



Attn: Valued Distributor Partner

Subject: Elimination of Anderson Brand

Weiler Abrasives Group acquired Anderson Products in 2000, helping to secure its market leadership position in surface conditioning. Since then sales of Anderson Products have steadily declined as much of the business transitioned over to the Weiler brand. Given the current economic challenges and the need to reduce costs and better manage working capital, Weiler has decided to officially eliminate the Anderson Brand and transition the remaining Anderson Products catalog offering over to the Weiler brand. This rationalization will allow us to eliminate redundancy throughout both our supply chain and operations, which will ultimately position us to better service our customers. Below are additional details to help you to make a smooth transition:

- The transition from Anderson to Weiler will begin August 1st, 2020 and will be done on a rolling basis as the Anderson inventory is depleted.
- Final cutover will occur on September 30th, 2020, after which Anderson Products will no longer be available for purchase.
- Anderson Products will no longer be accepted on annual inventory/stock adjustments.
- Attached you will find a cross-reference to assist in converting from the Anderson brand item to the corresponding Weiler brand item.
- In some cases, the Weiler brand item is not identical, and the difference is noted for your reference.

We recognize that this may be a significant change for your business, and we are here to help ensure a smooth transition. Please feel free to contact your Weiler Sales Representative or call our Customer Experience Team at 800-835-9999 to discuss your specific transition plan in more detail.

Best Regards,

A handwritten signature in black ink, appearing to read "Nate Schmid".

Nate Schmid
Director, Marketing
Weiler Abrasives Group