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JOINT PRESS RELEASE BY
The Kiemle-Hankins Company
D.L. Steiner, Inc.

**KIEMLE-HANKINS AND D.L. STEINER ANNOUNCE ACQUISITION AND
JOINT VENTURE**

**KIEMLE-HANKINS ACQUIRES POWER REPAIR, TESTING AND
MAINTENANCE OPERATIONS OF D.L. STEINER, INC.**

**KIEMLE-HANKINS AND D.L. STEINER FORM JOINT VENTURE TO
PURSUE ENGINEERING SERVICES BUSINESS**

January 12, 2004
Toledo, Ohio
Lima, Ohio

The Kiemle-Hankins Company and D.L. Steiner, Inc. today jointly announced the purchase by Kiemle-Hankins of the assets and operations of D.L. Steiner's Power Repair, Testing and Maintenance business and the formation of a partnership to jointly pursue opportunities in the Engineering Services business through D.L. Steiner, Inc. Kiemle-Hankins, based in Toledo with operations in Dayton, OH, Detroit, MI, and Gary, IN, is a market leader in providing industrial electrical and electro-mechanical repair services. D.L. Steiner, headquartered in Lima, OH, was founded in 1988, and is one of the region's premier providers of engineering and related services in plant power systems for industrial customers.

The terms of the purchase provide that Kiemle-Hankins will hire all of D.L. Steiner's expert technicians involved in servicing customers' switchgear and substations, as well as all of the equipment and inventory

related to those operations. In addition, Kiemle-Hankins will move immediately to establish operations in Lima within D.L. Steiner's 40,000 square foot headquarters facility. "We are pleased to have acquired a team of talented individuals, whose skills and abilities will complement and expand our already strong focus on servicing customers' power repair and testing needs," said Timothy I. Martindale, President of Kiemle-Hankins.

According to Martindale, "We are also very excited about our merger with D.L. Steiner's remaining Engineering Services company. Our combined strength in the arena of plant power systems makes us a formidable team in servicing our customers' needs. As a team, Kiemle-Hankins and D.L. Steiner will deliver Electrical Systems Life Extension Services, a concept which embodies a complete array of services including System Studies, Arc-Flash Analysis, Power Quality Analysis, Predictive-Preventive Maintenance Programs, Electrical Safety Training Programs, Field Services, and all aspects of system maintenance, repair and testing."

With the addition of the seven D.L. Steiner professionals to the K-H team, Kiemle-Hankins will now offer an expanded array of services through more than 150 highly skilled professionals. "We expect that the customers of Kiemle-Hankins and D.L. Steiner will continue to enjoy the high quality workmanship and excellent customer service tradition that has been an integral part of the success of both companies," commented Martindale.

"Our merger with Kiemle-Hankins will offer expanded access to resources and markets, so that D.L. Steiner, Inc. will now be better positioned to focus on providing expert engineering services to our

combined customer base,” stated Dan Steiner, President of D.L. Steiner, Inc. “These transactions have been carefully structured to ensure that our people have increased opportunities and our customers can receive enhanced services. Our company will also focus on areas such as power system studies, automation, panel building and software solutions to a wide variety of industrial customers.” Steiner further added, “Our companies enjoy similar philosophies and a commitment to quality that made this a logical next step and exciting transition for D.L. Steiner.”

The Kiemle-Hankins Company, founded in 1928, has grown into the Great Lakes region’s largest provider of industrial repair services in repair fields covering all types of motors, servomotors, substation equipment, pumps, blowers, dynamometers, and other rotating and electrical apparatus. Kiemle-Hankins, along with its subsidiaries and affiliates, operates six repair facilities in Ohio, Michigan and Indiana.

D.L. Steiner, Inc. is a registered professional engineering firm with registered professional engineers specializing in all aspects of electrical engineering services from power system studies to large scale design-build projects. The company can also offer turnkey electrical contracting services through its Lima based affiliate BAS Electric, Inc.

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