



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

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

November 5, 2010

TO: HYSTER DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION
SUBJECT: ASHLAND INCORPORATED

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Ashland Incorporated and MH Equipment Company– Grove City, Ohio 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.

MH Equipment Company – Grove City, Ohio 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 MH Equipment Company office in Grove City, Ohio. Ashland Incorporated 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 September 16, 2013.

If you have any questions concerning this account, please contact John Sekinger (614) 871-1571, or email him at jsekinger@mhequipment.com.

Sincerely,

A handwritten signature in black ink, appearing to read "Mark Koffarnus".

Mark Koffarnus, Director Sales-East Region

Cc: John Sekinger, MH Equipment Company





Dealer Managed National Account Purchasing Agreement

MH Equipment Company
2055 Hardy Parkway
Grove City, Ohio 43123

Ashland Inc.
5200 Blazer parkway
Dublin, Ohio 43017

MH Equipment Company ("MH"), as the Authorized Hyster Company Dealer, and Ashland Inc and its identified divisions, subsidiaries, joint ventures and other affiliates, as agreed to and identified in Attachment A and hereafter referred to as "Customer", do hereby agree to the following as it relates to Customer being established as a Hyster Company Dealer Managed National Account (DMNA) for the purpose of administering and coordinating the procurement and supply of Hyster Company products as the preferred source of supply of lift trucks for the Customer and hereby enter an Agreement as further defined below:

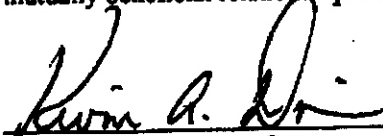
General Conditions:

- ▶ In order to leverage Customer's historic and projected spend on such products, Hyster Company will provide negotiated DMNA special pricing discounts to MH to be applied to the list prices in effect at the time of order entry by Customer for application to orders of product for Customer's locations. Customer is assured of "best price" availability and control through the Hyster Company DMNA relationship and Agreement. MH is assured of status with Customer as the preferred source of supply.
- ▶ Hyster Company's Authorized Dealer Network is recognized as the premier dealer network in the material handling industry, and MH is known as one of the strongest individual Dealerships within the Network. MH will communicate with each local Hyster Dealer regarding the importance of the relationship with Customer as well as provide notification of the DMNA status relative to the identification of any Customer location shown in Attachment A. MH will maintain local presence of support at Customer's corporate and/or sourcing location and will manage and coordinate with each local servicing Hyster Dealer that participates in the sale process and/or delivery of equipment to Customer's locations through the Hyster Company DMNA affiliation and Agreement. MH involvement through the Hyster Company DMNA program is intended to assure consistent levels of service and support across Customer's locations. Additionally, MH will coordinate and assist in the specification of product,

application review, quotation submittal and with production, delivery and logistics management.

- ▶ Customer agrees to advise all of the locations identified in Attachment A of the Hyster Company DMNA relationship and Agreement. Furthermore, Customer agrees to supply MH with requests for procurement of material handling equipment, and most specifically as it relates to this Agreement, all requests for the procurement of lift trucks for processing in accordance with the terms of this Agreement and relationship.
- ▶ The Term of this Agreement is Three (3) years with an expiration date of thirty-six (36) months from the date of commencement as indicated with signatures below.

The parties signing below understand and acknowledge the intent of the Hyster Company DMNA Purchasing Agreement as a commitment between MH and Customer for a mutually beneficial relationship for the procurement and supply of product.


