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Baldwin Technology Partners With Fi-Tech to Represent Its Textile and Nonwoven Finishing Technologies in North America

Non-contact precision spray systems are designed to save time, money and valuable resources

ST. LOUIS, Missouri USA — October 3, 2022 — To ensure exceptional service amid growing demand for sustainable solutions, Fi-Tech Inc. will represent Baldwin Technology Co. Inc.'s complete textile and nonwoven product lines as its sales agent in the U.S. and Canada. The new partnership is effective immediately.

Baldwin's solutions enable fabric producers to significantly reduce their chemical, water, gas and power consumption while increasing productivity. The contact-free technology makes it possible to eliminate entire steps from the textile manufacturing process, like drying and bath changeovers required when switching between fabric colors to avoid color contamination.

Founded in 1972 and headquartered in Richmond, Virginia, Fi-Tech is well established as the leading agency and distribution firm for textile and non-woven machinery. Its initial focus was on synthetic fibers and nonwovens and it has since expanded its portfolio to represent manufacturers of complete machines or technical components used in the production of nonwovens, synthetic fibers, polymer, textiles, converting, perforated products and tobacco processing. Fi-Tech also maintains a spare parts inventory for many of the companies it represents.



Baldwin's Rick Stanford and Fi-Tech's Ian Mills kick off partnership with a handshake

"With the increasing demand of Baldwin's finishing technology, we needed to find the right partner for sales promotion in the U.S. and Canadian markets for knits, wovens and non-wovens," said Rick Stanford, Baldwin Technology's VP Global Business Development, Textiles. "Fi-Tech of Richmond, Virginia is the perfect partner. They are well established in the textile and non-wovens industry and their portfolio of principals provides excellent synergy with Baldwin's precision spray and plasma treater systems."

Ian Mills, Market Development Director at Fi-Tech, said he is convinced that the partnership is an opportunity for both sides. "With our wide-ranging networks we will be able to introduce Baldwin to leaders in sustainable knit, woven and non-woven production," Mills said. "We are impressed by Baldwin's long history and leading position in both the technology and the market. Fi-Tech is constantly searching the market for the best suppliers with the best solutions to give our customers the competitive advantages they need to be successful today and into the future."

Baldwin offers two key precision application solutions for fabric makers: TexCoat G4, which offers single- or dual-sided application of chemistries like fabric softeners, antimicrobial agents, durable water repellents, and others to textiles and TexMoister G2, which offers single- or dual-sided application of water to fabrics. Both systems use non-contact, precision-valve spray technology.

Baldwin precision spray enables either a light topical coating on lightweight fabrics or a deep penetration on heavyweight fabrics in a manner that reduces chemical and/or water consumption by 50% or more when compared with traditional padding methods. The non-contact technology eliminates the chemical wastewater associated with pad changes.

Baldwin also provides Rotor Spray technology, which uses rotary discs to achieve an even spray. Rotor Spray meets the demands for very precise low-level application often required in non-woven applications.

October 3, 2022

Page 2 of 2

Baldwin Technology Pacts With Fi-Tech to Represent Its Textile and Nonwoven Finishing Technologies in North America

Additionally, Baldwin offers the market's most efficient Corona/Plasma Treatment Systems with high-performance electrodes ensuring effective surface treatment for enhanced dyeing, coating, and adhesion on a variety of textile materials. The slim design enables easy integration and retrofit into existing production lines, and our features allow for fast and easy service.

Baldwin's solutions are used in a wide variety of fabrics from basic jersey and fleece with softening and anti-microbial finishes to technical fabrics such as outdoor gear, military, upholstery, automotive and industrial fabrics utilizing the latest in technical finishes such as DWR, soil release, flame retardants and insect repellent among others.

ABOUT BALDWIN TECHNOLOGY COMPANY INC.

Baldwin Technology Company Inc. is a leading global manufacturer and supplier of innovative process-automation equipment, parts, service and consumables for the printing, packaging, textile, plastic film extrusion and corrugated industries. As a total solutions provider, Baldwin offers our customers a broad range of market-leading technologies, with a focus on improving the economic and environmental efficiency of production processes. Through a global footprint of 21 company-owned locations and an extensive network of partners, our customers are supported globally, regionally and locally by dedicated sales and service team members who add value by forming long-term relationships. Baldwin is privately owned by BW Forsyth Partners, a Barry-Wehmiller company. For more, visit baldwintech.com.

ABOUT BW FORSYTH PARTNERS

BW Forsyth Partners is the investment arm of multibillion-dollar global manufacturing and engineering consulting firm Barry-Wehmiller. Established in 2009, BW Forsyth Partners blends Barry-Wehmiller's unparalleled legacy of value creation and people-centric culture development with keen investing experience to help companies realize their true potential. With a focus limited to areas known well, BW Forsyth Partners seeks to partner with leadership teams to acquire small- to middle-market companies in the capital and component equipment, and professional services sectors. In each of our operating companies, BW Forsyth Partners deploys operational improvements and strategy development without compromising the autonomy, strategic vision and entrepreneurial spirit of their leadership teams. For more information, visit bwforsyth.com.