

FOR IMMEDIATE RELEASE

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KION North America Makes Changes to Dealer Network

SUMMERVILLE, S.C. — In recent months, KION North America Corporation has made several changes to its nationwide sales and service dealer network for material handling equipment.

Together with Multi-Batteries and Forklifts, the company's existing full-line dealer in Puerto Rico, KION North America expanded to the Dominican Republic in Aug. 2015.

In Nov. 2015, the industrial forklift manufacturer made the decision to expand their presence in the state of Virginia along with Roanoke-based Homestead Materials Handling Co., a Division of Jefferds Corporation.

"The focus that KION brings to the North American Market with its new product offering, along with the dedicated support and expertise that Homestead Materials Handling Company is known for, will make this an exceptional value to our customers," said Michael Milhoan, marketing manager of Homestead Materials Handling.

As part of the company's long-term growth strategy, KION North America has made two additional changes within the Southeast.

Effective Dec. 31, 2015, Gregory Poole Equipment Company is no longer a KION North America sales or service dealer.

Due to their history of strong performance in terms of both sales and service, IPW Lift Techs has been appointed to additional territory within the state of South Carolina effective Dec. 16, 2015. The Savannah-based company has been a member of KION North America's dealer network since 2003. To best serve their expanded territory, IPW Lift Techs has opened a new branch location in Ladson, S.C.

In addition to expanding their dealer network and North America presence, KION North America will be introducing new models to their product line over the next several years.

The first of these new models were launched last fall with the introduction of the Linde Series 1411 heavy truck, a Class V diesel-powered torque converter forklift with a load capacity of up to 40,000 pounds. The company also introduced an entirely new brand to the market called Baoli, designed to meet the needs of the economy segment.

With expanded reach and a more complete product line, KION North America is positioning themselves to build and maintain a stronger foothold in the North American material handling equipment industry.

KION North America Corporation

KION North America Corporation is a member of the KION GROUP AG, the world's second largest manufacturer of industrial trucks. Their brand companies, Linde, STILL, Baoli and Egemin, serve the specific requirements of the U.S., Canadian and Mexican markets with a comprehensive and complementary product portfolio. Headquartered in Summerville, S.C., KION North America's production

plant has an annual capacity of more than 10,000 trucks. Their products are known for their innovative technologies, low energy and low operating costs.

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