

January 28, 2021

Dear Friends:

As we embark on 2021, we want to keep you up to date of our activities and business in light of the continued response to COVID-19 pandemic guidelines.

In an effort to maintain a more local, customer-facing presence to keep pace with your changing needs we have expanded our salesforce and added five new Rep Agencies. We are proud to welcome the following agencies to our team:

- 1. Northeast Industrial Sales – Primary contact: Bill Kern – 518.965.5375**
Territories: CT, DE, MA, MD, ME, NH, NJ, NY, PA, RI, VA, VT, WV
- 2. Chris Fedor Sales – Primary contact – Chris Fedor – 502.608.3417**
Territories: IN, KY, MI, OH
- 3. CAM Associates – Primary contact: Matt O’Grady – 262.613.8295**
Territories: Collar counties of IN, E. WI, IL
- 4. Synergy Marketing & Sales – Primary contact: Paul Berner – 916.792.5815**
Territories: AZ, CA, NV
- 5. TekTerrior Sales – Primary contact: Walt Suman – 206.484.4777**
Territories: AK, ID, MT, OR, WA

We’ve implemented the recommendations and guidelines promoted by the Centers of Disease Control and Prevention (CDC), the World Health Organization (WHO) and local community Health Departments. Our objective is to minimize and manage the impact of COVID-19.

Our sales team members are arranging visits on a conditional basis when customers are following CDC recommendations at their businesses. Social distancing and masks are standard practices which are allowing us to personally connect to ensure we are helping you to maximize sales and manage your product and inventory needs. As always, we continue to utilize cell phones and digital correspondence resources to leverage technology to keep up with your needs.

We wish you the very best and look forward to supporting your success.

Stronger Together,

Ben Lester

Ben Lester

Sales Manager

Magnum Tool & Nitroset