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Sumitomo Expands and Restructures Organization to Support Growth

(Norcross, GA)...Sumitomo Plastics Machinery announced today that it is in the process of implementing significant changes to expand and restructure its sales and service organizations to meet the growing demand for its all-electric technology in the North American market.

“The overall market for injection molding machinery in North America surpassed a 40-60 split between electric and hydraulic machines in 2005 and is expected to approach a nearly 50-50 split in 2006,” said Masanobu Sakurai, President, Sumitomo Plastics Machinery. “As the North American market shifts to all-electric injection molding technology, Sumitomo’s proven strength in this technology, combined with its wide product offering and US manufacturing capability, put the company in an exceptionally strong position for growth. The expansion and restructuring of our organization will allow us to better meet the needs of both our existing and our new customers through this period of growth.”

The new sales structure is currently set up with two Vice Presidents of Sales (Eastern Region and Western Region), five Regional Sales Managers, an inside Technical Sales staff, and 19 sales territories for coverage by Manufacturers Representatives organizations. Additionally, the company will be adding a sixth Regional Sales Manager and is in the process of opening three new regional offices: two in the Midwest and one on the West coast.

Jim Mitchell has been promoted to Vice President Sales, Western Region, with responsibility for managing the sales force in all states west of the Mississippi River, plus Illinois and Wisconsin, as well as managing sales for Canada. Mitchell has been with Sumitomo for six years, most recently serving as New Business Development Manager & Western Regional Sales Manager. In his 22 years in the injection molding industry, he has held both technical and managerial positions in captive and custom molding companies.

Koichi Kasamatsu has been appointed Vice President Sales, Eastern Region, with responsibility for managing the sales force in all states east of the Mississippi River except Illinois and Wisconsin. Kasamatsu has been with Sumitomo in Japan and the U.S. for 25 years, most recently serving as Vice President, Disc Systems, where he has been responsible for sales of optical disc molding machines for DVD and advanced optical disc media applications.

(MORE)

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Sumitomo Expands and Restructures Organization continued...Page Two

He will also continue to have responsibility for disc molding machines sales, an important market segment for Sumitomo in which the company has a 70% worldwide market share for both pre-recorded and recordable DVD formats.

Richard Ford joined the company in April as the new Regional Manager for the Western Region. Ford, who holds both a MS and BS in Plastics Engineering, most recently served as Western Sales Manager for Nissei ASB Company. With an additional seven years experience in direct sales of injection molding machinery and four years engineering experience in medical device manufacturing, Ford will be a valuable new member of the Sumitomo sales team.

Jeff Hicks will continue as Vice President, Technical Sales, managing the inside sales staff, the Norcross Tech Center, the processing assistance personnel and directing the company's Marketing activities for North America.

Concurrent with these changes, **Jerry Boggs** has retired as Executive Vice President, but is continuing to serve as a Senior Advisor to the company on an interim basis to ensure a smooth transition. Boggs has been the company's key man in building the business and organization over the past 15 years, and has been the architect of the new structure. Well known throughout the plastics machinery industry, in which he has been a highly respected member for the past 38 years, Boggs has served for many years on the board of the SPI Committee on Equipment Statistics (CES), including serving as Chairperson of the Injection Molding Machinery subcommittee.

Within Sumitomo's nationwide Service organization, **Dave Stelmat** has been promoted to Manager of Education in a move to fortify both customer and service engineer training.

Sumitomo Plastics Machinery manufactures a wide range of all-electric injection molding machines for diverse applications. The Sumitomo all-electric platform spans from 8 to 660 US tons, including micro to mid-sized, high-speed, high-duty, vertical, insert, multi-shot and disc molding machine series.

Information on the company and its equipment can be found on the company's website at: www.sumitomoPM.com.

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