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## Conveyer & Caster - Equipment for Industry Increases Their Material Handling and Storage Solution Capabilities After Acquiring CLD Handling in Columbus, Ohio

[WESTLAKE, OH, September 13, 2021] - Two businesses have merged to become one of the region's leading material handling firms.

Conveyer & Caster – Equipment for Industry (CC-EFI) has acquired CLD Handling Systems, Inc. (CLD), a leading material handling solution provider located in central Ohio. All employees from both companies are remaining with the merged firm.

CLD, a family-owned firm founded in 1986, believes in providing each customer with the best value-based solutions for their needs. The personal attention to detail along with their “Do it right” attitude will fit nicely into the new merged company.

CC-EFI is a fourth-generation family-owned business founded in 1961 and will be celebrating their 60<sup>th</sup> Anniversary in October 2021. CC-EFI is a material handling solution provider specializing in casters and wheels, gravity and powered conveyors, pallet rack and shelving. In addition, CC-EFI provides total turnkey integrated material handling solutions. CC-EFI has developed a national reputation for providing quality, innovative and comprehensive material handling solutions to its customers.

In addition to its Westlake, Ohio headquarters, the company has offices in Cincinnati, Columbus, Dayton, Toledo, Pittsburgh and Erie, PA, and Syracuse, NY. The merged company plans to continue to expand its Midwest regional coverage to include Kentucky, Indiana and Michigan.

### Merger Benefits

“The merger of Conveyer & Caster – Equipment for Industry and CLD Handling Systems brings together two firms with great customer focused businesses that have complementary product

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offerings," said Jeff Stohr, CEO 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 central Ohio," said Charlie Dobkins, president, and founder of CLD. "The resources of Conveyer & Caster – Equipment for Industry give us expanded capabilities in terms of products and solutions for our valued clients. At the same time, we bring expertise in specialized material handling solutions to the CC-EFI customer base."

Barry Irwin, a key technical sales representative at CLD, said, "I'm excited that we're able to offer more solutions to our customers; making us a more valued partner to all of them."

CLD will gain access to a dedicated team of inside sales and technical professionals at Conveyer & Caster – Equipment for Industry. "Our existing CLD customers will still have the advantages of dealing with the same representative they've known for years, plus benefit from the expanded resources and capabilities that CC-EFI brings to the table," said Dobkins. "This will help strengthen our presence in the region."

## **Making Of the Merger**

Charlie Dobkins, a long-time material handling industry veteran, founded CLD in 1986. Charlie started his career in the material handling equipment industry at Clarklift of Columbus, a Clark forklift dealership, in 1979 as a customer service salesperson, advancing to equipment sales and sales/market manager before leaving in the summer of 1986. Charlie started CLD Handling Systems in October 1986 as a general lines material handling equipment distributor and grew the business to complete projects for Fortune 100 companies to small sole proprietors.

Barry Irwin has worked for CLD since 2016. Prior to joining the firm, Barry owned Wiggins Material Handling, another central Ohio-based material handling firm. In addition, Barry had experience working with Lyon Manufacturing for several years. Barry's experience will be quite an asset to the newly merged firm.

This is the fifth major acquisition by CC-EFI since 2006. In 2006, Conveyer & Caster Corporation merged with Equipment for Industry Inc., a Cleveland based company. Equipment for Industry was a general line material handling equipment distributorship, 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 its headquarters in the historic Ohio City neighborhood in Cleveland. Late in 2007, CC-EFI acquired Advanced Belting & Conveyor Company to add an in-house service and installation group. In 2008, Anderson Wood and Metal Works of Girard, PA was acquired, adding crane, hoist, lifting equipment, and custom fabrication expertise to the organization. In early 2013, CC-EFI acquired



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Storage Systems Company, a Cincinnati based storage and handling distributor specializing in pallet rack, shelving and automotive dealer storage needs.

"The merger of CLD is a key step in CC-EFI's growth plans in the central Ohio region," said Mike Hudak, Director of Sales at CC-EFI. "The combined organizations bring together technical expertise and knowledge to provide complete material handling solutions to our growing customer base."

"As the business and manufacturing dynamics continue to change, we see our customers' needs evolve to a more automated environment. Companies will need to be more productive with fewer staff. We can now do a better job of helping them operate more effectively and efficiently," said Trevor Stohr, President of CC-EFI. "That's what our slogan, 'We Keep Your Business Rolling' is all about."

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