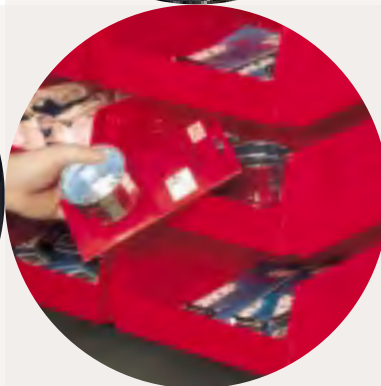
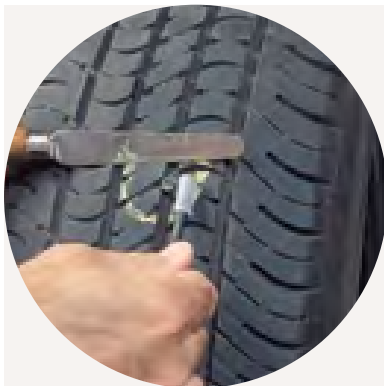


MYERS INDUSTRIES, INC. 1999 ANNUAL REPORT

E X P A N S I O N



P E R F O R M A N C E



# C O M P A N Y P R O F I L E

Myers Industries, Inc. is an international manufacturer of plastic and rubber products for industrial, agricultural, automotive, commercial, and consumer markets. The Company is also the largest wholesale distributor of tools, equipment, and supplies for the tire service and automotive underbody repair industry in the United States. Headquartered in Akron, Ohio, Myers encompasses: 23 manufacturing facilities in 6 countries, 42 distribution locations in 31 states, more than 20,000 products, and nearly 4,200 employees. Myers Industries is listed on the American Stock Exchange under the symbol MYE.

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MYERS INDUSTRIES, INC. 1999 ANNUAL REPORT



### ABOUT THE COVER & REPORT:

*The cover depicts elements of our expansion over the past 66 years: (bottom row, right to left) formation of our tire supply distribution business and creation of manufacturing operations with plastic and rubber products; (middle row) acquisition of leading North American reusable plastic container and plastic planter businesses; and (top) emergence as an international leader in reusable material handling products.*

### SAFE HARBOUR STATEMENT:

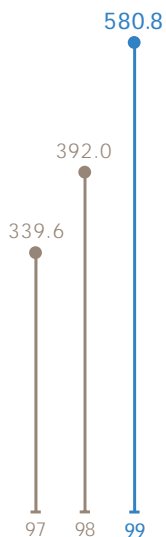
Statements contained in this report concerning the Company's goals, strategies, and expectations for business and financial results may be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and are based on current indicators and expectations. These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the applicable statements. Such risks include, but are not limited to, fluctuations in product demand, market acceptance, general economic conditions in domestic and international markets, competition, difficulties in manufacturing operations, raw material availability, and others.

# 1 9 9 9 F I N A N C I A L H I G H L I G H T S

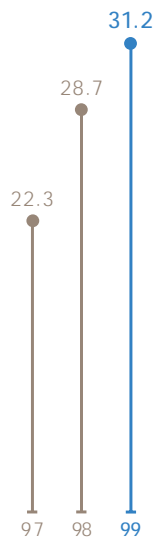
Dollars In Thousands (Except Per Share Data)

Operations for the Year	1999	1998	% Change
Net Sales	\$580,761	\$392,020	48.1
Income Before Taxes	54,301	48,485	12.0
Net Income	31,176	28,679	8.7
Net Income Per Common Share	1.55	1.42	9.2
<b>Financial Position At Year-End</b>			
Working Capital	\$104,747	\$102,417	2.3
Shareholders' Equity	207,747	202,689	2.5
Book Value Per Common Share	10.39	10.05	3.4
<b>Other Data</b>			
Dividends Paid Per Common Share	.22	.20	10.0
Average Common Shares Outstanding	20,166,920	20,135,282	0.2

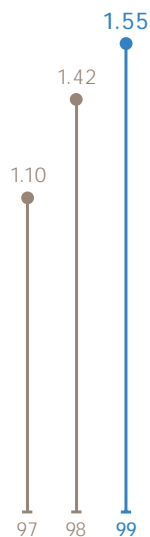
NET SALES  
\$ Millions



NET INCOME  
\$ Millions



NET INCOME  
PER SHARE  
\$ Dollars



1999 SALES  
By Business Segment



## L E T T E R   T O   S H A R E H O L D E R S

We are pleased to report a record performance for 1999, our 66th year of operation and 28th year as a public company. For the fourth year in a row, both our business segments, manufacturing and distribution, achieved record sales and profits.

Net sales for the fourth quarter were \$166.6 million, up 51 percent from the same period last year. Net income of \$9.8 million increased 7 percent, and net income per share of \$.49 was up 9 percent.

For the year, net sales were \$580.8 million, up 48 percent over 1998 results. Net income of \$31.2 million increased 9 percent, and net income per share of \$1.55 increased 9 percent from the \$1.42 earned in 1998.

In July, the Board of Directors declared a 10 percent stock dividend, the 24th consecutive year that it has increased the Company's cash payout to shareholders.

1999 was a year of exciting change for Myers Industries. We completed three acquisitions, accounting for nearly \$200 million in annualized sales. With those acquisitions we expanded manufacturing operations in Europe and North America and strengthened our existing reusable plastic container and plastic planter businesses.

As we noted last year, the purchase of Allibert Équpement in February 1999 was the largest acquisition Myers had ever made. Headquartered in Europe, Allibert Équpement is a leading manufacturer of reusable plastic material handling products. The acquisition gave Myers a serious manufacturing base in Europe, more than 1,000 additional products, and new customer relationships. Included in the purchase was Allibert's North American business, which we merged with our existing Buckhorn and Kadon businesses to form a substantial material handling resource for customers in the Western Hemisphere.

In August, we acquired Dillen Products and Listo Products, leading manufacturers of plastic planters, trays, pots, bowls, and hanging baskets, both indoor and outdoor. We have gained two respected names in both the grower and mass retail segments of the horticultural market.

Excluding contributions from our acquisitions, total net sales would have been slightly higher in the fourth quarter and would have increased 3 percent for the year. Operating profits are higher compared to 1998, mainly due to our focus on fundamental components of sound business management.

In the Company's manufacturing segment, sales increased 81 percent over last year's fourth quarter results and 77 percent over the comparable 12 months. Excluding acquisitions, sales in the manufacturing segment increased 2 percent for the quarter and 6 percent for the year.

Sales in the distribution segment decreased 2 percent compared with 1998 fourth quarter results and were slightly higher for the 12 months when compared to the prior year. Margins on sales improved for both the quarter and the year due to more sales of higher margin consumable supplies versus lower margin equipment.

The performance of Myers stock for the year was disheartening. We opened the year at \$26.08 and finished in December at \$15.75. We attempt to build value over sustained periods to the long-term benefit of ownership. That style did not seem to catch the interest of the market in 1999. Investors seemed to be following more immediate opportunities.

We significantly changed the scope of Myers Industries in 1999. We are now an international leader in reusable plastic containers, with great ability to bring material handling product and service solutions to customers around the world. Myers is also now one of North America's largest manufacturers of plastic planters. Myers Industries operates 23 manufacturing facilities in six countries and 42 distribution locations in 31 states. We offer more than 20,000 products to a diverse spectrum of customers. We employ nearly 4,200 people.

Despite pressure from higher resin prices, and the distractions and debt from making the acquisitions, we delivered solid financial performance in 1999. We shall attempt to continue in that fashion in the coming years.

We try to create consistent earnings growth and protect what has been gained. The effects of our efforts in 1999 have placed the Company as a major factor in the growing markets for plastic material handling products and plastic planters. We believe that Myers is in good position for sustainable long-term growth.

We thank our valued customers, suppliers, and the Myers Industries employees, both old and new, worldwide, without whose hard work, talent, and ideas we would not be able to report these record results. To our shareholders, we express our appreciation for your continued confidence. I welcome your thoughts and comments.



Respectfully submitted,

A handwritten signature in black ink, appearing to read "S. E. Myers", written over a horizontal line.

