



Wealth Management

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Ohio local governments sign OneOhio agreement

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Crown Lift Trucks constructing new facility in Maumee

New building to replace existing branch nearby on Technology Drive

Crown Lift Trucks, a forklift manufacturer headquartered in New Bremen, Ohio, is constructing a new branch facility on North Jerome Road in Maumee to replace its existing facility currently located nearby on Technology Drive.

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Construction of Crown Lift Trucks' new facility in Maumee

Amazon selects Toledo for 150,000 sf project



Toledo Mayor Wade Kapszukiewicz and other officials at the announcement of Amazon's project in mid-March

Company to construct delivery station and add 120 new jobs on former Southwyck property

Amazon intends to build and operate a new 150,000 square foot delivery station which will create 10 full-time jobs and 110 part-time jobs on the Hawthorne Hills property, formerly known as the Southwyck Shopping Center property, Toledo Mayor Wade

Kapszukiewicz revealed in mid-March.

"This is a huge win for Toledo and for this area of our city, which has been clamoring for years for a much-needed redevelopment on this site that has sat empty for too long."

...continued on page 2



An example of the infrared sauna at Restore Hyper Wellness + Cryotherapy

Restore to open in Perrysburg

Restore Hyper Wellness + Cryotherapy, an Austin-based wellness company, is building out and opening a location at Levis Commons in Perrysburg near OrangeTheory Fitness

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Amazon

...Continued from page 1

Mayor Kapszukiewicz said. "This is another step – a huge step – toward the revitalization of this entire area and the Reynolds Road corridor. I am very excited to welcome Amazon to our community and thank them for investing in Toledo."

Legislation will be presented to Toledo City Council authorizing the City to enter into a purchase agreement with Amazon for the sale and redevelopment of the property.

"Our primary goal was to put this property back into productive use in a manner that strengthens the surrounding area through the creation of new jobs and new capital investment," Mayor Kapszukiewicz said during a news conference at the Hawthorne Hills property.

According to officials, Hawthorne Hills is one of the largest available pad-ready development sites in Toledo. The Kapszukiewicz Administration proactively worked for two years to attract a logistics and distribution user to the site. In July 2019, Toledo rezoned the property from Regional Commercial – Sign Overlay (CR-SO) to Limited Industrial (IL) to align the property's zoning with what



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was being marketed for the site. By proactively rezoning the property, the City saved Amazon up to 120 business days of entitlements process.

"This development is exactly what south Toledo needs to kick-start the prosperity here on the site that many of us still know as Southwyck," said Toledo City Council president Matt Cherry. "We have welcomed other businesses back to this area, including Rahe & Co. CPAs and APS Medical Billing, which saw the great potential of investing in this

part of Toledo. Now, it is our great pleasure to welcome Amazon to this site."

The proposed structure of the deal allows the City to recoup the \$3.6 million invested into the site since it was purchased by the City in December 2014. Amazon intends to purchase the entire 58.5 acre site, and the property will be sold to the company for \$1. No other incentives are being offered by the City.

"The City will implement tax increment financing for the property, which will

create a mechanism for us to recoup the entire \$3.6 million investment, which includes bonds and holding costs," Mayor Kapszukiewicz said.

In order to protect the City's investment in the property, and a strategically important property in south Toledo, Amazon will be required to execute a conditional buy back option at closing. The option will allow the City to buy the property back for \$1 in the event Amazon has not developed the property within four years.

"The site's size, easy access to I-80/90 and I-475, and proximity to customers and an accessible workforce lends itself well to being a logistics operation," said Brandon Sehlhorst, a commissioner of economic development for the City of Toledo. "There is precedent for this use in the Reynolds Road corridor, including Estes Trucking located down the street from this site, the J.B. Hunt Transport Services operation at the former FedEx facility on Reynolds Road, Williams Distributing in the former Toys-R-Us store across the street from this site, and the UPS major distribution center on the other side of the Ohio Turnpike in Maumee."

"This announcement is another example of why Toledo is among the best at job-creation and economic development," said Mayor Kapszukiewicz.

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Information from public records filings, third party industry sources, and area financial advisory firms has been used in this effort.

We are continuing to learn about registered financial advisors that may qualify for inclusion who have high levels of assets under management. We seek information from area professionals that will assist these efforts.

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Crown


...Continued from page 1

According to David Welber, branch manager for Crown Lift Trucks in Maumee, Crown's business is expanding and the new facility will enable Crown to offer an expanded set of products and services to customers in the region, including increased levels of service technician training.

