



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

DATE: JUNE 28, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK HOCH, DIRECTOR DEALER SALES-WEST REGION
SUBJECT: CLARK DIETRICH BUILDING SYSTEMS

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Clark Dietrich Building Systems and MH Equipment – Ohio South. MH Equipment – Ohio South will be 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 – Ohio South 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 office in Cincinnati, OH. Clark Dietrich Building Systems will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement (DMNA) will expire in three (3) years from the date of this agreement which will be April 20, 2014.

If you have any questions concerning this account, please contact Pat Dean (513) 681-2200, or email him at pdean@mhquipment.com.

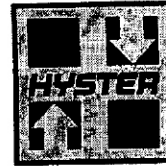
Sincerely,

Mark Hoch, Director Sales- West Region

Cc: Pat Dean, MH Equipment Company

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NMHG DEALERS ONLY. DO NOT COPY OR DISTRIBUTE.





Dealer Managed National Account Purchasing Agreement

MH Equipment Company
106 Circle Freeway Drive
Cincinnati, Ohio 45246

Clark Dietrich Building Systems
9100 Centre Point Dr
West Chester, OH. 45069

MH Equipment Company ("MH"), as the Authorized Hyster Company Dealer, and Clark Dietrich 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:

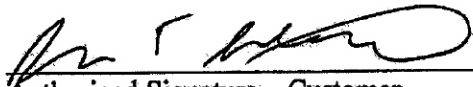
General Conditions:

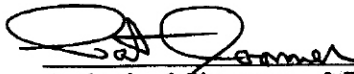
- ▶ In order to leverage Customer's historic and projected spend on such products, Hyster Company will provide negotiated DMNA special pricing discounts to MH to be applied to the list prices in effect at the time of order entry by Customer for application to orders of product for Customer's locations. 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, and 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

APRIL 20, 2011
Date

Address	City	State	Zip
6510 General Dr.	Riverside	CA	92509
1685 Tide Ct.	Woodland	CA	95776
780 James P. Casey Rd.	Bristol	CT	6010
38020 Pulp Dr.	Dade City	FL	33523
6110 Highway 129 N. - plant closing	Pendergrass	GA	30567
330 Greenwood Place	McDonough	GA	30253
91-300 Hanua Street	Kapolei	HI	96707
501 Steward Rd.	Rochelle	IL	61068
4601 North Point Blvd.	Baltimore	MD	21219
1985 N River Rd NE (East Plant)	Warren	OH	44483
1301 Phoenix Road NE (West Plant)	Warren	OH	44483
15546 West 108th Street	Lenexa	SK	66219
4200 Cedar Blvd	Baytown	TX	77520
10340 Denton Dr.	Dallas	TX	75220