Stephen E. Myers  
*President and Chief Executive Officer*

*March 1, 2000*  
*semyers@po.myersind.com*

# THE HISTORY OF MYERS INDUSTRIES

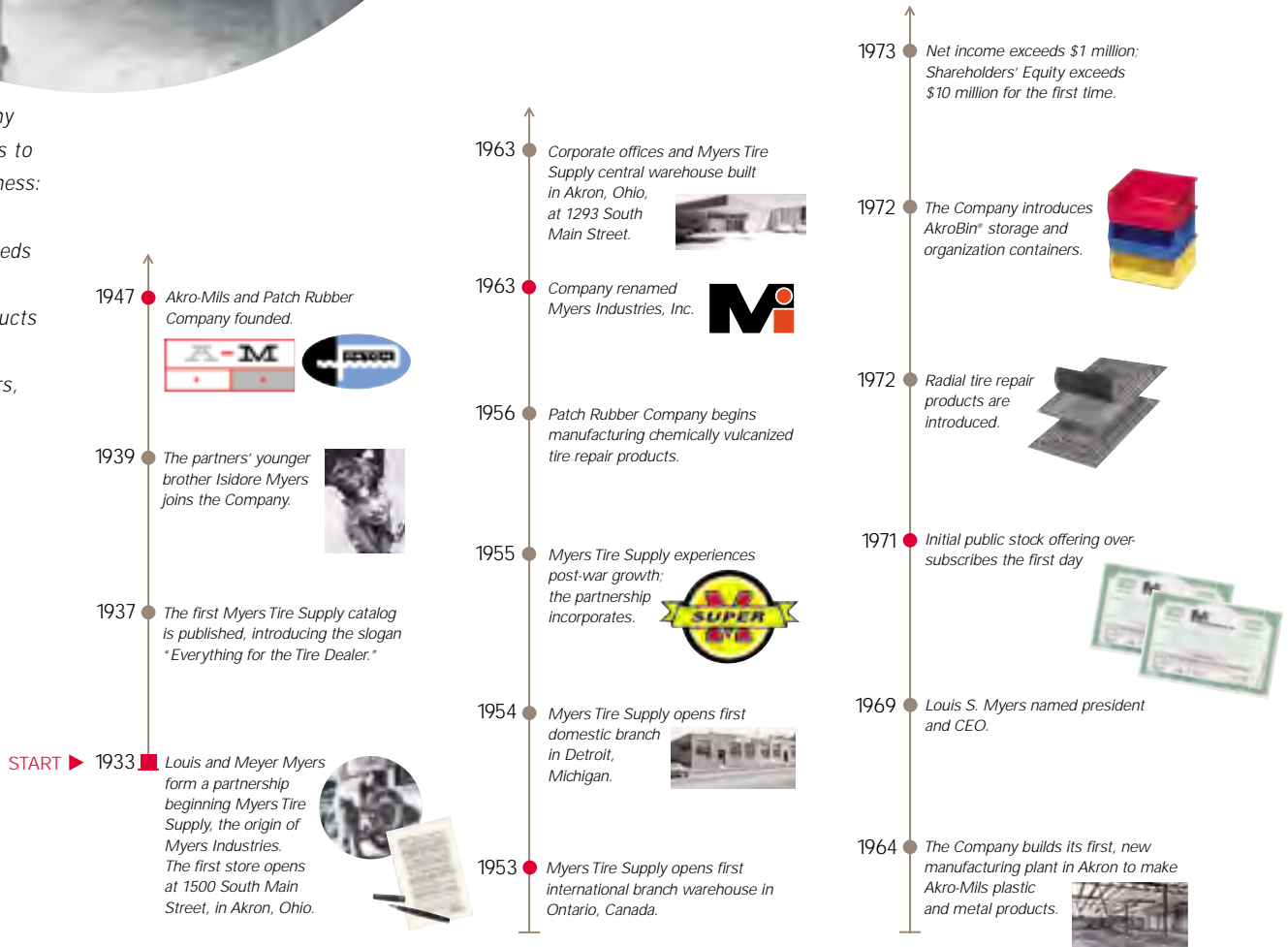


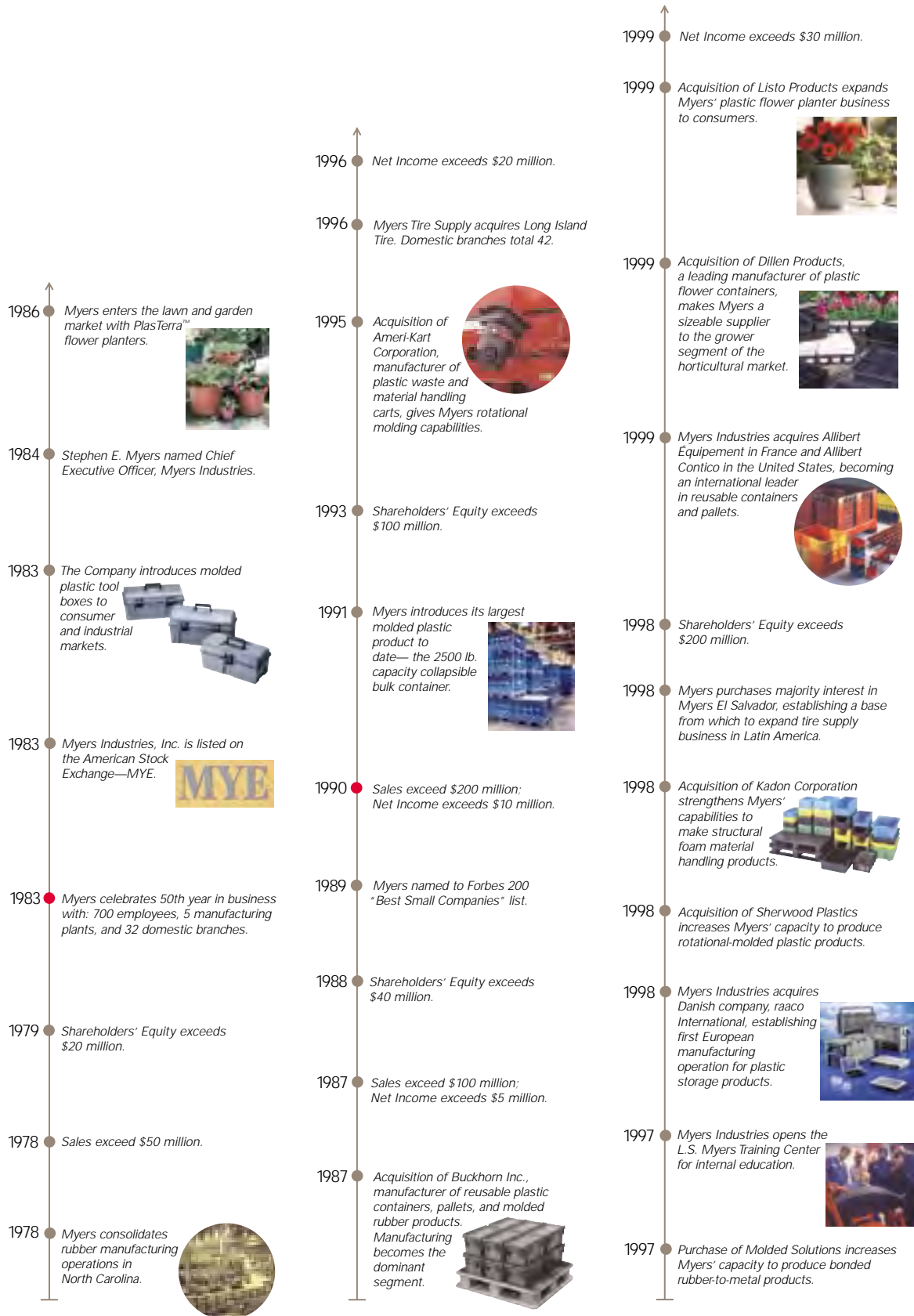
## 66 Years of Solid Growth...

What is today Myers Industries grew from the vision of two brothers and a partnership based on a \$620 loan, some merchandise, and a used pickup truck. Myers Tire Supply was dedicated to selling "everything for the tire dealer," and forged the Myers commitment to provide customers with superior-quality products and service.

From tire repair supplies and plastic bins to material handling containers and flower trays, this timeline highlights key operational and financial events in Myers' 66-year expansion from a small storefront in Akron, Ohio, to an international manufacturing and distribution business.

▲ The philosophy that continues to build our business: "Know the customer's needs and deliver superior products and service."  
Louis S. Myers, 1934





# M Y E R S I N D U S T R I E S O V E R V I E W

In our manufacturing business, we design, manufacture, and market more than 10,500 plastic and rubber products; we also custom-mold products for special applications. From material handling containers that protect parts on assembly lines to rubber seals for water supply lines to planters used in gardening, the products we manufacture help promote our customers' productivity and profitability.

In our distribution business, we buy and sell nearly 10,000 different items that professional technicians need for tire, wheel, and automotive underbody service. Whether our customers need a \$.15 valve cap or a \$45,000 computerized tire alignment system, Myers provides one-stop shopping to improve their efficiency and grow their business.

## MANUFACTURING SEGMENT

### Key Products

- Reusable Plastic Material Handling Containers
- Home Storage & Organization Products
- Plastic Planters
- Waste Collection & Material Handling Carts
- Plastic Storage Tanks
- Rubber OEM & Replacement Parts
- Tire Repair & Retreading Products

### Product Brands

- AC Buckhorn
- Akro-Mils
- Allibert Équiment
- Ameri-Kart
- Buckhorn Rubber
- Dillen
- Listo
- Patch Rubber
- raaco

### Capabilities

- Plastic & Rubber Injection Molding
- Compression Molding
- Winding Extrusion
- Rotational Molding
- Vacuum Forming
- Rubber Compounding, Calendering, & Extrusion
- Rubber-to-Metal Bonding

### Representative Markets

- Agriculture
- Automotive
- Chemical
- Construction
- Consumer
- Food Processing & Distribution
- Healthcare
- Horticulture
- Marine
- Telecommunications
- Tire Repair / Retread
- Transportation
- Waste Collection
- Water Control



NORTH AMERICA

*Positioned to Bring Solutions to Customers in a Variety of Markets Worldwide. . .*

### MAP KEY

- Manufacturing Locations
  - Multiple Manufacturing Plants near the Same Location
  - 16 United States
  - 6 Europe
  - 1 Canada
- Distribution Locations
  - 42 United States
  - 5 International

EUROPE

DISTRIBUTION  
SEGMENT

## Key Products

- Tire Valves & Accessories
- Tire Changing & Balancing Equipment
- Lifts & Alignment Equipment
- Service Equipment & Tools
- Tire Repair / Retread Equipment & Supplies

## Product Brand

- Myers Tire Supply

## Capabilities

- Local Sales & Inventory
- International Distribution
- Broad Sales Coverage
- Personalized Service
- Customer Product Training
- National Accounts
- 66 Years of Expertise in Tire Repair & Retreading

## Representative Markets

- Retail Tire Dealers
- Truck Tire Dealers
- Auto Dealers
- Commercial Auto & Truck Fleets
- Tire Retreaders
- General Repair Facilities

A Focused Approach for  
Long-Term Growth. . .

Myers Industries' growth is rooted in simple ideas employed early in the company's history: understand the customer's needs, provide superior products and service, take advantage of growth opportunities in areas we know, and preserve gains. Our focus today remains essentially the same:

- *Concentrate our efforts on markets where our products and expertise create profit opportunities for our customers and ourselves.*
- *Achieve leadership positions in each of our key product areas through breadth of offering, superior quality, and excellent customer service.*
- *Fuel internal growth with new products, line extensions, enhancement of current products and services, and new technology.*
- *Leverage brand equity to increase business with existing customers and cultivate new ones.*
- *Investigate the acquisition of businesses that complement our capabilities and provide significant potential for long-term growth.*
- *Respond to opportunities that present themselves and try to protect that which has been gained.*



Myers Industries Gets New Global Look,  
And Sales, Net Income Are On The Rise

◀ Myers Industries' international growth was highlighted by the Wall Street Journal in late fall.

# PRODUCT BRAND PROFILES

◀ The storage products we manufacture for consumers are ideal for organizing clothing and other seasonal items.

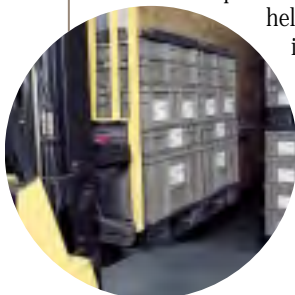


A Myers product may touch your life each day: organizing tools at home, marking a street with stripes and symbols, delivering poultry to a grocery, repairing a tire, or creating a garden. Myers products perform to make work easier, and we are committed to meeting the needs of customers, whether located across town or across the world.

*Following are capsule descriptions of the product brands that make up Myers Industries:*

## MANUFACTURING SEGMENT

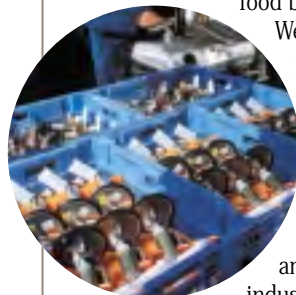
Our **AC Buckhorn** reusable plastic container systems replace cardboard and wood containers to help customers reduce material handling costs. We offer one of North America's most comprehensive selections of bulk and hand-held containers, pallets, and dunnage to meet shipping and handling needs in many industries. We also provide services to help customers implement and custom design reusable container programs.



Industrial, commercial, and consumer users find many storage and organization solutions with our **Akro-Mils** plastic products. Sold by distributors nationwide, our industrial containers and bins perform many tasks, from creating assembly workstations to transporting retail products. Our home storage products, sold by leading retailers, help consumers and professionals organize everything from holiday decorations to tools. Our Akro-Mils Specialty line includes outdoor planters and garden accessories ideal for both residential and commercial gardens.



In Europe, **Allibert Équpement** is Myers' brand of reusable plastic material handling products. Our broad range of bulk containers, totes, and pallets deliver productivity and profitability gains to customers in manufacturing, distribution, and food businesses.



We also produce storage tanks for the waste handling, water treatment, and chemical industries. Specialty items under the Allibert name include insulated containers for perishables, anti-slip flooring, and waste carts.

Myers' **Ameri-Kart** plastic carts are used in material handling and waste collection. Manufacturers use our carts for in-plant transport of products and scrap. More than 600 municipalities use the carts for residential waste collection. We are also known for rotationally-molded custom products used in many industries. Our custom products include such items as fuel tanks for RVs, air vent systems for trucks, and healthcare equipment for commercial and in-home use.



Our **Buckhorn Rubber** OEM and replacement parts meet the needs of customers in waterworks, transportation, construction, and other industries. Products range from gate seals for flood control dams to air intake hoses, hood latches, anti-vibration mounts, gaskets, and more. We also design and produce a variety of performance-specific custom rubber products.





With our **Dillen** and **Listo** brands, Myers is a leading manufacturer of plastic planters and North

America's largest producer of hanging baskets. The Myers offering under these brands includes an extensive variety of indoor planters, pots, bowls, baskets, grower trays, and flats. Combined with our Akro-Mils Specialty line of outdoor decorative planters and garden accessories, Myers brings a comprehensive

plastic planter offering to a broad spectrum of customers: growers at greenhouses, nurseries, and retail garden centers; retailers, including

mass merchandisers, home centers, and warehouse clubs; and consumers.



The most comprehensive tire repair and retread product line in the U. S. is from Myers' **Patch Rubber** brand. Other Patch products include calendered rubber; custom rubber sheet

stock used by the sporting goods, mining, and telecommunications industries; and ATM™ reflective marking tape and symbols applied



professionals to replace paint for marking highways and repair areas.

European customers know our **raaco** brand for plastic small item storage products, similar to Akro-Mils in North America. Our raaco bins and containers organize small parts in manufacturing operations. Service professionals transport repair items in our durable tool cases and cabinet systems. Our raaco products also provide retailers and consumers with storage solutions for home, workshop, and sport.



