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Form

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order-left-width: 1; border-right-width: 1; border-bottom-width: 1">1. Title of Security  
(Instr. 3) 2. Transaction Date (Month/Day/Year) 2A. Deemed Execution Date, if any (Month/Day/Year) 3. Transaction Code  
(Instr. 8) 4. Securities Acquired (A) or Disposed of (D)  
(Instr. 3, 4 and 5) 5. Amount of Securities Beneficially Owned Following Reported Transaction(s)  
(Instr. 3 and 4) 6. Ownership Form: Direct (D) or Indirect (I)  
(Instr. 4) 7. Nature of Indirect Beneficial Ownership  
(Instr. 4) Code V Amount (A) or (D) Price Class A Common Stock 12/17/2018 P 251 <sup>(1)</sup> A \$ 62.4785 10,420 I spouse serves as  
the Trustee of the Trust which is held for the benefit of Clara LT Rankin Class A Common Stock 12/17/2018 P 502  
<sup>(1)</sup> A \$ 62.4785 120,660 I spouse serves as Trustee of a Trust for the benefit of Alfred M. Rankin, Jr <sup>(2)</sup> Class A  
Common Stock 12/17/2018 P 1,004 <sup>(1)</sup> A \$ 62.4785 62,699 I serves as Trustee of a Trust for the benefit of Victoire  
G. Rankin Class A Common Stock 12/17/2018 P 753 <sup>(1)</sup> A \$ 62.4785 31,291 I Spouse is a Trustee of a Trust for the  
benefit of Bruce T. Rankin <sup>(2)</sup> Class A Common Stock 12/17/2018 P 3 <sup>(1)</sup> A \$ 61.64 13,373 I Spouse serves as trustee  
of Trust fbo Clara LT Rankin representing interest in shares held by RA5 Class A Common Stock 12/17/2018 P 4 <sup>(1)</sup>  
A \$ 61.64 109,604 I Spouse serves as trustee for GSTs for the benefit of Helen Butler Class A Common  
Stock 12/17/2018 P 4 <sup>(1)</sup> A \$ 61.64 109,604 I Spouse serves as trustee for the GSTs for the benefit of Clara Williams  
Class A Common Stock 12/17/2018 P 90 <sup>(1)</sup> A \$ 62.51 <sup>(3)</sup> 13,463 I Spouse serves as trustee of Trust fbo Clara LT  
Rankin representing interest in shares held by RA5 Class A Common Stock 12/17/2018 P 4 <sup>(1)</sup> A \$ 62.51 <sup>(3)</sup> 540 I  
Represents spouse's proportionate interest in shares held by Rankin Associates V Class A Common Stock 12/17/2018  
P 92 <sup>(1)</sup> A \$ 62.51 <sup>(3)</sup> 109,696 I Spouse serves as trustee for GSTs for the benefit of Helen Butler Class A Common  
Stock 12/17/2018 P 92 <sup>(1)</sup> A \$ 62.51 <sup>(3)</sup> 109,696 I Spouse serves as trustee for the GSTs for the benefit of Clara  
Williams Class A Common Stock 12/17/2018 P 6 <sup>(1)</sup> A \$ 61.64 109,702 I Spouse serves as trustee for GSTs for the  
benefit of Helen Butler Class A Common Stock 21,920 I Represents Spouse's proportionate limited  
partnership interest in shares held by AMR Associates LP Class A Common Stock 9,600 I spouse serves as  
Trustee of Trusts for the benefit of each of grantor's grandchildren <sup>(2)</sup> Class A Common Stock 14,752 I Held  
in an Individual Retirement Account for the benefit of the Reporting Person's spouse <sup>(2)</sup> Class A Common Stock  
10,271 I Spouse's proportionate limited partnership interest in shares held by RA1 <sup>(2)</sup> Class A Common Stock  
541 I Spouses's proportionate limited partnership interest in shares held by AMR RAI <sup>(2)</sup> Class A Common Stock  
19 I Spouse's proportionate partnership interest in RAIV <sup>(2)</sup> Class A Common Stock 1,087 I Spouses  
proportionate limited partnership interest in shares held by Rankin Associates IV, L.P Class A Common Stock  
224 I Spouse's proportionate interest in shares held by Rankin Associates VI Class A Common Stock 1,975  
I spouse's proportionate interest in shares held by Rankin Management, Inc. ("RMI") <sup>(2)</sup> Class A Common Stock  
64 I spouse's proportionate interest in shares held by RAV held by Rankin Management, Inc. Class A Common  
Stock 76 I spouse's proportionate interest in shares held by RAVI held by Rankin Management, Inc. Class A  
Common Stock 18,625 I spouse serves as Trustee of Trusts for the benefit of the Estate of Alfred M. Rankin,  
Sr <sup>(2)</sup> Class A Common Stock 42,666 I Spouse is a Trustee of a Trust for the benefit of BT Rankin, Trust's  
proportionate interest of RA1 <sup>(2)</sup> Class A Common Stock 25,099 I Spouse is a Trustee of a Trust for the  
benefit of BT Rankin, Trust proportionate interest in RAI <sup>(2)</sup> Class A Common Stock 46,182 I Spouse is a  
Trustee of a Trust for the benefit of BT Rankin, Trust's proportionate interest of RA4 <sup>(2)</sup> Class A Common Stock  
486 I Spouse's brother's proportionate interest in shares held by Rankin Associates VI Class A Common Stock  
485 I Reporting person's proportionate interest in shares held by Rankin Associates VI

