

PRESS RELEASE

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Sumitomo (SHI) Demag Continues Investment in U.S. Operations While Supporting Molders During the Pandemic

- **Teamwork, uninterrupted operations and large U.S. inventory provide important support for molders during the pandemic**
- **New facilities and improved equipment, logistics and efficiencies are focused on meeting needs of U.S. market**

[Suwanee, GA – September 14, 2020]... Sumitomo (SHI) Demag Plastics Machinery North America, Inc. provided the industry with an update on its 2020 operations and investments in the company's infrastructure.

"Since March, our number one priority has been supporting existing and new customers with the machines, parts and service required during these challenging times," said John F. Martich III, Executive V.P. and Chief Operating Officer of Sumitomo (SHI) Demag's U.S. operations. "Teamwork and a 'whatever-it-takes attitude,' plus our large inventory of U.S.-stocked machines and parts were all necessary components for helping our customers gear up quickly to meet essential requirements on exceedingly short timelines. We were proud to be able to support so many important, COVID-19 related projects across medical, packaging and closures, consumer and other market segments."

The new Chicago facility had a grand opening planned for late March with four molding

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demonstrations. Shortly after the opening was canceled due to the COVID-19 shutdown, three of the four machines ended up going to customers to support essential projects.

Contemporaneously with the pandemic support activities, the company also continued with the planned improvements to its U.S. operations.

“2019 was a year of extensive U.S. expansion for us,” said Martich. “It began with the new 74,500 sq ft facility in Suwanee, GA that was roughly triple the size of the Norcross, GA, facility it replaced. Then we added the new facility outside Chicago and the Training and Demo Center in Anaheim.”

“2020 has focused on investments in infrastructure, logistics and efficiencies,” Martich continued. “Our Georgia facility, in addition to being the company’s headquarters, has now been improved with the necessary equipment and structural improvements to serve as the center for our large inventory of U.S.-stocked machines. From a logistics standpoint, the facility is just four hours away from the Port of Savannah which is now the third largest U.S. container port.”

“The other major improvement for 2020 is wrapping up now—the relocation of our Strongsville, Ohio operations from the 1969 Van Dorn manufacturing plant to a newer, more efficient facility that is better suited to the services we provide in Cleveland,” Martich said.

The 30,750 sq-foot facility is strategically located adjacent to Cleveland Hopkins International Airport with immediate access to a full range of shipping and transport services. It will be a dedicated center for the company’s \$10 million replacement parts inventory, rebuilding of machine assemblies, machine modifications and the associated engineering.

Reinforcing the company’s Aftersales commitment to “Protect and Build Value,” the services provided will support customers’ current and legacy machinery. The company has also invested in new equipment to improve the efficiency of picking, packing,

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and shipping parts orders, ensuring fast order processing and delivery.

Other services that will be offered at the new facility will include:

- Control upgrades
- Complete barrel assemblies
- Injection unit repair and rebuilding
- Manifold rebuilding
- Electrical cabinet rebuilding
- Linkage rebuilding
- Ball screw rebuilding and full assemblies
- OEM legacy and new machine option kits

The Strongsville employees performing essential operations have already transitioned to the new facility and will eventually be joined by the ones who are still working remotely.

“We are fortunate to have our Fleet Modification team here with their extensive expertise spanning both our current and legacy models,” said David Jersak, General Manager of the Ohio Operations.

“One of the earliest adopters of all-electric machine technology, Sumitomo made its U.S. all-electric introduction at NPE 1994, and we are now beginning to see added business growth in the rebuilding and updating of this sizable population of older all-electrics,” said Martich.

The new Cleveland facility is located at:

17909 Cleveland Parkway Dr., Suite 100
Cleveland OH 44135

The company's phone and fax are unchanged.

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Sumitomo (SHI) Demag

Sumitomo (SHI) Demag's worldwide group of companies is dedicated to helping plastics processors compete more effectively in the global market. The company manufactures a wide range of high-precision injection molding machines for diverse applications. Its all-electric platform (SE, SR and CL series) spans from 8 to 935 U.S. tons, including micro to mid-sized, high-speed, packaging, high-duty, vertical, insert and high-speed multi-shot machine series. Ultra-high-speed hybrid machines (EI-Exis SP and Systec SP series) are offered in models from 165 to 1124 U.S. tons for packaging and other thin-wall applications. Configurable, high-performance hydraulic and toggle machines (Systec Series), including multi-component models, are also provided for applications up to 1686 U.S. tons. Equally important, Sumitomo (SHI) Demag has an extensive worldwide network, ensuring customers of sales, parts, training, service and processing support when and where it is needed.

Information on the North American operations of Sumitomo (SHI) Demag can be found at www.sumitomo-shi-demag.us.

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