This automatic tire changer simplifies service of the newest tire models. Myers sells every product that service centers need for efficient tire repair, balancing, and alignment. ▼



## DISTRIBUTION SEGMENT

We sell tire repair and underbody service equipment, tools, and supplies worldwide under the **Myers**

### Tire Supply

name. Our product offering encompasses everything service professionals need for passenger, truck, and OTR vehicles – from computerized



alignment equipment and tire balancers to air gauges, valve caps, and small hand tools.



◀ Myers' reusable plastic containers are used for everything from shipping automotive parts to keeping produce fresh from soil to supermarket.

## M A N U F A C T U R I N G



## H I G H L I G H T S

- Gained a strong manufacturing presence in Europe, expanded our plastic container product lines, and strengthened our plastic pallet offering with the acquisition of France's Allibert Équipement, a leader in reusable material handling products.
- Strengthened our existing plastic planter business with the acquisition of Dillen Products and Listo Products, leading manufacturers of plastic flowerpots, trays, and decorative planters for growers, retailers, and consumers.
- Increased business with current customers and entered additional markets with new products and line extensions.

In our manufacturing segment, Myers Industries designs, engineers, produces, and markets more than 10,500 products. They range from reusable plastic material handling containers and plastic flower planters to tire repair materials and rubber OEM parts. Manufactured through a variety of processes at 23 facilities located in North America and Europe, our products are sold by a direct sales force and distributor network. Myers Industries' product and service solutions are practical and bring value to customers by helping them reduce costs, improve efficiency, and stay competitive.

In 1999, Myers Industries built on its solid foundation in manufacturing. Through acquisitions and internal growth, including major international operations, new products and markets, line extensions, and increased business with existing customers, we continued to place Myers in a favorable position for sustained growth.

### International Expansion with Plastic Material Handling Products

The most significant event of the year was the acquisition of Allibert Équipement, the material handling division of Sommer Allibert, which added international dimension to our reusable plastic container business. Based in France, Allibert Équipement is a leader in plastic containers, pallets, and storage tanks. The purchase included Allibert Contico in the United States, a Missouri-based direct competitor to our Buckhorn line of products.

In Europe, we gained five manufacturing facilities— two each in France and Spain and one in the United Kingdom. These facilities employ high and low-pressure injection molding, rotomolding, and winding extrusion processes to produce more than 1,000 products serving industries from agriculture and automotive to food and water treatment. Sales offices in Austria, Belgium, Germany, Italy, and Portugal, and a well-established distributor network, give Myers good visibility and access to our markets. Myers is now the foremost reusable container and pallet supplier in France and a strong presence in the remaining European markets for these products.



▲ *Our ventilated containers provide air circulation and protection to keep food like this packaged salmon fresh during distribution.*



◀ *Plastic totes from Myers are used throughout France's wine industry, from harvesting grapes to shipping wine to retailers.*

*Heavy-duty containers from Myers ▶ give superior protection to delicate automotive components such as wiring harnesses delivered to assembly lines.*



The North American component of the Allibert acquisition added one manufacturing plant, a direct sales force, and a variety of products that strengthen our existing plastic bulk container and pallet offerings. These elements were consolidated into our Buckhorn and Kadon businesses to form "AC Buckhorn." The integration creates a formidable reusable container resource to service the manufacturing, distribution, and food industries in North America, Mexico, and South America, and opens up many cross-selling opportunities with our related material handling businesses in North America and Europe.

Reusable plastic containers and pallets from Myers Industries help customers reduce solid waste and efficiently move a wide range of industrial and commercial products down the value chain. Our bulk containers safely handle automotive and appliance components shipped from suppliers to assemblers. Meat and produce are shipped to retailers in totes designed to protect perishables. Mass merchandisers receive a variety of products from their suppliers in our distribution container and pallet systems. The storage bins we make are used on assembly lines throughout the world to organize small parts.

One of our newest product lines is plastic holding tanks, which we gained with our expansion in Europe. These products are used for fixed storage and as intermediate bulk containers (IBC's) to transport solid and liquid materials. The plastic tanks are an alternative to stainless steel versions, giving customers the same performance for a lower price. Myers is the only European manufacturer offering a full range of plastic storage tanks up to 50 cubic meters and a full range of 100 percent plastic IBC's to the chemical, water treatment, and other industries.

With our strong manufacturing presence in both Europe and North America, Myers is an international leader in plastic reusable material handling products. As companies continue to reduce their supplier base and expand globally, Myers will benefit from broader capabilities to meet their material handling needs.



▲ One of our bulk containers helps customers easily transport and dispense large quantities of small items like seed, feed, or small parts.



◀ Nurseries, greenhouses, and other growers turn to Myers for North America's most comprehensive selection of plastic hanging baskets.

We manufacture a complete ► range of corrosion-resistant plastic storage tanks used for holding water, liquid foods, and chemicals.



### Growth in Plastic Planter Business

Two acquisitions strengthened our existing business in plastic outdoor planters and garden accessories. In August, we acquired Dillen Products and Listo Products, both leading manufacturers of plastic indoor/outdoor planters, trays, pots, bowls, and hanging baskets. Myers is now one of the largest manufacturers of plastic planters in North America, with expanded manufacturing capabilities, a more diverse product range, and well-known brands. We have a substantial presence in the grower segment of the horticultural market, including nurseries, greenhouses, and retail garden centers, and stronger ties to leading retailers.



▲ Our new line of plastic, decorative planters allows consumers to create relaxing indoor gardens.

### Internal Developments Fuel Success

Myers Industries' business approach is to focus our efforts where our products and expertise create profit opportunities for our customers and ourselves. In addition to external growth avenues, this approach demands a consistent internal focus to grow core product lines, improve technology, and uncover new business. In 1999, several internal developments continued to fuel our success.

In our rotational-molding business, demand increased for custom products. One of the trends driving this growth is original equipment manufacturers (OEM's) that convert components such as fuel tanks and ductwork to plastic. For large parts with seamless construction, rotational molding is one of the best manufacturing processes. To meet our customers' needs and position ourselves for future opportunities, last year we installed one of the country's largest rotational molding machines. This addition allows us to mold products up to 15 feet in diameter.



Our capabilities in custom rotational molding allow Myers to create a wide range of high-strength products, from water and waste holding tanks to livestock feeders.



▲ Myers' rubber OEM parts including air intake hoses, mounts, and seals, help keep construction vehicles and semi-trucks in top working order.

Responding to the needs of existing customers in the transportation and waterworks industries, we broadened our range of rubber OEM and replacement parts. New air intake hoses, boots, torque absorbers, suspension bushings and mounts all combined to expand business with customers in the heavy truck, construction, and lawn and garden equipment markets. We also developed a new seal to protect transmission components from water damage in marine watercraft applications. Such product innovations and line extensions help us maximize growth opportunities within existing markets and penetrate new ones.

We used our rubber calendaring and compounding capabilities to strengthen business in several areas. In the sporting goods and mining industries, we continued to develop sales for our rubber sheet stock. Customers use this material as the base to create products such as snowmobile treads, golf grips, and linings for material handling conveyors. One of the new products introduced this year was calendered Kevlar™ cord. Produced using the same material found in bulletproof vests, this rubber cord gives customers a lightweight, strong rubber base material for industrial applications. Demand for more durable pavement marking and an increase in road construction throughout the year helped us find new opportunities for our polymer-based, reflective highway marking tape and symbols.

In our consumer market, we broadened our line of plastic storage containers for the home with new sizes and styles that maximize useful space in closets and under beds. By adapting existing products, we entered the office supply market with plastic file boxes and stackable bins that simplify storage of items from staples to computer peripherals. We also modified several products to create storage and organization containers for craft, sewing, and art supplies. To our existing line of plastic outdoor planters we added new urns and whitewash-style planters to meet retailer and consumer demand for products with contemporary elegance.



◀ Myers entered the office products market with organization solutions for files and office supplies.

Our plastic storage cases with removable bins are ideal for craftspeople to transport and organize thread, needles, beads, and other small items. ▶



Capital investments during the year kept Myers at the forefront of technology and productivity. New machinery and upgraded tooling combined to help us increase capacity and maximize production efficiency.

Exceptional quality in products and in customer service is still a Myers advantage in the markets where we compete. During the year, one of our rubber molding facilities secured ISO 9001 certification while three more of our plastic plants began the ISO process. By the end of 1999, nearly all of our manufacturing facilities were either certified or in the certification process for ISO and/or QS status. We formed internal teams to work with our top industrial distributors and retail customers to better guide order-entry and delivery and make recommendations on new product development.

Our attention to high levels of service, on time delivery, and quality products paid off in 1999. Myers garnered "preferred supplier" status and manufacturing awards from industry leaders— including W. W. Grainger's "CFQ 1 Supplier Recognition Award," the "Lawn and Garden Manufacturers and Distribution Association Award," and recognition from Ford, Navistar, Polaris, Target, and TruServe.

### Summary

With expanded international reach, new products, and new markets and customer relationships, 1999 was a year of significant change for Myers' manufacturing segment. The result is a company better positioned to serve its customers, capitalize on growth opportunities, and prosper in changing world markets.



▲ We expanded our existing line of outdoor flower planters with a decorative whitewash style, perfect for creating elegant floral displays in both residential and commercial settings.

Our calendered custom rubber sheet stock is used in diverse applications, including fabricating and lining material handling systems for the mining industry. ▶



## D I S T R I B U T I O N



## H I G H L I G H T S

- Strengthened relationships with customers to reinforce our position as their one source for complete tire and allied service products and solutions.
- Implemented a new, integrated computer system to improve handling of inventory tracking, inquiries, orders, shipments, and invoicing.
- Initiated development of an "e-branch" to expand our coverage, increase customer satisfaction, and avail ourselves of growth opportunities in e-commerce.

Tire and automotive underbody service specialists get the broadest product and service coverage possible from one source: Myers Industries. With our distribution segment, we are the largest wholesale distributor of tools, equipment, and supplies to those professionals in the United States. We buy and sell nearly 10,000 different items ranging from tire patches and computerized alignment systems to brake lathes and impact wrenches. With our extensive product range and 66 years of expertise, Myers provides its customers with value-added solutions to their tire and allied service needs for passenger, truck, and off-highway vehicles.

### Driving Factors in Our Distribution Business

Myers' distribution business is driven by several factors, including vehicle population, mileage, and design. In 1999, the number of vehicles in operation increased to more than 215 million. Highway travel rose to more than 2.6 trillion miles. With more vehicles driven more miles, repair potential for tires and underbody systems increases.

The proliferation of new vehicle designs and changes in component technology plays a role in Myers' business. The latest suspension systems, tires, and wheels require more sophisticated service equipment and regular maintenance for proper operation.

These factors combine to present our customers with more maintenance opportunities, yet also challenge them to deliver efficient service. Customers look to Myers as the industry leader for product selection, rapid availability, and responsive service.

### Where Myers Sells

Our primary markets in distribution include independent tire dealers, mass merchandisers, commercial auto and truck fleets, tire retreaders, and general repair facilities. A key to our leadership position is that Myers keeps supply lines between customers and our branches as short as possible and delivers personal service.

Since opening our first branch in 1953, we have gradually expanded the geographic scope of our operations. Today, we provide sales coverage to every major U.S. metropolitan area from 42 branches in 31 states. To keep a constant flow of products available, Myers' truck fleet makes regular deliveries from the central warehouse in Akron, Ohio, to each branch location.



▲ We distribute a complete line of tire and wheel service tools, including impact wrenches to remove lug nuts from passenger and truck tires.



◀ Computerized tire alignment systems from Myers allow technicians to receive complete alignment readings in less than 5-minutes, reducing service time.



▶ Myers salespeople stay as close to customers as possible, consulting on new products and new repair techniques.

Myers also distributes the product line worldwide. We operate through three wholly owned warehouse distributors located in Canada and Central America and own interests in several foreign warehouse distributors. Sales personnel from our Akron headquarters cover the Far East, Middle East, South Pacific, and South American territories.

