



Dear Customer,

We are pleased to announce that T&A Industrial Distributors and Herlache Industrial Supply Company have joined to form one company called T&A Industrial Distributors.

T&A Industrial's structure, product offering and metrology capabilities, combined with Herlache's metal working expertise, nearly 60-year heritage and value-added services, offer opportunities that will greatly benefit our customers. Advantages include:

More products to choose from. Not only will all the products you currently purchase still be available to you, but you can now purchase from product lines that were formerly exclusive to each company.

No change in prices are anticipated because of the two companies combining.

Saw blade welding is now available at T&A Industrial's saw blade weld shop in Brookfield for saw blades purchased from Herlache.

Products will still be stocked in Brookfield and Green Bay, with specific stocking sites based on customer locations.

Herlache VMI continues. The Herlache Vendor Managed Inventory (VMI) program will continue without changes.

Combined Team at Your Service

Jim Ketter, CEO, will manage the new company along with our management team which includes Herlache's Dave Riess and Mike Miller. Your T&A Industrial salesperson will be in contact to keep you informed and address any questions or concerns you may have. You can also contact members of our management team at 800-242-7930.

Customer service staff will continue to work in both Brookfield and Green Bay, with Herlache customer service staff joining the T&A Industrial Green Bay office. Herlache customers who want to contact us can call Green Bay customer service at 920-983-4480. Herlache phone numbers will be maintained and automatically re-directed to T&A Industrial in Green Bay.

Thank you for your business! We look forward to serving you with our strengthened resources to help your business succeed.



12550 Robin Lane
Brookfield, WI 53005-3124
Phone: 262-783-4900
Fax: 262-783-4950
Toll Free: 800-242-7930
Office Hours: 7:30 a.m. to 5 p.m.

1180 Ashwaubenon Street
Green Bay, WI 54304-5657
Phone: 920-983-4480
Fax: 920-983-4490
Toll Free: 800-236-4773
Office Hours: 7 a.m. to 4:30 p.m.