



## **Trelleborg selected by Rapidparts as its 2018 “Vendor of the Year”**

**WAKEFIELD, MA– November 21, 2018** - Trelleborg Wheel Systems in the Americas was recently selected as “Vendor of the Year” for 2018 by Rapidparts, Inc. for the second year in a row. Based in Grand Rapids, MI, Rapidparts is a wholly-owned subsidiary of Mitsubishi Caterpillar Forklift America Inc. (MCFA) and supplies Cat<sup>®</sup> lift trucks, Mitsubishi forklift trucks and Jungheinrich<sup>®</sup> dealers, and their customers with quality forklift replacement parts.

Jared Steier, Sales Director - OE/OEA (North America) for Trelleborg’s tires and wheel solutions, says, “It’s an honor to receive this prestigious award. We were thrilled to win it in 2017, and even more so for the second year in a row.

“Trelleborg and Rapidparts have been strong business partners for years and to see the recent growth and strengthening relationship at both organizations is very exciting. This award belongs to everyone at Trelleborg Wheel Systems in the Americas. It’s the focus, energy, and dedication of our people that has made this happen.”

Trelleborg provides a number of attractive tire programs for Rapidparts, which helps meet the needs of Rapidparts’ dealers. For example, the drop-ship tire program provides dealers with MCFA tires on pallets directly to their dealerships. The 3<sup>rd</sup> party service tire program aligns the MCFA dealer with a local Trelleborg tire installer who will stock their tire needs and dispatch a tire press to their customers’ locations for installation.

Michael Toering, Marketing Manager at Rapidparts, said Trelleborg earned its 2018 Vendor of the Year award for several reasons, including helping MCFA and Rapidparts grow faster in the target markets of Mexico, Canada, and Central/South America. “Our individual sales teams are working in geographic territories together, providing a unified front,” he says. “This cooperation is helping both companies win more deals and grow overall tire market share.

“In addition, Trelleborg helps us cover the entire spectrum of opportunity by supporting the MCFA production line, backing up our independent dealers who generate significant revenue in forklift tires, to more recently providing third-party pressing alternatives to our dealers and customers.

“Many suppliers say that they can offer a similar experience but the thing that sets Trelleborg apart is that it has delivered on these claims time and again during our more than 30-year



partnership. Rapidparts looks forward to many more years of solid growth working in cooperation with Trelleborg.”

**-ENDS-**

For **press releases** from Trelleborg Wheel Systems visit the Press Room at [www.trelleborg.com/wheels](http://www.trelleborg.com/wheels).

For more **images** visit the image bank at [www.trelleborg.com/wheels](http://www.trelleborg.com/wheels)

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***Trelleborg** Wheel Systems is a leading global supplier of tires and complete wheels for agricultural and forestry machines, materials handling, construction vehicles, motorcycles, bicycle and other specialty segments. It offers highly specialized solutions to create added value for customers and is partner of the leading Original Equipment Manufacturers. Its manufacturing facilities are located in Italy, Latvia, Brazil, Czech Republic, Serbia, Slovenia, China, Sri Lanka, Sweden and U.S. [www.trelleborg.com/wheels](http://www.trelleborg.com/wheels)*

*Trelleborg is a world leader in engineered polymer solutions that seal, damp and protect critical applications in demanding environments. Its innovative solutions accelerate performance for customers in a sustainable way. The Trelleborg Group has annual sales of about SEK 32 billion (EUR 3.28 billion, USD 3.69 billion) and operations in about 50 countries. The Group comprises five business areas: Trelleborg Coated Systems, Trelleborg Industrial Solutions, Trelleborg Offshore & Construction, Trelleborg Sealing Solutions and Trelleborg Wheel Systems. The Trelleborg share has been listed on the Stock Exchange since 1964 and is listed on Nasdaq Stockholm, Large Cap. [www.trelleborg.com](http://www.trelleborg.com)*