Authorized Signature – Customer


Authorized Signature – MH
John Sekinger

9/16/2010
Date



**Dealer Managed National Account
Purchasing Agreement
"Attachment A"**

Enter Company Name
Enter Company Location/Address
Enter Contact's Name and Title
Enter Contact's Phone # and Email



Fleet Management - Facility/Distribution Facility Address

Fleet Management Staff				
Title	Address	City	State	Zip
DOT Compliance Manager	5200 Blazer Parkway - DA3	Dublin	OH	43017
Fleet Operations Manager	5200 Blazer Parkway - DA3	Dublin	OH	43017
Fleet Procurement Specialist Senior	5200 Blazer Parkway - DA1	Dublin	OH	43017
Fleet Procurement Specialist	5200 Blazer Parkway - DA3	Dublin	OH	43017
Fleet Regulatory Systems Specialist	5200 Blazer Parkway - DA3	Dublin	OH	43017
Fleet Purchasing	5200 Blazer Parkway - DA3	Dublin	OH	43017
Fleet Application Specialist	5200 Blazer Parkway - DA3	Dublin	OH	43017
Director, Global Logistics	5200 Blazer Parkway - DA3	Dublin	OH	43017
Director, Global Logistics Support	5200 Blazer Parkway - DA3	Dublin	OH	43017
Location	Address	City	State	Zip
Regional Logistics Managers Location				
Director, Global Logistics	5200 Blazer Parkway-DA5	Dublin	OH	43017
East Coast	1101 New Ford Mill Rd.	Morrisville	PA	19067
Northern	2463 Royal Windsor Dr.	Mississauga	ON	L5J 1K9
Southeast	4550 Northeast Expressway	Atlanta	GA	30340
Ohio Valley	1842 Enterprise Parkway	Twinsburg	OH	44087
Midwest	8500 S. Willow Springs Rd.	Willow Springs	IL	60480
West				
Integrated Resource Management	5200 Blazer Parkway	Dublin	OH	43017
Valvoline Direct Market Operations	3499 Blazer Parkway	Lexington	KY	40509
Water Tech Process	5200 Blazer Parkway	Dublin	OH	43017
Location	Address	City	State	Zip
Business Budget Coordinators				
Distribution	5200 Blazer Parkway DS3	Dublin	OH	43017
Valvoine	3499 Blazer Parkway	Lexington	KY	40509
Performance Materials				
AHWT	1313 North Market Street	Wilmington	DE	19894
AAFI	1313 North Market Street	Wilmington	DE	19894



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
East Coast 01				
Anderson 0120-700314	105 Chapman Road	Anderson	SC	29625
Baltimore 0121-700703	1730 Twin Springs Way - Suite 217	Baltimore	MD	21227
Oper.				
Binghamton ES 0125-700132	3 Broad Street	Binghamton	NY	13902
Blythewood - Bose (IRM) 701273	2000 Carolina Pines Drive	Blythewood	SC	29016
Brooklyn - AHWI	761 Humboldt Street	Brooklyn	NY	11222
Carteret 0131-700109	350 Roosevelt Avenue	Carteret	NJ	07008
Disp				
Charlotte 0082-700187	3930 Glenwood Dr.	Charlotte	NC	28208
Oper.				
Charlotte Water Tech (Driver) 0082-1020-302612	3930 Glenwood Dr.	Charlotte	NC	28208
Chicopee - AHWI 1111-413322	1111 Grattan Street	Chicopee	MA	01013
EH&S				
Prod. Team Leader				
Driver				
Columbia 0113-700203	729 Mauney Dr.	Columbia	SC	29201
Oper/Disp				
Oper/Disp				
Franklin-AHWI	27123 Shady Brook Trail	Courtland	VA	23837-2034
Greensboro - AHWI	7210 Cessna Drive	Greensboro	NC	27409
Eng.				
Greer - BMW (IRM) 0082 - 700196	1400 Highway 101 South	Greer	SC	29651
Hopewell-AAFI	1111 Hercules Road	Hopewell	VA	23860-5245
Procurement Mgr.				
Oper.				
Knoxville 0166-700234	5263 National Dr.	Knoxville	TN	37914
Morrisville 0081-700117	1101 New Ford Mill Rd.	Morrisville	PA	19067
Oper				
Newington - AHWI	53 Maselli Road	Newington	CT	06111
Parlin-AAFI	50 S Minisink Ave. Suite 1	Parlin	NJ	08859-1089
Piedmont - Air Products - 0505 - 400604	410 Old Pelzer Road	Piedmont	SC	29673
Philadelphia CPD 0099 - 600148	2801 Christopher Columbus Blvd	Philadelphia	PA	19148
Tewksbury 0087-700148	400 Main St.	Tewksbury	MA	01876
Oper				
Disp				
Wilmington - Aquarius	500 Hercules Road, Bldg 8159	Wilmington	DE	19808
Wilmington IRM				



