



News Release

NYSE: MYE

Contact(s):
Donald A. Merrill, Senior Vice President
& Chief Financial Officer (330) 761-6303

Monica Vinay, Director, Investor
& Financial Relations (330) 761-6212

Myers Industries Reports 2011 Fourth Quarter and Full Year Results

Profit Improvement Programs and Product Innovation Benefit the Quarter

EPS \$0.18 compared with a loss of \$1.43 in 4Q 2010

Adjusted EPS \$0.19 compared with \$0.12 in 4Q 2010

Gross margin increased to 28.0% versus 23.5% for 4Q 2010

Full Year Adjusted EPS increased to \$0.67 from \$0.37 in 2010

2011 returned cash to shareholders - \$21 million share repurchase & 8% dividend increase

February 16, 2012, Akron, Ohio - Myers Industries, Inc. (NYSE: MYE) today announced results for the fourth quarter and full year ended December 31, 2011.

Net sales for the fourth quarter were \$195.4 million compared to \$188.2 million in the fourth quarter of 2010. The increase of 3.8% was primarily driven by sales generated by new product and customer sales and improved pricing. The gross margin increased to 28.0% in the fourth quarter compared to 23.5% in the same quarter of 2010. The Company's focus on operations excellence and a favorable mix of higher margin new products contributed to the increase.

Net income in the fourth quarter of 2011 was \$5.9 million or \$0.18 per share compared to a net loss in the fourth quarter of 2010 of \$50.5 million or \$1.43 per share. Net income in the fourth quarter of 2011 included approximately \$1.4 million of special pre-tax costs while net income in the fourth quarter of 2010 included \$69.0 million of special pre-tax costs. Details regarding the special pre-tax costs for both quarters are provided on the **Reconciliation of Non-GAAP Financial Measures** included in this release. Adjusting for these special items, earnings per share was \$0.19 in the fourth quarter of 2011 compared to \$0.12 in the fourth quarter of 2010.

"Our fourth quarter demonstrates the results of our efforts to create value through a focus on our innovation and operations excellence initiatives that we began in 2010," said President and Chief Executive Officer John C. Orr. "The new products and solutions that we are delivering generated a good portion of our sales increase in the quarter while the productivity improvements that we have made contributed to the expansion in our gross margin."

Net sales increased 2.4% for the full year of 2011 to \$755.7 million compared to \$737.6 million in 2010. The gross margin expanded to 26.2% in the full year of 2011 from 22.3% in 2010.

Net income for the full year was \$24.5 million or \$0.71 per share compared to a net loss in 2010 of \$42.8 million or \$1.21 per share. Net income in 2011 included approximately \$4.6 million of special pre-tax costs while net income in 2010 included \$71.3 million of special pre-tax costs. Details regarding the special pre-tax costs for both years are provided on the **Reconciliation of Non-GAAP Financial Measures** included in this release. Adjusting for these special items, earnings per share was \$0.67 in 2011 as compared to \$0.37 in 2010.

“Our results and actions in 2011 reflect our strong commitment to driving value for our customers and our shareholders,” said Orr. “Despite the challenges of an uncertain economy and higher raw material costs throughout most of the year, we delivered improved operating results. Additionally, we once again generated strong cash flow, which was returned in part to our shareholders through the \$21 million repurchase of shares which amounted to 5.7% of the Company’s outstanding stock. The work we began in 2010 on innovation and profit improvement is paying off and positions us well for the future. We will also continue to be focused on returning cash to shareholders through dividends and timely share repurchases.”

Segment Results

The results below are as *adjusted* and *exclude special pre-tax costs* as detailed on the *Reconciliation of Non-GAAP Financial Measures* included in this release.

The **Material Handling Segment’s** net sales in the fourth quarter decreased 13% to \$57 million compared to \$65.5 million in 2010. An \$8.2 million lease sale occurred in 2010 and did not repeat in 2011, accounting for the majority of the decline in sales. Material Handling’s income before taxes was \$6.6 million in the fourth quarter of 2011 compared to \$6.9 million in 2010. Lower manufacturing costs resulting from the Company’s operations excellence initiatives as well as a favorable customer and product mix helped to offset the lost margin on lower sales.

