



HYSTER COMPANY

Americas Division

November 14, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: VAN CLARKSON, VICE-PRESIDENT, SALES – EASTERN REGION

SUBJECT: PITTSBURGH GLASS WORKS

This is to confirm a Dealer Managed National Account Agreement for Hyster product between Pittsburgh Glass Works and Equipco - Bridgeville, Pennsylvania 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.

Equipco – Bridgeville, Pennsylvania 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 the Equipco office in Bridgeville, Pennsylvania. Pittsburgh Glass Works 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 November 7, 2011.

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

Sincerely,

Van Clarkson, Vice-President, Sales
Eastern Region

c: George Konnert, Equipco
Drew D'Alessandro, Equipco
Chuck Beugless, Hyster Company





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: sales@equipco.com

Major Account Agreement

This major account agreement is established between Equipco and Pittsburgh Glass Works (hereinafter referred to as PGW), with its operating subsidiaries. Under this major account agreement, the following equipment will be covered: Hyster Lift Trucks, Sweepers and Scrubbers, Personnel Carriers, Drexel, Trackmobile Railcar Movers, and Sellick Rough Terrain Lift Trucks.

The key element of this program is that Equipco will assign an account manager who is responsible for all activity between PGW and Equipco. The account manager (Equipco) has access to a cross-functional team of experts that, with the resources of Hyster Company and its allied equipment suppliers, will provide the following list of services:

- Provide and coordinate plant surveys, trade-in analysis, and point person for all plant activities.
- Single point for quotation and all activities related to quote preparation.
- Order entry of lift trucks and allied equipment. All orders will be placed through Equipco.
- Contact and coordinate Hyster dealer networks, as well as other product representatives.
- Develop fleet management programs including leasing, full maintenance, and upcoming renewal activity.
- Coordinate operator and/or service training.
- Provide continuity and a single point of contact to communicate with all PGW facilities with problem solving resources.
- Consulting service for new facility development related to material handling needs.
- Equipco and its affiliated dealers will be provided preferred pricing structure and PGW will have preferred customer status.

ACCEPTED BY SELLER:		ACCEPTED BY BUYER:	
COMPANY NAME:	EQUIPCO	COMPANY NAME:	PITTSBURGH GLASS WORKS
PREPARED BY:	George Konnert	BY:	MARVIN RHOADES
TITLE	Major Account Representative	TITLE:	Sourcing Agent
SIGNATURE		SIGNATURE	
11-7-08	(SALES REPRESENTATIVE)		(SIGNATURE OF AUTHORIZED OFFICER OR REPRESENTATIVE REQUIRED)

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



PGW Manufacturing and Research Locations-U.S. and Canada

rev. 10/24/08

The following list of manufacturing and research locations is provided solely for the use of PGW National Agreement suppliers. This list of facilities is current as of the revision date.

Pittsburgh Glass Works (ATC)
5875 New King Court
Troy, MI 48098-2692
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-

Ph: (248) 641-2000
Fax: (248)
Product: Automotive Technical Center

Pittsburgh Glass Works (GTC - AA003)
400 Guys Run Road
Cheswick, PA 15024
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-

Ph: (412) 820-8555
Fax: (412) 820-8681
Product: Glass Research Facility

Pittsburgh Glass Works (Wks #41)
2290 Menelaus Road
Berea, KY 40403
Purchasing Contact: Gene Albrecht
Phone: (217) 864-2392

Ph: (606) 986-5000
Fax: (606) 986-5070
Product: Automotive Replacement Glass

Pittsburgh Glass Works (Wks #29)
850 Southern Avenue
Chillicothe, OH 45601
Purchasing Contact: Jeff Sparks
Phone: (412) 434-1729

Ph: (614) 774-7600
Fax: (614) 774-7622
Product: ARG Distribution Center

Pittsburgh Glass Works (Wks #8)
P.O. Box 800
Kebert Industrial Park
Meadville, PA 16335
Purchasing Contact: Gene Albrecht
Phone: (217) 864-2392

Ph: (814) 336-4411
Fax: (814) 336-8221
Product: Flat Glass Products

Pittsburgh Glass Works (Wks #1)
150 Ferry Street
P.O. Box 295
Creighton, PA 15030-0295
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-1709

Ph: (724) 224-6500
Fax: (724) 226-6614
Product: Automotive Glass Fabrication



Pittsburgh Glass Works (Wks #26)
5066 S.R. 30
P.O. Box 269
Crestline, OH 4827
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-1709

Ph: (419) 683-2400
Fax: (419) 526-7537
Product: Automotive Glass Fabrication

Pittsburgh Glass Works (Wks #28)
424 E. Inglefield Road
Evansville, IN 47725
Purchasing Contact: Gene Albrecht
Phone: (217) 864-2392

Ph: (812) 867-6601
Fax: (812) 867-0474
Product: Automotive Glass Fabrication

Pittsburgh Glass Works (Wks #23)
6251 S. Lauman Road
Ewart, MI 49631-9401
Purchasing Contact: Gene Albrecht
Phone: (217) 864-2392

Ph: (231) 734-9500
Fax: (231) 734-9597
Product: Automotive Glass Fabrication

Pittsburgh Glass Works (Wks #27)
Route 220
P.O. Box 307
Tipton, PA 16684-0307
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-1709

Ph: (814) 684-2300
Fax: (814) 684-7002
Product: Automotive Glass Fabrication

Pittsburgh Glass Works (Wks #32)
300 Ruthar Drive
Newark, DE 19711-8017
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-1709

Ph: (302) 454-1599
Fax: (302) 454-9898
Product: Fabricated Automotive Glass Assembly

Pittsburgh Glass Works (Wks #34)
831 Lone Star Drive
O'Fallon, MO 63366
Purchasing Contact: Marvin Rhoades
Phone: (412) 434-1709

Ph: (636) 240-0047
Fax: (636) 272-0453
Product: Fabricated Automotive Glass Assembly

Pittsburgh Glass Works (Wks #80)
545 Industrial Boulevard
Hawkesbury, ON K6A 2S5
Purchasing Contact: Margaret Huzar-Gay
Phone: (905) 721-4107

Ph: (613) 632-2711
Fax: (613) 632-9461
Product: Automotive Glass Fabrication



Pittsburgh Glass Works (Wks #81)

155 First Avenue

P.O. Box 340

Oshawa, ON L1H 7L3

Purchasing Contact: Margaret Huzar-Gay

Phone: (905) 721-4107

Ph: (905) 725-1144

Fax: (905) 433-8712

Product: Automotive Glass Fabrication

Pittsburgh Glass Works (Wks #86)

P.O. Box 901

222 Church Street South

Alliston, ON L9R 1W1

Purchasing Contact: Margaret Huzar-Gay

Phone: (905) 721-4107

Ph: (705) 434-1381 (ext. 222)

Fax: (705) 434-1384

Product: Fabricated Automotive Glass Assembly

Pittsburgh Glass Works

876 Edgeley Blvd.,

Vaughan, ON L4K 4V4

Purchasing Contact: Margaret Huzar-Gay

Phone: (905) 721-4107

Ph: (905) 738-7791

Fax: (905) 738-9257

Product: ARG Distribution Center

Pittsburgh Glass Works (Wks #88)

560 Conestoga Blvd

Cambridge, ONT N1R 7L7

Purchasing Contact: Margaret Huzar-Gay

Phone: (905) 721-4107

Ph: 519-624-6645

Fax: 519-624-6658

Product: Fabricated Automotive Glass Assembly