



NEWS RELEASE

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New Bowman Facility Solid Fit for D-Terra Solutions *Long-term Strategic Partnership Continues to Grow*

WOOSTER--Long-term priority partner D-Terra Solutions recently established its North American Distribution Center inside our Bowman Street facility. D-Terra's move from the D+S Columbus facility is a win/win for both companies according to Jon Ansel, President of D+S Distribution.

"Our new Bowman Street facility is the perfect venue to host D-Terra's continuing expansion," said Ansel. "It is a low cost solution for existing clients and it provides space opportunities for additional customers."

Put on a fast track to accommodate urgent client needs, the Bowman Street facility was one of the most extensive and challenging reconstruction projects to date according to Ansel. The 70,000 sq. ft. building was originally secured to house specific operations for one client but plans changed. Within days of the completed construction, five existing clients occupied over one half of the space.

D-Terra Solutions is a product development, manufacturing and global supply chain company. It facilitates and manages solutions from product design to delivery of finished goods. Collaboration with the company's President/CEO Denis Bruncak began eight years ago when his first company wanted to test outsourcing distribution.

"In 2008, we met with Jon (Ansel) to do a market test on outsourcing distribution," said Bruncak. "That was late September. D+S gave us the best package and by January 2009 it was implemented with a cost reduction and efficiency upgrade for us."

The relationship began with D+S as a distribution partner and included transportation services according to Bruncak. It wasn't long before Bruncak was exploring more ways to do business.

“Choosing a strategic partner is a major decision,” said Bruncak. “It’s not just the best solution to your challenges it is finding a good cultural fit. Every company talks about commitment to quality service. We were looking for a robust process if a failure occurs and people committed to fixing the problem.”

D-Terra currently occupies 10,000 Sq. Ft. of the Bowman Street facility. According to Bruncak, flex space options are critical in dealing with the peaks and valleys in the business cycle. D-Terra grew 300 percent in 2015 and is looking at a 10 to 20 percent growth in 2016. Bruncak predicts the company will experience a huge upsurge in 2017-18.

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