Net sales in the Material Handling Segment increased 1.6% to \$261.8 million in 2011 compared to \$257.8 million in 2010. Sales driven by pricing to offset higher raw material costs and a strong demand in the agricultural, industrial, manufacturing and automotive markets more than offset \$37.6 million in lower margin custom pallet sales that occurred in 2010 and not in 2011. Material Handling’s income before taxes in 2011 was \$34.1 million compared to \$23.3 million in 2010. Increased sales volume, an unusually favorable customer mix, lower manufacturing costs and higher prices, which offset increased raw material costs, drove higher gross margins throughout the year.

The **Lawn & Garden Segment’s** net sales in the fourth quarter increased 9.5% to \$65.1 million as compared to \$59.5 million in the fourth quarter of 2010. Lawn & Garden’s income before taxes was \$3.7 million compared to \$0.8 million in the fourth quarter of 2010. The segment was able to generate an increase in both sales and income before taxes as a result of the continued successful implementation and execution of the operations turnaround plan put into place in the second half of 2010.

Net sales in the Lawn and Garden Segment in 2011 were \$217.1 million, a decrease of 3.0% compared to net sales of \$223.8 million in 2010. The decrease in net sales was primarily due to lower sales volumes reflecting the prolonged effect of a weak 2011 spring season resulting from poor weather conditions. The lower sales volumes were partially offset by favorable pricing actions taken to offset higher raw material costs. Lawn & Garden’s income before taxes in 2011 was \$4.6 million compared to a loss of \$2.2 million in 2010. Through the execution of the turnaround plan put into place in 2010, the segment was able to offset the margin lost from lower sales volumes as well as improve operating results by \$6.8 million year-over-year.

The **Distribution Segment’s** net sales were \$47.2 million in the fourth quarter compared to \$46.3 million in the fourth quarter of 2010, an increase of 2.1%. Continued increases in new product and customer sales and services resulting from the Company’s growth and innovation initiative more than offset lower unit volumes arising from a slowing of miles driven during the quarter. Distribution’s income before taxes was \$4.7 million in the fourth quarter of 2011 compared to \$4.3 million in 2010. Income generated by the increase in sales was partially offset by higher than anticipated variable selling expenses.

Net sales in the Distribution Segment increased to \$183.7 million in 2011 compared to \$174.9 million in 2010. The increase of 5% was due mainly to the success of new product and service sales initiatives and a broader customer base. Distribution’s income before taxes in 2011 was \$17.0 million

compared to \$15.8 million in 2010. The income generated by the increased sales was partially offset by higher variable selling and distribution expenses during the year.

The **Engineered Products Segment's** net sales were \$31.1 million in the fourth quarter compared to \$22.6 million in the fourth quarter of 2010, an increase of 37.6%. Engineered Product's income before taxes was \$2.9 million in the fourth quarter of 2011 compared to \$1.1 million in the fourth quarter of 2010. Increased unit volumes across all businesses within the segment drove the higher sales and income in the quarter.

In the Engineered Products Segment, net sales in 2011 increased 11% to \$116.2 million from \$104.8 million in 2010. Strong demand in the recreational vehicle, marine and custom markets and new product sales resulting from innovation programs drove the majority of the increase. Income before taxes in the Engineered Products Segment was \$11.5 million compared to \$9.8 million in 2010, an increase of 17.3%. Higher sales volumes and lower manufacturing costs produced the majority of the increase.

Cash Flow

Cash flow provided by operations for the twelve months ended December 31, 2011 was \$64.2 million compared to \$45.6 million in 2010. The significant cash generated in 2011 enabled the Company to increase its dividend by 8% maintaining a yield of greater than 2%, repurchase two million shares of stock and reduce debt by \$9.7 million.

Other Financial Items

During the fourth quarter of 2011, the Company purchased 204,880 shares of stock, at an average price of \$10.37. As of December 31, 2011, the Company purchased two million shares of stock at an average price of \$10.47. Cash expenditures related to the repurchases were \$2 million and \$21 million for the quarter and the year, respectively.

Capital expenditures totaled \$21.9 million for the twelve months ended December 31, 2011.

At December 31, 2011, debt, net of cash, was \$67.2 million compared to \$77.4 million at the end of the third quarter.

