



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

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

March 29, 2010

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: VAN CLARKSON, DIRECTOR SALES – EAST REGION

SUBJECT: PPG INDUSTRIES, INC.

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been approved between PPG Industries, Inc., a leading diversified manufacturer that supplies products and services around the world, and Equipco – Bridgeville, Pennsylvania who will be responsible for administering the account.

PPG Industries, Inc. is headquartered in Pittsburgh, Pennsylvania and has 108 manufacturing facilities and equity affiliates in many other countries. **Please note the attached listing of plants in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer Network.

Equipco – Bridgeville, Pennsylvania and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. Equipco – Bridgeville, Pennsylvania will be solely responsible for placing orders, and coordinating the delivery and installation of all new equipment. PPG Industries, Inc. will be responsible for informing their locations of this agreement.

This agreement will expire in three (3) years from the date of the attached agreement which will be March 30, 2013.

If you have any questions concerning this account, please contact George Konnert, Major Account Representative at his office (412) 221-2800, fax number (412) 257-3109 or his e-mail gkonn@equipco.com.

Sincerely,

Van Clarkson, Director Sales – East Region

C: George Konnert, Equipco
Drew D'Alessandro, Equipco





DIVISION PHILLIPS CORPORATION

P.O. Box 338 Bridgeville, PA 15017 Phone 412/221-2800 (Outside PA 800-245-6484) FAX 412/257-3109
INTERNET WEBSITE: <http://www.equipco.com> EMAIL ADDRESS: equipco@equipco.com

Bob McGinnis
PPG IND
4948 Cheyenne Ct
Gibsonia, PA 15044

Dear Bob:

I would like to thank you for giving Equipco the opportunity to fulfill your material handling requirements. There are numerous choices in material handling equipment, and Equipco appreciates your business. We would like to present you with the opportunity to renew your Dealer Managed National Account with Hyster and Equipco.

The key benefits to being a National Account are many but I would like to list a few:

Leveraged Purchasing Power – A consistent discount structure will be established for your company and this discount structure will remain in place for a 12 month period. There might be price increases along the way due to increase in commodities, but you will know that you are getting the best possible price due to your buying power.

Single Point of Contact – you will continue to work with myself as your key contact from Equipco to make sure that all transactions between your different locations are seamless. I will be involved on issues of delivery and dealership support throughout your facilities. Equipco and I will be responsible for quotation and invoicing of the respective units. This will let you concentrate on your business while we take care of the deliveries.

Recognition – PPG will be recognized as a Dealer Managed National account which will aid in national dealership support. We will provide to each dealership the PPG location that we will be working with and these dealerships are more than willing to visit the location and offer any assistance that might be needed. The Hyster Dealership network and Equipco will work closely with each PPG facility to provide the analysis such as application surveys and service requirements are met. I have enclosed a USA map of our dealer locations for your review.

Hyster Lift Trucks- Rail Car Moving Equipment – Tow Tractors
Industrial Sweepers– Personnel Carriers – Warehousing Systems Group



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Accountability – Equipco and I will be directly accountable for your account. We will honor the discounting structure that we establish and make sure that each dealership is working within the guidelines of our agreement. This accountability will assure PPG that their Hyster acquisitions meet all of their requirements and offering consistent, aggressive cost structure. This inevitably will streamline the purchasing process that PPG currently utilizes acquiring material handling equipment and let your purchasing group concentrate on purchasing core business decisions.

Fleet Inventory – We are willing to work with our individual dealers and your facilities to provide fleet mix, age and hour meter readings. This information is important so that you know the usage of each unit and if there might be a potential for retirement of units or replacement of units to decrease associated costs.

Fleet Management – We can offer numerous ways of implementation of fleet management principles that will lead to bottom line cost savings for PPG. This would take into account the fleet inventory analysis and working with you to determine the appropriate fleet size to meet your requirements. We can also customize your fleet management goals to fulfill your cost savings. We can establish preventative maintenance contracts, total maintenance and repair contracts, or "Power by the Hour" contracts that could help reduce PPG's material handling expenditures.

We strongly feel that PPG could greatly benefit from the mentioned advantages of continuing to be a Dealer Managed National Account.

