



## **Kennametal Inc. Appoints Michael P. Wessner to Lead J&L Industrial Supply**

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Michael R. Gallagher Also Appointed to Direct Marketing and Sales  
Of Metalworking Solutions and Services Group

LATROBE, Pa., Jan. 8 /PRNewswire/ -- Kennametal Inc. (NYSE: KMT), a global leader in tooling solutions and services, announced the appointment of Michael P. Wessner as chief operating officer of J&L Industrial Supply. Wessner will oversee all operations of Kennametal's industrial distribution unit with sales exceeding \$360 million, including catalog and showroom operations, sales and distribution. He will report to Kennametal President and CEO Markos I. Tambakeras.

Additionally, Kennametal appointed Michael R. Gallagher responsibility for global marketing and sales, Metalworking Solutions and Services Group, with annual sales of \$1 billion. Gallagher will report to Derwin R. Gilbreath, the Group's vice president and chief operating officer.

Kennametal President and CEO Markos I. Tambakeras remarked, "We are delighted to have Mike Wessner and Mike Gallagher join our management team. These individuals bring the knowledge, experience and ambition necessary to continue moving Kennametal forward. Their leadership skill and record of success will help us achieve our aspiration to be the world's premier tooling solutions supplier."

Most recently, Wessner was chief executive officer, Emco/ESS Holdings, North Bergen, N.J., one of the largest U.S. distributors of information technology consumables, office supplies and business furniture. He was responsible for annual sales exceeding \$180 million, more than 400 employees and approximately 2,200 customers in 17 states.

Previously, Wessner was vice president, Midwest Region for Office Depot, Dallas, Texas, where he was responsible for annual sales of \$600 million. Earlier in his career, he served in various senior management roles at Anacomp, a \$600-million-dollar provider of information storage and retrieval systems and services and a manufacturer of magnetic and microfilm media. Wessner earned a bachelor's degree at Bloomsburg University, Bloomsburg, Pa.

Gallagher most recently served as president, Industrial Division, Thomas & Betts Corporation, Memphis, Tenn. He was responsible for development and execution of strategies for product sales, marketing and distribution for the division's \$483 million in annual sales. Prior to joining Thomas & Betts, he held various sales and marketing positions with Square D Company, Palatine, Ill. and the Norton Company, Worcester, Mass. He has a bachelor's degree and a master's degree in business administration from Plymouth State College of the University of New Hampshire.

Tambakeras added, "As part of our ongoing organizational improvement, these appointments enrich our management strength in two key areas. Mike Wessner will provide pivotal leadership as we implement our plan to reposition J&L and return the business to historical performance levels. Clearly, Mike Gallagher also has a critical role as he focuses on driving both market expansion and market share growth through more product innovation, improved customer service, and a solutions orientation for our core metalworking business."

Kennametal Inc. aspires to be the premier tooling solutions supplier in the world with operational excellence throughout the value chain and best-in-class manufacturing and technology. Kennametal strives to deliver superior shareowner value through top-tier financial performance. The company provides customers a broad range of technologically advanced tools, tooling systems and engineering services aimed at improving customers' manufacturing competitiveness. With 13,000 employees worldwide, the corporation's annual sales are approximately \$1.9 billion, with a third coming from sales outside the United States. Kennametal has been named one of the Best Places to Work in Pennsylvania and has operations in more than 60 countries. Kennametal operations in Europe are headquartered in Furth, Germany. Kennametal Asia Pacific operations are headquartered in Singapore.

SOURCE Kennametal Inc.

Web site: <http://www.kennametal.com>

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