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
Northern 02				
Buffalo (Tonawanda) 0080-700156	3701 River Road	Buffalo	NY	14150
Disp.				
Lansing 0074-700401	2011 Turner St.	Lansing	MI	48906
Disp.				
Warren 0060-700409	12005 Toepfer Rd.	Warren	MI	48089
Disp.				
Oper.				
Burlington-AHWT	942 Brant Street, PO Box 100	Burlington	ON	L7R 3X8
Maint. Team Leader				
Edmonton 0004-700078	1720 106 Avenue	Edmonton	Alberta	T6P 1X9
Halifax/Bedford 0006-700025	205 Bluewater Road	Bedford	Nova Scotia	B4B 1H1
Kelowna 0007-700070	9750 McCarthy Rd	Kelowna	BC	V4V 1S5
Kelowna CPD	9750 McCarthy Rd	Kelowna	BC	V4V 1S5
Mississauga North 0011-700041	2463 Royal Windsor Dr.	Mississauga	ON	L5J 1K9
Oper.				
Mississauga South 0002-700034	2620 Royal Windsor Dr.	Mississauga	ON	L5J 4E7
Oper.				
Oper.				
Mississauga Valvoline 0011-100251	905 Winston Churchill Blvd.	Mississauga	ON	L5J 4P2
Mississauga CPD	2620 Royal Windsor Dr.	Mississauga	ON	L5J 4E7
Montreal 0008-700017	10515 Rue Notre Dame East	Montreal	Quebec	H1B 2V1
Oper.				
Vancouver/Richmond 0009-700065	2060 Viceroy Place	Richmond	BC	V6V 1Y9
Winnipeg 0010-700049	1591 Dugald Street	Winnipeg	Manitoba	R2J OH3