Millions of people's income, mobility, and safety depend on our ability to get the right product, to the right person, at the right time. To that end, Myers sets aggressive standards to ensure that products reach our customers quickly. They, in turn, can provide fast service for their customers, increase business, and maintain profitable operations.

### What Myers Sells

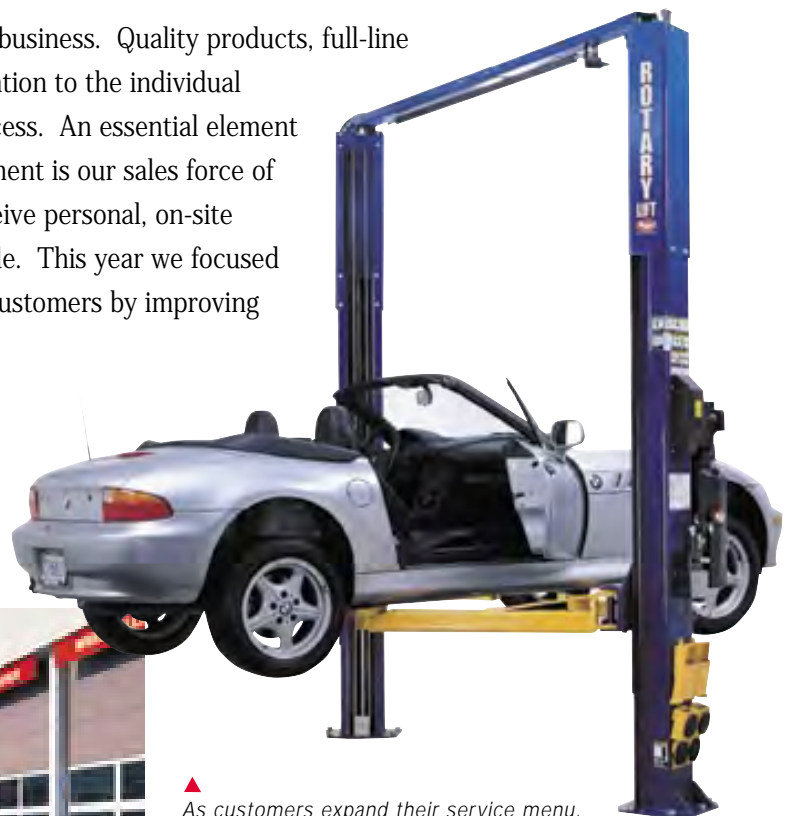
Myers helps build customers' businesses through our product scope. We sell everything tire and underbody service specialists require— except tires, wheels, and other "hard parts." Our primary concentration is on service and repair products for tire repair, balancing, and alignment. From above-ground lifts and tire balancers to inflation gauges and hand tools, customers rely on Myers for products to fix the smallest puncture in a passenger tire to the most severe tear in off-road tires for construction and farm equipment. As our tire repair customers add services such as transmission and cooling maintenance, Myers adapts to provide tools, equipment, and supplies that meet their needs. Such products add breadth and depth to our offering beyond tire and underbody service, enhance our value as a single-source supplier, and provide Myers with growth opportunities in ancillary markets.

### Solid Sales Support

We focus on fundamentals to earn business. Quality products, full-line coverage, timely distribution, and attention to the individual needs of our customers drives our success. An essential element of achievement in the distribution segment is our sales force of more than 180 people. Customers receive personal, on-site service before, during, and after the sale. This year we focused on strengthening bonds with existing customers by improving our hands-on service.



▲ Customers rely on Myers for basic products such as inflation gauges to service passenger and truck tires.



▲ As customers expand their service menu, Myers adapts to supply products they need to stay competitive— such as above-ground lifts that install without excavation to create new service bay space.



In the field, Myers assists customers in many ways. A wealth of product-specific information and years of industry experience back each member of the Myers sales team. Through regular visits, we give customers updates on products and technologies and demonstrate the features and benefits of the newest service items. Working closely with customers ensures, for example, that they are properly trained on new tire repair techniques. Such personalized service helps advance our customers' business, as well as our own.

### Continuous Training

In 1999, we continued to emphasize training for our sales representatives to maintain their reputation as the "best trained and best educated sales force in the industry." Through seminars at our branches and at our training center in Akron, the Myers team learns about new products, technologies, applications, and sales techniques. Our attention to education reinforces the Myers tradition of delivering service that exceeds customer expectations.

### Preparing for the Future

Markets such as brake and muffler shops, as well as new car dealers, continued to be areas of opportunity for Myers in 1999. With our product and sales coverage, expansion of tire and underbody service in these markets affords additional chances to grow our business. We installed a new, integrated computer system to improve inventory management, order processing, shipping, and invoicing. In addition to our tire supply Web site, we began to develop a Myers "e-branch warehouse." When fully operational in 2000, the e-branch will work with our branch warehouses and sales personnel to offer an unmatched combination of product assortment, rapid availability, and ease of service.

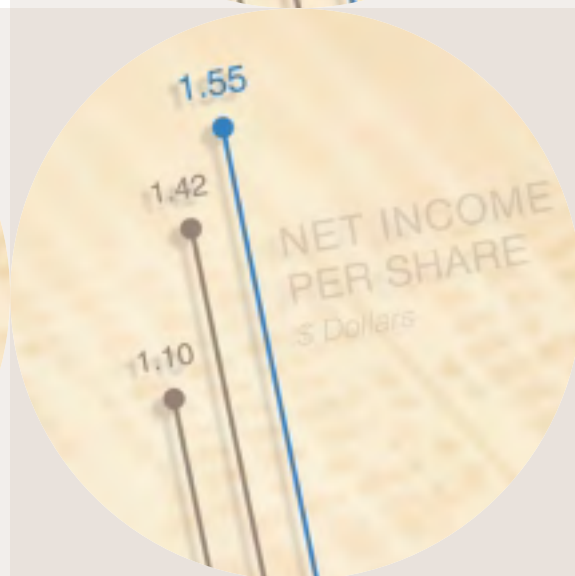
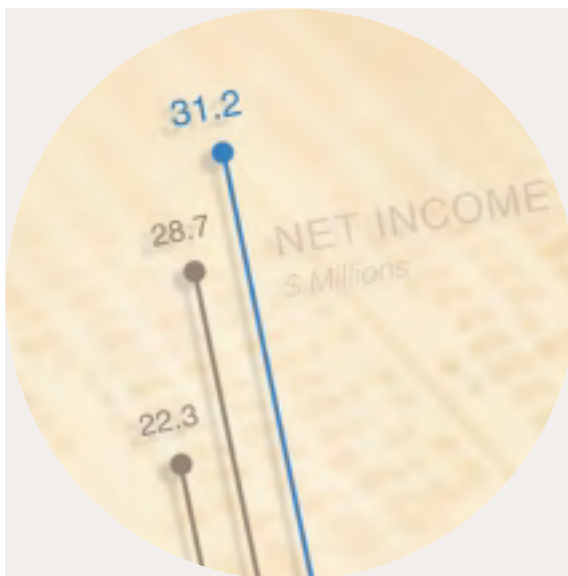
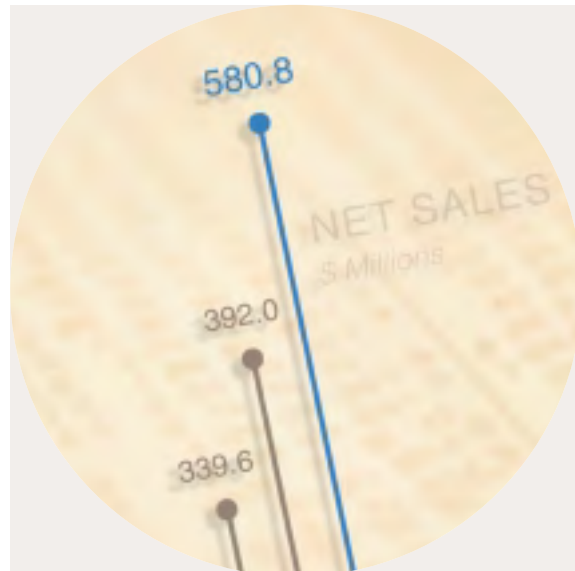


▲ The Myers Web Site is developing e-commerce capabilities to increase our reach to customers and meet their needs for immediate access to products.



Myers sells nearly 10,000 products to ► meet the critical service needs of the latest vehicle underbody components—from tires and wheels to suspension systems and brakes.

## FINANCIAL



## STATEMENTS

- Myers Industries reports record sales and earnings for the year ended December 31, 1999.
- Net sales of \$580.8 million were 48 percent greater than the \$392.0 million reported in 1998.
- Net income for the year was \$31.2 million, up 9 percent from \$28.7 million in 1998.
- Net income per share was \$1.55, a 9 percent increase from the \$1.42 earned last year.
- 10-Year Annual Growth Rates: Net Sales— 12%, Net Income— 13%, Net Income Per Share— 12%

## Summarized Quarterly Results of Operations

(Unaudited) Thousands of Dollars, Except Per Share Data

### 1999

Quarter Ended	March 31	June 30	Sept. 30	Dec. 31	Total
Net sales	\$126,746	\$147,643	\$139,769	\$166,603	\$580,761
Gross profit	47,227	54,151	48,255	63,492	213,125
Net income	8,268	9,167	3,966	9,775	31,176
Per share	.41	.45	.20	.49	1.55

### 1998

Quarter Ended	March 31	June 30	Sept. 30	Dec. 31	Total
Net sales	\$88,191	\$101,115	\$92,196	\$110,518	\$392,020
Gross profit	30,616	34,827	30,481	39,590	135,514
Net income	6,990	7,598	4,918	9,173	28,679
Per share	.35	.38	.24	.45	1.42

## Common Stock Market Prices and Dividends

The Company's Common Stock is traded on the American Stock Exchange (ticker symbol MYE). The approximate number of

record holders at December 31, 1999, was 2,100. High and low stock prices and dividends for the last two years were:

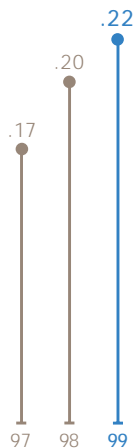
### 1999

Quarter Ended	Sales Price		Dividends Paid
	High	Low	
March 31	27.50	17.27	.05
June 30	22.44	18.07	.05
September 30	22.73	17.37	.06
December 31	18.19	12.73	.06

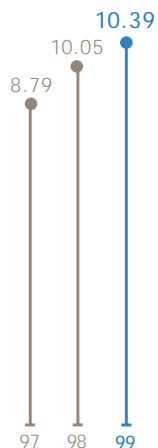
### 1998

Quarter Ended	Sales Price		Dividends Paid
	High	Low	
March 31	19.32	14.89	.045
June 30	22.73	18.07	.045
September 30	24.32	18.07	.055
December 31	26.08	18.24	.055

DIVIDENDS PER SHARE  
\$ Dollars



BOOK VALUE PER SHARE  
\$ Dollars



## Results Of Operations

### 1999

Net sales for the year ended December 31, 1999, increased \$188.7 million or 48 percent to a record \$580.8 million. Sales in the Manufacturing segment increased \$188.2 million or 77 percent primarily due to the impact of acquired companies. Excluding acquisitions, sales in the Manufacturing segment increased 6 percent primarily as a result of higher unit volumes. Sales in the Distribution segment for 1999 were essentially unchanged from the prior year. On a pro-forma basis, reflecting the acquired businesses as if they had been included for the full fiscal years 1999 and 1998, total sales were up 7 percent in the current year.

Cost of sales increased \$111.1 million or 43 percent reflecting the higher sales levels; however, gross profit as a percentage of sales increased to 36.7 percent from 34.6 percent in the prior year as the Company experienced improvements in both of its business segments. In the Manufacturing segment, the impact of acquired companies and greater utilization of plant capacity provided the improvements that offset higher raw material costs. In the Distribution segment, margins improved as a result of increased sales on higher margin supplies versus equipment.

