

# PRESSRELEASE

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## For Immediate Release

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## Nationwide Midwest Opens in Michigan City

**Michigan City, IN** (July 10, 2003) - Mayor Chuck Oberlie announced today that Nationwide Midwest, a transportation and logistics company that specializes in scheduled distribution of time-sensitive printed materials, has opened in the former Chas Levy Transportation Co. location in the Michiana Industrial Park.

Mayor Oberlie said, "We are extremely pleased that Nationwide Midwest has chosen Michigan City as the location from which they will continue distribution operations. The retention of seventy-five jobs is important to the Michigan City community."

Ben Madill, Irving, Texas owner of the new company, said, "Less than two months ago I had no inkling of starting up a company in Michigan City, but there was opportunity, there was a loyal customer base and time was short. So we jumped in with both feet, and here we are." Madill also owns Nationwide Magazine & Book Distributors, Inc. which specializes in the distribution of time-sensitive printed materials throughout the southern and western US with distribution facilities in Irving, Texas; Denver, Colorado; and Atlanta, Georgia. "I expect that there will be many synergies between our new Michigan City division, Nationwide Midwest and our other companies," Madill said. "We chose to remain in Michigan City because of its strategic location in close proximity to Chicago and other major markets as well as outstanding access to major highways. We also have a very experienced staff, and that was the final deciding factor."

The closing of Chas Levy Transportation Company, which was announced in early April, meant the loss of 225 workers in total, and would have cost 100 jobs in the local market. Chas Levy Transportation also had distribution centers in Solon, Ohio; Columbus, Ohio; Cincinnati, Ohio; and Pittsburgh, Pennsylvania, all of which closed on June 8, 2003. The distribution facility in Towanda, Illinois remained open as a Nationwide Midwest center.

Chas. Levy had developed a niche in the distribution of weekly magazines as well as newspaper inserts and bulk mail. Levy's core business provided magazine and book publishers as well as printers and third-party logistics companies with a single source for reaching wholesaler locations, newspapers and postal centers throughout central states and Great Lakes region. Publishers and printers scrambled to find alternate delivery options; however, a reliable cost-effective solution was not readily available. "It was a real balancing act to keep our customers as well as our drivers while at the same time developing a reasonable exit strategy," said Rob Reyher, Marketing Manager for Nationwide Midwest.

While Levy worked at closing down the business, there was an employee attempt to purchase certain assets from Levy's parent company, Chicago-based Chas. Levy Company. The bid ultimately failed when an

agreement could not be reached. "Our customers showed remarkable loyalty and patience during this period," Reyher said, "but there was a deadline that we knew was a point of no return".

It was a call to action, and Ben Madill answered the call. Urged by publishers and printers, Madill made an eleventh-hour attempt to buy the business, but Levy and Madill were unable to come to terms. Madill came to Michigan City and enlisted the aid of his friend, Chuck Lynch, a former VP of Chas. Levy Transportation who had retired several years ago, and worked with him on the start-up of a new business.

Madill and Lynch put together a start-up team comprised of key individuals from the closing Chas. Levy, and in a few short weeks opened Nationwide Midwest the day after Chas Levy Transportation closed. "With the Nationwide start-up, we were able to retain seventy five jobs," said Dave Davis, Director of Operations for Nationwide Midwest. "We have also taken over the former Levy facility in Towanda, Illinois, where we will base twelve drivers and one mechanic."

Mayor Oberlie said, "I worked with Chuck Lynch several years ago in the opening of Chas. Levy operations in Michigan City, and I look forward to working with him, Rob Reyher, and Dave Davis in their new company. We will do everything we can to make Michigan City a successful home for the new Nationwide Midwest operation."

For more information on Nationwide Midwest, contact Rob Reyher at 219/874-6600 X3201 or via e-mail at [reyher@nationwidemidwest.com](mailto:reyher@nationwidemidwest.com).

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