



## NEWS RELEASE

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### **UniCarriers Americas Announces New Factory-Owned Dealership**

***UniCarriers Americas acquires New England Industrial Truck, Inc., a material handling retailer.***

MARENGO, Ill. – August 2014 – UniCarriers Americas Corporation, a leading manufacturer of material handling equipment, announces its diversification into the material handling retail market with the acquisition of New England Industrial Truck, Inc. (NEIT), headquartered in Woburn, Mass.

NEIT has been an authorized dealer of UniCarriers Americas for more than 35 years. UniCarriers' entrance into the U.S. retail market is designed to augment its high-performing dealer network by providing the broadest sales coverage and highest quality aftermarket support.

The acquisition was finalized on August 1, 2014. Terms of the transaction are not disclosed.

"Adding factory-owned dealerships is a growth strategy for UniCarriers Americas in 2014 and beyond," said Anthony Salgado, president, UniCarriers Americas. "This initiative is a component of our goals to strengthen and broaden our distribution network, and to support our existing dealer partners by growing awareness and increasing the value of the UniCarriers brand."

The new factory-owned dealership will operate under the leadership of Dick Rossi, who has been with the company since 1972 and has managed daily operations for the last 15 years. Rossi will report to James J. Radous III, executive vice president, sales, UniCarriers Americas.

Covering a territory of six states, Massachusetts, Vermont, New Hampshire, Maine, Connecticut and Rhode Island, NEIT currently has 84 employees and a strong commitment to customer service and its aftermarket business. NEIT is in one of the top 10 markets in North America, making it a strong partner.

“New England Industrial Truck is an exceptional business with a proven track record of strong customer service. We are pleased to join forces with their team, and look forward to growing the business in the New England region,” said Salgado.

UniCarriers Americas and NEIT have a long, successful relationship, beginning in 1978, when NEIT became an authorized Nissan Forklift dealership. Since then, NEIT has achieved numerous accolades from UniCarriers Americas that include gold level Service Excellence Program awards for 20 consecutive years, and honors as a distinguished Nissan Forklift Nine winner 21 times. NEIT has also been a frequent member of the OEM's dealer advisory group.

UniCarriers Americas Corporation was formed in 2013, when Nissan Forklift Corporation, North America joined forces with TCM America. UniCarriers Americas Corporation is a division of UniCarriers Corporation headquartered in Tokyo. The merger positioned UniCarriers Americas as the fifth largest material handling equipment manufacturer in the Americas market.

“We are thrilled to have a dealership whose reputation in their local market is as strong as NEIT,” said Radous III. “By leveraging UniCarriers Americas’ superior products with NEIT’s sales experience, passion and knowledge of our industry, along with its dedication to customer service, there is no limit to the growth potential for our business in the New England region.”

During the past year, UniCarriers Americas has made several additional investments to provide the groundwork for its growth goals. It expanded its Marengo headquarters campus with a 120,000-square-foot manufacturing annex for additional manufacturing capacity, and has grown its product development department by 46 percent in the past year. UniCarriers Americas Corporation’s parent company, UniCarriers Corporation, is investing \$80 million in a global research and development facility to be completed next year, which will shorten product development cycles and increase product technology capabilities.

#### **About New England Industrial Truck, Inc.**

New England Industrial Truck, Inc. (NEIT) is a full-service dealership of material handling equipment that serves the needs of the New England region, covering a territory of six states, Massachusetts, Vermont, New Hampshire, Maine, Connecticut and Rhode Island. NEIT is headquartered in Woburn, Mass., and has branches in Wallingford, Conn. and Saco, Maine.

Founded in 1952 by Robert Krueger as a forklift repair shop, the company of 84 employees provides equipment sales, rental, parts, service and maintenance to a diverse customer base, which is strong in the building materials and lumber markets. NEIT customer equipment needs are fulfilled by UniCarriers Americas and other equipment lines. The company has a strong commitment to customer service and aftermarket business. [www.neit.com](http://www.neit.com)

#### **About UniCarriers Americas Corporation**

UniCarriers Americas Corporation (UCA), a wholly owned subsidiary of UniCarriers Corporation, designs, manufactures and supports a complete line of material handling equipment that offers features resulting in greater reliability, higher productivity and lower total operational costs. UniCarriers encompasses five brands: Nissan Forklift, TCM, Atlet, Barrett and UniCarriers. Headquartered in Marengo, Ill., UniCarriers Americas has a network of 169 authorized dealerships with nearly 300 locations across North, Central and South America, as well as additional worldwide locations. [www.unicarriersamericas.com](http://www.unicarriersamericas.com).

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