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
Ohio Valley 03				
Ashland Dublin Campus (IRM) 701315	5200 Blazer Parkway	Dublin	OH	43017
Ashland SPA Facility 0109-400149	1745 Cottage Street	Ashland	OH	44805
Oper.				
Disp.				
Beckley - Stanford AHW 1497-1020-302627	135 Dixieland Drive	Stanford	WV	25927
Driver				
Whse				
Cincinnati 0088-700345	2788 Glendale-Milford Road	Cincinnati	OH	45241
Disp.				
Oper.				
Cincinnati Valvoline Plant 0034-100179	3901 River Road	Cincinnati	OH	45204
Oper.				
Cincinnati Valvoline WHS 0202-100241	5399 E. Provident Ave.	Cincinnati	OH	45246
Cincinnati Valvoline WHS 0202-100182	5399 E. Provident Ave.	Cincinnati	OH	45246
Safety				
Cincinnati Car Brite 0202-100083				
Columbus (Corr. Filling) 0058-700369	3849 Fisher Rd.	Columbus	OH	43228
Columbus (Fisher Water Tech) 0137-1020-302636				
Dayton 0138-700361	2854 Springboro West	Moraine	OH	45439
Oper.				
Disp.				
Dublin - OBS DA1 0085 - 991536	5200 Blazer Parkway	Dublin	OH	43017
Dublin - OBS TW1 0085 - 991531				
Dublin Water Technologies	Disp. 5200 Blazer Parkway	Dublin	OH	43017
East Liberty - Honda ELP (IRM) 0138-701058	11000 SR 347	East Liberty	OH	43319
Freedom 0156-700433	150 W. Fourth Ave.	Freedom	PA	15042
Whse				
Greensburg - Honda (IRM) - 701316	2755 N Old US HWY 421	Greensburg	IN	47240
Grove City 0058-700369	3250 Southwest Blvd.	Grove City	OH	43123
Sup.				
Indianapolis Valvoline Direct 0271-100443	15280 Herriman Blvd.	Noblesville	IN	46060
Oper.				
Lexington - Fulfillment 0094 - 100114	549 Blue Sky	Lexington	KY	40509
Louisville 0106-7000393	4185 Algonquin Parkway	Louisville	KY	40211
Super				
Neville Island CPD	200 Neville Road	Neville Island	PA	15225
Pittsburgh Valvoline Direct Market 0560 -100234	501 Railroad Street	Rochester	PA	15074
Pittsburgh Valvoline DM Whs. 0560 -100662				
Pittsburgh Car Brite (Driver)				
Rochester Valvoline 0091-100194	501 Railroad Street	Rochester	PA	15074
Maint.				
Russell - OBS - Mail Room	500 Diedrich Blvd.	Russell	KY	41169
Records				
OBS				
Print Shop				
Russells Point - Honda HTM (IRM) 701313	6964 St Route 235 north	Russells Point	OH	43348
Twinsburg (Bulk) 0075-700425	1610 E. Highland Road	Twinsburg	OH	44087
Super				
Twinsburg (Enterprise) 0076-700417	1842 Enterprise Parkway	Twinsburg	OH	44087
Disp.				
Valvoline Commercial Products	22nd & Front Street	Ashland	KY	41101
Engine Lab	22nd & Front Street	Ashland	KY	41101
Engine Lab	22nd & Front Street	Ashland	KY	41101
OEM Sales	6112 Holywell Drive	Dublin	OH	43017
Walton - Messier Bugatti (IRM) 701314	One Carbon Way	Walton	KY	41094



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
Midwest 04				
Calumet City CPD 0247-400127	142nd Street & Paxton Ave.	Calumet City	IL	60409
Elkhart 0147-700441	3501 Cooper Drive	Elkhart	IN	46514
Oper.				
Franklin Park 0062-700528	11524 W. Addison St.	Franklin Park	IL	60131
Disp				
Kansas City 0163-700520	5420 Speaker Rd.	Kansas City	KS	66106
Super				
Kansas City Plastics 0163-700512	5022 Swartz Road	Kansas City	KS	66106
Lead				
Louisiana-AHWT		Louisiana	MO	
Melrose Park - Alberto Culver (IRM) 701272	2525 Armitage Avenue	Melrose Park	IL	60160
Menasha 0175-700504	204 Madison St.	Menasha	WI	54952
Super.				
Milwaukee-AHWT	5228 N Hopkins Street	Milwaukee	WI	53209
Oper.				
Oak Creek	7221 S. 10th Street	Oak Creek	WI	53154
Shakopee 0065-700496	4401 Valley Industrial Blvd. S.	Shakopee	MN	55379
Lead				
St. Louis 0187-700480	7710 Polk St.	St. Louis	MO	63111
Oper/Disp				
St. Louis 0068-700472	3536 South First Street	St. Louis	MO	63118
Disp				
Maint.				
St. Louis Valvoline Direct 0187-100481	3536 South First Street	St. Louis	MO	63118
St. Louis Water Tech (Driver) 0187-1020-302610	7710 Polk St.	St. Louis	MO	63111
St. Louis Water Tech (Driver) 0187-1020-302610	7710 Polk St.	St. Louis	MO	63111
St. Paul 0107-700488	395 James Ave.	St. Paul	MN	55102
Super				
Oper				
Willow Springs 0077-700464	8500 S. Willow Springs Rd.	Willow Springs	IL	60480
Oper.				
Disp				
Package Disp				
Bulk Disp				
Willow Springs Valvoline Bulk 0035-100233	8450 S. Willow Springs Rd	Willow Springs	IL	60480
Super.				
Direct Market Manager				
Sales Manager				
Willow Springs Valvoline Service 0035-100074				
Willow Springs Valvoline Carbrite 0035-100073				



