



HYSTER COMPANY

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

DATE: JUNE 17, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK HOCH, DIRECTOR DEALER SALES-WEST REGION
SUBJECT: WORTHINGTON INDUSTRIES, INC. DMNA RENEWAL ANNOUNCEMENT

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Worthington Industries Incorporated and MH Equipment Company-Grove City, Ohio 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.

MH Equipment Company-Grove City, Ohio 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 MH Equipment Company office in Grove City, Ohio. Worthington Industries Incorporated will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement (DMNA) will expire in three (3) years from the date of this agreement which will be June 3, 2014.

If you have any questions concerning this account, please contact Hersh Atkinson, Sales Manager at (614) 738-1410, or email him at hatkinson@mhequipment.com.

Sincerely,

Mark Hoch, Director Sales- West Region

Cc: Hersh Atkinson, MH Equipment Company

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NMHG DEALERS ONLY. DO NOT COPY OR DISTRIBUTE.



MH Equipment



Dealer Managed National Account Purchasing Agreement

MH Equipment Company

2055 Hardy Parkway St
Grove City, Ohio 43123
614-871-1571
614-738-1410

Worthington Industries, Inc

1205 Dearborn Dr
Columbus, Ohio 43085

MH Equipment Company ("MH"), as the Authorized Hyster Company Dealer, and Worthington Industries, Inc and its identified divisions, subsidiaries, joint ventures and other affiliates including but not limited to Worthington Steel, Worthington Cylinders, Worthington Machine Technology, Worthington Armstrong Venture (WAVE), Worthington Specialty Processing (WSP), Dietrich Metal Framing, Spartan Steel, TWB, The Gerstenslager Co. and others as agreed to and identified in Attachment A and hereafter referred to as "Customer", do hereby agree to the following as it relates to Customer being established as a Hyster Company Dealer Managed National Account (DMNA) for the purpose of administering and coordinating the procurement and supply of Hyster Company products as a preferred source of supply of lift trucks for the Customer and hereby enter an Agreement as further defined below:

General Conditions:

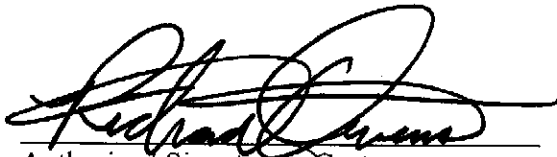
- ▶ In order to leverage Customer's historic and projected spend on such products, Hyster Company will provide negotiated DMNA special pricing discounts to MH to be applied to the list prices in effect at the time of order entry by Customer for application to orders of product for Customer's locations. Customer is assured of "best price" availability and control through the Hyster Company DMNA relationship and Agreement. MH is assured of status with Customer as a preferred source of supply.
- ▶ Hyster Company's Authorized Dealer Network is recognized as the premier dealer network in the material handling industry, and MH is known as one of the strongest individual Dealerships within the Network. MH will communicate with each local Hyster Dealer regarding the importance of the relationship with Customer as well as provide notification of the DMNA status relative to the identification of any Customer location shown in Attachment A. MH will maintain local presence of support at Customer's corporate and/or sourcing location and will manage and coordinate with each local servicing Hyster Dealer

that participates in the sale process and/or delivery of equipment to Customer's locations through the Hyster Company DMNA affiliation and Agreement. MH involvement through the Hyster Company DMNA program is intended to assure consistent levels of service and support across Customer's locations. Additionally, MH will coordinate and assist in the specification of product, application review, the quotation submittal and with production, delivery and logistics management.

- ▶ Customer agrees to advise all of the locations identified in Attachment A of the Hyster Company DMNA relationship and Agreement. Furthermore, Customer agrees to supply MH with requests for procurement of material handling equipment, and most specifically as it relates to this Agreement, all requests for the procurement of lift trucks for processing in accordance with the terms of this Agreement and relationship.
- ▶ The Term of this Agreement is Three (3) years with an expiration date of thirty-six (36) months from the date of commencement as indicated with signatures below.

The parties signing below understand and acknowledge the intent of the Hyster Company DMNA Purchasing Agreement as a commitment between MH and Customer for a mutually beneficial relationship for the procurement and supply of product.

