



December 7<sup>th</sup>, 2021

TO: Valued Partners

RE: Rouzer Group Signs on New Manufacturer – Utility Solutions

I am excited to announce that as of December 1<sup>st</sup>, 2021, Rouzer Group is your official Utility Solutions representative. Founded in 1990 by a group of engineers with broad electrical distribution experience, Utility Solutions designs and manufactures tools and equipment that are used by Lineman every day. Some of the key product categories manufactured are, load break tools, Hot Sticks, and testing equipment.

Innovation, form, function, and safety are at the heart of the Utility Solutions Company. Their U.S. production facility, located in western North Carolina that includes an extensive CNC machining department, molding capabilities, quality-controlled assembly, and fiberglass production. Both their global sales force and marketing department have proven track records of gaining market share with new and existing products.

One of the Utility Solutions slogans: “We are Lineman Driven. Field Proven”

Learn more about Utility Solutions at [rouzer.com/utility-solutions](https://rouzer.com/utility-solutions)

Thank you,

Don Edgar  
Vice President - Utility