

**FOR IMMEDIATE RELEASE**

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**Industry Veteran, Michael Romano, To Lead Associated Material Handling Industries, Inc.**

**Carol Stream, IL, January 11, 2005** – Associated Material Handling Industries, Inc., a material handling solution provider, today announced that Michael B. Romano has become the majority shareholder and President effective January 1, 2005. Mr. Romano was formerly a principal partner and CEO of Abel-Womack Integrated Handling Solutions, Inc. based in Lawrence, Massachusetts. Romano succeeds Gordon Demaine who is retiring after 9 years of service to Associated as President and COO and 42 years of dedicated service to the Raymond organization and the material handling industry.

Prior to joining Associated, Romano a 25-year industry veteran, was principal partner and CEO of Abel-Womack since 1996. During that time, he has led the dealership to achieve consistent growth of revenue and profits as well as earn the Raymond Dealer of Distinction Award for operating performance. From 1990 to 1996, Romano was the Director of National Accounts at The Raymond Corporation, where he established Raymond's initial relationships with Wal-Mart, Home Depot and Circuit City Stores. Prior to joining Raymond, he served as Controller and eventually as President and COO of Dierckx Equipment Corporation, the Raymond dealer for the New York/New Jersey metropolitan area. While at Dierckx, Romano developed a financial merchandising concept that many distributors in the industry have modeled. He is also among the inaugural recipients of the Raymond Circle of Excellence Award for his many contributions. Romano has served on the Board of Directors of the Material Handling Equipment Distributors Association (MHEDA), serving as its

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President in 2002. Currently, as a MHEDA Board Advisor, he is spearheading a broad based industry effort that seeks to increase the awareness and recognition of the strategic value of the material handling industry to its users. As an industry leader, Romano has authored numerous articles for trade journals on topics including financial merchandising, equipment leasing, customer satisfaction, strategic planning and benchmarking. Starting his career in the financial services industry, he served with the Certified Public Accounting firm of Deloitte & Touche, LLP. Romano is a CPA, and holds a Bachelor of Science degree in Accounting from Villanova University in Villanova, Pennsylvania.

“Mr. Romano’s material handling industry experience, leadership ability, and the strong relationship with Raymond management and other Dealer Principals, will insure a successful transition in leadership of the Associated organization,” said Jim Malvaso, President and CEO of The Raymond Corporation.

“This is an extraordinary opportunity to lead an organization that maintains a strong position in North America’s most strategic market,” stated Michael Romano. “Utilizing the strong management and team currently in place, we will position the company for continued growth and additional development of key markets and major accounts.” Romano continued, “I am proud to succeed Gordon in leading the Associated organization. I am anxious to build on their success and accomplishments by utilizing the strong foundation Gordon has established.”

**About Associated Material Handling Industries, Inc.:**

Associated Material Handling Industries, Inc. was founded in the Chicagoland area in 1960 and today serves the Midwest with six locations covering the states of Illinois, Indiana, Minnesota, Iowa as well as North and South Dakota. Associated utilizes its best in breed supplier relationships, consultative approach and industry experience and expertise to design, implement and support differentiated material handling solutions that provide long term strategic value to its customers. For more information, visit: [www.associated-allied.net](http://www.associated-allied.net).

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