
Mike Moyers - Major Acct. Manager

8/1/08
Date

ARI / ACF Buying Group
Plant Locations
8/1/08

Billing Info	Glover Plant Code	Plant Name	Street Address	City	State	Zip Code	Plant Manager	Purchasing Contact	Contact Phone No.	Contact Fax No.	Plant Function	Purchasing Contact E-Mail Address
		Manufacturing Plants:										
A	PARA	ARI-American Railcar Industries	901 Jones Road	Paragould	AR	72450	Broadway/Arthur/Perry	Diane Newcom	(870) 236-6600	(870) 240-0343	Hopper Car Manufacturer	dnewcom@americanrailcar.com
A	MARM	ARI-American Railcar Industries	7755 Highway 34E	Marmaduke	AR	72443	Mike Sowards	Luchana Pruitt	(870) 597-2224	(870) 597-2682	Tank Car Manufacturer	lpruitt@americanrailcar.com
A	KENN	ARI-American Freightcar	1901 Industrial Drive	Kennett	MO	63857	Chris Kiser	Pam Morrison	(573) 888-4000	(573) 888-2035	Fabrication Shop	pmorrison@americanrailcar.com
A	CUSTOM	ARI-Custom Steel	1401 Industrial Drive	Kennett	MO	63857	Chris Kiser	Pam Morrison	(573) 888-4484	(573) 888-2035	Fabrication Shop	pmorrison@americanrailcar.com
A	JACK	ARI-Special Products	1305 Lenco Avenue	Jackson	MO	63755	Brian Blankenship	Margery Winschel	(573) 243-8179	(573) 243-6530	Fabrication Shop	mwinschel@americanrailcar.com
A	CORB	ARI-Corbitt Manufacturing	650 North Main Center	St. Charles	MO	63301	Bob Bristow	Glen Arens	(636) 410-3500	(636) 410-3560	Fabrication Shop	garens@corbittmfg.com
A	SWSTL	ARI-Southwest Steel	600 Foundry Drive	Longview	TX	75604	Harry Phillips	Dan Smith	(903) 759-3946	(903) 759-3224	Castings Foundry	dsmith@swscc.com
A	MILMFG	ACF-American Car & Foundry	417 North Arch Street	Milton	PA	17847	Dan Neimond	Bill Hoover	(570) 742-5251	(570) 742-5295	Fabrication Shop	bhoover@acfindustries.com
A	HUNT	ACF-American Car & Foundry	2300 Third Avenue, P.O. Box 547	Huntington	WV	25710	Dennis Neibert	Joe Gatens	(304) 528-6328	(304) 528-6305	Fabrication Shop	igatens@acfindustries.com
		Repair Plants:										
B	NKC	ARI-Fleet Services	1101 Bedford Avenue	N. Kansas City	MO	64116	Steve Kosa	Paul Seib	(816) 471-2469	(816) 221-4504	Repair Shop	pseib@americanrailcar.com
B	TENN	ARI-Fleet Services	754 Joiner Road	Tennille	GA	31089	Steve West	Betty Parrett	(478) 552-0370	(478) 553-1122	Repair Shop	bparrett@americanrailcar.com
S	LVNGV	ARI-Fleet Services	300 Stevens Street	Longview	TX	75604	Les Stinnett	David Barnette	(903) 759-4406	(903) 759-2007	Repair Shop	dbarnette@americanrailcar.com
B	BUDE	ARI-Fleet Services	S. Gerard Street, P.O. Box 427	Bude	MS	39630	John Ward	Anthony Wilcher	(601) 384-5841	(601) 384-5146	Repair Shop	awilcher@americanrailcar.com
B	GOODRC	ARI-Fleet Services	1718 State Highway Loop 393	Goodrich	TX	77335	Jerry Keeley	David Hickman	(936) 365-2679	(936) 365-2691	Repair Shop (Paint)	dhickman@americanrailcar.com
		Corporate Office:										
A	ARIHQ	American Railcar Industries	100 Clark Street	St. Charles	MO	63301-2075	Jim Unger	Dennis Swann	(636) 940-6061	(636) 940-6169	Corporate Office	dswann@americanrailcar.com
A	ARLEAS	American Railcar Leasing LLC	620 North Second Street	St. Charles	MO	63301-2081	Umesh Choksi	Rhonda Ford	(636) 940-5228	(636) 940-5024	Corporate Office	rford@arleasing.com
A	ACFHQ	ACF Industries LLC	102 Clark Street	St. Charles	MO	63301-2088	Jim Bowles	Sarah Marien	(636) 949-2399	(636) 949-2825	Corporate Office	smarien@acfindustries.com
		Joint Ventures:										
A		Alliance Castings	1001 E. Broadway	Alliance	OH	44601	Larry Stewart	Barb Twyman	(330) 829-5617	(330) 829-6294	Castings Foundry	btwyman@alliancecastings.com
B		AXIS Operating Company LLC	705 Jones Road	Paragould	AR	72450	Tim Dunagan	Keith Rebstock	(870) 565-3615	(870) 215-6104	Axle Forging	krebstock@axis-worldwide.com
		Billing Information:										
A		Send invoices directly to plant location										
B		Send invoices to: American Railcar Industries Attn: Accounts Payable 100 Clark Street St. Charles, MO 63301-2075										

Buying Group



*** ARI Manufacturing Plants**

Paragould, AR
 Marmaduke, AR
 Kennett, MO
 Custom Manufacturing,
 Kennett, MO
 Jackson, MO
 Southwest Steel,
 Longview, TX
 Corbitt Manufacturing,
 St. Charles, MO

*** ACF Manufacturing Plants**

Huntington, WV
 Milton, PA

▼ ARI Repair Shops

North Kansas City, MO
 Tennille, GA
 Longview, TX
 Goodrich, TX
 Bude, MS

Corporate Headquarters

| ACF - St. Charles, MO
 | ARI - St. Charles, MO