The only requirement that we have is that you sign this document affirming your commitment to a Dealer National Account agreement between Equipco and PPG. This letter states that we will be asked to participate in each material handling requirement that you have. We also require what type of units that you will require quotations on (i.e. 5,000 pound pneumatics) so that we can put together a discount structure. We hope once we have everything put in place that we will eventually EARN ALL OF YOUR BUSINESS.

Hyster Lift Trucks- Rail Car Moving Equipment – Tow Tractors
Industrial Sweepers- Personnel Carriers – Warehousing Systems Group



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This agreement shall be in effect from March 30, 2010 and shall continue thereafter until either party notifies the other of a termination date with 30 days notice.

In addition to the national map of all of our Hyster Dealers, I have enclosed an introduction letter about Equipco and product line information on the many other products we offer to support all of your material handling requirements.

Sincerely,

George Konnert
Major Account Representative

ACCEPTED BY SELLER:		ACCEPTED BY BUYER:	
NAME:	<u>George Konnert</u>	COMPANY NAME:	<u>PPG INDUSTRIES, INC.</u>
TITLE:	<u>MAJOR Account Rep</u>	BY:	<u>ROBERT L MCGINNIS</u>
PREPARED BY:	<u></u> George Konnert (Sales Representative)	TITLE:	<u>SR. SOURCING AGENT</u> <u></u> (SIGNATURE OF AUTHORIZED OFFICER OR REPRESENTATIVE REQUIRED)
<u></u> SALES MANAGER EQUIPCO		DATE <u>3-22-10</u>	

Hyster Lift Trucks- Rail Car Moving Equipment - Tow Tractors
Industrial Sweepers- Personnel Carriers - Warehousing Systems Group

U.S. FACILITIES	STREET ADDRESS	CITY, STATE & ZIP CODE	# OF EMPLOYEES
PPG Industries, Inc.	961 Division Street	Adrian, MI 49221	65
PPG Industries, Inc.	4325 Rosanna Drive	Allison Park, PA 15101	261
PPG Industries, Inc.(Pkg. Inks)	5529 Gray Street	Arvada, CO 80002	25
PPG Aerospace	3330 Town Point Drive	Kennesaw, GA 30144	80
PPG Industries, Inc.	801 Bilter Road	Aurora, IL 60502	45
PPG Industries, Inc.	4829 Fairland Road	Barberton, OH 44203-3905	125
PPG Industries, Inc.	453 Springfield Road	Baton Rouge, LA 70807	5
PPG Industries, Inc.	1020 Olympic Drive	Batavia, IL 60510-1329	51
PPG Industries, Inc.	1116 Buffalo Trail	Batavia, IL 60510	13
PGW SITE	2290 Menelaus Road	Berea, KY 40403	31
PPG Industries, Inc.	8150 Industrial Blvd., Suite 200	Breinsville, PA 18031	4
PPG Aerospace	2820 Empire Avenue	Burbank, CA 91504	50
PPG Industries, Inc.	3700 Division Street	Burlington, IA 52601	36
PPG Industries, Inc.	400 Park Drive	Carlisle, PA 17013	432
PPG Industries, Inc.	1497 Lancaster Highway	Chester, SC 29706	120
PPG Industries, Inc.	3800 West 143rd Street	Cleveland, OH 44111	675
PPG Industries, Inc.(ARG & Acctg.)	850 Southern Avenue	Chillicothe, OH 45601	176
PPG Industries, Inc.	559 Pittsburgh Road	Circleville, OH 43113	188
PPG Industries, Inc.	150 Ferry Street	Creighton, PA 15030-0295	239
PGW SITE	5066 Lincoln Highway	Crestline, OH 44827	308
PPG Industries, Inc.	2230 LBJ Freeway, Suite 200	Dallas, TX 75234	10
PPG Industries, Inc.	2750 114th Street, Suite 400	Grand Prairie, TX 75050	55
PPG Industries, Inc.	760 Pittsburgh Drive	Delaware, OH 43015	305
PPG Industries, Inc.	1886 Lynnbury Woods Road	Dover, DE 19904	92
PPG Aerospace	580 Yankee Doodle Road	Eagan, MN 55121	10
PPG Industries, Inc.	1377 Oakleigh Drive	East Point, GA 30344	112
PPG Industries, Inc.	23000 St Clair Avenue	Euclid, OH 44117	79
PGW SITE	424 E Inglefield Road	Evansville, IN 47725	428
PGW SITE	6251 S Lauman Road	Evart, MI 49631	164
PPG Industries, Inc.	3333 S Peach Avenue	Fresno, CA 93725-9220	126
PPG Aerospace	5430 San Fernando Road	Glendale, CA 91201	20
PPG Aerospace	410 Jersey Avenue	Gloucester City, NJ 08030	37
PPG Industries, Inc.	109 PPG Road	Greensboro, NC 27409	44
PPG Industries, Inc. (R&D CTR)	400 Guys Run Road	Cheswick, PA 15024	292
PPG Architectural Finishes	3530 Lang Road	Houston, TX 77092	143
PPG Industries, Inc.	4301 Blalock Street, Suite 100	Houston, TX 77041	15
SigmaKalon USA, Inc.	1700 West Loop South, # 255	Houston, TX 77027	18
PPG Industries, Inc.	1719 U S Highway 72 East	Huntsville, AL 35811	633
PPG Aerospace	6022 Corporate Way	Indianapolis, IN 46278	45

