

Press Release

STORAGE SYSTEMS COMPANY AND CONVEYER & CASTER - EQUIPMENT FOR INDUSTRY TEAM UP TO FORM LEADING MATERIALS HANDLING DISTRIBUTION FIRM

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CINCINNATI, Ohio - Two business have merged to form one of the region's largest material handling firms.

Storage Systems Company (SSC), a leading distributor in the Cincinnati area for nearly half a century, has merged with Conveyor & Caster - Equipment for Industry (CC-EFI), based in Cleveland, Ohio. SSC will be the Storage Systems Division of CC-EFI and the key employees from both companies are remaining with the merged firm.

CC-EFI, which has been in business since 1961 in Cleveland, is a third generation, family-owned, solution provider focusing on casters and wheels, power and gravity conveyors, dock and material handling equipment. Conveyor & Caster - Equipment for Industry 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 Cincinnati, Columbus, Dayton, Toledo, Pittsburgh, Erie, and Syracuse. The merged company's distribution area is principally in Ohio, Northern Kentucky, Western New York, and Western Pennsylvania.

MERGER BENEFITS

"The merger of Conveyor & Caster - Equipment for Industry and Storage Systems Company brings together two firms with great customer focused businesses that have very complementary product offerings," said Jeff Stohr, president of CC-EFI. "This translates to great benefits for the customers and communities we serve."

"We believe this partnership will benefit our customers greatly and keep a viable business thriving in Cincinnati," said Bill Judd, president and founder of SSC. "The resources of Conveyor & Caster - Equipment for Industry gives us expanded capabilities in terms of pricing and availability of products for our valued clients. At the same time, we bring expertise in large scale storage systems, mezzanines, and enclosures to the Conveyor & Caster - Equipment for Industry customer base."

Ted Buse, a key salesman at SSC, said, "I'm excited that we're able to offer more to our customers; making us a more valued supply partner to all of them."

SSC's customers will gain access to a dedicated team of customer service and technical professionals at Conveyor & Caster - Equipment for Industry. "Our existing Storage Systems customers will still have the advantages of dealing with the same representative that they've known for years, plus benefit from the expanded resources and capabilities that Conveyor & Caster - Equipment for Industry brings to the table," said Judd. "This will help strengthen our presence in the region."



Conveyor & Caster - Equipment for Industry

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MAKING OF THE MERGER

Bill Judd founded Storage Systems Company in 1969, prior to that he served in the Army and started his material handling career at Clark Pope Equipment, a now defunct fork lift distributor. He said, "I started with more courage than sense or money, but it worked out in the end." SSC found several niches in the material handling industry, including industrial tool storage, warehouse equipment, automotive dealership parts and tool storage, and mezzanine systems. According to their records, SSC has sold over 600,000 square feet of mezzanine. The success of SSC allowed Bill to be active in the community, helping to found the Boomer Esiason Cystic Fibrosis Foundation.

Ted Buse has worked for SSC since 1981. Prior to his joining the firm, he managed his own independent manufacturer's representative business, TJ Buse and Associates, and served in the Coast Guard Reserves.

This is the fourth major acquisition by CC-EFI since 2006. In 2006, Conveyer & Caster Corporation merged with Equipment for Industry, Inc., also based in Cleveland. Equipment for Industry was a general line material handling equipment distributor, which sold pallet racking, shelving, lockers, in-plant offices, mezzanines, loading dock equipment, and containers.

With the merger of Equipment for Industry, the newly merged firm expanded it's headquarters in the historic Ohio City neighborhood of Cleveland. Late in 2007, the acquired Advanced Belting & Conveyor Company to add an in-house service and installation group. In 2008, Anderson Wood & Metal Works, of Girard, PA was acquired, adding crane, hoist, lifting equipment, and custom fabrication expertise to the organization.

"As the economy improves, our manufacturing customers are producing more with fewer staff. We can now do a better job of helping them operate more effectively and efficiently," said Trevor Stohr, vice president of Operations. "That's what our slogan, '*We Keep Your Business Rolling*' is all about."

Earlier in April, Trevor Stohr, vice president of Operations at CC-EFI, was elected president of the National Caster Alliance (NCA), which is the nation's leading organization of independent distributors of casters, wheels, and material handling products. Jeff Stohr, president of CC-EFI, in the past has served in several leadership roles in the NCA.



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