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
Southeast 05				
Bartow CPD 0066-600086	2801 State Road 60 West	Bartow	FL	33830
Baton Rouge 0123-700551	11109 S. Choctaw Dr.	Baton Rouge	LA	70815
Disp				
Birmingham 0126-700298	3300 Ball Street	Birmingham	AL	35234
Disp.				
Birmingham Water Tech (Driver) 0126-1020-302613				
Brunswick-AAFI	2801 Cook Street	Brunswick	GA	31520-6160
Reliability Eng.				
Procurement Mgr.				
College Park Valvoline Direct 0203-100478	4680 Edison Drive	College Park	GA	30337
College Park Valvoline Facility 0203-100186				
Dalton-AAFI	1018 Vista Drive	Dalton	GA	30721
Doraville/Atlanta 0056-700226	4550 Northeast Expressway	Atlanta	GA	30340
Oper.				
Oper.				
Fort Smith CPD 0102-600161	5106 Wheeler Ave.	Fort Smith	AR	72901
Hattiesburg-AHWT	613 West 7th Street	Hattiesburg	MS	39401
Hernando Valvoline Plant 0207	720 Vaiden Drive	Hernando	MS	38632
Hernando Valvoline WHS 0089-100217	2925 McCracken Street	Hernando	MS	38632
Oper.				
Jacksonville CPD	1901 Redmond Road	Jacksonville	AR	72076
Jacksonville Valvoline CarBrite (Driver)	1929 Director's Row	Orlando	FL	32809
Jonesboro - Alberto Culver (IRM) 701295	2407 Quality Way	Jonesboro	AR	72401
Lincoln - Honda (IRM) 700267	1800 Honda Dr.	Lincoln	AL	35096
Louisiana-AHWT	Highway 79 & County Road D	Louisiana	MO	63353
Macon-AHWT	7525 NE Industrial Blvd	Macon	GA	31216
Memphis 0174-700282	2351Channel Avenue	Memphis	TN	38113
Oper.				
Oper.				
Miami 0176-700242	200 NE 181st St.	Miami	FL	33162
Oper.				
Lead				
Lead				
Mobile 0114-700306	701 Western Drive	Mobile	AL	36607
Disp.				
ICC				
Driver				
Nashville 0178-700290	2315 Clifton Ave.	Nashville	TN	37209
Disp				
Orlando Valvoline Car Brite 0214-100236	7540 Muncipal Drive	Orlando	FL	32819
Driver				
San Juan 0133-700778	Street 4, Bldg. 4, Las Palmas Industrial Park	Catano	PR	00962
Savannah 0190-700322	400 Telfair Ave.	Savannah	GA	31401
Super.				
Savannah-AHWT	3000 Louisville Road	Savannah	GA	31415
Tampa 0079-700250	5125 W. Hanna Ave.	Tampa	FL	33634
Disp.				
Tampa Valvoline Direct 0079-100540				
Vance - Mercedes (IRM) 700274/700275	1 Mercedes Drive	Vance	AL	35490
West Point - KIA (IRM) 0056-701415	7777 KIA Parkway	West Point	GA	31833



