



News Release

Contact: W. John Fuller 216.978.7643

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News Release:

CONVEYER & CASTER-EQUIPMENT FOR INDUSTRY ACQUISITIONS POSITION SUPPLIER AS MATERIAL HANDLING LEADER

Family business merger benefits customers with expanded product lines, greater service and support.

CLEVELAND - A Cleveland-based material handling distributor has made two major strategic moves to expand its business throughout the region.

Conveyer & Caster-Equipment for Industry (CC-EFI) has acquired Anderson Wood & Metal Works Inc, an Erie, Pa-based distributor. With the September merger, Anderson Wood & Metal is now a division of Conveyer & Caster-Equipment for Industry.

This merger comes on the heels of the acquisition of another Cleveland-area firm, Advanced Belting & Conveyor Company, which provides installation, repair and service of conveyor systems. Two years ago, Conveyer & Caster merged with Equipment for Industry, another Cleveland-based material handling supplier. At that time, CC-EFI expanded its Cleveland facilities to accommodate future growth.

Conveyer & Caster-Equipment for Industry, which has been in business since 1961 in Cleveland, is a third generation, family-owned, specialty supplier of casters and wheels, power and gravity conveyors, dock and material handling equipment. CC-EFI has developed a national reputation for providing quality, innovative and comprehensive material handling solutions to its customers.

In addition to its Cleveland headquarters, the company has sales offices in Columbus, Toledo, Pittsburgh, Syracuse and now Erie. With this merger, CC-EFI has a distribution area that principally includes Ohio, Western New York and Western Pennsylvania.

"We believe these important strategic steps will help keep our company competitive and benefit our customers with expanded capabilities and products," said Jeff Stohr, president of CC-EFI, which is headquartered at 3501 Detroit Avenue in Cleveland's historic Ohio City neighborhood.

Anderson Merger

"We believe this partnership will benefit our customers greatly and keep a viable family business thriving in the Greater Erie area," said Jim Anderson, consultant and founder of Anderson Wood and Metal. Anderson and his wife, Sandy, who serves as president, founded the company in 1986.

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Anderson Merger (cont'd):

"The resources of CC-EFI give us expanded capabilities in terms of pricing and availability of products for our valued clients," explained Sandy Anderson. "At the same time we bring expertise in terms of hoists and cranes, below-the-hook lifting devices, custom metal fabrication and pneumatic tools to CC-EFI's customer base."

Anderson Wood & Metal serves some of the largest employers in Northwest Pennsylvania, including General Electric's locomotive plants in Erie and Grove City, Pa., Lord Corporation in Erie and Channellock, Inc. in Meadville, Pa. "Likewise, we feel that adding the resources and capabilities of CC-EFI will greatly expand our offerings to our valued existing and prospective customers in the region," said Jim Anderson.

Anderson Wood & Metal customers will gain access to a dedicated team of customer service and technical professionals at CC-EFI.

In 1986, Jim and Sandy Anderson formed Anderson Wood & Metal Works. Ed Kurpiewski, who has a great deal of expertise in pneumatic tools, joined the firm a short time later. Currently, Jim serves as a consultant to the firm, Sandy is president and Ed serves as a technical sales representative. Anderson Wood & Metal Works Inc. has principally served manufacturing companies in Northwestern Pennsylvania and Western New York.

"As we contemplated future retirement, we wanted to ensure that our customers would be taken care of in the way they have grown accustomed to being treated," said Jim Anderson. "In teaming up with Conveyer & Caster-Equipment for Industry, we achieve that capability, instantly, and now we can offer our customers greater technical service and support capability."

"This new partnership gives us much more exposure for what we sell and gives us a decided advantage over our competition," said Sandy Anderson.

Advanced Belting & Conveyor Acquisition

With the addition Advanced Belting & Conveyor, Conveyer & Caster-Equipment for Industry can now provide turn-key conveyor solutions along with installation, repair, belt fabrication and service.

John Fitzgerald, who founded Advanced Belting & Conveyor in 1994, continues to head this important in-house capability, which includes expertise in engineering, specialty electric controls and custom conveyor fabrication.

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Advanced Belting & Conveyor Acquisition (cont'd):

"We have a capability that few competitors can offer," said Fitzgerald. "With current economic pressures across manufacturing, our customers are looking for viable solutions to become more efficient." He explained that this in-house expertise includes new installation capabilities as well as repair and retrofitting of existing conveyor systems. This department also provides routine maintenance contracts for its customers across a broad range of industries, said Fitzgerald

We Keep Your Business Rolling

"Our manufacturing customers are doing more with fewer people and we can now do a better job helping them operate effectively and efficiently," said Trevor Stohr, vice president of Operations for CC-EFI. "That's what our marketing banner, **'We Keep Your Business Rolling'** is all about."

Earlier this year, Jeff Stohr, president of Conveyer & Caster Equipment for Industry, was named president of the National Caster Alliance, which is the nation's leading organization of independent distributors of casters, wheels and material handling equipment. Trevor Stohr, vice president of CC-EFI, serves as vice president of the Cleveland Industrial Distributor Association (CIDA)

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