



## HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.  
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (278)35-7006

January 4, 2011

**TO:** DEALER PRINCIPALS AND SALES MANAGERS  
**FROM:** MARK KOFFARNUS, DIRECTOR SALES – EAST REGION  
**SUBJECT:** CLARIANT CORPORATION

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Clariant Corporation and Barloworld Handling – Charlotte, North Carolina 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.

Barloworld Handling – Charlotte, North Carolina 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 Barloworld Handling office in Charlotte, North Carolina. Clariant Corporation 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 October 29, 2013.

If you have any questions concerning this account, please contact Ron Davison (704) 588-1300, or email him at [rdavison@handling.barloworld.com](mailto:rdavison@handling.barloworld.com).

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Ron Davison, Barloworld Handling  
Scott Alexander, Barloworld Handling  
Bob Houston, Hyster Company

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**Barloworld**  
Handling

**Barloworld Handling LLC**  
Corporate Headquarters

PO Box 410050 (28241-0050)  
440 E Westinghouse Blvd.  
Charlotte, North Carolina 28273 USA

Telephone 704 587 1003  
Fax 704 588 4266  
[www.handling.barloworld.com](http://www.handling.barloworld.com)

October 29, 2010

Mr. Forrest Medlin  
Sourcing Manager

Clariant Corporation  
625 East Catawba Street  
Mt. Holly, NC 28120

Dear Mr. Medlin:

Clariant Corporation, Hyster Company, and Barloworld Handling, whose responsibility it will be to administer the account, hereby enter into a Dealer Managed Major Account.

Through this agreement Hyster Company and Barloworld has extended most favorable account level pricing to Clariant Corporation. All orders are to be placed with Jeff Link of Barloworld Handling through your Mt. Holly, North Carolina office. Barloworld will be responsible for timely placement of factory orders and coordination within the Hyster dealer network involving installation of new equipment to all Clariant U.S. locations.

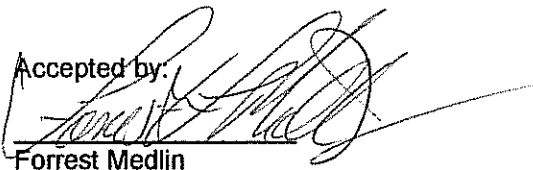
It is the responsibility of Clariant to advise all local management of this agreement and provide Barloworld Handling with up to date information regarding the affected Clariant locations, their equipment needs, delivery timing, and current contact information.

This is an agreement for the outlining mutually beneficial purchasing procedures only. This is not a binding contract for Clariant Corporation. We appreciate the confidence you have placed in us and will work hard to earn your continued trust and support. Should you have any questions or concerns regarding your major account program please contact me at 704-588-1300. We appreciate the opportunity to be of service and look forward to a mutually successful partnership.

Sincerely,

*Ron Davison*

Ron Davison  
Market General Manager  
Barloworld Handling

Accepted by:   
Forrest Medlin

Cc: Scott Alexander – V.P. Sales Barloworld Handling  
Bob Houston – Hyster Company

## Clariant Locations

| Location Name        | Address                         | City             | State | Zip   |
|----------------------|---------------------------------|------------------|-------|-------|
| Clariant Corporation | 926 Elliot Road                 | Albion           | MI    | 49224 |
| Clariant Corporation | 800 E. Campbell Road            | Richardson       | TX    | 75081 |
| Clariant Corporation | 2000 Oaks Parkway               | Belmont          | NC    | 28012 |
| Clariant Corporation | 4331 Chesapeake Drive           | Charlotte        | NC    | 28216 |
| Clariant Corporation | 500 Washington Street           | Coventry         | RI    | 02816 |
| Clariant Corporation | 3023 Mayo Street                | Dalton           | GA    | 30722 |
| Clariant Corporation | 2114 Larry Jeffers Road         | Elgin            | SC    | 29045 |
| Clariant Corporation | Fair Lawn Avenue and 3rd Street | Fair Lawn        | NJ    | 07410 |
| Clariant Corporation | 4044 NE 54th Avenue             | Gaineville       | FL    | 32609 |
| Clariant Corporation | 85 Holden Industrial Park       | Holden           | MA    | 01520 |
| Clariant Corporation | 333 N. Sam Houston Pkwy East    | Houston          | TX    | 77060 |
| Clariant Corporation | 6125 Harris Technology Blvd     | Charlotte        | NC    | 28269 |
| Clariant Corporation | 2014 Pinhook Road               | Lafayette        | LA    | 70508 |
| Clariant Corporation | 17 Foss Road                    | Lewiston         | ME    | 04240 |
| Clariant Corporation | 801 W 14th Street               | Lopng Beach      | CA    | 90808 |
| Clariant Corporation | 788 Chert Quarry Road           | Martin           | SC    | 29836 |
| Clariant Corporation | 1515 Miller Parkway             | McHenry          | IL    | 60050 |
| Clariant Corporation | 745 McColley Street             | Milford          | DE    | 19963 |
| Clariant Corporation | 3011 Millington Road            | Millington       | MD    | 21651 |
| Clariant Corporation | 9101 International Parkway      | Minneapolis      | MN    | 55428 |
| Clariant Corporation | 4000 Monroe Road                | Charlotte        | NC    | 28205 |
| Clariant Corporation | Hwy 27 West                     | Charlotte        | NC    | 28214 |
| Clariant Corporation | 624 E. Catawba Avenue           | Mt.Holly         | NC    | 28120 |
| Clariant Corporation | 7760 South 6th Street           | Oak Creek        | WI    | 53154 |
| Clariant Corporation | 1 Industrial Drive              | Pelham           | NH    | 03076 |
| Clariant Corporation | 4425 East Elwood Street         | Phoenix          | AZ    | 85040 |
| Clariant Corporation | 2323 East Pacifica Place        | Rancho Dominguez | CA    | 90220 |
| Clariant Corporation | 14350-13 Lookout Road           | San Antonio      | TX    | 78223 |
| Clariant Corporation | 2107 N First Street             | San Jose         | CA    | 95131 |
| Clariant Corporation | 2460 W. Bennet Street           | Springfield      | MO    | 65807 |
| Clariant Corporation | 1260 Kern Street                | Taft             | CA    | 93268 |
| Clariant Corporation | 3411 Silverside Road            | Wilmington       | DE    | 19810 |
| Clariant Corporation | 382 Arbor Court                 | Winchester       | VA    | 22602 |