



BULLETIN TO ALL MANUFACTURERS SALES REPRESENTATIVES

NO: 14-04

DATE: June 27, 2014

SUBJECT: Sales Organization Changes

It's an exciting start to the summer at Bryan Steam.

We had the honor of sending into retirement our National Sales Manager, Ron Guth. Ron has been a great employee for Bryan Steam over the last 11 years and we have appreciated everything he has done. Fortunately for all of us, Ron has agreed to work part time on some projects that we never seem to have enough time to get done, so he will still be around the business.

We are also excited to announce that we have hired a new National Sales Manager who started with Bryan Steam on June 9th. His name is David Allen and he comes to us from Armstrong pumps. David and I have worked together in the past at Crane Pumps and Systems. David has been involved with the HVAC market for well over 15 year and his skills and experience will help move Bryan Steam and our reps into the future. David will be working from his home office in the Dayton, OH area. He will spend a good part of the next few weeks in Peru getting familiar with Bryan's products and processes. After that you should expect to see him out in the field working with the Reps to find ways to get more orders.

The other exciting news from the early summer weeks is that business has picked up nicely. The side effect of this uptick is that lead-times have been pushed out as we are seeing some bottlenecks in the factory. We are calling back employees in the shop and are working overtime as needed to minimize the lead time as much as possible. If you have a project that needs to ship sooner than we have scheduled, please call and talk to Joe or myself about the scheduling needs of your customer so we can try and keep everyone happy, without disrupting the orders we already have in the schedule.

Sincerely,

Bryan O'Toole

President