

Corporate Fact Sheet

Overview: Headquartered in Buford, Georgia, outside Atlanta, Lund International designs, manufactures and markets branded automotive aftermarket accessories primarily for light and heavy trucks, sport utility vehicles (SUVs), crossover utility vehicles (CUVs), vans and passenger cars. The company's brands serve a diversified distribution network including warehouse distributors, automotive parts retailers, online retailers and original equipment manufacturers (OEMs).

Founded in 1997 with a history dating back to the 1930s, Lund International started in Anoka, Minnesota with an ambitious mission: To lead the industry in meeting customer needs for automotive accessories. Lund International is now one of world's leading automotive accessories providers, offering functional, high-performance, protective and stylish products from the industry's most recognized brand names including: **AVS, LUND and BELMOR.** These brands, proudly made in the USA, continually set and redefine industry standards.

From Ventvisors[™]/side window deflectors, hood protection, fender flares, running boards and nerf bars to tonneaus, storage boxes, transfer tanks and premium floor coverings, our brands provide customers outstanding value along with industry leading warranties.

History: Allan W. Lund, an entrepreneur highly skilled in the design of fiberglass products, founded Lund International in 1965. Prior to producing accessories for the truck market, Lund was a teacher and insurance salesman. He began producing prototype work for snowmobile, boat and other recreational vehicle makers and started making sun visors in a Coon Rapids, Minnesota, chicken barn in 1974. The Lund SunVisor attached to the cab of a truck or van. By the late 1970s, as light truck sales increased, the company began producing appearance accessories for light trucks.

Lund International's second product was a cab spoiler. An authorized dealer program was established to sell products through auto parts stores, auto body and trim stores and car washes. Dealer-expediters, who customize new trucks before they leave the lot, significantly boosted product sales. The company soon expanded to offer 20 additional product lines, including bug shields, fender extensions and grille inserts. One of the company's fastest growing lines from this period was running boards, mainly because women, who were driving trucks in greater numbers, found them helpful for getting in and out.

In the winter of 1997, Lund International signed a merger agreement to acquire a much larger competitor, Deflecta-Shield Corporation of Indianola, Iowa. Deflecta-Shield, founded in 1961, successfully manufactured and marketing hood shields extending product lines to include running boards, side window deflectors and covers, visors, tonneau covers, storage boxes and truck bed protection. The company grew quickly and continued to expand acquiring BELMOR, a manufacturer of specialty accessories for the heavy duty trucking industry, in 1997.

Lund International acquired Auto Ventshade (AVS) and Smittybilt in 1998 and 1999, respectively. AVS was established in 1935 in Jacksonville, Florida, and built the business around the innovation of the Ventshade, a device mounted above car windows to keep out rain with the window open. The company made a variety of window shades, hood shields, light covers and other accessories. Smittybilt, a Corona, California company, also a long established business, engineered and manufactured accessories for cars, sport utility vehicles, pickup trucks and heavy over-the-road vehicles.

To continue the diversification of its portfolio, Lund International acquired Nifty Products, a design and manufacturing company for custom-molded floor mats, carpet mats, rear cargo bay trays and trunk liners in 2002. In 2004, Lund International acquired TRENZ, a leading manufacturing a custom grilles along with interior and exterior automotive accessories.



Lund International Corporate Headquarters

Located in Buford, Georgia, Lund International global headquarters operates out of a 219,000 square foot facility and a 193,000 square foot warehouse with convenient access for shipping by both air and land.

Executive Team:

Mitch Fogle, President
Bill White, Chief Financial Officer
Tammy Gracek, Vice President of Operations
Joe Thompson, Vice President of Marketing
Matt Stanesic – Vice President of Product Development and OEM Sales
Mark Moore, Vice President of Sales, Aftermarket

Corporate Address:

4325 Hamilton Mill Road, Suite 400 Buford, GA 30518

Corporate Operations Center

Our 214,000 square foot operations center is the foundation of our supply network and customer service support. Opened in 2008, our facility and skilled organization ensure products are available, fulfilled properly and backed by an in-house, sophisticated call center staffed with highly trained associates.

Manufacturing Facilities

Lund International operates two world-class, USA-based manufacturing centers with state-of-the-art production equipment and technology staffed by expert engineers, craftsmen and machinists. The company's two manufacturing facilities have unique capabilities and ability to manufacture top-quality products quickly and economically – a capacity unmatched within the industry. The manufacturing capabilities include thermoforming, plastic injection molding, cut-and-sew, metal forming, fiberglass molding, die cutting and top coating.

Lawrenceville, GA

Manufactures: Plastics/floor coverings Manufacturing started: 1936 Manufacturing moved to GA: 1994

Manufacturing/warehouse: 219,000 square feet

Howe, IN

Manufactures: Storage boxes, tonneaus, running boards, heavy truck, rock guards,

cold fronts

Manufacturing started: 1984 Manufacturing moved to IN: 1997

Manufacturing/warehouse: 105,000 square feet

Brands



AVS designs and manufactures the most functional, stylish and affordable automotive accessories for trucks, SUVs, CUVs, vans and passenger cars sold through national retailers, warehouse distributors and e-tailers. The product line includes: ventvisors, hood protection, light covers, chrome accessories and scoops.



LUND designs and manufactures the most stylish, high performance and premium automotive accessories for trucks, SUVs, CUVs, vans and passenger cars sold through national retailers, warehouse distributors and e-tailers. Products include: hood protection, running boards/nerf bars, tonneau covers, storage boxes, floor liners, cargo management, bed and grille coverings.



BELMOR products are sold at over 3000 heavy-duty truck dealerships and retail locations throughout North America. BELMOR manufactures heavy-duty truck accessories including ventvisors, hood protection, bug screens, winterfronts, rock guards and tank covers.