



HYSTER COMPANY

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

DATE: January 11, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK HOCH, DIRECTOR SALES – WEST REGION
SUBJECT: RYERSON/MIDWEST

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Ryerson and Arnold Machinery. Arnold Machinery 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.

Arnold Machinery – Eagan, MN 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 Arnold Machinery office in Eagan, MN. Ryerson/Midwest 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 9, 2013.

If you have any questions concerning this account, please contact Randy Sabatka (651) 905-7025, or email him at rsabatka@arnoldmachinery.com.

Sincerely,

Mark Hoch, Director Sales - West Region

Cc: Randy Sabatka, Arnold Machinery

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ARNOLD



www.arnoldmachinery.com

November 9, 2010

2975 WEST 2100 SOUTH • P.O. BOX 30020 • SALT LAKE CITY, UTAH 84130
PHONE 801-972-4000 • FAX 801-975-9749

Roy V. Foeman Jr.
Ryerson/Midwest Region
455 - 85th Avenue NW
Minneapolis, MN 55433

Dear Roy,

Ryerson/Midwest Region, Hyster Company and Arnold Machinery Company who is responsible for administering the account, hereby enter into a Dealer Managed Agreement

Through this agreement Arnold Machinery Company has extended most favorable National Account pricing to Ryerson/Midwest Region with provisions for the administering dealer (Arnold Machinery) and for all other local dealers who will be responsible for delivering your equipment and maintaining the equipment as requested. All orders are to be placed with Arnold Machinery through the Eagan office. Arnold Machinery will be responsible for timely placement of the factory orders and the coordination with the Hyster dealer network involving installation of new equipment at all locations.

It is the responsibility of Ryerson/Midwest Region to advise all of their management of this agreement and to provide Arnold Machinery with up to date information regarding the affected Ryerson/Midwest Region locations and contacts.

This is an agreement for outlining mutually beneficial purchasing procedures only. Ryerson/Midwest Region is not required to purchase Hyster lift trucks nor is this a binding agreement. Arnold Machinery, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service your account. I will be assigned as the account manager and will be your point man to handle all matters. Should any questions regarding your major account program, please call me at (651) 905-7025 or email at rsabatka@arnoldmachinery.com, as you know we call it "Silver Service". I look forward to working with you and becoming a part of your continued success.

Sincerely,

Randy Sabatka
Branch Manager
Arnold Machinery Company

Accepted by:
Sign: *Roy V. Foeman Jr.*
Title: *Sr. Project Engineer*
Date: 10 JAN 2011

SALT LAKE CITY, UTAH • ST. GEORGE, UTAH • BOISE, IDAHO • IDAHO FALLS, IDAHO • TWIN FALLS, IDAHO
LAS VEGAS, NEVADA • RENO, NEVADA • ELKO, NEVADA • EAGAN, MINNESOTA
PHOENIX, ARIZONA • TUCSON, ARIZONA • FLAGSTAFF, ARIZONA
DENVER, COLORADO • COLORADO SPRINGS, COLORADO • JOHNSTOWN, COLORADO • GILLETTE, WYOMING

Ryerson Midwest Region location list.xls

Location Name (City)	Address	City	ST	Zip	Warehouse Operations Manager	Warehouse Phone Number	Plant Sq Footage (Does Not Include Office)	Notes
Ambridge	43 Century Drive	Ambridge	PA	15003	Dave Bell	724-251-4337		
Baldwin	500 Evergreen St	Baldwin	WI	54002	Kerry Dolan	715-688-6283	45,850	
Burns Harbor General line and RCP	310 Tech Drive	Burns Harbor	IN	46304	Danny Orozco	219-764-5654	158,000	
Cedar Rapids	1100 Shaver Rd NE	Cedar Rapids	IA	52402	Terry Smith	319-896-2672	55,600	
Chicago Fab	2558 W. 16th ST	Chicago	IL	60608	Fred Lee	773-788-3880	348,000	
Columbus	555 N Yearling Road	Columbus	OH		Rozell Winters		160,000	
Des Moines	5281 NE 17th Street	Des Moines	IA	50313	Tom Scherer	515-262-4230	54,680	
Elgin	2580 Technology Drive	Elgin	IL	60123	Scott Lewey	847-426-9966	88,000	
Green Bay	970 Ashwaubenon Street	Green Bay	WI	54304	Scott Swisher	920-338-2542	34,560	
Indianapolis	3334 Rand Road	Indianapolis	IN	46241	Eddie Bain	317-248-6601	96,000	
Jenison RCP	6600 Center Industrial Drive	Jenison	MI	49428	Rick Woods	616-662-2712	50,000	
Lansing	2780 Sanders Rd	Lansing	MI	48917	Daryl Neybert	517-702-2321		
Marshalltown RCP	1107 East Main St	Marshalltown	IA	50158	Lenny Reeder	641-754-7518	104,500	
Milwaukee	500 South 88th StreetM	Milwaukee	WI	53214	Jeff Pipiras	414-773-4240	202,140	
Minneapolis Coon Rapids	455 85th Avenue NW	Minneapolis	MN	55433	Nick Whitaker	763-792-7619	220,000	
Minneapolis Plymouth "The Lake" General Line and RCP	1605 North Highway 169	Plymouth	MN	55441	Lenny Rau	763-531-4355	258,430	
Omaha	4404 South 134th Street	Omaha	NE	68137	Mike Stoner	402-333-2200	32,200	
Pittsburgh	43 Century Drive	Ambridge	PA					Pittsburgh operation in Ambridge facility
Shelbyville	920 Old Brunerstown Road	Shelbyville	KY	40065	Terry Powers	502-633-7770	160,000	
St. Louis Hill	2150 S. 59th Street	St. Louis	MO	63110	Paul Lewandowski	see below	61,510	
St. Louis Metro	2630 Metro Boulevard	Maryland Heights	MO	63043	Paul Lewandowski	314-209-2930	81,000	