

Immediate Release

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WÜRTH GROUP ACQUIRES NORTHERN SAFETY AND INDUSTRIAL

Indianapolis, USA – The German-based Würth Group is pleased to announce the acquisition of New York-based Northern Safety and Industrial, one of the largest privately held safety companies in the United States. Northern Safety is now operating as an allied company within Würth Industry of North America (WINA), one of the largest assembly component distributors in the U.S. The acquisition is the first step in the Würth Group's plan to enter the safety market.

Founded in 1983 by Salvatore Longo, Northern Safety and Industrial, headquartered in Frankfort, NY, is a national distributor of top quality safety and industrial supplies. The company currently services over 100,000 customers and employs nearly 500 people across its 18 locations.

The acquisition of Northern Safety will add depth and diversity to the Würth Group's current product offering. Northern Safety's logistics, locations, marketing strategies, and delivery systems fit directly into Würth's operations. Northern Safety's e-commerce site, launched in 2000, has become an integral sales and marketing channel for the company, and will fall in line with Würth Group's growth strategy.

Not only does the addition of Northern Safety widen the diversity of product offering, it also continues to expand business across the U.S. for WINA—adding profitable sales and market penetration. This partnership positions WINA one step closer to becoming a full service provider and even more competitive player within their industry.

In 2001, Mr. Longo developed the flagship line of NS® Brand products, N-Specs® Safety Eyewear. Since that time, the NS® line of high quality products has expanded to include Gloves, ActivGARD® Protective Apparel, Respiratory Protection, Head & Face Protection, ActivFlex® Ergonomics, Fall Protection, and several more. The NS® Brand complements the other national brand products they provide from suppliers such as 3M™, Honeywell, DeWalt™, Moldex USA, Ansell Healthcare, and countless others.

"The Würth Group is excited to be adding Northern Safety and Industrial (www.northernsafety.com) to our family of companies. Northern's dynamic management team and wealth of knowledge adds depth to our group," says Marc Strandquist, executive vice president of Würth Group. "The Würth Group has a long-standing strategy of enhancing our product offering. The acquisition of Northern Safety supports that strategy. Their core competency of personal protective equipment and safety supplies is a great complement to our current offerings," continues Mr. Strandquist. "Northern also brings a strong multi-channel marketing presence, which is a key component in the growth strategy for Würth."

"Northern Safety has been one of the largest privately owned companies in this market for a long time. We love the family values they have and how well it matches with our culture," concludes Strandquist.



"We're excited about becoming part of the Würth family," says Sal Longo, founder and CEO of Northern Safety and Industrial. "Northern Safety will be the platform company for safety and industrial supplies. This partnership provides tremendous opportunities for both companies, and we're eager to explore them, together."

About Würth Industry of North America

The Würth Group is the world's market leader in its core business, the trade in assembly and fastening materials, with over EUR 10,120 billion sales for 2014. It currently consists of more than 400 companies in over 80 countries with more than 66,000 employees on its payroll. Around 30,000 employees are permanently employed sales representatives.

In the Group's core business, the Würth Line, the product range for craft and industry comprises more than 100,000 products: from screws, screw accessories and anchors over tools to chemical products and personal protective equipment. www.wurthindustry.com

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