



NEWS RELEASE

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Will-Burt Partners with D+S for Supply Chain Management ***3PL Platform Provides Efficiencies and Reduces Costs***

WOOSTER--When the Orrville based Will-Burt Company (WB) began looking for a partner to facilitate its supply chain management functions, it did not have to go far. D+S Distribution had the location and the answers with our Third-party Logistics (3PL) platform.

"Our strengths directly align with the services Will-Burt required," said John Kraft, General Manager for D+S Distribution. "We are experts in warehousing, order fulfillment, shipping and receiving and transportation. It was a solid strategic match."

The Will-Burt Company is the world's premier manufacturer of mobile telescoping mast and tower solutions. It offers virtually every payload elevation and integration solution from the three top brands; Will-Burt, GEROH and Integrated Tower Solutions (ITS). More than 300 people contribute a vast range of expertise and technical skills from computer-aided design to some of the most state-of-the-art manufacturing equipment available.

D+S began working with Will-Burt in May 2016 and will assume 100 percent of the fulfillment operation by year end. Currently six full time D+S employees service the company processing over 300 orders during the work week. ILS trucks run routes from the Orrville warehouse location to Will-Burt for outbound orders which usually ship the same day.

"Our Allen Street facility offers Will-Burt 40,000 square feet of space directly up the street from its corporate headquarters and production facility," said Jon Ansel, President of D+S Distribution. "Our 3PL services provide operating efficiencies and cost reductions for clients. We look forward to a long-term, strategic partnership with Will-Burt."

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