



News Release

Contact: W. John Fuller 216.978.7643

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News Release:

ANDERSON WOOD & METAL AND CONVEYER & CASTER-EQUIPMENT FOR INDUSTRY TEAM UP TO FORM LEADING MATERIALS HANDLING DISTRIBUTION FIRM

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

ERIE, Pa. - Two family-based businesses have merged to form one of the region's largest material handling distribution companies.

Anderson Wood & Metal Works Inc, a leading distributor in the region for nearly a quarter of a century, has merged with Conveyor & Caster-Equipment for Industry (CC-EFI), based in Cleveland, Ohio. Anderson Wood & Metal will be a division of CC-EFI and the key employees from both companies are remaining with the merged firm.

Conveyor & 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 offices in Columbus, Toledo, Pittsburgh, Syracuse and now Erie. The merged company's distribution area is principally in Ohio, Western New York and Western Pennsylvania.

Merger Benefits

"The merger of Conveyor & Caster-Equipment for Industry and Anderson Wood & Metal brings together two firms with great family-based, customer-focused traditions and very complementary product offerings," said Jeff Stohr, president of Conveyor & Caster- Equipment for Industry. "This translates to great benefits for the customers and the communities we serve."

"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 Works Inc. Anderson and his wife, Sandy, who serves as president, founded the company in 1986

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Merger Benefits (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.

"Our existing Anderson customers will still have the advantages of dealing with the same Anderson sales representatives that they know, plus benefit from the expanded resources and capabilities that CC-EFI brings to the table," said Sandy Anderson. "This will help strengthen our presence in the region."

Making of the Merger

Jim Anderson started his career in sales to manufacturing companies in the Erie area. After several associations with area firms, he decided it was time to start his own business. 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 served principally 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."

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Making of the Merger (cont'd):

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

This is the third major acquisition for CC-EFI in the last two years. Two years ago, Equipment for Industry (EFI), also based in Cleveland, merged with Conveyor & Caster. EFI was a general line material handling distributor, which sold pallet racking, shelving, lockers, in-plant offices, mezzanines, loading dock equipment and containers.

With the merger of EFI, Conveyor & Caster-Equipment for Industry expanded its headquarters building in the historic Ohio City neighborhood of Cleveland. Late in 2007, they acquired Advanced Belting & Conveyor Company to create an in-house capability for installation, repair and service of conveyor systems. With this addition, Conveyor & Caster-Equipment for Industry can now provide turn-key conveyor solutions along with installation, service and repair.

"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. "That's what our marketing banner, '**We Keep Your Business Rolling**' is all about."

Earlier this year, Jeff Stohr, president of Conveyor & 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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