Welber noted that the new facility is a typical Crown branch facility that will provide office and warehouse space, a fully-stocked parts department, and a service training facility featuring Crown's Demonstrated Performance® (DP) Training




Crown Lift Trucks' new Maumee facility will be similar to this one in Grand Rapids, Michigan


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programs for forklift service technicians.

"The facility offers customers a complete selection of material handling technologies, products, and services. This includes forklifts, warehouse design solutions, Integrity Parts and Service System™, automated warehouse solutions, and Crown's wireless InfoLink® fleet and operator management system," said Welber. "The location also offers comprehensive battery charger service, providing a one-stop shop to help ensure customers have the power they need for increased forklift uptime and a low cost of ownership."

According to the company, since its entry into the material handling equipment industry in 1960, Crown has earned a reputation as an innovator in forklift and material handling equipment. Crown designs and manufactures up to 85% of its lift truck

components, including key parts like motors, drive units, and electronic modules.

From its smallest hand pallet truck to its highest lifting turret truck, according to Crown, it designs, manufactures, distributes, services, and supports material handling products that provide its customers with value. Its broad global dealer network provides a range of quality material handling equipment, storage solutions, and support services.

In Maumee, Crown offers forklifts and rentals; service and support; and total solutions.

Crown's forklifts and rentals include a nationwide fleet of both used and rental trucks and factory-direct access that provides customers with a broad selection of forklifts, pallet jacks, and specialty lift trucks, delivered on time and on spec, according to the company. Flexible financing, rental, and leasing options are available.


The company's service and support includes a dealer network that assures responsive service and local parts availability for entire fleets, with comprehensive programs that ensure lowest cost of ownership, according to the company.

Its total solutions includes a trained staff that provides a big-picture view of how equipment works with its customers' people and environment. The Crown dealer offers end-to-end solutions to improve productivity at a facility, including fleet management solutions; warehouse product solutions; warehouse consulting; batteries and chargers; and dock and door, noted the company.

According to Welber, its vertical integration and service sets the company apart.

"Crown employs a vertically-integrated manufacturing approach, building up to 85% of the components that go into our lift trucks. This promotes superior quality, flexibility to manufacture a comprehensive range of lift trucks, consistency in global production standards, and environmental practices that promote sustainability," said Welber. "Crown's comprehensive and customer-centric approach is focused on providing complete solutions that help customers enhance productivity, improve safety and reduce operation and labor costs. These solutions extend far beyond just the lift truck to include fleet and operator management technologies; warehouse products and design services; training for operators, supervisors, pedestrians, and technicians; and responsive and efficient service. This fully-integrated approach results in a comprehensive solution designed to achieve

...continued on page 14


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Ohio local governments sign OneOhio agreement

Ohio's local governments encompassing more than two-thirds of the State's population have signed on to OneOhio, a plan to jointly approach settlement negotiations and litigation with the drug manufacturers and distributors of opioids, according to Ohio Governor Mike DeWine and Ohio Attorney General Dave Yost

Commitments were received from local governments representing more than 9.8 million Ohioans, or 85% of the State's population of 11.7 million. The list includes 73 of Ohio's 88 county governments, with participation from rural, suburban, and urban areas alike.

All votes cast for OneOhio membership were unanimous.

“I am pleased that Ohio’s communities have agreed to come together as OneOhio,” said DeWine. “It’s a simple concept, but when we are united, we are stronger. OneOhio puts us in the best position to face the drug companies that did so much to destroy lives and communities when they got Ohioans hooked on their highly addictive products.”

"When it comes to the opioid crisis, almost all of us are in the same boat," said Yost. "This agreement formalizes our intent to stand together. We are stronger when we're united."

OneOhio provides a mechanism for the distribution of any opioid settlement funds and outlines how the funds can be used. Specifically:

- 30% of the funding will be set aside for community recovery, money that will go directly to every Township, Village, City, and County in Ohio – more than 2,000 in all – to address the immediate needs of residents

- 55% will be set aside for the creation of a state-wide foundation that will develop and oversee the funding of short-term and long-term planning that local communities need to continue to address this crisis

- 15% will go to the State of Ohio, to be used to leverage statewide buying power to offer prevention, treatment, and recovery support services

OneOhio, according to officials, ensures a settlement for Ohio that recognizes that every corner of the state has been hit hard by the crisis. It focuses funding on programs that address prevention, treatment, and long-term recovery; criminal justice; and public awareness costs that promote the overall health and well-being of Ohioans. Equally important, the plan ensures that these funds are preserved and flexible over

time as a way of helping the State combat the ever-evolving drug problem.

