



Long-Stanton Receives Exclusive Manufacturing, Sales, and Distribution Agreement for China

Long-Stanton and its sister company, Long-Stanton & Lee, have attained exclusive manufacturing, sales and distribution rights in Asia for a U.S. market leading brand of specialty truck equipment. Projected three-year sales expectation for these products surpasses \$10 million.

This marks the first serious entry of a Western brand into this market sector in China and will positively impact the U.S manufacturing base and brand identity for the U.S. equipment manufacturer through increased exports. Market growth for these products in China is expected to grow 20% per year for the next 3-5 years.

Dan Cunningham, President and CEO of The Long-Stanton Group stated, *"With manufacturing and professional operations in both the U.S. and China we are uniquely qualified to offer a full range of services to our customers, making them more cost effective at home while expanding their global footprint and brand identity abroad. The Chinese market is ripe for high quality, cost effective American brand products thus we see enormous growth opportunity enabling our customer to enter this market."*

The Long-Stanton Group serves a multitude of industries including truck equipment, industrial gas equipment, fueling components and virtually any industry requiring metal, rubber, and plastic parts and assemblies.

For more information about our operations and capabilities in the U.S. and China please contact Tom Kachovec at tomk@longstanton.com; Jeff Holyoak at jeffh@longstanton.com; Michael Gallagher at mikeg@longstanton.com; or call 513-874-8020.



Michael Gallagher - Director of Sales and Marketing

Michael Gallagher, Senior Sales Engineer for Long-Stanton's sister company, LS & Lee in Wuhan, China, will assume additional responsibilities as Director of Sales and Marketing for the U.S.

Tom Kachovec, Long-Stanton Chief Operating Officer, commented, *"We are very fortunate to be able to combine Michael's experience and knowledge of sales in the U.S. marketplace with his global understanding and project management experience."* He continued, *"Our customers have noted the added-value of working with an individual with whom they can discuss concept, design, marketing, manufacturing, and distribution for their products around the corner or around the world."*

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