



SMEAL FIRE APPARATUS CO.
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WE BUILD RESPECT.

SMEAL FIRE APPARATUS CO. ACQUIRES UST FIRE APPARATUS

Smeal Completes Second Major Acquisition Within One Month; Expands Product Offering and Choice for Customers

Snyder, NE (June 19, 2014) – Smeal Fire Apparatus Co. (Smeal) announced today that they have agreed to purchase U.S. Tanker Fire Apparatus, LLC (UST) effective July 1st. The acquisition expands Smeal's product offering to include stainless steel custom and commercial tankers, tenders, and other apparatus. Smeal already offers a full line of custom and commercial pumpers and the largest selection of aerial apparatus models in the fire apparatus industry.

“Considered by many to build the premier stainless steel apparatus line in the industry, we are excited to add UST's expertise and technical knowledge in stainless to Smeal. Stainless steel is the material of choice for many fire departments that face corrosive operating environments, particularly those in the Snow Belt and the salt-water environment of coastal areas,” said Mark Huber, Smeal's president. “UST gives us the edge we need to serve current and new customers with an outstanding selection of apparatus, regardless of their needs. The common thread throughout our newly expanded product line is rock-solid construction, an outstanding value, a willingness to customize and dedication to life-long support through our North American dealer network,” expanded Huber.

UST's full product offering includes:

- Patriot™ stainless steel elliptical tankers / tenders
- Heritage™ wetside and dryside tankers / tenders
- Guardian™ stainless steel pumpers, with custom and commercial chassis
- Light rescues
- Mini-pumpers
- Brush trucks

Mark Meaders, former owner and CEO of US Tanker, added, “The acquisition of our company by Smeal continues and expands the philosophy that has driven our growth and success from the beginning: to build premium, customized tankers and other apparatus which are an outstanding

value for our customers. Smeal shares that same approach and is uniquely positioned to ensure our long-time, loyal customers are well served in the coming years, and to take UST to the next level. This acquisition ensures continuity for UST employees and customers alike.”

John Woltman, who will remain as President of UST, said “This is a great opportunity for UST to drive market share with the increased distribution provided by Smeal’s network and it gives us an opportunity to provide a full line of product to our current customers. Smeal’s huge portfolio of aerial products will give us a tremendous edge and the newly acquired Snorkel and Telesqurt are the perfect answer for some of our regional customers.”

Since 1989, US Tanker has earned an outstanding reputation for building custom stainless steel tankers, pumpers and other apparatus. The company’s team of dedicated craftspeople is based in Delavan, Wisconsin. Smeal plans to continue production of UST products in the newly acquired 50,000 square-foot, state-of-the-art production facility.

Smeal Fire Apparatus

Smeal Fire Apparatus Co. is recognized as a premier manufacturer, inventor and innovator of customized fire apparatus. They offer a full line of custom and commercial pumpers, rescue pumpers, mini-rescue, mini-pumpers, tender / tankers, aerial ladders, platforms, tractor drawn aerials, and urban interface vehicles. Smeal is committed to leading the industry in high quality fire apparatus, delivery times and customer experience. The company sells its products worldwide and is based in Snyder, Nebraska. To learn more, visit www.smeal.com

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