First Quarter and Full Year 2012 Outlook

The Company remains committed to its focus on executing its strategic principles centered on customer dedication, innovation, operations excellence, organization development and financial strength. Looking forward to 2012, the Company anticipates that the sales attained from the implementation of new products and solutions in 2011 will continue during 2012. The Company also believes that the momentum generated through increased productivity, quality and delivery performance across all of its segments provides a strong foundation for solid performance in 2012. Despite the economic uncertainties, the Company anticipates that the first quarter should continue to show the benefits of these efforts.

Conference Call Details

The Company will host an earnings conference call and webcast for investors and analysts on Thursday, February 16, 2012 at 11:00 a.m. ET. The call is anticipated to last approximately one hour and may be accessed at (877) 407-8033. Callers are asked to sign on at least five minutes in advance. The call will be available as a webcast through the Company's web site, www.myersind.com. Click on the Investor Relations tab to access the webcast. Webcast attendees will be in a listen-only mode. An archived replay of the call will also be available on the site shortly after the event. To listen to a telephone replay, callers should dial: (US) 877-660-6853 or (Int'l) 201-612-7415. The replay passcodes are: Account # 286; Conference ID # 387679.

About Myers Industries

Myers Industries, Inc. is an international manufacturer of polymer 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, wheel and undervehicle service industry in the U.S. The Company reported net sales from continuing operations of \$755.7 million in 2011. Visit www.myersind.com to learn more.

Caution on Forward-Looking Statements

Statements in this release may include “forward-looking” statements within the meaning of the Private Securities Litigation Reform Act of 1995. Any statement that is not of historical fact may be deemed “forward-looking”. Words such as “expect”, “believe”, “project”, “plan”, “anticipate”, “intend”, “objective”, “goal”, “view”, and similar expressions identify forward-looking statements. These statements are based on management’s current views and assumptions of future events and financial performance and involve a number of risks and uncertainties, many outside of the Company’s control that could cause actual results to materially differ from those expressed or implied. Risks and uncertainties include: changes in the markets for the Company’s business segments; changes in trends and demands in the markets in which the Company competes; unanticipated downturn in business relationships with customers or their purchases; competitive pressures on sales and pricing; raw material availability, increases in raw material costs, or other production costs; future economic and financial conditions in the United States and around the world; ability to weather the current economic downturn; inability of the Company to meet future capital requirements; claims, litigation and regulatory actions against the Company; changes in laws and regulations affecting the Company; the Company’s ability to execute the components of its Strategic Business Evolution process; and other risks as detailed in the Company’s 10-K and other reports filed with the Securities and Exchange Commission. Such reports are available on the Securities and Exchange Commission’s public reference facilities and its web site at <http://www.sec.gov>, and on the Company’s Investor Relations section of its web site at <http://www.myersind.com>. Myers Industries undertakes no obligation to publicly update or revise any forward-looking statements contained herein. These statements speak only as of the date made.

MYERS INDUSTRIES, INC.
CONDENSED STATEMENTS OF INCOME (UNAUDITED)
(\$ in thousands, except share data)

	Quarter Ended Dec 31,		Twelve Months Ended Dec 31,	
	2011	2010	2011	2010
Net Sales	\$ 195,362	\$ 188,245	\$ 755,654	\$ 737,618
Cost of Sales	140,653	144,061	557,385	573,094
Gross Profit	54,709	44,184	198,269	164,524
Selling, General & Administrative Expenses	44,600	108,593	159,860	212,167
Operating Income	10,109	(64,409)	38,409	(47,643)
Other Income, Net	-0-	3,827	-0-	3,827
Interest Expense, Net	1,067	1,832	4,722	7,205
Income Before Income Taxes	9,042	(62,414)	33,687	(51,021)
Income Tax Expense (Benefit)	3,127	(11,930)	9,182	(8,187)
Net Income (Loss)	\$ 5,915	\$ (50,484)	\$ 24,505	\$ (42,834)

Income Per Share

Basic	\$ 0.18	\$ (1.43)	\$ 0.71	\$ (1.21)
Diluted	\$ 0.18	\$ (1.43)	\$ 0.71	\$ (1.21)

Weighted Average Common Shares Outstanding

Basic	33,445,836	35,314,559	34,584,558	35,304,817
Diluted	33,735,679	35,314,559	34,743,543	35,304,817