Reminder: Report on a separate line for each class of securities beneficially owned directly or indirectly.

Persons who respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB control number.

SEC 1474 (9-02)

Table II - Derivative Securities Acquired, Disposed of, or Beneficially Owned (e.g., puts, calls, warrants, options, convertible securities)

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1. Title of Derivative Security (Instr. 3)	2. Conversion or Exercise Price of Derivative Security	3. Transaction Date (Month/Day/Year)	3A. Deemed Execution Date, if any (Month/Day/Year)	4. Transaction Code (Instr. 8)	5. Number of Derivative Securities Acquired (A) or Disposed of (D) (Instr. 3, 4, and 5)	6. Date Exercisable and Expiration Date (Month/Day/Year)	7. Title and Amount of Underlying Securities (Instr. 3 and 4)	8. Price of Derivative Security (Instr. 5)	
				Code	V (A) (D)	Date Exercisable	Expiration Date	Title	Amount or Number of Shares
Class B Common Stock	(4)					(4)	(4)	Class A Common Stock	25,524
Class B Common Stock	(4)					(4)	(4)	Class A Common Stock	9,600
Class B Common Stock	(4)					(4)	(4)	Class A Common Stock	14,160
Class B Common Stock	(4)					(4)	(4)	Class A Common Stock	17,556
Class B Common Stock	(4)					(4)	(4)	Class A Common Stock	18,373

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Class B Common Stock	<u>(4)</u>	<u>(4)</u>	<u>(4)</u>	Class A Common Stock	541
Class B Common Stock	<u>(4)</u>	<u>(4)</u>	<u>(4)</u>	Class A Common Stock	31
Class B Common Stock	<u>(4)</u>	<u>(4)</u>	<u>(4)</u>	Class A Common Stock	1,721
Class B Common Stock	<u>(4)</u>	<u>(4)</u>	<u>(4)</u>	Class A Common Stock	1,975
Class B Common Stock	<u>(4)</u>	<u>(4)</u>	<u>(4)</u>	Class A Common Stock	18,625
Class B Common Stock	<u>(4)</u>	<u>(4)</u>	<u>(4)</u>	Class A Common Stock	76,330

Class B Common Stock	(4)	(4)	(4)	Class A Common Stock	25,099
Class B Common Stock	(4)	(4)	(4)	Class A Common Stock	73,166
Class B Common Stock	(4)	(4)	(4)	Class A Common Stock	747
Class B Common Stock	(4)	(4)	(4)	Class A Common Stock	94,809
Class B Common Stock	(4)	(4)	(4)	Class A Common Stock	94,809
Class B Common Stock	(4)	(4)	(4)	Class A Common Stock	21,006

## Reporting Owners

Reporting Owner Name / Address

**Relationships**

Director 10% Owner Officer Other

Member of a Group

RANKIN VICTOIRE G  
5875 LANDERBROOK DRIVE  
MAYFIELD HEIGHTS, OH 44124

## Signatures

/s/ Suzanne S. Taylor,  
attorney-in-fact

12/19/2018

\_\_Signature of Reporting Person

Date

## Explanation of Responses:

- \* If the form is filed by more than one reporting person, *see* Instruction 4(b)(v).
- \*\* Intentional misstatements or omissions of facts constitute Federal Criminal Violations. *See* 18 U.S.C. 1001 and 15 U.S.C. 78ff(a).

- (1) Shares purchased pursuant to 10b5-1 plan
- (2) Reporting Person disclaims beneficial ownership of all such shares.
- (3) 2018-Dec-17-Weighted Average - Share Price represents average price between \$62.10 and \$62.75.
- (4) N/A

- BTR RA4-Represents the proportionate limited partnership interest in shares held by Rankin Associates IV, L.P. Reporting Person's
- (5) spouse serves as the Trustee of the Trust which is held for the benefit of Bruce T Rankin. Reporting person disclaims beneficial ownership of all such shares.

Note: File three copies of this Form, one of which must be manually signed. If space is insufficient, *see* Instruction 6 for procedure. Potential persons who are to respond to the collection of information contained in this form are not required to respond unless the form displays a currently valid OMB number.