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## FOR IMMEDIATE RELEASE

### DES-CASE CORP. ACQUIRES DES-CASE EUROPE FROM FRANCE-BASED PARTNER

*Move will allow closer support to existing Des-Case European customers,  
as well as increase business opportunities for company's global expansion plans*

**GOODLETTSVILLE, Tenn. (December 30, 2017)**— Des-Case Corporation and affiliates, a global manufacturer of specialty filtration products that improve process equipment reliability and extend lubricant life, today announced it has purchased its longtime partner Des-Case Europe (DCE) and its French subsidiary (JCB Conseils) and its Spanish subsidiary (JCB Management) from the French businessman Jean-Christophe Bernard who operated the companies for more than 25 years.

Bernard made the joint move with Des-Case Corporation after he had voiced a desire to retire and Des-Case was ready to up its presence in Europe. The change provides Des-Case a number of strong distributor and OEM relationships and a ready-made warehouse to better support its customers with all of Des-Case's products.

Terms of the private deal were not disclosed. Jon Haworth, Des-Case vice president for European Channels and Product Development, will oversee the division.

"We are grateful for our continuing association with Jean-Christophe, who helped Des-Case significantly grow and expand our business in Europe," said Brian Gleason, CEO of Des-Case. "His relationships with and outstanding service to customers have been invaluable in helping us make the latest in reliability products and technologies available to distributors, resellers and industrial OEMs across the European continent. Because of him and his team, we're now more strategically poised to support our distribution partners there with a full product offering – or a European equivalent – and a local presence."

Bernard agreed.

"I've thoroughly enjoyed working with the team at Des-Case for more than a quarter of a century and know I am leaving my customers in the best of hands," said Bernard, who will continue to serve as a consultant to Des-Case. "Their products and services are superior to anything on the market today and their technologies and continuing education unmatched. It's why I was attracted to their company in the first place. They will do a great job building on the foundation my team and I have been able to lay and the transition should be seamless."



Following the transaction, Des-Case Europe will continue to be headquartered in Gujan Mestras, France, and plans to name a new general manager to replace Bernard. It may also expand its staff.

Des-Case Europe has primarily sold the company's line of breathers in Europe. The renewed Des-Case Europe will offer desiccant breathers, as well as a portion of Des-Case's line of fluid handling and visual oil analysis products. Today, ninety percent of Des-Case Europe products are manufactured by and purchased from Des-Case Corporation (USA), but the company hopes to expand its design and manufacturing efforts into Europe in the near future.

"This move will not only help our existing customers in Europe further grow their business because of our commitment to enhanced support and a fuller product line, but should also continue the great strides Jean-Christophe Bernard has made in the market, especially with OEMs," said Haworth. "Thanks to him, our desiccant breathers have been spec'd into the design of a large number of industrial machines there and we hope to further grow that success. This should be a complete win-win-win for our distribution partners, our mutual customers and our company."

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#### **About Des-Case Corporation**

*Headquartered near Nashville, Tennessee, Des-Case Corporation manufactures specialty filtration products for industrial lubricants. Founded in 1983, the company markets a broad array of products designed to help companies make equipment investments last longer. Des-Case has worked with some of the world's largest companies, both directly and through partners. Its trademarked and patented solutions are marketed through an extensive distribution network, private label distributors, and OEM partners. For more information, visit [www.descase.com](http://www.descase.com) or call 615-672-8800.*

