



Columbus McKinnon is a leading worldwide designer, manufacturer and marketer of material handling products, systems and services, which efficiently and ergonomically move, lift, position or secure material. Key products include hoists, cranes, actuators, chain, and forged attachments. The Company is focused on commercial and industrial applications that require the safety and quality provided by its superior design and engineering know-how. Comprehensive information on Columbus McKinnon is available on its web site at www.cmworks.com.



INVESTMENT HIGHLIGHTS

Expanding International Presence – CMCO is focused on industrial and commercial applications offering the greatest volume and profit potential, including Asia, Latin America and Eastern Europe. Non U.S. sales as a percentage of total sales have grown since fiscal 2005 and comprised 47% of net sales in the first quarter of FY 2012.

Leading Market Positions – Approximately 61% of the Company’s U.S. net sales are from product categories in which the Company holds the number-one market position.

Extensive Distribution Network – CMCO has a large, diverse global customer base of more than 15,000 distributors and end-user customers.

Broad Product Offering – The Company serves as a one-stop shop for material handling equipment. No single SKU comprises more than 1% of sales.

Macro-Economic Growth Drivers – Expected long-term worldwide economic growth, maximizing productivity and efficiency, and global focus on worker safety drive demand for the Company’s products.

Driving Profitable Growth – Solid balance sheet, investments in global growth, new product development, and productivity improvements complemented by strategic acquisitions.

GROWTH STRATEGIES

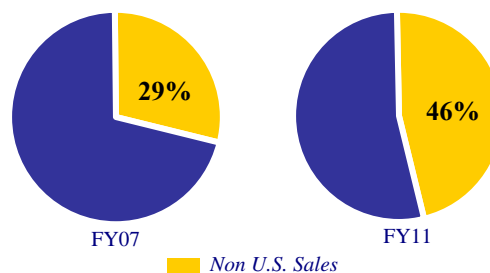
Develop new products and create end user pull through - leverage existing distribution channels and relationships, extend product reach into targeted vertical markets, and broaden product offering.

Expand international market opportunities - especially in developing industrial markets in Asia, Latin America and Eastern Europe.

Operational excellence - continue lean manufacturing, global quality system and enhance global supply chain.

Pursue strategic acquisitions and alliances that broaden geographic reach in target geographic markets and/or provide logical extensions to product line.

EXPANDING INTERNATIONAL PRESENCE



STRONG BALANCE SHEET

June 30, 2011

Total Debt / Total Capitalization	47.6%
Net Debt / Total Capitalization	31.1%
Book Value, per share	\$8.78
Cash balance	\$77.8 million
Corp. Credit Rating: S&P’s/Moody’s	BB- / Ba3

STOCK OVERVIEW

Market Capitalization*	\$277 million
Price*	\$14.36
52 Week Price Range*	\$12.39 - \$22.25
Common Shares Outstanding**	19.3 million
Average Volume (3 mos)	121,539
Price-to-Book**	1.64
Institutional Ownership	92.5%
Fiscal Year End	March 31

* As of August 30, 2011

** June 30, 2011

FINANCIAL HIGHLIGHTS

Selected Statement of Operations Data				
(in thousands)	First Quarter		Year Ended March 31	
	FY-2012	FY-2011	2011	2010
Net sales	\$ 139,760	\$ 119,087	\$ 524,065	\$ 476,183
Gross profit	35,642	28,015	126,052	115,939
Selling, general and administrative	27,478	25,000	103,502	101,356
Amortization/impairment & restructuring	951	1,879	3,978	18,395
Operating income (loss)	7,213	1,136	18,572	(3,812)
Income (loss) before income tax expense (benefit)	4,134	(1,560)	5,065	(12,889)
Net income (loss)	2,779	(722)	(35,950)	(7,013)
Diluted inc. (loss) earnings per share, continuing ops	0.14	(0.04)	(1.91)	(0.40)
Diluted weighted average shares outstanding	19,524	19,013	19,047	18,963

Selected Consolidated Balance Sheet Data		
(in thousands, except per share amounts)	June 30, 2011	March 31, 2011
Cash	\$ 77,764	\$ 80,139
Other current assets	192,059	182,069
Non-current assets	218,564	216,664
Total assets	488,387	478,872
Current liabilities	95,287	95,265
Long-term debt	152,591	152,816
Other non-current liabilities	71,110	68,645
Shareholders' equity	169,399	162,146
Book value per share	8.78	8.46

ANALYST COVERAGE

BB&T Capital
CJS Securities
CL King

TOP INSTITUTIONAL HOLDERS

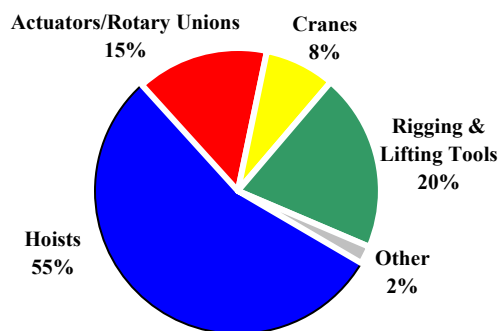
Fidelity Mgmt. & Research
The Boston Company Mgmt.
TimesSquare Capital Mgmt.
BlackRock Advisors
Vanguard Group
RBC Global Asset Mgmt.
Dimensional Fund Advisors
Royce & Associates

DEBT RATINGS

S&P's Overall at BB-; Subordinated Debt at B+
Moody's Overall at Ba3; Subordinated Debt at B1

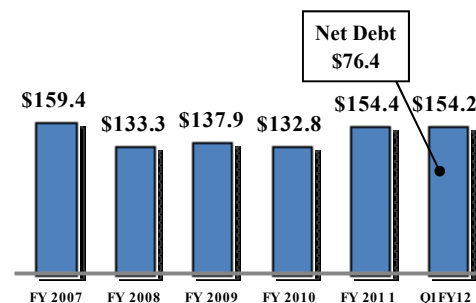
BROAD PRODUCT OFFERING

Q1 FY12 TTM Net Sales = \$554.7 million



STABLE DEBT LEVELS

(\$ in millions)



RECENT HIGHLIGHTS

- Net sales for Q1FY12 were \$139.8 million, up \$20.7 million, or 17.4%, from the prior-year period; improving demand levels drove strong order activity globally
- Non U.S. sales expanded 22% to \$66 million, 47% of total sales
- Operating profit improved \$6.1 million, up 535%, as incremental sales generated 29% operating leverage
- Economic expansion in all of its global markets
- Solid balance sheet and financial flexibility to execute acquisition strategy

Company Contact:
Greg Rustowicz
Chief Financial Officer ■ (716) 689-5442

Investor Contact:
Debbie Pawlowski
Kei Advisors ■ (716) 843-3908

This fact sheet contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. Such statements include, but are not limited to, statements concerning future revenue, earnings and cost debt reduction, involve known and unknown risks, uncertainties and other factors that could cause the actual results of the Company to differ materially from the results expressed or implied by such statements, including general economic and business conditions, conditions affecting the industries served by the Company and its subsidiaries, conditions affecting the Company's customers and suppliers, competitor responses to the Company's products and services, the overall market acceptance of such products and services, the Company's ability to renegotiate its senior debt, and other factors disclosed in the Company's periodic reports filed with the Securities and Exchange Commission. The Company assumes no obligation to update the forward-looking information.