



November 1st, 2023

TO: Valued Partners

RE: Rouzer Group – Gary Monn Retirement Announcement

Gary B. Monn is stepping down from the Vice President- Tools role and will be taking a Business Development role under our new business unit leader, Heather McNulty. We are very proud to see such succession and forward progress in our business.

As the founder and owner of Berton Sales (1986), Gary built an excellent business in the tool and fastener market representing many of the leading manufacturers in the trades. In 2011, after 25 years in the business, Gary merged his business with Rouzer and continued to lead the division until the end of this year.

Heather joined the Rouzer Group in 2016 and created the marketing role in our organization. She did a wonderful job branding Rouzer as well as boosting all represented manufacturers with local marketing campaigns. In the spring of 2018, Heather became the newest partner in Rouzer Group adding to the phenomenal depth of our ownership bench. In 2019 Heather hired her marketing replacement and took over all internal operations including inside sales, operations, and marketing. When Gary had an opening for an Account Manager in the Tool Division Heather jumped at the opportunity to get on the sales side of the business and has crushed the numbers ever since.

Personally, I will miss Gary's leadership in our organization and look back fondly to all the years I have known and respected him. We are glad Gary will stay on in a development role and are very excited Donni Monn is not ready to retire but will stay on the inside sales team benefitting us with her years of experience and amazing customer service.

"As I approach retirement after 42 years in the Rep Business, I consider my decision to join the Rouzer Group as the best business decision of my career. I leave my tool division in good hands, Heather has more natural talent as a salesperson than anyone I have ever met." – Gary B Monn

"Anyone who has been around Gary when he's in selling mode can't help but grin. No one is more passionate about selling than the Monn-ster. Over the last few years, I worked under Gary and learned the many differences and similarities between the tool world and the electrical world. I'm confident we can bring the best of both into the tool



division and provide the best service to our distribution partners as well as our premium manufacturing partners." –Heather McNulty

Heather McNulty

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Gary Monn

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Thanks,

A handwritten signature in black ink, appearing to read "Larry Benner", written in a cursive style.

Larry Benner
President – Principal