“The OneOhio plan is a collective effort to bring money back to Lucas County. It will dedicate resources back to our community and the people who were hurt, helps prevent people from getting hurt in the future, and holds the drug and pharmaceutical companies accountable,” said Lucas County Commissioner’s president Tina Skeldon Wozniak.



"It's a simple concept, but when we are united, we are stronger. OneOhio puts us in the best position to face the drug companies that did so much to destroy lives and communities when they got Ohioans hooked on their highly addictive products."

Mike DeWine,
Governor of Ohio



White Family Companies expand in Lima

***Company recently purchased both
Allan Nott Toyota and Allan Nott Honda***

The White Family Companies, Inc., has purchased both Allan Nott Toyota and Allan Nott Honda in Lima, Ohio, according to Tim White Jr., president. In 2019, the Nott dealerships had combined sales of approximately \$107 million dollars and 117 employees.

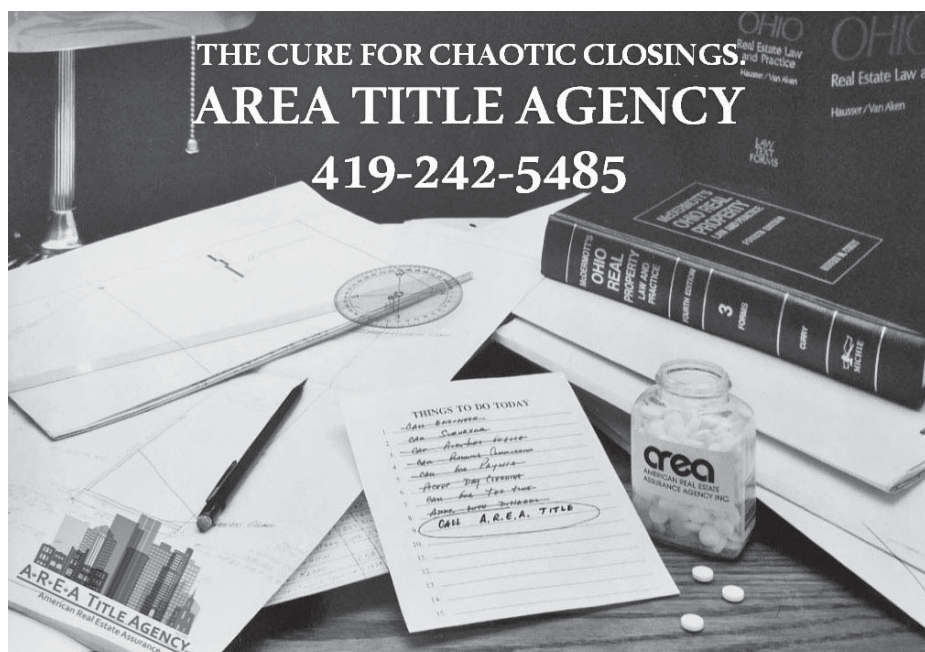
White Jr., said, "The addition of the Nott organization strategically fits into our footprint in western Ohio, halfway between our operations in the Toledo area and the Dayton metropolitan market. We are extremely fortunate to be able to add these well run and respected companies to our Ohio family of dealerships. We have offered all the employees continued employment and foresee no changes in the management structure of the dealerships."

The White Family of Dealerships will

now operate 25 automobile dealerships throughout Ohio, Wyoming, and South Dakota in 11 different cities. The companies employ over 1,200 people with combined sales of over \$1 billion dollars. This will be the fifth Honda dealership operated by the White Family and their second Toyota dealership, noted the company.

Tim White Sr., chairman of the board, added, "We are happy to be able to return to Lima where we operated White Chevrolet Inc., from 1953 to 1974. With the acquisition of these dealerships our revenues will place us in the top 75 of all dealer groups nationally."

The White Family operates Dave White Acura, Dave White Chevrolet, Jim White Lexus of Toledo, Jim White Toyota, and Jim White Honda in Toledo.



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Restore

...Continued from page 1

and True REST Float Spa to serve the community and surrounding areas. The company plans to hire six to 10 people for this location, and doctors Shawn Stansbery and Tim Scott will run the facility.

