



## **FOR IMMEDIATE RELEASE**

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### **The Tensor Corporation Acquires North American Green** **Strategic partnership of two industry leaders to provide expanded product offerings and support to customers**

Atlanta, GA – September 28, 2004 – The Tensor Corporation, the leading U.S. manufacturer of high performance polymeric grid and mesh products, announced the acquisition of North American Green, the premier provider of rolled erosion control products. The closing was finalized September 24.

The Tensor Corporation, headquartered in Atlanta, is a full-service provider of site development solutions for common earthwork problems affecting the cost of pavements, parking lots, and other building structures. Its solutions are based on proprietary engineered systems that incorporate unique products, services, and application technologies serving commercial, residential, industrial and other private and public properties. Tensor specializes in providing cost-effective solutions for common site development problems with products such as Tensor<sup>®</sup> Uniaxial (UX) and Biaxial (BX) Geogrids, Mesa<sup>®</sup> Retaining Wall Systems, Triton<sup>®</sup> Coastal and Waterway Systems, Sierra<sup>®</sup> Slope Retention Systems, Prism<sup>®</sup> and Dimension<sup>®</sup> Foundation Improvement Systems, and Spectra<sup>®</sup> Roadway Improvement Systems. Additionally, Geopier Foundation Company, another subsidiary of The Tensor Corporation, utilizes patented Geopier<sup>®</sup> Rammed Aggregate Pier<sup>™</sup> soil reinforcement technology to provide cost effective alternatives to stone columns, piles, caissons and other traditional foundation support approaches. Additional information about The Tensor Corporation is available online at [www.tensarcorp.com](http://www.tensarcorp.com) or by calling 888-828-5164 (inside USA) or 404-250-1290 (outside USA).

According to Phil Egan, President and CEO of The Tensor Corporation, “Tensor’s strategic intent is to acquire companies that enhance and extend our position as the premier ‘one-stop’ provider of technology-driven, customer-specific proprietary solutions for site development and transportation infrastructure. North American Green’s technology and market leadership fit squarely within our ‘Everything from the Ground Down’ site solutions strategy.”

North American Green’s rolled erosion control products, which control soil erosion by providing vegetative and earthen support at ground level, blend well with Tensor Geogrids and Geopier Foundation Systems, both of which provide site development soil reinforcement solutions. Through the partnership of these two market leaders and their complementary product lines, many customers will be able to take advantage of streamlined project design and product specification services.

North American Green's management team, extensive market experience, superior distribution system, customer service record, and history of product innovation and new product introductions not only distinguish North American Green from its competition, but also prove an excellent fit with the philosophy and culture of The Tensar Corporation.

"We are excited about the opportunities being part of a larger company will create for North American Green and our distributors," said Jim Niemeier, North American Green President. "We intend to capitalize on the more diverse product lines we'll be able to offer through the new partnership with The Tensar Corporation to aggressively grow our core business, enhance our strong relationships and expand into new markets."

North American Green will operate as a subsidiary of The Tensar Corporation, maintaining separate manufacturing, administrative, sales/marketing, technical/customer service, and other support personnel out of the current Evansville, Indiana headquarters and regional offices. The company will remain under the leadership of North American Green President Jim Niemeier and the current executive management team. Dan Koester, North American Green CEO, will continue on the North American Green Board of Directors. As North American Green has operated in the past, all day-to-day operations and distributor management activities will remain the responsibility of North American Green. Tensar and North American Green will both retain and manage separate distribution networks.

North American Green is a leading erosion control solutions provider with a worldwide network of qualified distributors. The company's full line of rolled erosion control products has been extensively evaluated in both laboratory and independent tests. In addition to products marketed under the North American Green name, the company also distributes products under the trade names Vmax3<sup>®</sup> Composite Reinforcement Series, BioNet<sup>®</sup> Series, SedimentSTOP<sup>®</sup>, and GreenSP<sup>®</sup>. North American Green's Erosion Control Specialists provide site-specific project design and product specification assistance through the company's highly-regarded Erosion Control Materials Design Software (ECMDS<sup>®</sup>); all backed by the most comprehensive product performance guarantee in the industry, the Ultimate Assurance Guarantee. Additional information about North American Green is available online at [www.nagreen.com](http://www.nagreen.com) or by calling 800-772-2040 (inside USA) or 812-867-6632 (outside USA).

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