

**FOR IMMEDIATE RELEASE**

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[steve.coleman@kiongroup.com](mailto:steve.coleman@kiongroup.com)**KION North America Announces its First Approved Dealer Managed Key Account Program with Prologis Essentials**

**SUMMERVILLE, SC** – KION North America is pleased to announce its first approved Dealer Managed Key Account (DMKA) with [Prologis Essentials](#), headquartered in Denver, CO. KION North America dealer partner, [Impact Forklift Solutions](#), will manage the Prologis Essentials account during the one-year agreement with eligibility for renewal. KION North America launched the DMKA Program at the end of 2022.

"We are thrilled about our partnership with Prologis Essentials and are equally excited that Impact Forklift Solutions will manage the account," said Director of Dealer Development Rick Schiel. "KION North America is eager to witness the success of the DMKA Program and this strategic collaboration."

Pat Heneghen, Vice President of Strategic Solutions of Prologis Essentials, further underscores the importance of the DMKA program. "Partnering with Impact Forklift Solutions and the KION North American dealer network demonstrates Prologis' commitment to bringing value to our customers through our best-in-class partner network."

Joe McNames, Vice President of Sales - National Accounts with Impact Forklift Solutions, adds, "Impact Forklift Solutions is anxious to collaborate with interested dealerships to further support and grow this exciting account through the DMKA Program. We look forward to partnering with them for shared success."

The design of the DMKA Program allows an authorized KION North America dealer to enter into a North American sales agreement with a qualified customer. Potential eligible customers include those who purchase via centralized purchasing and have several locations in multiple dealer territories. Once the sales agreement is approved, the DMKA Program allows dealers to sell directly to all customer locations. DMKAs are separate accounts from KION North America Key Account lists.

For a complete directory of KION North America's current dealer network, visit [www.kion-na.com](http://www.kion-na.com).

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**KION North America Corporation**

Headquartered in Summerville, S.C., [KION North America Corporation](#) is a member of the KION Group, one of the world's leading manufacturers of industrial trucks. Their brand companies, Linde and Baoli, serve the specific industrial truck requirements of the US, Canadian and Mexican markets with a broad and complementary product portfolio. KION North America produces material handling equipment known for its innovative technologies, reduced energy consumption, and low operating costs. KION North America also works closely with its sister company, Dematic, a global leader in automated material handling that provides a broad range of intelligent supply chain and automation solutions.

**Disclaimer**

This release contains forward-looking statements that are subject to various risks and uncertainties. Future results could differ materially from those described in these forward-looking statements due to certain factors, e.g., changes in business, economic and competitive conditions, regulatory reforms, results of technical studies, foreign exchange rate fluctuations, and the availability of financing. We do not undertake any responsibility to update the forward-looking statements in this release.