



October 8th, 2021

TO: Valued Customers

RE: Greenlee Announcement

The Rouzer Group would like to advise you that our representative agreement with Greenlee (Emerson) will not be renewed after the 2021 calendar year, and we will no longer be representing the company. Greenlee will move forward with a direct sales force as they have in the rest of the United States and hire a person(s) to manage the territory.

So why send a letter as a formal announcement? I personally have represented Greenlee for just over 30 years either as a direct employee (1991-2002) or as a manufacturer's representative.

In June 1991, I was working for Condux International and competing against Greenlee when I received a call from the then President of Greenlee, Herbert Henkel, to let me know this territory was open and I should meet with his people. In August 1991, I became a Territory Manager for Greenlee-Textron which brought me from a national sales role into a territory where I could learn the trade area and develop local relationships.

In January of 2003, Greenlee moved to a blended sales force with a combination of direct factory employees in some markets and manufacturer's representatives in areas where they could use additional coverage. When I turned down a National Accounts position and opted not to move the family to Illinois, I was given the opportunity to transition with the line to a rep agency. I joined Rouzer Sales Company where Tony Blinkhorn and myself were allowed the opportunity to acquire the company and grow with the team to what the Rouzer Group is today.

Greenlee has been very good for my family and Rouzer.

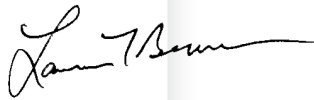
As we wrap up our business relationship the fourth quarter of calendar 2021, we will represent Greenlee as we always have, to the best of our ability. We also look forward



to new opportunities to represent quality manufacturers who understand the value proposition of going to market via independent representatives.

Please feel free to reach out to one of our team if there are any special needs in the next three months or give me a call as well.

Best to all, and thanks for your business!

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

Larry Benner
President

