

MULTI-FLOW INDUSTRIES ANNOUNCES ACQUISITION OF COLUMBUS, OHIO, DISTRIBUTOR

HUNTINGDON VALLEY, PA – June 3, 2013 – Multi-Flow Industries announced that it has completed the acquisition of one of the largest Independent Fountain-Dispensed Beverage Distributors in Ohio. This acquisition affords Multi-Flow Industries the distribution opportunity to directly service customers in Central Ohio, building upon their current distribution in Southern Ohio and Northern Kentucky. CEO Mark Stephens said, “This acquisition affords our company to literally service half of the geography of the great State of Ohio – an area already very near and dear to our interest and our hearts.”

The acquired distributor, Multi-Flow of Columbus, had been independently owned and operated by Jeff and JoAnne Crair for over 39 years. In 1975, Jeff Crair took mentorship from Sam Gottlieb, the founder of Multi-Flow Industries. Crair chose Columbus, Ohio, to launch his operation. He cultivated his business with his first customer in 1975, and eventually built an expansive customer following, using Multi-Flow Industries as his primary supplier. Jeff Crair said that, “Although this wasn’t an easy decision, we have chosen to move on to the second phase of our lives—retirement.” The current Columbus customers will enjoy the same quality beverages that they have purchased in the past. Stephens reiterated that Columbus will see very few changes initially, giving credit to the management team in Central Ohio.

Multi-Flow Industry Director of Retail Sales, Dennis Nahill, said that the Company is in no way associated with Multi-Flow Ohio or Buckeye Beverages, which is head-quartered in Cleveland, Ohio. “It sounds complicated,” Nahill said, “but Multi-Flow Industries is now the only company distributing Multi-Flow branded products in Central and Southern Ohio.”

Multi-Flow Industries, based in Huntingdon Valley, PA, produces branded and private label concentrated Iced Teas, Juices, Carbonated Soft Drinks, Energy Drinks and Fortified Functional water in Bag-in-the-Box packages. In addition to the recent “Excellent” rating from Silliker, Multi-Flow Industries has been an OSHA VPP Star Site since 2005. Nearly half of Multi-Flow Industries’ revenue is derived from private label partnerships with convenience store chains, foodservice operators, and branded bottle and can manufacturers. The balance of Multi-Flow Industries’ revenue is generated from DSD route delivery sales out of their 12 warehouses along the East Coast, from New York to the Florida Keys. The company was established in 1937.

More information on Multi-Flow can be found on the company website at www.multiflow.net.