MH Equipment contact Hersh Atkinson 614-738-1410 or hatkinson@mhequipment.com



Authorized Signature – Customer



Authorized Signature – MH
Hersh Atkinson

6-3-11
Date

MH Equipment



Dealer Managed National Account
Purchasing Agreement
"Attachment A"

See attached

Attachment A:

Worthington Industries - MH Equipment Forklift Agreement					
Business Unit	Plant Name	Address	City	State	Zip
Worthington Cylinders	Cylinders Chilton	300 E. Breed St.	Chilton	WI	53014
Worthington Cylinders	Cylinders Columbus	1085 Dearborn Dr.	Columbus	OH	43085
Worthington Cylinders	Cylinders Jefferson	863 State Route 307 East	Jefferson	OH	44047
Worthington Cylinders	Cylinders Westerville	333 E. Maxtown Rd.	Westerville	OH	43082
Worthington Cylinders	Cylinders Tilbury	97 Lyon Ave. North	Tilbury	ON	N0P 2LO
Worthington Cylinders	Cylinders Mississippi	795 Sam Barkley Drive	New Albany	MS	38652
Worthington Cylinders	Cylinders Pomona	325 Enterprise Place	Pomona	CA	91768
Global Group	Mid Rise Construction	3100 East 45th Street, Suite 400	Cleveland	OH	44127
Global Group	Sharon Stairs	1481 Exeter Rd.	Akron	OH	44306
Dietrich Industries, Inc.	Dietrich Vinyl Corp Miami	8000 N.W. 79th Pl.	Miami	FL	33166
The Gerstenslager Co.	Gerstenslager Clyde	550 Premier Dr.	Clyde	OH	43410
The Gerstenslager Co.	Gerstenslager Wooster	1425 E. Bowman St.	Wooster	OH	44691
Spartan Steel Coating	Spartan Steel Coating	3300 Wolverine Dr.	Monroe	MI	48162
Worthington Steel	Steel Baltimore	8911 Kelso Dr.	Baltimore	MD	21221
Worthington Steel	Steel Columbus	1127 Dearborn Dr.	Columbus	OH	43085
Worthington Steel	Steel Cleveland	4310 E. 49th Street	Cuyahoga Hts.	OH	44125
Worthington Steel	Steel Decatur	1400 Red Hat Rd., NW	Decatur	AL	35601
Worthington Steel	Steel Delta	6303 County Rd. 10	Delta	OH	43515
Worthington Steel	Steel Monroe	350 Lawton Ave.	Monroe	OH	45050
Worthington Steel	Steel Porter	100 Worthington Dr.	Porter	IN	46304
Worthington Steel	Steel Vonore	27 Excellence Way	Vonore	TN	37885
Worthington Steel	Steel Middletown	1501 Made Drive	Middletown	OH	45042
Precision Specialty Metals	PSM Los Angeles	3301 Medford Street	Los Angeles	CA	90063
Worthington Steelpac Systems	Steelpac - York	1201 Eden Rd.	York	PA	17402
Worthington Steelpac Systems	Steelpac - Lewisburg	5284 Burton Rd.	N. Lewisburg	OH	43060
Worthington Steelpac Systems	Steelpac - Greensburg	1445 N. Michigan Ave., Ste 2	Greensburg	IN	47240
TWB Company, L.L.C.	TWB Monroe	1600 Nadeau Rd.	Monroe	MI	48162
TWB Company, L.L.C.	TWB Prattville	107 Jesse Samuel Hunt Blvd.	Prattville	AL	36067
Worthington Armstrong Venture	WAVE Aberdeen	1415 Perryman Drive	Aberdeen	MD	20178
Worthington Armstrong Venture	WAVE Benton Harbor	745 Enterprise Way	Benton Harbor	MI	49022
Worthington Armstrong Venture	WAVE Las Vegas	4525 N. Walnut Rd.	North Las Vegas	NV	89031
Worthington Speciality Processing	WSP-Jackson	4905 S. Meridian Rd.	Jackson	MI	49204
Worthington Speciality Processing	WSP-Taylor	11700 Worthington Dr.	Taylor	MI	48180
Worthington Speciality Processing	WSP-Canton	5260 S. Haggerty Rd.	Canton	MI	48188