Total operating expenses increased \$57.5 million or 67 percent to \$143.6 million for the year ended December 31, 1999. This increase is the result of higher selling costs associated with the increase in sales combined with the impact of acquired companies. Expressed as a percentage of sales, operating expenses were 24.7 percent in 1999 compared with 22.0 percent in the prior year. This reduction in operating expense leverage is primarily due to the different operating expense structure of Allibert Équipement acquired during the current year.

Net interest expense increased \$14.3 million to \$15.2 million for the year ended December 31, 1999. This increase reflects the substantially higher borrowing levels resulting from business acquisitions combined with slightly higher rates.

Income taxes as a percent of income before taxes was 42.6 percent for 1999 compared to 40.8 percent in the prior year. The higher effective tax rate is attributable to an increase in non-deductible amortization expense combined with foreign tax rate differences.

### 1998

Net sales for the year ended December 31, 1998, increased \$52.4 million or 15 percent to \$392.0 million. Sales in the Manufacturing segment increased \$39.3 million or 19 percent with approximately 70 percent of the increase due to the inclusion of acquired businesses. The increase in sales of the Company's existing Manufacturing businesses reflects primarily higher unit volumes. Net sales in the Distribution segment increased \$14.2 million or 10 percent as a result of

higher unit volumes. The Company experienced significant pressure on selling prices in both of its business segments, reflecting strong competition and the impact of lower raw material costs.

Cost of sales increased \$24.1 million or 10 percent reflecting the higher sales level; however, gross profit as a percentage of sales increased to 34.6 percent in 1998 from 31.6 percent in the prior year. This improvement in gross profit margin was primarily achieved in the Manufacturing segment based on lower raw material costs and greater utilization of plant capacity.

Total operating expenses for 1998 increased \$17.2 million or 25 percent to \$86.1 million. This increase reflects higher selling costs resulting from greater sales volume and the additional operating costs of acquired companies. Expressed as a percentage of sales, operating expenses were 22.0 percent in 1998 compared with 20.3 percent in the prior year. This reduction in operating expense leverage is due to additional spending related to sales training and education combined with the impact of acquired companies.

Net interest expense increased \$640,303 due to higher borrowing levels resulting from business acquisitions. Interest expense increased \$1.8 million based on the increase in average borrowings which was partially offset by an increase in interest income of \$1.2 million due to the existing financial structure of acquired businesses.

The Company's effective tax rate decreased slightly to 40.8 percent from 41.3 percent.

## Financial Condition

### Liquidity and Capital Resources

In 1999, the Company generated cash from operating activities of \$57.4 million compared to \$42.3 million in the prior year. Investments in property, plant, and equipment were \$27.5 million and additional funds of \$213.6 million were used to make business acquisitions. As a result of this activity, long-term debt increased \$231.3 million and debt as a percentage of total capitalization increased to 58 percent. At December 31, 1999, the Company had working capital of \$104.7 million and a current ratio of 2.0 to 1.

At December 31, 1999, available borrowing under the Company's revolving credit facility was approximately \$49 million. In addition, there is an uncommitted \$25 million springing facility. During the next five years management anticipates on-going capital expenditures in the range of \$25 to \$30 million annually. Cash flows from operations and funds available under existing credit facilities will provide the Company's primary source of future financing. Management believes that it has sufficient financial resources to meet anticipated business requirements in the foreseeable future, including capital expenditures, dividends, working capital, and debt service.

## Statements of Consolidated Income

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

	1999	1998	1997
<b>Net sales</b>	<b>\$580,760,740</b>	\$392,019,900	\$339,625,585
<b>Cost of sales</b>	<b>367,635,460</b>	256,506,103	232,376,615
Gross profit	<u>213,125,280</u>	<u>135,513,797</u>	<u>107,248,970</u>
<b>Operating expenses</b>			
Selling	83,352,607	47,959,466	39,322,295
General and administrative	60,265,518	38,181,368	29,613,322
	<u>143,618,125</u>	<u>86,140,834</u>	<u>68,935,617</u>
Operating income	<u>69,507,155</u>	<u>49,372,963</u>	<u>38,313,353</u>
<b>Interest</b>			
Income	(753,648)	(1,515,186)	(348,746)
Expense	15,959,457	2,403,059	596,316
	<u>15,205,809</u>	<u>887,873</u>	<u>247,570</u>
<b>Income before income taxes</b>	<b>54,301,346</b>	48,485,090	38,065,783
<b>Income taxes</b>	<b>23,125,000</b>	19,806,000	15,727,000
<b>Net income</b>	<b>\$31,176,346</b>	\$28,679,090	\$22,338,783
<b>Net income per share</b>	<b>\$1.55</b>	\$1.42	\$1.10

The accompanying notes are an integral part of these statements.

## Statements of Consolidated Financial Position

### Myers Industries, Inc. and Subsidiaries

As of December 31, 1999 and 1998

## Assets

	1999	1998
<b>Current Assets</b>		
Cash and temporary cash investments	\$1,094,300	\$34,832,151
Accounts receivable – less allowances of \$3,810,000 and \$2,396,000, respectively	115,754,304	62,855,111
Inventories		
Finished and in-process products	65,145,885	44,182,030
Raw materials and supplies	19,275,065	9,236,913
	<u>84,420,950</u>	<u>53,418,943</u>
Prepaid expenses	5,721,436	2,543,996
<b>Total Current Assets</b>	<b>206,990,990</b>	<b>153,650,201</b>
<b>Other Assets</b>		
Excess of cost over fair value of net assets of companies acquired	196,694,408	37,481,612
Patents and other intangible assets	2,725,345	2,104,327
Other	4,503,381	4,028,655
	<u>203,923,134</u>	<u>43,614,594</u>
<b>Property, Plant, and Equipment, at Cost</b>		
Land	6,841,222	2,854,905
Buildings and leasehold improvements	62,982,807	53,484,959
Machinery and equipment	238,240,041	147,405,559
	<u>308,064,070</u>	<u>203,745,423</u>
Less allowances for depreciation and amortization	118,568,562	94,302,430
	<u>189,495,508</u>	<u>109,442,993</u>
	<u>\$600,409,632</u>	<u>\$306,707,788</u>

## Liabilities and Shareholders' Equity

	1999	1998
<b>Current Liabilities</b>		
Accounts payable	\$39,620,814	\$15,863,124
Accrued expenses		
Employee compensation and related items	26,963,274	13,094,384
Taxes, other than income taxes	2,086,045	1,316,457
Income taxes	1,326,344	1,357,241
Accrued interest	1,180,638	125,690
Other	18,593,223	13,088,468
Current portion of long-term debt	12,474,081	6,388,146
<b>Total Current Liabilities</b>	<b>102,244,419</b>	<b>51,233,510</b>
<b>Long-term Debt, less current portion</b>	<b>280,103,906</b>	<b>48,832,240</b>
<b>Deferred Income Taxes</b>	<b>10,314,490</b>	<b>3,953,185</b>
<b>Shareholders' Equity</b>		
Serial Preferred Shares (authorized 1,000,000 shares)	--	--
Common Shares, without par value (authorized 60,000,000 shares; outstanding 19,987,446 and 20,171,867 shares, respectively)	12,256,209	11,610,996
Additional paid-in capital	169,508,024	134,280,522
Accumulated other comprehensive income	(19,013,675)	(83,002)
Retained income	44,996,259	56,880,337
	<u>207,746,817</u>	<u>202,688,853</u>
	<u>\$600,409,632</u>	<u>\$306,707,788</u>

The accompanying notes are an integral part of these statements.

**Statements of Consolidated Shareholders' Equity  
and Comprehensive Income**

**Myers Industries, Inc. and Subsidiaries**

For The Years Ended December 31, 1999, 1998, and 1997

	Common Shares		Additional Paid-In Capital	Accumulated Other Comprehensive Income	Retained Income	Comprehensive Income
	Number	Amount				
<b>Balance at January 1, 1997</b>	16,854,529	\$10,659,714	\$109,864,137	(\$213,572)	\$42,134,712	--
<b>Additions</b>						
Net income	--	--	--	--	22,338,783	\$22,338,783
Sales under option plans	32,204	24,902	357,976	--	--	--
Employees stock purchase plan	22,720	12,920	366,787	--	--	--
Dividend reinvestment plan	7,012	4,005	114,201	--	--	--
<b>Deductions</b>						
Purchases for treasury	(326,100)	(208,704)	(4,968,134)	--	--	--
Dividends – \$.17 per share	--	--	--	--	(3,529,921)	--
10% stock dividend	1,688,530	1,080,659	27,624,336	--	(28,714,606)	--
Foreign currency translation adjustment	--	--	--	(271,248)	--	(271,248)
<b>Balance at December 31, 1997</b>	18,278,895	\$11,573,496	\$133,359,303	(\$484,820)	\$32,228,968	\$22,067,535
<b>Additions</b>						
Net income	--	--	--	--	28,679,090	28,679,090
Sales under option plans	37,144	23,608	450,602	--	--	--
Employees stock purchase plan	18,210	11,519	373,295	--	--	--
Dividend reinvestment plan	8,812	5,573	176,809	--	--	--
Foreign currency translation adjustment	--	--	--	401,818	--	401,818
<b>Deductions</b>						
Purchases for treasury	(5,000)	(3,200)	(79,487)	--	--	--
Dividends – \$.20 per share	--	--	--	--	(4,027,721)	--
<b>Balance at December 31, 1998</b>	18,338,061	\$11,610,996	\$134,280,522	(\$83,002)	\$56,880,337	\$29,080,908
<b>Additions</b>						
Net income	--	--	--	--	31,176,346	31,176,346
Sales under option plans	75,221	42,820	744,713	--	--	--
Employees stock purchase plan	22,986	14,381	470,531	--	--	--
Dividend reinvestment plan	9,173	5,778	194,751	--	--	--
<b>Deductions</b>						
Purchases for treasury	(297,800)	(576,843)	(3,443,338)	--	--	--
Dividends – \$.22 per share	--	--	--	--	(4,626,471)	--
10% stock dividend	1,839,805	1,159,077	37,260,845	--	(38,433,953)	--
Foreign currency translation adjustment	--	--	--	(18,930,673)	--	(18,930,673)
<b>Balance at December 31, 1999</b>	<u>19,987,446</u>	<u>\$12,256,209</u>	<u>\$169,508,024</u>	<u>(\$19,013,675)</u>	<u>\$44,996,259</u>	<u>\$12,245,673</u>

The accompanying notes are an integral part of these statements.

## Statements of Consolidated Cash Flows

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

	1999	1998	1997
<b>Cash Flows From Operating Activities</b>			
Net income	\$31,176,346	\$28,679,090	\$22,338,783
Items not affecting use of cash			
Depreciation	30,331,491	15,803,285	11,667,787
Amortization of excess of costs over fair value of net assets of companies acquired	7,016,458	1,261,245	793,296
Amortization of other intangibles	194,525	453,319	752,801
Deferred taxes	3,539,481	68,567	241,869
Cash flow provided by (used for) working capital			
Accounts receivable	(7,217,304)	(796,995)	3,195,634
Inventories	(7,665,075)	(5,138,339)	(2,800,318)
Prepaid expenses	(129,850)	794,952	(225,746)
Accounts payable and accrued expenses	197,663	1,128,406	235,850
Net cash provided by operating activities	<u>57,443,735</u>	<u>42,253,530</u>	<u>36,199,956</u>
<b>Cash Flows From Investing Activities</b>			
Acquisition of businesses, net of cash acquired	(213,630,987)	(30,141,171)	(7,955,077)
Additions to property, plant, and equipment, net	(27,526,755)	(19,401,795)	(18,779,760)
Other	(287,444)	373,521	(455,917)
Net cash used for investing activities	<u>(241,445,186)</u>	<u>(49,169,445)</u>	<u>(27,190,754)</u>
<b>Cash Flows From Financing Activities</b>			
Long-term debt proceeds	75,000,000	--	--
Repayment of long-term debt	(4,041,065)	--	--
Net borrowings (repayments) – of credit facility	86,493,075	38,519,342	(485,857)
Cash dividends paid	(4,626,471)	(4,027,721)	(3,529,921)
Proceeds from issuance of common stock	1,458,242	1,041,406	880,791
Repurchase of common stock	(4,020,181)	(82,687)	(5,176,838)
Net cash provided by (used for) financing activities	<u>150,263,600</u>	<u>35,450,340</u>	<u>(8,311,825)</u>
<b>Increase (Decrease) In Cash And Temporary Cash Investments</b>			
	(33,737,851)	28,534,425	697,377
<b>Cash And Temporary Cash Investments</b>			
January 1	34,832,151	6,297,726	5,600,349
<b>Cash And Temporary Cash Investments</b>			
December 31	<u>\$1,094,300</u>	<u>\$34,832,151</u>	<u>\$6,297,726</u>
<b>Supplemental Disclosures of Cash Flow Information</b>			
Cash paid during the year for			
Interest	\$14,360,716	\$2,151,885	\$574,062
Income taxes	27,731,272	20,154,032	15,857,230

The accompanying notes are an integral part of these statements.

