

### FOR IMMEDIATE RELEASE

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# HawkeyePedershaab Concrete Technologies Inc. combines with CAM Sales Acquisition expands company's offerings for the concrete market

MEDIAPOLIS, Iowa — May 17, 2018 — HawkeyePedershaab Concrete Technologies Inc. is pleased to announce its acquisition of CAM Sales Inc., the leading manufacturer of prefabricated shear steel stirrup assemblies for concrete pipe, box culverts and other concrete structures. The company also is a leading manufacturer of reinforcement accessories and a provider of precast concrete production equipment in North America. With this acquisition, HawkeyePedershaab expands its product offerings for the concrete industry.

Headquartered in Ludington, Michigan, CAM Sales is led by President James Wright, who will continue with the business.

"We are pleased to partner with HawkeyePedershaab, which is committed to providing continued support to our customers and enhancing all aspects of our business," said Wright. "We are confident that our strong brand and reputation, combined with the scale of the HawkeyePedershaab platform, will allow us to further establish CAM Sales as the premier manufacturer of reinforcement accessories for the concrete industry."

BW Forsyth Partners acquired HawkeyePedershaab in September 2016, with the goal of building the market-leading supplier of equipment and solutions for the precast concrete industry through organic growth and acquisitions.

"CAM Sales offers a highly regarded brand of products that are complementary to ours and a natural extension of our current solutions," said Brad Schmidgall, HawkeyePedershaab President. "Joining together allows us to execute our strategic vision to provide an even broader set of capabilities to meet our customers' needs."

Added Ryan Gable, HawkeyePedershaab CEO and BW Forsyth Partners Managing Director: "By bringing together our two teams, not only will we be able to enrich our already robust offerings for our customers and grow our relationships, but we also have the opportunity to share our people-centric culture more widely."

#### ABOUT HAWKEYEPEDERSHAAB CONCRETE TECHNOLOGIES INC.

HawkeyePedershaab Concrete Technologies Inc. is the leading global manufacturer of capital equipment for the production of concrete pipe and manholes. With operations in Mediapolis, Iowa, New Hampton, Iowa, Brønderslev, Denmark, and Blaubeuren, Germany, HawkeyePedershaab offers a full range of customer solutions for manufacturers of concrete pipes, manholes and other precast products, ranging from wet-cast forms and stand-alone production machines to fully automated plants incorporating the latest robotics and control technology. The company works closely with concrete product manufacturers to design efficient and modern production facilities and has the largest global installed base of equipment in operation. The company's primary brands include Hawkeye Group (founded in 1949), New Hampton Metal Fab (founded in 1945), BFS (founded in 2002) and Pedershaab Concrete Technologies (founded in 1915). For more information about HawkeyePedershaab, which is privately owned by BW Forsyth Partners, a Barry-Wehmiller company, visit hpct.com.

#### **ABOUT CAM SALES INC.**

CAM Sales Inc., founded in 1984, is a leading provider of products, services and equipment to the concrete pipe and precast concrete industry. Located in Ludington, Michigan, CAM Sales offers specialty welded wire concrete reinforcement and accessories, including prefabricated shear steel reinforcing mats, reinforcement positioners, spacers and anchors. Additionally, CAM Sales represents leading OEM manufacturers as a distributor of precast concrete production equipment in North America, and provides design assistance and consultation for concrete pipe, box culverts, prototyping, and production of wire forms and injection molded items. For more information, visit <u>camsales.com</u>.

## ABOUT BW FORSYTH PARTNERS

BW Forsyth Partners is the investment arm of multibillion-dollar global manufacturing and engineering consulting firm <a href="Barry-Wehmiller">Barry-Wehmiller</a>. Established in 2009, BW Forsyth Partners blends Barry-Wehmiller's unparalleled legacy of value creation and people-centric culture development with keen investing experience to help companies realize their true potential. With a focus limited to areas known well, BW Forsyth Partners seeks to partner with leadership teams to acquire small- to middle-market companies in the capital and component equipment, and professional services sectors. In each of our operating companies, BW Forsyth Partners deploys operational improvements and strategy development without compromising the autonomy, strategic vision and entrepreneurial spirit of their leadership teams. For more information, visit <a href="barbayes">bwforsyth.com</a>.

