



HYSTER COMPANY

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

January 27, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: NALCO COMPANY

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Nalco Company and Alta Equipment Company – Itasca, Illinois 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.

Alta Equipment Company – Itasca, Illinois 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 Alta Equipment Company office in Itasca, Illinois. Nalco Company 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 July 14, 2013.

If you have any questions concerning this account, please contact Ronald Myers (708) 547-7300, or email him at ronald.myers@altaequipment.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Ronald Myers, Alta Equipment Company

CONFIDENTIAL MATERIAL

FOR USE BY NMHG EMPLOYEES AND AUTHORIZED
NMHG DEALERS ONLY. DO NOT COPY OR
DISTRIBUTE.



Ms. Cynthia E. Foss
Nalco Company
1601 Diehl Rd.
Naperville, IL 60563

July 14th, 2010

SUBJECT: DEALER MANAGED NATIONAL ACCOUNT LETTER OF AGREEMENT

Dear Cynthia,

We are pleased to prepare this Letter of Agreement establishing a formal Dealer Managed National Account Agreement between Nalco Company, and Alta Equipment Company, whose responsibility is to administer this 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 Nalco Company.

Through this Agreement, Hyster Company is extending most favorable National Account level pricing, with provisions for the administering dealer Alta Equipment Company, and for the Hyster Dealers who will be responsible for delivering and maintaining your equipment after the point of sale for the term of the individual contracts.

Administratively, all orders for Hyster equipment will be placed centrally through Nalco Company Corporate Office in Naperville, IL directly to Alta Equipment Company with Mr. Ronald Myers being the responsible Major Account Manager.

ALTA EQUIPMENT COMPANY / HYSTER RESPONSIBILITIES

- To advise the appropriate Hyster Dealer locations with Nalco Company facilities in their respective service areas of this Agreement.
- To provide these Hyster Dealer locations with the local Nalco Company management contacts with whom they are to initiate and maintain close working relationships (if not already done) to provide Nalco Company with the best-coordinated support possible.
- To enter orders for new Hyster equipment on a timely basis with Hyster Company, and coordinate the delivery and installation of this equipment at all Nalco Company locations with the appropriate Hyster Dealer locations.

NALCO COMPANY RESPONSIBILITIES

- To advise all local Nalco Company management teams of this Agreement, with copies to Alta Equipment Company.
- To provide Alta Equipment Company with timely and accurate information related to equipment needs, delivery locations, and delivery requirements.



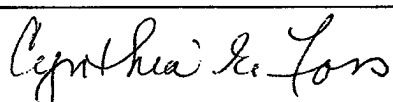
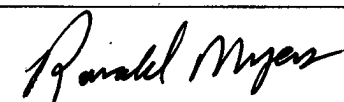
Hyster Company and the Hyster Dealer Network appreciate the confidence you have placed in us to service this significant amount of business. We will work diligently to earn your continued trust and support. We look forward to expanding the scope of this Agreement in the years ahead and, again, to a mutually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

Yours Truly,



Ronald Myers
Major Accounts Executive

AGREED TO BY:

	
Cynthia E. Foss Nalco Company	Ronald Myers Major Accounts Executive
	
	Jay McNichols Sales Manager



Nalco Company Affiliates

Tiorco
2452 S Trenton Way, suite M
Denver, CO 80231
303-923-6440

Nalco Mobotec
2540 Camino Diablo Blvd, Suite 200
Walnut Creek, CA 94597
925-935-2500

Nalco Industrial Outsourcing
1601W. Diehl
Naperville, IL 60431
630-305-1000

Nalco Crossbow Water 1120341
320 W. 194th Street
Glenwood, IL 60425
708-754-2550

Nalco One Source
207 Hwy 112
Pocola, OK 74902
918-626-4007