## Notes To Consolidated Financial Statements

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

## Summary of Significant Accounting Policies

### Basis of Presentation

The consolidated financial statements include the accounts of Myers Industries, Inc. and all wholly owned subsidiaries (Company). Significant intercompany accounts and transactions have been eliminated in consolidation. The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosures at the date of the financial statements and the reported amount of revenues and expenses during the reported period. Actual results could differ from those estimates.

### Translation of Foreign Currencies

All balance sheet accounts of consolidated foreign subsidiaries are translated at the current exchange rate as of the end of the accounting period, and income statement items are translated at an average currency exchange rate. The resulting translation adjustment is recorded as a separate component of shareholders' equity and other comprehensive income.

### Financial Instruments

Temporary cash investments, all of which have an original maturity of ninety days or less, are considered cash equivalents. Other financial instruments, consisting of trade and notes receivable, and long-term debt, are considered to have a fair value which approximates carrying value at December 31, 1999.

### Inventories

Inventories are stated at the lower of cost or market. For approximately 50 percent of its inventories, the Company uses the last-in, first-out (LIFO) method of determining cost. All other inventories are valued at the first-in, first-out (FIFO) method of determining cost.

If the FIFO method of inventory cost valuation had been used exclusively by the Company, inventories would have been \$3,779,000, \$4,716,000, and \$5,207,000 higher than reported at December 31, 1999, 1998, and 1997, respectively.

### Property, Plant, and Equipment

Property, plant, and equipment are carried at cost less accumulated depreciation and amortization. The Company provides for depreciation and amortization on the basis of annual rates expected to amortize the cost of such assets over their estimated useful lives by the straight-line method.

### Revenue Recognition

The Company recognizes revenue from sales when goods are shipped.

### Income Taxes

Deferred income taxes are provided to recognize the timing differences between financial statement and income tax reporting, principally for depreciation and certain valuation allowances. Deferred taxes are not provided on the unremitted earnings of foreign subsidiaries as the Company's intention is to permanently reinvest these earnings in the operations of these subsidiaries. If these earnings would be remitted in future years, the taxes due after considering available foreign tax credits would not be material.

### Excess of Cost Over Fair Value of Net Assets of Companies Acquired

This asset represents the excess of cost over the fair value of net assets of companies acquired and is being amortized on a straight-line basis over periods ranging from 15 to 40 years. Accumulated amortization at December 31, 1999 and 1998, was \$12,533,000 and \$5,526,000, respectively. Management, which regularly evaluates its accounting for goodwill, considering primarily such factors as current and historical profitability along with discounted cash flows, believes that the asset is realizable and the amortization periods are still appropriate.

### Research and Development

Research, engineering, testing, and product development costs are charged to current operations as incurred.

### Net Income Per Share

Basic net income per share, as shown on the Statements of Consolidated Income, is determined on the basis of the weighted average number of common shares outstanding during the year, and for all periods shown basic and diluted earnings per share are identical. During the years ended December 31, 1999 and 1997, the Company paid a ten percent stock dividend. All per share data has been adjusted for the stock dividends.

## Notes To Consolidated Financial Statements

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

#### Basis of Presentation

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#### Translation of Foreign Currencies

All balance sheet accounts of consolidated foreign subsidiaries are translated at the current exchange rate as of the end of the accounting period, and income statement items are translated at an average currency exchange rate.

(In thousands, except per share)

	December, 31	
	1999	1998
Net Sales	\$625,407	\$585,650
Net Income	31,759	26,502
Net Income Per Share	1.57	1.32

These unaudited pro-forma results have been prepared for comparative purposes only and may not be indicative of results of operations which actually would have resulted had the combination been in effect on January 1, 1998, or of future results.

The resulting translation adjustment is recorded as a separate component of shareholders' equity and other comprehensive income.

#### Financial Instruments

Temporary cash investments, all of which have an original maturity of ninety days or less, are considered cash equivalents. Other financial instruments, consisting of trade and notes receivable, and long-term debt, are considered to have a fair value which approximates carrying value at December 31, 1999.

#### Inventories

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If the FIFO method of inventory cost valuation had been used exclusively by the Company, inventories would have been \$3,779,000, \$4,716,000, and \$5,207,000 higher than

#### Fiscal Year Ended

#### December, 31

1999 1998

## Notes To Consolidated Financial Statements

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

## Retirement Plans

The Company and certain of its subsidiaries have pension and profit sharing plans covering substantially all of their employees. Two plans are defined benefit plans with benefits primarily based upon a fixed amount for each year of service. It is the Company's policy to fund pension costs

accrued, which are at least equal to the minimum required contribution as defined by the Employee Retirement Income Security Act of 1974.

For the Company's existing defined benefit plans, the reconciliation of benefit obligations are as follows:

	1999	1998	1997
<b>Benefit obligation at beginning of year</b>	<b>\$3,475,325</b>	\$3,058,193	\$2,914,705
Service cost	147,496	138,064	130,062
Interest cost	245,145	223,907	197,685
Plan amendments	120,577	--	--
Actuarial loss (gain)	(379,828)	195,624	(49,117)
Benefits paid	(164,249)	(140,463)	(135,142)
<b>Benefit obligation at end of year</b>	<b>\$3,444,466</b>	<b>\$3,475,325</b>	<b>\$3,058,193</b>

The following table reflects the change in fair value of plan assets:

	1999	1998	1997
<b>Fair value of plan assets at beginning of year</b>	<b>\$3,901,959</b>	\$3,581,525	\$2,890,919
Actual return on plan assets	523,851	402,854	593,352
Company contribution	--	77,116	246,695
Expenses paid	(25,049)	(19,073)	(14,299)
Benefits paid	(164,249)	(140,463)	(135,142)
<b>Fair value of plan assets at end of year</b>	<b>\$4,236,512</b>	<b>\$3,901,959</b>	<b>\$3,581,525</b>

The following table reflects the funded status of the plans at December 31, 1999 and 1998:

	1999	1998
<b>Funded status</b>	<b>\$792,046</b>	\$426,634
<b>Unrecognized net (asset) obligation</b>	<b>3,135</b>	9,632
<b>Unrecognized prior service cost</b>	<b>270,994</b>	178,242
<b>Unrecognized net (gain)/loss</b>	<b>(1,027,702)</b>	(459,565)
<b>Prepaid (accrued) benefit cost</b>	<b>\$38,473</b>	<b>\$154,943</b>

Assumptions used for these plans were as follows: discount rate, 7.5 percent; rate of return on plan assets, 8.0 percent. Future benefit increases were not considered as there is no substantive commitment to increase benefits.

A profit sharing plan is maintained for the Company's U.S. based employees not covered under defined benefit plans, who have met eligibility service requirements. The amount to be contributed by the Company under the profit sharing plan is determined at the discretion of the Board of Directors. During 1997, the Company established a

Supplemental Executive Retirement Plan (SERP) which will provide participating senior executives with retirement benefits in addition to amounts payable under the profit sharing plan. The SERP is unfunded apart from the general assets of the Company.

The aggregate cost of all retirement and profit sharing plans reflected in the accompanying statements of consolidated income is \$1,744,000, \$1,641,000, and \$2,737,000 for the years 1999, 1998, and 1997, respectively.

## Notes To Consolidated Financial Statements

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

## Long-Term Debt and Credit Agreements

Long-term debt at December 31, 1999 and 1998, consisted of the following:

	1999	1998
<b>Revolving credit agreement</b>	<b>\$201,398,666</b>	\$35,000,000
<b>Term loan</b>	<b>73,500,000</b>	--
<b>Industrial revenue bonds</b>	<b>4,000,000</b>	4,250,000
<b>Other</b>	<b>13,679,321</b>	15,970,386
	<b>292,577,987</b>	55,220,386
<b>Less current portion</b>	<b>12,474,081</b>	6,388,146
	<b><u>\$280,103,906</u></b>	<b><u>\$48,832,240</u></b>

On February 3, 1999, the Company entered into a Multi-Currency Loan Agreement with a group of banks that was further amended on August 2, 1999, which provides for a \$75 million term loan facility and a revolving credit facility in five currencies, approximating \$250 million (US). In addition, there is an uncommitted \$25 million springing facility. The currencies under the revolving facility are: 185 million US dollars, 30 million euros, 22 million Canadian dollars, 63 million Danish kroner, and three million pounds sterling. The current borrowing under these facilities is \$73.5 million under the term loan, 170 million US dollars, 18 million euros, 15 million Canadian dollars, and 20 million Danish kroner.

The borrowing under this facility was used to retire the prior Revolving Credit Agreement; fund the acquisitions of Allibert Équiment, Dillen Products, and Listo Products; and for general corporate purposes. Interest is based upon LIBOR for US dollars and similar bases for the other currencies plus an applicable margin that varies depending on the Company's ratio of total debt to earnings before interest, taxes, depreciation, and amortization (EBITDA). The current average interest rate on the outstanding advances at December 31, 1999, is 7.16 percent. In addition, the Company pays a quarterly facility fee at a rate dependent on the EBITDA ratio, and is currently 37.5 basis points. The Multi-Currency Loan Agreement expires in February 2005.

The Credit Agreement contains the customary covenants which include among other things, the maintenance of certain financial ratios regarding leverage, net worth, interest coverage, and capital expenditures. In addition, the facility restricts debt outside the facility to \$35 million. At December 31, 1999, the Company had \$17.7 million borrowed against this limit consisting of industrial revenue

bonds, certain indebtedness of acquired companies, and in-country credit facilities for the Company's international operations. The weighted average interest rate on these amounts outstanding is 6.34%.

Maturities of long-term debt for the five years ending December 31, 2004, are: \$12,000,000 in 2000; \$13,000,000 in 2001; \$13,000,000 in 2002; \$17,000,000 in 2003; and \$27,000,000 in 2004.

## Leases

The Company and certain of its subsidiaries are committed under non-cancelable operating leases involving certain facilities and equipment. Aggregate rental expense for all leased assets was \$4,436,000, \$2,845,000, and \$2,664,000 for the years ended December 31, 1999, 1998, and 1997, respectively.