MYERS INDUSTRIES, INC.
2011 SALES AND EARNINGS BY SEGMENT (UNAUDITED)
(\$ in thousands)

	Fourth Quarter Ended December 31,			Twelve Months Ended December 31,		
	2011	2010	% Change	2011	2010	% Change
Net Sales						
Material Handling	\$ 57,004	\$ 65,486	-13.0%	\$ 261,812	\$ 257,807	1.6%
Lawn & Garden	65,142	59,494	9.5%	217,140	223,809	-3.0%
Distribution	47,215	46,252	2.1%	183,726	174,917	5.0%
Engineered Products	31,060	22,576	37.6%	116,243	104,763	11.0%
Intercompany Sales	(5,059)	(5,563)	---	(23,267)	(23,678)	---
Total	\$ 195,362	\$ 188,245	3.8%	\$ 755,654	\$ 737,618	2.4%
Income (Loss) Before Income Taxes						
Material Handling	\$ 6,597	\$ 6,635	-0.6%	\$ 34,123	\$ 22,577	51.1%
Lawn & Garden	3,379	(71,386)	---	4,226	(74,650)	---
Distribution	4,085	4,145	-1.5%	15,736	15,155	3.8%
Engineered Products	2,429	894	171.7%	10,810	8,865	21.9%
Corporate	(7,448)	(2,702)	---	(31,208)	(22,968)	---
Total	\$ 9,042	\$ (62,414)	---	\$ 33,687	\$ (51,021)	---

**MYERS INDUSTRIES, INC. RECONCILIATION OF NON-GAAP FINANCIAL MEASURES
INCOME (LOSS) BEFORE TAXES BY SEGMENT (UNAUDITED)
(\$ in millions)**

	<u>Quarter Ended</u> <u>December 31,</u>		<u>Twelve Months</u> <u>Ended December 31,</u>	
	<u>2011</u>	<u>2010</u>	<u>2011</u>	<u>2010</u>
<u>Material Handling</u>				
Income before taxes as reported	\$ 6.6	\$ 6.6	\$ 34.1	\$ 22.6
Restructuring expenses	0.0	0.3	0.0	1.4
Gain on plant sale	0.0	0.0	0.0	(0.7)
Income before taxes as adjusted	<u>6.6</u>	<u>6.9</u>	<u>34.1</u>	<u>23.3</u>
<u>Lawn & Garden</u>				
Income (loss) before taxes as reported	3.4	(71.4)	4.2	(74.6)
Restructuring expenses	0.3	0.2	0.4	0.4
Goodwill impairment	0.0	72.0	0.0	72.0
Income (loss) before taxes as adjusted	<u>3.7</u>	<u>0.8</u>	<u>4.6</u>	<u>(2.2)</u>
<u>Distribution</u>				
Income before taxes as reported	4.1	4.1	15.7	15.2
Restructuring expenses	0.9	0.2	2.0	0.6
Gain on building sales	(0.3)	0.0	(0.7)	0.0
Income before taxes as adjusted	<u>4.7</u>	<u>4.3</u>	<u>17.0</u>	<u>15.8</u>
<u>Engineered Products</u>				
Income before taxes as reported	2.4	0.9	10.8	8.9
Restructuring expenses	0.5	0.2	0.7	0.9
Income before taxes as adjusted	<u>2.9</u>	<u>1.1</u>	<u>11.5</u>	<u>9.8</u>
<u>Corporate and interest expense</u>				
Income (loss) before taxes as reported	(7.5)	(2.7)	(31.1)	(23.1)
Restructuring - environment and other adjustments	0.0	0.0	2.2	0.6
Claims Settlement Gain	0.0	(3.8)	0.0	(3.8)
Income (loss) before taxes as adjusted	<u>(7.5)</u>	<u>(6.5)</u>	<u>(28.9)</u>	<u>(26.3)</u>
<u>Consolidated</u>				
Income before taxes as reported	9.0	(62.5)	33.7	(51.0)
Restructuring expenses and other adjustments	1.4	69.1	4.6	71.3
Income before taxes as adjusted	<u>10.4</u>	<u>6.6</u>	<u>38.3</u>	<u>20.3</u>
Income taxes	4.0	2.4	14.9	7.3
Net Income as adjusted	<u>\$ 6.4</u>	<u>\$ 4.2</u>	<u>\$ 23.4</u>	<u>\$ 13.0</u>

Note: Numbers in the Corporate and interest expense section above may be rounded for presentation purposes.