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
West 06				
Austin - Samsung (IRM) 701294	12100 Samsung Blvd.	Austin	TX	78754
Carson 0067-700606	20915 S. Wilmington	Carson	CA	90810
Disp				
Disp				
Chandler 0070-700614	6839 W. Chicago St.	Chandler	AZ	85226
Disp				
Disp				
Chatsworth - Alberto Culver (IRM) 701317	20245 Sunburst St.	Chatsworth	CA	91311
Clearfield 0136-700622	Freeport Center, Building 12	Clearfield	UT	84016
Super				
Disp				
Deer Park Valvoline 0092-100188	2627 Tidal Road	Deer Park	TX	77536
Denver 0139-700630	156 W. 56th Ave.	Denver	CO	80216
Oper/Disp				
ICC				
Fairfield 0112-700638	2461 Crocker Circle	Fairfield	CA	94533
Super				
Super				
Fontana/Colton 0071-700646	13003 Slover Avenue	Fontana	CA	92337
Oper	291 Adams Street	Colton	CA	92324
Garland 0083-700567	3101 Wood Dr.	Garland	TX	75041
Disp.				
Disp.				
Garland Valvoline 0204-100240	3101 Wood Dr.	Garland	TX	75041
Houston 0084-700575	8901 Old Galveston Rd.	Houston	TX	77034
Disp.				
Oper.				
Houston - AHWT	6121 Almeda-Genoa Road	Houston	TX	77048
Oper.				
Houston Water Tech (Driver) 0223-1020-302733				
Kenedy-AAFI	One Mill Street	Kenedy	TX	78119
Procurement Mgr.				
Los Angeles CPD	6608 East 26th Street	Los Angeles	CA	90040
Mexico City - Alberto Culver (IRM) 701274	Alce Blanco 11 Naucalpan, Estado de Mexico	Mexico City	MX	53330
Midland 0177-700583	10919 County Rd. 127 West	Midland	TX	79711
Disp.				
Santa Fe Springs Valvoline Facility 0218-100203	9520 John Street	Santa Fe Springs	CA	90670
Santa Fe Springs Valvoline WHS 0218-100204				
Oper/Disp				
Ogden - Fresenius (IRM) 701318	475 West 13th Street	Ogden	UT	84404
Portland 0069-700654	7405 N Leadbetter Drive	Portland	OR	97203
Portland - AHWT 3366-503471	3366 MW Yeon Avenue	Portland	OR	97210
Oper.				
Tulsa 0197-700591	3535 W. 21st. St.	Tulsa	OK	74107



Fleet Management - Facility/Distribution Facility Address

Facility Locations	Address	City	State	Zip
Ashland Hercules Locations				
Brunswick-AAFI	2801 Cook Street	Brunswick	GA	31520-6160
Reliability Eng.		Brunswick	GA	
Procurement Mgr.				
Dalton-AAFI	1018 Vista Drive	Dalton	GA	30721
Hopewell-AAFI	1111 Hercules Road	Hopewell	VA	23860-5245
Procurement Mgr.				
Oper.				
Kenedy-AAFI	One Mill Street	Kenedy	TX	78119
Procurement Mgr.				
Parlin-AAFI	50 S Minisink Ave - Suite 1	Parlin	NJ	08859-1089
Burlington-AHWT	942 Brant Street, PO Box 100	Burlington	ON	L7R 3X8
Maint. Team Leader				
Chicopee-AHWT	1111 Grattan Street	Chicopee	MA	01013
Prod. Team Leader				
Franklin-AHWT	27123 Shady Brook Trail	Courtland	VA	23837-2034
Greensboro - AHWT	7210 Cessna Drive	Greensboro	NC	27409
Hattiesburg-AHWT	613 West 7th Street	Hattiesburg	MS	39401
Houston - AHWT	6121 Almeda-Genoa Road	Houston	TX	77048
Oper.				
Kearny - AHWT	1106 Harrison Avenue	Kearny	NJ	07032-5922
Louisiana-AHWT	Highway 79 & County Road D	Louisiana	MO	63353
Macon-AHWT	7525 NE Industrial Blvd	Macon	GA	31216
Milwaukee-AHWT	5228 N Hopkins Street	Milwaukee	WI	53209
Oper.				
Portland-AHWT	3366 NW Yeon	Portland	OR	97210
Oper.				
Savannah-AHWT	3000 Louisville Road	Savannah	GA	31415
Stanaford Beckley - AHWT	135 Dixieland Drive	Stansford	WV	25927
Wilmington - Aquarius	500 Hercules Road, Bldg 8159	Wilmington	DE	19808