



HYSTER COMPANY

Americas Division

January 22, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: RICK WARREN, VICE-PRESIDENT, SALES – WESTERN REGION & CANADA
SUBJECT: VALSPAR CORPORATION

This is to confirm a Dealer Managed National Account Agreement for Hyster product between Valspar Corporation and Arnold Machinery – Eagan, Minnesota 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.

Arnold Machinery – Eagan, Minnesota 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 Arnold Machinery office in Eagan, Minnesota. Valspar Corporation 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 December 17, 2011.

If you have any questions concerning this account, please contact Ryan Abrahamson, Account Manager at (651) 905-7025, fax number (651) 905-7035 or his e-mail address at rabrahamson@arnoldmachinery.com.

Sincerely,

Rick Warren, Vice-President, Sales
Western Region & Canada

c: Ryan Abrahamson, Arnold Machinery – Eagan, MN
Rex Mecham, Arnold Machinery – Eagan, MN





Arnold Machinery
2985 Lone Oak Circle
Eagan, MN 55121

Telephone (651) 905-7025
Fax (651) 905-7035

NATIONAL ACCOUNT LETTER OF AGREEMENT

We are pleased to announce that Valspar and Arnold Machinery have entered into a Dealer Managed National Account Agreement.

Through this Agreement, Hyster Company is extending National Account pricing with provisions for Arnold Machinery and Hyster Dealers who will be responsible for delivering and maintaining your equipment

All orders for Hyster equipment will be placed centrally through Valspar's Minneapolis, MN office directly with Arnold Machinery. We will be responsible for timely placement of factory orders and coordination within the Hyster dealer network involving installation of new equipment at all Valspar locations

The National Account pricing structure applies to orders placed with

Ryan Abrahamson
Arnold Machinery
2985 Lone Oak Circle
Eagan, MN 55121

Accepted by:


Dan Schultz
Purchasing Manager
Valspar

12/17/08
Date

If it matters, we're on it.

Plant #	Location	State	Business Unit	Address	PHONE #
940	Birmingham	AL	Packaging	90 Carson Road, Birmingham, Alabama 35215	(205) 271-1063
550	Bowling Green	KY	Coil	347 Central Avenue, Bowling Green, Kentucky 42101	(270) 843-4831
960	Charlotte	NC	Powder	10300 Claude Freeman Drive, Charlotte, NC 28262	(704) 548-2820
990	Cornwall	CAN	Wood	1915 2nd Street West, Cornwall ON, K6H5R6	(613) 932-8960
330	Cornwall	CAN	Composites	1915 2nd Street West, Cornwall ON, K6H5R6	(613) 932-8960
L58	Cornwall	CAN	Wood (Minimax whse)	1915 2nd Street West, Cornwall ON, K6H5R6	(613) 932-8960
M11	Cornwall	CAN	Composites (Minimax whse)	1915 2nd Street West, Cornwall ON, K6H5R6	(613) 932-8960
360	Covington	GA	Powder	13129 Harland Drive NE, Covington, GA 30014	(770) 784-4140
641	Elkhart	IN	Composites	28335 Clay Street, Elkhart, Indiana 46517	(574) 522-1062
570	Fremont	MI	Automotive	411 Darling Avenue North, Fremont, MI 49412	(231) 924-3950
711	Gardena	CA	Composites	210 East Alondra Blvd., Gardena, CA 90248	(310) 352-3087
110	Garland	TX	Coil, GI Liquid, Ecoat, Wood	701 Shiloh Road, Garland, Texas 75042	(972) 276-5181
191	Garland	TX	Packaging	701 Shiloh Road, Garland, Texas 75042	(972) 276-5181
301	Garland	TX	Architectural	701 Shiloh Road, Garland, Texas 75042	(972) 276-5181
491	Grand Prairie	TX	Automotive	2350 - 114th Street, Grand Prairie, Texas 75050	(972) 647-9049
731	Hagerstown	MD	EPS	16414 Industrial Lane, Williamsport, MD 21795	(301) 393-3553
101	High Point	NC	Architectural	1647 English Road, High Point, NC 27262	(336) 889-2157
220	High Point	NC	Wood	1647 English Road, High Point, NC 27262	(336) 889-2157
970	Indianapolis	IN	GI Liquid, Wood	546 West Abbott Street, Indianapolis, IN 46225	(317) 634-8512
210	Jackson	TN	Powder	95 Quaker Oats Drive, Jackson, TN 38301	(731) 422-5608
181	Kankakee	IL	EPS	901 N. Greenwood Ave, Kankakee, IL 60901	(815) 936-7705
150	Kankakee	IL	Coil	901 N. Greenwood Ave, Kankakee, IL 60901	(815) 936-7705
860	Kansas City	MO	Powder	1136 Fayette Street, North Kansas City, MO 64116	(816) 421-7400
621	Lebanon	PA	Architectural	3050 Hanford Drive, Lebanon, PA 17046	(717) 306-4224
501	Los Angeles	CA	EPS	5501 E. Slauson Avenue, Los Angeles, CA 90040	323-264-4403
591	Louisville	KY	CCA	1630 W. Hill Avenue, Louisville, KY 40210	(502) 772-0080
451	Marengo	IL	EPS	1400 N. State Street, Marengo, Illinois 60152	(815) 568-0439
081	Medina	OH	Plastikote (Arch), Auto	1000 Lake Road, Medina, OH 44256	330-725-4511

720	Moline	IL	GI Liquid	5400 Avenue of the Cities, Moline, Illinois 61265	(309) 762-7547
141	Montebello	CA	Wood, Coil	901 West Union Street, Montebello, CA 90640	(323) 727-7965
371	Newburyport	MA	Architectural	100 Hale Street, Newburyport, Massachusetts 01950	(978) 463-1800
800	Orangeburg	SC	Wood	700 Prosperity Drive, Orangeburg, SC 29115	(803) 534-7806
171	Picayune	MS	Automotive	210 Crosby, Picayune, Mississippi 39466	(601) 798-4731
341	Pittsburgh	PA	Packaging	2000 Westhall Street, Pittsburg, PA 15233	(412) 766-9300
351	Rochester	PA	Packaging	372 Cleveland Street, Rochester, PA 15074	(724) 774-8550
121	Rockford	IL	AMS	1215 Nelson Blvd., Rockford, Illinois 61104	(815) 987-4807
131	Rockford	IL	CCA	1215 Nelson Blvd., Rockford, Illinois 61104	(815) 987-4807
601	Sacramento	CA	Architectural	8201 Power Ridge Road, Sacramento, CA 95826	(916) 383-3891
250	Seattle	WA	Wood	13535 Monster Road, Seattle, WA 98178	(206) 772-6550
311	Statesville	NC	Architectural	188 Side Track Drive, Statesville, NC 28625	(704) 881-0245
380	Toronto	CAN	Coil	645 Coronation Drive, Toronto ON, M1E 2K4	(416) 284-1681
391	Wheeling	IL	Architectural	1911 S. Wheeling Road, Wheeling, IL 60090	(847) 541-9001
	Green Oaks	IL		13825 West Business Drive, Green Oaks, IL 60048	(847) 362-5363
	Grand Rapids	MI		4999 - 36th Street, Grand Rapids, MI 49512	(616) 940-2900
	Corona	CA		645 B East Harrison Street, Corona, CA 91719	(951) 279-6100
	Rock Island	IL		4008 - 79th Avenue, Rock Island, IL 61201	