Future minimum rental commitments for the next five years are as follows:

Year Ended December 31,	Commitment
2000	\$6,621,000
2001	5,325,000
2002	4,130,000
2003	3,660,000
2004	<u>3,498,000</u>

## Notes To Consolidated Financial Statements

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

## Income Taxes

The effective tax rate was 42.6% in 1999, 40.8% in 1998, and 41.3% in 1997. A reconciliation of the Federal statutory income tax rate to the Company's effective tax rate is as follows:

	Percent of Pre-Tax Income		
	1999	1998	1997
Statutory Federal income tax rate	35.0%	35.0%	35.0%
State income taxes – net of Federal tax benefit	4.2	5.0	4.8
Foreign tax rate differential	2.1	.2	.2
Effect of non-deductible depreciation and amortization	.7	.5	.5
Other	.6	.1	.8
Effective tax rate for the year	<u>42.6%</u>	<u>40.8%</u>	<u>41.3%</u>

Income taxes consisted of the following:

	<i>(Dollars in thousands)</i>					
	1999		1998		1997	
	Current	Deferred	Current	Deferred	Current	Deferred
Federal	\$13,052	\$3,250	\$15,492	\$733	\$12,427	\$242
Foreign	3,190	9	665	(824)	255	(22)
State and local	3,343	281	3,581	159	2,835	(10)
	<u>\$19,585</u>	<u>\$3,540</u>	<u>\$19,738</u>	<u>\$68</u>	<u>\$15,517</u>	<u>\$210</u>

Significant components of the Company's deferred tax liabilities as of December 31, 1999 and 1998, are as follows:

	<i>(Dollars in Thousands)</i>	
	1999	1998
<b>Deferred income tax liabilities</b>		
Property, plant, and equipment	\$14,894	\$9,717
Employee benefit trust	395	396
Other	666	--
	<u>15,955</u>	<u>10,113</u>
<b>Deferred income tax assets</b>		
Compensation	2,474	2,517
Inventory valuation	866	910
Allowance for uncollectible accounts	758	675
Non-deductible accruals	1,543	1,725
Other	--	333
	<u>5,641</u>	<u>6,160</u>
<b>Net deferred income tax liability</b>	<u>\$10,314</u>	<u>\$3,953</u>

## Stock Options

In 1999, the Company and its shareholders adopted the 1999 Stock Option Plan allowing key employees to purchase Common Stock of the Company at the market price on the date of grant. The plan provides that stock options expire five years from date of grant and are exercisable up to 20 percent of the shares granted each year. The activity listed below covers the 1999 Stock Option Plan, the 1997 Stock Option Plan, and the 1992 Incentive Stock Option Plan.

Stock options granted during the past three years were as follows: during 1999, 189,125 shares at prices from \$13.25 to \$21.02; during 1998, 241,768 shares at prices from \$15.11 to \$23.87; during 1997, 164,466 shares at prices from \$13.23 to \$15.00.

Stock options exercised during the past three years were as follows: during 1999, 92,154 shares at prices from \$10.70 to \$15.63; during 1998, 47,069 shares at prices from \$10.70 to \$15.63; during 1997, 39,399 shares at prices from \$9.82 to \$14.67.

At December 31, 1999, 1998, and 1997, there were outstanding options for the purchase of 683,644, 592,180, and 404,488 shares, respectively, at prices ranging from \$10.79 to \$23.87 per share in 1999; \$10.70 to \$23.87 per share in 1998; and \$10.70 to \$16.15 in 1997.

At December 31, 1999 and 1998, there were options for 275,868 and 219,797 shares, respectively, that were exercisable.

The Company accounts for stock options under APB Opinion No. 25 and, therefore, does not recognize employee compensation for options granted using the fair value method set forth in the FASB Statement No. 123 "Accounting for Stock-Based Compensation." If the Company had followed FASB 123 rather than APB 25, net income and earnings per share would not have been materially different than the reported amounts for 1999, 1998, and 1997.

## Industry Segments

In 1998, the Company was required to adopt FASB Statement No. 131, "Disclosures about Segments of an Enterprise and Related Information," which replaces Statement No. 14 and establishes new standards for defining the Company's business segments and disclosing information about them.

The Company's business units have separate management teams and offer different products and services. Using the criteria of FASB No. 131, these business units have been aggregated into two reportable segments:

Distribution of aftermarket repair products and services; and Manufacturing of polymer products. The aggregation of business units is based on management by the chief operating decision maker for the segment as well as similarities of production processes, distribution methods, and economic characteristics (e.g. average gross margin and the impact of economic conditions on long-term financial performance).

The Company's distribution segment is engaged in the distribution of equipment, tools, and supplies used for tire servicing and automotive underbody repair. The distribution segment operates domestically through 42 branches located in major cities throughout the United States and in foreign countries through export and businesses in which the Company holds an equity interest.

The Company's manufacturing segment designs, manufactures, and markets a variety of polymer based plastic and rubber products. These products are manufactured primarily through the molding process in facilities throughout the United States and Europe.

Operating income for each segment is based on net sales less cost of products sold, and the related selling, administrative, and general expenses. In computing segment operating income general corporate overhead expenses and interest expenses are not included. The identifiable assets of each segment include: accounts receivable, inventory, net fixed assets, excess of cost over fair value of net assets acquired, patents, and other intangible assets. Corporate assets are principally land, buildings, computer equipment, cash and temporary cash investments.

Total sales from foreign business units and export were approximately \$173.8 million, \$61.3 million, and \$39.9 million for the years 1999, 1998, and 1997, respectively. There are no individual foreign countries for which sales are material. Long-lived assets in foreign countries consisting primarily of property, plant, equipment, and excess of cost over fair value of net assets acquired were approximately \$135.2 million at December 31, 1999, \$13.4 million at December 31, 1998, and \$528,000 at December 31, 1997. No single customer accounts for 10 percent or more of total company net sales or the net sales of either business segment.

## Notes To Consolidated Financial Statements

### Myers Industries, Inc. and Subsidiaries

For The Years Ended December 31, 1999, 1998, and 1997

(Dollars in Thousands)

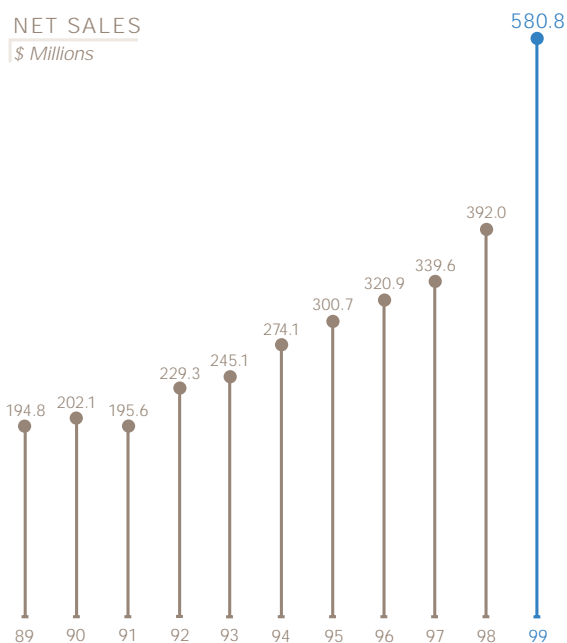
	1999	1998	1997
<b>Net Sales</b>			
Distribution of aftermarket repair products and services	\$161,827	\$161,737	\$147,543
Manufacturing of polymer products	432,462	244,244	204,970
Intra-segment elimination	<u>(13,528)</u>	<u>(13,961)</u>	<u>(12,887)</u>
	<u>\$580,761</u>	<u>\$392,020</u>	<u>\$339,626</u>
<b>Income Before Income Taxes</b>			
Distribution of aftermarket repair products and services	\$17,580	\$16,043	\$14,504
Manufacturing of polymer products	60,742	40,062	30,040
Corporate	(8,815)	(6,732)	(6,230)
Interest expense—net	<u>(15,206)</u>	<u>(888)</u>	<u>(248)</u>
	<u>\$54,301</u>	<u>\$48,485</u>	<u>\$38,066</u>
<b>Identifiable Assets</b>			
Distribution of aftermarket repair products and services	\$61,726	\$59,883	\$53,604
Manufacturing of polymer products	537,722	211,672	163,130
Corporate	3,561	40,543	8,703
Intra-segment elimination	<u>(2,599)</u>	<u>(5,390)</u>	<u>(1,359)</u>
	<u>\$600,410</u>	<u>\$306,708</u>	<u>\$224,078</u>
<b>Capital Additions, Net</b>			
Distribution of aftermarket repair products and services	\$384	\$234	\$603
Manufacturing of polymer products	26,728	18,943	16,015
Corporate	415	225	2,162
	<u>\$27,527</u>	<u>\$19,402</u>	<u>\$18,780</u>
<b>Depreciation</b>			
Distribution of aftermarket repair products and services	\$399	\$493	\$546
Manufacturing of polymer products	29,212	15,006	10,847
Corporate	720	304	275
	<u>\$30,331</u>	<u>\$15,803</u>	<u>\$11,668</u>

**Eleven-Year Financial Summary**  
**Myers Industries, Inc. and Subsidiaries**

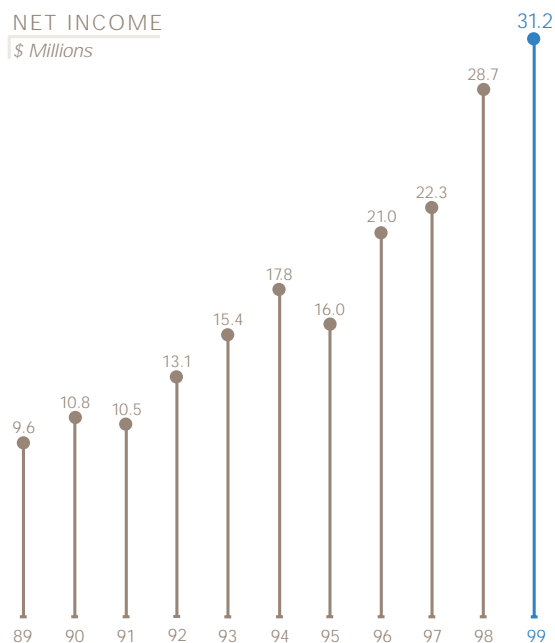
	1999	1998	1997	1996
<b>Operations for the Year</b>				
Net sales	\$580,760,740	\$392,019,900	\$339,625,585	\$320,943,771
Cost and expenses				
Cost of sales	367,635,460	256,506,103	232,376,615	219,152,386
Selling	83,352,607	47,959,466	39,322,295	36,170,478
General and administrative	60,265,518	38,181,368	29,613,322	29,720,351
Interest—net	15,205,809	887,873	247,570	285,290
	<u>526,459,394</u>	<u>343,534,810</u>	<u>301,559,802</u>	<u>285,328,505</u>
Income before income taxes	54,301,364	48,485,090	38,065,783	35,615,266
Income taxes	23,125,000	19,806,000	15,727,000	14,612,000
Net income	<u>\$31,176,346</u>	<u>\$28,679,090</u>	<u>\$22,338,783</u>	<u>\$21,003,266</u>
Net income per share*	<u>\$1.55</u>	<u>\$1.42</u>	<u>\$1.10</u>	<u>\$1.03</u>
<b>Financial Position—at Year End</b>				
Total assets	\$600,409,632	\$306,707,788	\$224,077,922	\$207,121,727
Current assets	206,990,990	153,650,201	107,426,627	106,309,880
Current liabilities	102,244,419	51,233,510	39,643,522	36,853,013
Working capital	104,746,571	102,416,691	67,783,105	69,456,867
Other assets	203,923,134	43,614,594	26,100,386	20,151,914
Property, plant and equipment—net	189,495,508	109,442,993	90,550,909	80,659,933
Less:				
Long-term debt	280,103,906	48,832,240	4,261,257	4,569,396
Deferred income taxes	10,314,490	3,953,185	3,496,196	3,254,327
<b>Shareholders' Equity</b>	<u>\$207,746,817</u>	<u>\$202,688,853</u>	<u>\$176,676,947</u>	<u>\$162,444,991</u>
<b>Common Shares outstanding*</b>	<u>19,987,446</u>	<u>20,171,867</u>	<u>20,106,785</u>	<u>20,393,980</u>
<b>Book value per Common Share*</b>	<u>\$10.39</u>	<u>\$10.05</u>	<u>\$8.79</u>	<u>\$7.97</u>
<b>Other Data</b>				
Dividends paid	\$4,626,471	\$4,027,721	\$3,529,921	\$3,049,642
Dividends paid per Common Share*	.22	.20	.17	.15
Average Common Shares outstanding during the year.*	<u>20,166,920</u>	<u>20,135,282</u>	<u>20,318,192</u>	<u>20,481,096</u>

\* Adjusted for the ten percent stock dividends paid in August, 1999; August, 1997; and August, 1995; the five-for-four stock split distributed in August, 1994; the ten percent stock dividend paid in August, 1993; the five-for-four stock split distributed in August, 1992; and the ten percent stock dividends paid in August, 1991; August, 1990; and September, 1989.

