



February 6, 2023

To our valued customers,

I am pleased to announce that this March, Empire Industries will be partnering with **Coleman-Russell & Associates, Inc.** a premier manufacturer's representative in the southeast United States. Specifically, they will be representing us in the states of Alabama, Georgia, Louisiana, Mississippi, and the Florida panhandle. Coleman-Russell brings almost 50 years' worth of experience to the plumbing industry. They represent lines that include, but are not limited to the residential, commercial, and industrial markets. Coleman-Russell boasts a sales staff of over 20 individuals and to back-up their efforts, they will be stocking Empire material in their Birmingham, Alabama warehouse facility in the coming weeks.

While we understand that making a change in manufacturer's reps. is no small undertaking, we do feel this is a considerable step in the right direction of strengthening our connection with the southeast region and our loyal customer base. I want to thank all that have contributed to making this change possible.

If you have any questions, please do not hesitate to contact me directly. Thank you for your business and the ongoing support.

David Auger
Vice President of Sales