Note on Reconciliation of Income and Earnings Data: Income (loss) excluding the items mentioned above in the text of this release and in this reconciliation chart is a non-GAAP financial measure that Myers Industries, Inc. calculates according to the schedule above, using GAAP amounts from the Consolidated Financial Statements. The Company believes that the excluded items are not primarily related to core operational activities. The Company believes that income (loss) excluding items that are not primarily related to core operational activities is generally viewed as providing useful information regarding a company's operating profitability. Management uses income (loss) excluding these items as well as other financial measures in connection with its decision-making activities. Income (loss) excluding these items should not be considered in isolation or as a substitute for net income (loss), income (loss) before taxes or other consolidated income data prepared in accordance with GAAP. The Company's method for calculating income (loss) excluding these items may not be comparable to methods used by other companies.

MYERS INDUSTRIES, INC.
CONDENSED STATEMENTS OF FINANCIAL POSITION (UNAUDITED)
(\$ in thousands)

	December 31, 2011	December 31, 2010
Assets		
Current Assets		
Cash	\$ 6,801	\$ 4,705
Accounts Receivable, Net	105,830	98,799
Inventories	95,217	96,404
Other	10,604	13,939
Total Current Assets	218,452	213,847
Other Assets	69,371	66,733
Property, Plant, & Equipment, Net	140,934	151,815
Total Assets	\$ 428,757	\$ 432,395
 Liabilities & Shareholders' Equity		
Current Liabilities		
Accounts Payable	\$ 64,717	\$ 64,143
Accrued Expenses	45,939	42,188
Total Current Liabilities	110,656	106,331
Long-Term Debt, less current portion	73,725	83,530
Deferred Income Taxes	23,893	24,793
Other Liabilities	14,343	5,936
Shareholders' Equity	206,140	211,805
Total Liabilities & Shareholders' Equity	\$ 428,757	\$ 432,395

MYERS INDUSTRIES, INC.
CONDENSED STATEMENTS OF CONSOLIDATED CASH FLOWS (UNAUDITED)
(\$ in thousands)

	Twelve Months Ended December 31,	
	2011	2010
Cash Flows From Operating Activities		
Net Income (Loss)	\$ 24,505	\$ (42,834)
Items not affecting use of cash:		
Depreciation	31,245	30,628
Impairment charges and asset write-offs	1,249	72,014
Amortization of other intangible assets	2,969	2,922
Non-cash stock compensation	2,595	2,326
Provision for loss on accounts receivable	915	(1,455)
Deferred taxes	(184)	(13,285)
Other long-term liabilities	4,251	151
Gain on sale of property, plant and equipment	(875)	(733)
Other	50	-0-
Cash flow provided by (used for) working capital:		
Accounts Receivable	(8,665)	(9,994)
Inventories	455	4,958
Prepaid Expenses	2,662	548
Accounts payable and accrued expenses	3,000	392
Net cash provided by operating activities	<u>64,172</u>	<u>45,638</u>
Cash Flows From Investing Activities		
Capital expenditures	(21,930)	(20,533)
Acquisition of business, net of cash acquired	(1,100)	(411)
Proceeds from sale of property, plant and equipment	1,089	5,213
Other	(96)	358
Net cash used for investing activities	<u>(22,037)</u>	<u>(15,373)</u>
Cash Flows From Financing Activities		
Repayment of long-term debt	(305)	(65,380)
Net (repayment) borrowing on credit facility	(9,383)	44,900
Cash dividends paid	(9,523)	(9,209)
Proceeds from issuance of common stock	751	138
Repurchase of common stock	(20,946)	-0-
Deferred financing costs paid	-0-	(1,169)
Net cash used for financing activities	<u>(39,406)</u>	<u>(30,720)</u>
Foreign Exchange Rate Effect on Cash	<u>(633)</u>	<u>432</u>
Net increase (decrease) in cash	2,096	(23)
Cash at January 1	4,705	4,728
Cash at December 31	<u>\$ 6,801</u>	<u>\$ 4,705</u>