U.S. FACILITIES	STREET ADDRESS	CITY, STATE & ZIP CODE	# OF EMPLOYEES
PPG Industries, Inc.	1300 PPG Drive	Westlake, LA 70669	1,350
PPG Industries, Inc.	1901 Avenue H & 16th Street	La Porte, TX 77571	143
PPG Aerospace	5430 San Fernando Road	Glendale, CA 91203	80
PPG Industries, Inc.	473 New Jersey Church Road	Lexington, NC 27292	539
PPG Protective & Marine Coatings	11605 Vimy Ridge Road	Alexander, AR 72002	137
PPG/Porter	400 S 13th Street	Louisville, KY 40203	114
PPG/Olympic	400 S 13th Street	Louisville, KY 40203	81
PPG Industries, Inc.	320 Elm Street	Marlborough, MA 01752-4517	21
PGW SITE	Kebert Industrial Park	Meadville, PA 16335	301
Spectra-Tone Paint Corporation	7023 S. 700 West	Midvale, UT 84047	8
PPG Industries, Inc.	500 TechneCenter Drive	Milford, OH 45150	58
PPG Aerospace	11601 United Street	Mojave, CA 93501	171
PPG Industries, Inc. (R&D CTR)	440 College Park Drive	Monroeville, PA 15146	327
PPG Industries, Inc.	Elwin-Mt. Zion Road	Mount Zion, IL 62549	314
PPG Industries, Inc.	State Route 2	Natrum, WV 26155	597
PPG Industries, Inc.	300 Ruthar Drive	Newark, DE 19711-8017	23
PPG Industries, Inc.	831 Lone Star Drive	O'Fallon, MO 63366	6
PPG Industries, Inc.	10800 S 13th Street	Oak Creek, WI 53154	485
PPG Aerospace	823 East Gate Drive	Mt. Laurel, PA 08054	45
PPG/Transitions	9251 Belcher Road	Pinellas Park, FL 33782	460
Matthews Paint	8201 100th Street	Pleasant Prairie, WI 53158	51
PPG Industries, Inc.	4004 Fairview Industrial Drive SE	Salem, OR 97302-2057	47
PPG Industries, Inc.	1595 E. San Bernardino Avenue	San Bernardino, CA 92408-2946	38
PPG Aerospace	14126 NE 190th Street	Woodinville, WA 98072	50
PPG Industries, Inc.	940 Washburn Switch Road	Shelby, NC 28150	545
PPG Industries, Inc.	125 Colfax Street	Springdale, PA 15144	273
PPG Industries, Inc. (R&D CTR)	151 Colfax Street	Springdale, PA 15144	81
PPG Industries, Inc.	19699 Progress Drive	Strongsville, OH 44149	227
PPG Industries, Inc.	12780 San Fernando Road	Sylmar, CA 91342	605
PPG Industries, Inc.	69000 Highway 77	Talladega, AL 35160	61
PGW SITE	Route 220	Tipton, PA 16684	286
PPG Industries, Inc.	5875 New King Court	Troy, MI 48096-2692	166
PPG Industries, Inc.	19914 G H Circle	Waller, TX 77484	14
PPG Industries, Inc.	856 Echo Lake Road	Watertown, CT 06795	42
PPG Industries, Inc.	7400 Central Freeway North	Wichita Falls, TX 76302-6656	373