"Our team is thrilled to be working with Shawn Stansbery to open up this new Restore Hyper Wellness location in Perrysburg," said Jim Donnelly, CEO of Restore Hyper Wellness + Cryotherapy. "Our mission is to make these life-enhancing wellness services more accessible to consumers across the country. We look forward to



An example of the compression therapy at Restore Hyper Wellness + Cryotherapy

wellness center or retail location in northwest Ohio with a cryotherapy chamber, which we are proud to offer to our community," said Jett. "Our main goal is to help people feel better so that they can continue doing what they love. With multiple fitness facilities, gyms, and healthcare networks in the Ohio area, Restore is helping bring a focus to wellness and self-care."

"All of these services have a wide variety of benefits to help people feel better, whether that is an immune system boost with an IV drip, performance recovery, or reducing inflammation through cryotherapy," said Jett. "Whole-body cryotherapy makes us unique to the Perrysburg area. Additionally, there are not many facilities currently offering IV drip therapy. Being able to couple this with other alternative wellness services like micronutrient testing and hyperbaric oxygen therapy makes Restore a one-stop shop for all of your wellness needs."

Jett noted that Restore hopes to serve as many people in the area as possible.

"Restore Hyper Wellness + Cryotherapy strives to provide affordable wellness services that are accessible to almost everyone," said Jett. "With the number of unique services that we offer under one roof, we are setting the new standard for wellness in the northwest Ohio region. Whether you are a grandmother seeking relief for your fibromyalgia pain or a high school athlete recovering from a sports injury, we have a service that can help you feel better. There is a high public demand to live healthier, happier and longer, more enjoyable lives. People can no longer afford to ignore their overall health and wellness."

expanding our presence in Ohio, helping people feel better so they can continue doing more of what they love."

According to Victoria Jett, senior account executive, Restore is a national retail provider of hyper wellness services. The new location will be approximately 2,000 square feet and will offer cryotherapy, cryoskin, compression therapy, hyperbaric oxygen therapy, infrared sauna, IV drip therapy, micronutrient testing, photobiomodulation, and stretch therapy.

Doctors Shawn Stansbery and Tim Scott, according to Jett, have dedicated their lives to the health and wellness of others and they are excited to continue in this mission by opening the Perrysburg location.

"Health and wellness are becoming an increasingly important part of every person's daily routine. Restore will be the only

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(419)720-1929
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Donald Mewhort, Esq.
(419)720-1918
mewhort@midlandtoledo.com

Liljana Pounds
(419)720-1908
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Dyann Kinney
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Solar jobs up nationwide after two years of losses

The US solar industry employed nearly 250,000 workers in 2019, an increase of more than 5,600 jobs (or 2.3%) since 2018, according to the 10th annual *National Solar Jobs Census* released recently by The Solar Foundation. This marks a resurgence in solar industry employment following two years of job losses in 2017 and 2018.

The Solar Foundation, a non-profit educational and research organization, issues the *National Solar Jobs Census* each year to provide comprehensive and reliable data on the US solar workforce. Since the first *Solar Jobs Census* was published, American solar jobs have increased 167%, from just over 93,000 jobs in 2010 to 249,983 jobs in 2019.

This job growth reflects the rapid expansion of the US solar industry, driven by the plummeting cost of solar technologies and its increased popularity among individuals, businesses, and electric utilities, noted officials. In the five-year period between 2014 and 2019, solar employment increased 44%, five times faster than job growth in the overall US economy.

Solar jobs also increased in 31 states in 2019, and growth well outpaced the national average in many emerging solar markets. The state with the most jobs added in 2019 was Florida, followed by Georgia, Utah, New York, Texas, Illinois, and Virginia.

Nationwide, according to officials, the 249,983 solar workers include those who spend the majority of their time on solar-related activities. An additional 94,549 workers



First Solar's Lake Township plant

spent some portion of their time on solar-related work, for a total of 344,532 workers who spent all or part of their time in solar.

"The solar industry has been one of America's leading job creators over the past decade, as evidenced by our annual *National Solar Jobs Census*," said Andrea Luecke, president and executive director of The Solar Foundation. "In just 10 years, despite facing many challenges, solar has grown from a niche product to a mainstream energy source that provides a quarter of a million high-quality jobs. This is great news, but it's only a fraction of what can be accomplished if we are truly committed to solving the climate crisis and expanding the use of solar and storage. It's past time for us to unite as a nation and create even more jobs by harnessing the power of the sun."

Most of the solar job gains in 2019 were in installation and project development, which added about 7,000 jobs in 2019. Overall, this

industry sector employs 162,126 solar workers (nearly two-thirds of the 249,983 total), and about 16,000 of these workers focus on battery storage. The solar manufacturing sector grew by just under 700 jobs to a total of 34,423.

