



Dearborn Overhead Crane

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Lifting Expectations Since 1947

April 15, 2015

Dearborn Crane and Engineering (dba Dearborn Overhead Crane) is pleased to announce that the Company has completed an asset acquisition of NAI Cranes, LLC (formerly known as North American Industries) of Woburn, Massachusetts. Dearborn Overhead Crane is headquartered in Mishawaka, Indiana, providing a full line of cranes, hoists and crane support devices. NAI has a long record of providing highly engineered cranes, machined and fabricated parts and crane kits. This transaction expands Dearborn Overhead Crane's capability to extend into the global market and creates a product line that ranges from light duty jib and gantry cranes to highly engineered overhead systems.

The following key NAI personnel have joined the Dearborn family:

Bernadette Groves-Wright—Director, After Market Parts & Service—Bernadette will transition NAI's strong history of supplying fabricated parts to the Mishawaka facility. She will also be responsible for inventory control, warranty items, in-house and the NAI service network.

Steve Kapitany—Project Engineer—Steve will join the Dearborn Overhead Crane team as a design engineer. His responsibilities will include development and design of cranes and support of the sales and estimating departments. Steve is a member of the CMAA Engineering Committee and sits on the structural sub-committee.

Jose' Magararu—Information Technology Manager—Jose' will provide the company with equipment and software support and website management. In addition, Jose' will support sales and engineering with continued improvements to production scheduling, crane inquiries and report generation.

Daniel Parrish—Sales Engineer—Daniel will be a key customer contact representing Dearborn Overhead Crane. He will determine customer applications, establish need, and prepare and present proposals.

Kareen LoGiudice—Sales Coordinator—Kareen has considerable expertise in database management and manufacturing support functions. Her primary responsibility will be to provide customer service support in all aspects of sales and IT.

Dearborn Overhead Crane is very pleased to welcome the great history and capability of NAI to our family. This acquisition of assets gives us expanded engineering expertise which is undaunted by any challenges any of our customers may have. We provide stability you can count on. We have been family-owned and operated since 1947 and will maintain our operation in our newly renovated 50,000 sf manufacturing facility in Mishawaka, Indiana. This transaction provides us the opportunity to offer you a much broader product line of crane, hoists and crane support devices. We will continue to provide you with NAI after-market parts as well as access to nearly any part from almost all manufacturers. We maintain our own service department and service all makes and models of cranes. We supply a full line of distribution products including the complete catalogue of the Gorbelt line. We are a leader in the industry for box girder design, manufacturing and installation. NAI can still be reached at 781-897-4100 or you can check us out on our website at www.dearborncrane.com or call us at 574-259-2444.

We will continue to work tirelessly to provide you with the best service in the industry and, with over 116 years of combined company crane industry experience, our employees have the sales, design and fabrication experience needed to help you find the right solution.

Warm regards,

Joan Joshi, Vice President and General Manager

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