**NET SALES**  
\$ Millions

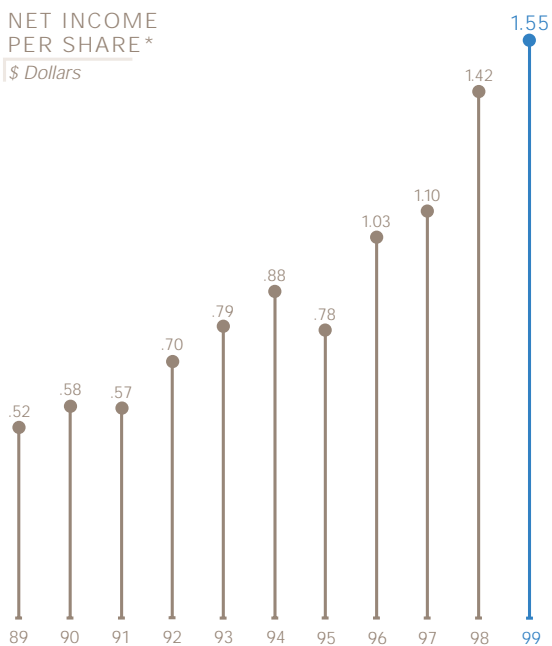


**NET INCOME**  
\$ Millions

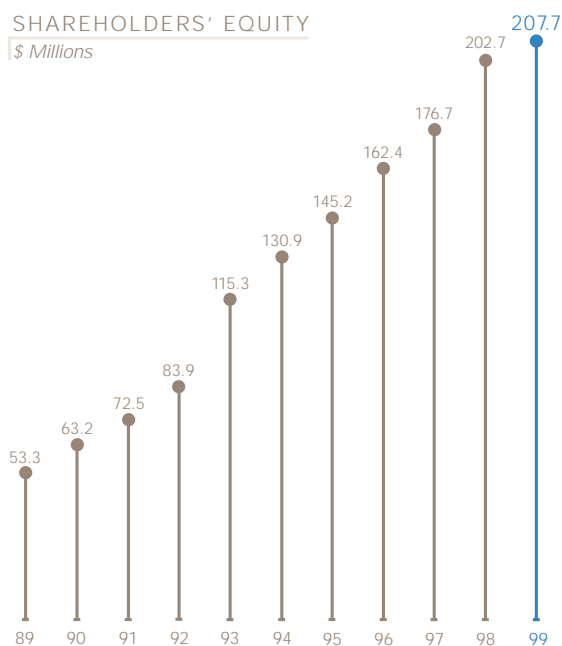


1995	1994	1993	1992	1991	1990	1989
\$300,699,109	\$274,054,163	\$245,136,189	\$229,255,085	\$195,581,070	\$202,104,203	\$194,771,836
206,050,902	183,890,614	163,794,129	154,007,502	129,148,273	136,602,663	134,234,037
33,973,656	32,238,245	30,428,260	27,286,626	24,442,225	23,054,815	20,732,345
32,834,285	27,258,865	24,373,483	24,782,393	22,407,924	21,674,409	19,896,487
784,427	620,276	1,091,590	1,341,811	1,738,878	2,780,598	3,692,592
<u>273,643,270</u>	<u>244,008,000</u>	<u>219,687,462</u>	<u>207,418,332</u>	<u>177,737,300</u>	<u>184,112,485</u>	<u>178,555,461</u>
27,055,839	30,046,163	25,448,727	21,836,753	17,843,770	17,991,718	16,216,375
11,087,000	12,215,000	10,054,000	8,727,000	7,308,000	7,234,000	6,595,000
<u>\$15,968,839</u>	<u>\$17,831,163</u>	<u>\$15,394,727</u>	<u>\$13,109,753</u>	<u>\$10,535,770</u>	<u>\$10,757,718</u>	<u>\$9,621,375</u>
<u>\$.78</u>	<u>\$.88</u>	<u>\$.79</u>	<u>\$.70</u>	<u>\$.57</u>	<u>\$.58</u>	<u>\$.52</u>
\$193,603,873	\$172,026,887	\$152,386,302	\$142,081,023	\$113,030,476	\$116,373,153	\$111,104,356
101,087,297	94,724,955	78,922,479	74,892,471	60,723,337	63,310,846	61,479,468
32,372,026	34,093,593	24,380,541	31,685,772	25,346,105	26,345,655	26,397,909
68,715,271	60,631,362	54,541,938	43,206,699	35,377,232	36,965,191	35,081,559
23,086,827	15,923,620	15,769,611	16,525,900	12,969,476	14,363,401	15,612,316
69,429,749	61,378,312	57,694,212	50,662,652	39,337,663	38,698,906	34,012,572
13,335,191	4,154,646	10,654,650	24,917,426	14,559,630	25,361,688	29,833,585
2,713,106	2,869,976	2,064,399	1,594,855	670,922	1,471,796	1,579,955
<u>\$145,183,550</u>	<u>\$130,908,672</u>	<u>\$115,286,712</u>	<u>\$83,882,970</u>	<u>\$72,453,819</u>	<u>\$63,194,014</u>	<u>\$53,292,907</u>
20,456,283	20,364,422	20,335,988	18,758,010	18,469,486	18,415,228	18,370,829
<u>\$7.10</u>	<u>\$6.43</u>	<u>\$5.67</u>	<u>\$4.47</u>	<u>\$3.92</u>	<u>\$3.43</u>	<u>\$2.90</u>
\$2,577,154	\$2,326,964	\$2,058,288	\$1,746,780	\$1,530,455	\$1,395,850	\$1,265,208
<u>.13</u>	<u>.11</u>	<u>.10</u>	<u>.09</u>	<u>.08</u>	<u>.08</u>	<u>.07</u>
<u>20,414,352</u>	<u>20,364,760</u>	<u>19,598,440</u>	<u>18,717,624</u>	<u>18,450,356</u>	<u>18,395,981</u>	<u>18,338,140</u>

NET INCOME PER SHARE \*  
\$ Dollars



SHAREHOLDERS' EQUITY  
\$ Millions



## Report of Independent Public Accountants

We have audited the accompanying statements of consolidated financial position of Myers Industries, Inc. (an Ohio Corporation) and Subsidiaries as of December 31, 1999 and 1998, and the related statements of consolidated income, shareholders' equity and comprehensive income and cash flows for each of the three years in the period ended December 31, 1999. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Myers Industries, Inc. and Subsidiaries as of December 31, 1999 and 1998, and the results of their operations and their cash flows for each of the three years in the period ended December 31, 1999, in conformity with accounting principles generally accepted in the United States.



Cleveland, Ohio  
February 9, 2000

## Forward-Looking Statements Disclosure

Statements contained in this report concerning the Company's goals, strategies, and expectations for business and financial results may be "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995 and are based on current indicators and expectations. Whenever you read a statement that is not simply a statement of historical fact (such as when we describe what we "believe," "expect," or "anticipate" will occur, and other similar statements), you must remember that our expectations may not be correct, even though we believe they are reasonable. We do not guarantee that the transactions and events described will happen as described (or that they will happen at all). You should read this report with the understanding that actual future results may be materially different from what we expect. Many of the factors that will determine these results are beyond our ability to control or predict. You are cautioned not to put undue reliance on any forward-looking statement. We do not intend, and undertake no obligation, to update these forward-looking statements.

These statements involve a number of risks and uncertainties that could cause actual results to differ materially from those expressed or implied in the applicable statements. Such risks include, but are not limited to:

- (1) Fluctuations in product demand and market acceptance
- (2) Uncertainties associated with the general economic conditions in our domestic and international markets
- (3) Foreign currency risks
- (4) Interest rate fluctuations
- (5) Increased competition in our markets
- (6) Changes in seasonality
- (7) Our ability to make successful acquisitions
- (8) Difficulties in manufacturing operations
- (9) Our degree of leverage and uncertainties associated with servicing our debt
- (10) Raw material availability
- (11) Fluctuations in raw material costs
- (12) Changes in laws or regulations and approvals and decisions of courts, regulators, and governmental bodies

## Board of Directors

### **Keith A. Brown**

President and Chief Executive Officer,  
Chimera Corp.

### **Karl S. Hay**

Of Counsel, Brouse & McDowell  
A Legal Professional Association

### **Richard P. Johnston**

Chairman of the Board  
Merbanco, Inc.

### **Stephen E. Myers**

President and Chief Executive Officer

### **Richard L. Osborne**

Executive Dean, Weatherhead School  
of Management  
Case Western Reserve University

### **Jon H. Outcalt**

Chairman, NCS HealthCare Inc.

### **Samuel Salem**

Former President, DiversiTech General and  
Group Vice President, GenCorp.

### **Edwin P. Schrank**

Management Consultant

### **Milton I. Wiskind**

Senior Vice President and Secretary

## Corporate Officers

### **Stephen E. Myers**

President and Chief Executive Officer

### **Milton I. Wiskind**

Senior Vice President and Secretary

### **Gregory J. Stodnick**

Vice President, Finance and Chief Financial Officer

## Investor Relations Information

### Annual Meeting

The Annual Meeting of Shareholders will be held on Tuesday, April 18, 2000, at 9:00 a.m. in the Company's L.S. Myers Training Center, 1554 South Main Street, Akron, Ohio. For more information, please call (330) 253-5592.

### Company Headquarters

Myers Industries, Inc.  
1293 South Main Street  
Akron, Ohio 44301  
Tel: (330) 253-5592

### Web Site: [www.myersind.com](http://www.myersind.com)

Myers Industries' home page provides detailed information about the company, including:

- Stock prices and charting from the Amex;
- Downloadable Annual Report PDF files;
- Recent press releases;
- Myers' products, services, and markets;
- Historical information about Myers; and
- Information order form to obtain current financial and investor-related information.

### Common Stock

Traded on the American Stock Exchange  
(Symbol— MYE).

### Dividend Reinvestment Plan

Shareholders have a convenient opportunity to automatically reinvest cash dividends and make voluntary cash investments in the Company's stock through the Dividend Reinvestment Plan.

Participating shareholders pay no brokerage commissions or other charges on purchases of shares under the Plan; all such commissions and charges are paid by the Company.

For full details about participating in the Dividend Reinvestment Plan, please contact Gregory J. Stodnick, Vice President, Finance, Myers Industries, Inc., 1293 South Main Street, Akron, Ohio 44301.

### Transfer Agent & Registrar

First Chicago Trust Company of New York is the company's principal transfer agent and registrar. Please contact First Chicago directly with all request to:

- Transfer stock;
- Change name or address;
- Replace lost stock certificates or dividend checks;

- Consolidate accounts;
- Eliminate multiple mailings; and
- Obtain statements of holdings.

First Chicago Trust Company of New York  
14 Wall Street  
New York, NY 10005

### Form 10-K Requests

A copy of the Company's 1999 Annual Report on Form 10-K is available to shareholders upon written request to:

Gregory J. Stodnick  
Vice President, Finance  
Myers Industries, Inc.  
1293 South Main Street  
Akron, Ohio 44301

### National Association of Investors Corporation (NAIC)

Myers Industries is a corporate member of the National Association of Investors Corporation (NAIC), the world's largest individual shareholder membership group. Myers participates in NAIC regional and national events.

### Auditors

Arthur Andersen LLP  
200 Public Square, Suite 18  
Cleveland, Ohio 44114  
Tel: (216) 781-2140

### Counsel

Brouse McDowell LPA  
500 First National Tower  
Akron, Ohio 44308  
Tel: (330) 535-5711

### Shareholder Contact

Gregory J. Stodnick  
Vice President, Finance  
Myers Industries, Inc.  
1293 S. Main Street  
Akron, Ohio 44301  
Telephone: (330) 253-5592  
Fax: (330) 761-6156



66 years of growth...

Our 28th year as a public company.



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[www.myersind.com](http://www.myersind.com)