The Southeast and Mid-Atlantic regions were one of the bright spots in this year's *Solar Jobs Census*. Florida has the second-highest number of solar jobs nationwide, growing 18% in 2019 for a total of 12,202 solar workers. Georgia solar jobs increased by 30%, the highest rate of growth in all 50 states, for a total of 4,798 jobs. South Carolina's solar workforce was up 11% to 3,307 total jobs, and Maryland was up 8% to 4,854 jobs.

Nevada was the top state for the number of solar jobs per capita, with 7,000 solar workers, a 5% increase from 2018. Other Western states with strong job growth include Utah (18% growth, 7,107 total jobs); Colorado (5% growth, 7,174 total jobs); and

Arizona (3% growth, 7,777 total jobs). In the Northeast, Massachusetts solar jobs were up 1.9% after two years of decline, with a total of 10,400 workers. Jobs were also up 16% in New Hampshire, with 1,031 total workers.

California still has by far the most solar jobs nationwide, but jobs declined by 3.4% statewide for a total of 74,255 workers. Other states with a notable decrease in solar jobs from 2018 to 2019 include Michigan, Minnesota, Missouri, New Jersey, New Mexico, Tennessee, Washington, and Wisconsin. Local jobs data by county, metro area, and legislative district is forthcoming.

The *National Solar Jobs Census* is based on a survey of solar establishments conducted between October and November 2019. The data collection effort included approximately 66,900 phone calls and over 47,000 emails. The survey was administered to 2,766 establishments, of which 1,859 completed or substantially completed the survey. This provides a margin of error of 2.27% for the national jobs data.

"There's no doubt about it: The solar industry is a major employer and an increasingly important part of our economy," said Bob Keefe, executive director of the national, nonpartisan business group E2 (Environmental Entrepreneurs). "It would benefit lawmakers to remember the hundreds of thousands of Americans who now work in solar in every state in our country as they consider policies that can keep these good-paying jobs growing for a long time to come."

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Ohio praises high-speed internet providers

Ohio providers commended on commitment to "Keep Americans Connected" pledge

Ohio Governor Mike DeWine and Lieutenant Governor Jon Husted recently commended Ohio high-speed internet providers who have announced they will take part in the Federal Communications Commission's (FCC) "Keep Americans Connected" pledge to help Americans impacted by disruption caused by the Coronavirus Pandemic. These

providers pledge that they will not terminate service to any residential or small business customer for failure to pay during the pandemic; they will waive late fees for those customers, and open their Wi-Fi hotspots to anyone who needs them.

K-12 schools in Ohio temporarily closed their doors in mid-March by order of the Ohio Department of Health. The move, announced by DeWine, is intended to help curb the spread of the virus. As a result, internet connectivity for everything from distance learning and telecommuting are being more widely used. This makes high-speed internet

The following companies have taken part in the "Keep Americans Connected" Pledge. InnovateOhio will continue to update the list on its website as more companies commit to the pledge.

- Arcadia
- AT&T
- Bresco Broadband
- Cable One
- CenturyLink
- Charter
- Cincinnati Bell
- Continental
- Comcast
- Consolidated Communications
- Cox Communications
- Frontier
- Little Miami
- Mediacom
- Oakwood
- Ohio Rural Broadband Association
- Ohio Telecom Association
- Sprint
- T-Mobile
- TracFone Wireless
- US Cellular
- Van Lue
- Verizon
- Windstream

connectivity more important than ever.

"I want to thank these providers for their part in helping the many Ohioans impacted by the virus," DeWine said. "Access to online resources and information continues to be vital as we navigate the widespread effects of COVID-19."

"The people of Ohio are responding to this outbreak by coming together and

working together to make sure everyone has what they need to stay safe and healthy," said Husted. "People are responding to the leadership they've already seen from our Governor – that even in crisis, Ohioans will pull together. We know it won't cover every student or every school district, but this is a meaningful step at connecting more students to their teachers."

