

W&H Systems, Inc.  
John Niemeyer  
Marketing Coordinator  
(p) 201-635-3471  
(f) 201-933-2144  
[jniemeyer@whsystems.com](mailto:jniemeyer@whsystems.com)

Carlstadt, NJ: March, 2012 – W&H Systems, Inc., a leading material handling systems integrator announced Wednesday that the controlling interests of W&H Systems have been acquired by Don Betman & Ken Knapp.



W&H Systems will continue to offer their warehouse solutions, which include consulting, system integration, software & controls and project management. As a result of the transaction, W&H will increase R&D, improve products & services, and add innovative solutions to promote the continued growth of the company.

Don Betman, President, will continue to manage the day-to-day operations at W&H Systems. Don joined W&H in 1993 when he created the customer service department. He subsequently worked as Operations Coordinator and Vice President of Sales and Marketing. Don is a member of the Warehouse Education & Research Council, as well as a member in good standing with The Council of Logistics Management and the National Retail Federation. Don attended the University of Maryland with a focus in Business Administration and Marketing.

“I have been part of W&H Systems for almost twenty years and it’s been exciting to be integral to many of our clients’ successes”, states Don Betman. Don adds, “Today we have taken control over our future. Our plan is to grow the business and continue to bring innovation to our clients”.

Ken Knapp, who joined W&H in 1991, is currently W&H System's COO and Vice President. In this position he will continue to insure the satisfaction of the material handling needs of W&H clients. He has filled positions from Field Administrator to Vice President of Operations, which encompassed internal coordination of a 100+ person team. In that role, he handled sensitive external negotiations with high-level executives in the retail distribution market. Ken has a technical degree from Brick Computer Science Institute, with a concentration in computer and microprocessor electronics. He has attended executive development programs on finance, strategic planning and business management at Columbia University and The Wharton School.

Ken Knapp states "When the opportunity presented itself to direct the future of W&H, I did not hesitate. It has been exciting to be part of this outstanding team of material handling professionals over the past 21 years." Ken adds, "W&H has always been a solid material handling company but we plan to take to W&H to a new level".