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COMPANY FORMED TO OFFER MANUFACTURERS IMPROVED MATERIAL FLOW *Cleveland-based firm develops modular, non-powered material transport vehicles*

CLEVELAND (March 28, 2002) — A new Cleveland-based company has been formed to bring creative solutions to manufacturers' needs for improved material flow. Kinetic Technologies, LLC, operating under the brand "K-Tec", was founded on February 2, by principals Larry Tyler and John Neumann.

K-Tec designs and manufactures modular, non-powered, heavy-duty material transport vehicles that reduce or eliminate material flow constraints on the plant floor. Currently, many factories rely on costly forklifts to move their products around the production floor. K-Tec vehicles offer manufacturers significant flexibility by enabling operators to move heavy loads manually, providing ergonomic positioning in the operator's work cell. These modular vehicles can be reconfigured in-plant using a selection of "standard special" upper frames that allow loads to be easily manipulated in a wide variety of ways. The vehicles can also be used in tugged trains using multiple steering configurations to accommodate varying aisle widths and turn-around areas.

Further differentiating K-Tec from the competition is the founders' commitment to go past the traditional solutions for its customers. Instead, Tyler and Neumann prefer to first analyze the manufacturer's proposed plans using established flow, lean or synchronous production principles. Only after this analysis is complete does K-Tec design a specific solution and identify how to measure improvement.

"Our business is not just about building a product, it's about understanding the project goals and variables to drive an intelligent proposition for the customer," says Tyler, president. "There are hundreds of cart and floor truck manufacturers in the United States. But very few of them take the time to thoroughly evaluate a customer's situation using proven, world-class principles. Most simply suggest discrete, non-flexible designs that have been in use for 50 years."

Tyler has 28 years of operational, sales, marketing and cost reduction experience in U.S. and international industrial markets from The Lincoln Electric Company. He most recently served as vice president of sales and marketing for Lincoln's largest subsidiary, Lincoln Canada. Tyler holds a bachelor's degree in engineering from Cleveland State University and an executive MBA from Case Western Reserve University.

Neumann has 30 years of industrial management experience from General Motors, Budd Co., Premix Inc., Essef Corp. and as a private consultant. He has served as head of operations and led the implementation of lean manufacturing. He earned a bachelor's degree in mechanical engineering from General Motors Institute and a master's degree in organizational development from Case Western Reserve University.