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Firm / Listing Agents: **Reichle Klein Group** / Ron Jurgenson, CCIM, SIOR; Peter S. Shawaker, CCIM, SIOR
Represented: Willis Day Properties, Inc. (Lessor)
Firm / Leasing Agent: **Reichle Klein Group** / Todd Dickerson
Represented: Owens Intermodal LLC (Lessee)
Location / Property Size: 1415 Holland Rd, Ste A, Maumee / 3,880 sf
Transaction Type: Lease

Firm / Listing Agents: **Reichle Klein Group** / Duke Wheeler, CRRP; Jerry Carter, LEED AP
Represented: GMCO Ventures, LLC (Lessor)
Firm / Leasing Agent: i.n.a.
Represented: i.n.a.
Location / Property Size: 429 W Trenton Ave, Ste 1, Findlay / 3,600 sf
Transaction Type: Lease

Firm / Listing Agent: **Signature Associates** / Megan Malczewski, CCIM
Represented: BMT Productions, LLC (Lessor)
Firm / Leasing Agent: None



Jerry Carter, LEED AP



Todd Dickerson



Ron Jurgenson, CCIM, SIOR



Rob Keleghan, SIOR



Robert P. Mack, CCIM, SIOR



Megan Malczewski, CCIM



Peter S. Shawaker, CCIM, SIOR



Duke Wheeler, CRRP



Sam Zyndorf

Represented: Andy Frain Services (Lessee)
Location / Property Size: 5800 Monroe, Ste A-5, Sylvania / 715 sf
Transaction Type: Lease

Firm / Listing Agent: Outside Broker

ViaQuest Holdings, Ltd. (Lessee)
Location / Property Size: 900 W South Boundary, Perrysburg / 3,496 sf
Transaction Type: Lease

Firm / Listing Agent: **Signature**

Represented: Ransom Family Corp. (Lessor)
Firm / Leasing Agent: **Signature Associates** / Megan Malczewski, CCIM
Represented: Spaceshop Commerce, LLC (Lessee)
Location / Property Size: 1011 Sandusky, Perrysburg / 1,260 sf
Transaction Type: Lease

Firm / Listing Agents: **Signature Associates** / Robert P. Mack, CCIM, SIOR; Megan Malczewski, CCIM
Represented: RJA Investors, Ltd. (Lessor)
Firm / Leasing Agent: Outside Broker
Represented:

Associates / Rob Keleghan, SIOR
Represented: St. Michael Development, Inc. (Lessor)
Firm / Leasing Agent: None
Represented: Buckeye Engineering, LLC (Lessee)
Location / Property Size: 134 W South Boundary, Perrysburg / 760 sf
Transaction Type: Lease

Firm / Listing Agent: **Signature Associates** / Rob Keleghan, SIOR
Represented: St. Michael Development, Inc. (Lessor)
Firm / Leasing Agents: **Signature Associates** / Megan Malczewski, CCIM; Sam Zyndorf
Represented: American Property Analysts, Inc. (Lessee)
Location / Property Size: 134 W South Boundary, Perrysburg / 1,600 sf
Transaction Type: Lease

Firm / Listing and Leasing Agent: **Signature Associates** / Rob Keleghan, SIOR
Represented: Great Western Development Co. (Lessor) and Bethany Dario (Lessee)
Location / Property Size: 27475 Holiday, Perrysburg / 375 sf
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New business filings start 2020 out strong

After another record-setting year in 2019, 12,069 new businesses filed in Ohio in January, an increase of 2,998 from December, according to Ohio Secretary of State Frank LaRose.

"Ohioans are utilizing our strong economy to pursue the American dream, and they're choosing to do it right here in Ohio," said LaRose. "As we begin the new year, we'll continue our efforts to provide the resources they need to succeed."

January's numbers indicate a strong start to 2020 for Ohio entrepreneurs, building off yet another record setting year in 2019 that

had more than 130,000 new business filings.

Ohio is also seeing greater amount of Ohioans taking advantage of quick-and-easy online filings through Ohio Business Central. In January, online filings made up 85% of all business filings, noted the Secretary of State's office.

New business filings are classified as forms filed with the Ohio Secretary of State that declare the formation of a business entity, including for-profit, non-profit and professional corporations, limited liability companies, partnerships, limited partnerships and limited liability partnerships.

Crown

...Continued from page 8

optimal results."

Welber also noted that Crown continues to help customers understand that the lowest cost product does not provide the lowest cost of ownership.

"Crown's success is measured by the value of the customer's experience. Our employees appreciate and understand their role in creating the best experiences for our customers. Our goal is not only to be a great material handling provider, but to be one of our customers' best business decisions," said Welber.

The company currently has 19 manufacturing facilities, 500-plus retail locations, and serves approximately 84 countries. According to Crown, its products are known globally for design excellence and have earned more than 100 prominent international design awards.

"The company continues to lead through innovation in connected technologies, warehouse automation and the application of data and artificial intelligence to help customers manage and grow their businesses with confidence," concluded Welber.

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