

*Material Handling - Easily and Safely*



Dear Valued Customer,

As you may know, on November 30, 2016, Columbus McKinnon signed an agreement with Konecranes to purchase STAHL CraneSystems. We are pleased to announce that on January 31, 2017, STAHL CraneSystems officially joined the Columbus McKinnon family.

STAHL CraneSystems is a leading manufacturer of hoist technology and crane components and well known for its custom engineering of lifting solutions and hoisting technology as well as explosion-protected crane technology. Primary customers include crane builders, EPC contractors, and engineering houses. Columbus McKinnon is a leading worldwide designer, manufacturer, and marketer of material handling products, technologies, systems, and services, which efficiently and ergonomically move, lift, position, and secure materials and people. We believe you will find the many opportunities offered through the combined strengths of both companies beneficial to your business.

Please be assured that your engagement with STAHL CraneSystems and Columbus McKinnon will continue as usual; all relevant contact information remains unchanged. Please continue to process RFQs, orders, payments, and other business matters with each company in the same manner as before the acquisition.

Thank you for your continued support of STAHL CraneSystems and Columbus McKinnon products. We hope you share our enthusiasm for the alignment of our powerful brands and technologies. Together we will be able to offer you a broader portfolio of products that move and control materials safely and productively.

Should you have any questions about the acquisition, please feel free to contact one of us directly.

Best regards,

Handwritten signature of Timothy Tevens in black ink.

Timothy Tevens  
CEO & President  
Columbus McKinnon  
Corporation

Handwritten signature of Werner Wagner in black ink.

Werner Wagner  
Managing Director  
Sales & Administration  
STAHL CraneSystems

Handwritten signature of Dr. Thomas Peukert in black ink.

Dr. Thomas Peukert  
Managing Director  
Platform & Supply  
STAHL CraneSystems

