



September 28, 2018

To: Our Valued Customers
From: Tuthill Vacuum & Blower Systems
Subject: Announcement R. A. Ross & Associates OH, MI, IN Tuthill Channel Partner Vacuum Products / Brooks Equipment Closure September 1, 2018

Tuthill Vacuum & Blower Systems is pleased to announce the expanded partnership with R. A. Ross & Associates effective immediately.

R. A. Ross & Associates, headquartered in Louisville, KY, has been a Channel Partner with Tuthill for 25 years. R. A. Ross & Associates presently offers the Tuthill Vacuum & Blower product lines in Indiana, Ohio, Kentucky and West Virginia. Due to the recent retirement of Brooks Equipment effective September 1, 2018, Tuthill has strategically aligned with R. A. Ross & Associates in Indiana, Ohio and Michigan.

Tuthill is confident in R. A. Ross & Associates experience and their expertise selling the Kinney Vacuum Pump line. We believe that R. A. Ross and Associates is a great fit for this region. The advantage of the Tuthill and R. A. Ross & Associates partnership will provide our valued customers the benefit of a larger portfolio of Tuthill products.

R.A. ROSS & ASSOCIATES

SERVICE AND TECHNICAL SUPPORT

Superior Customer Service with attention to responsiveness, timelines and details
Technical and Engineering Support specializing in Blowers, Vacuum Pumps including Boosters, Accessories, and Spare Parts

SALES AND FIELD SUPPORT

Sales Team Expansion – (6) outside and (6) inside sales specialists, all being dedicated to assist and support customer requirements

Tuthill Vacuum Territory Coverage – West Virginia, Ohio, Michigan, Kentucky, Indiana*

*Indiana (except for counties of Newton, Jasper, LaPort and Lake)





PRODUCT

Team has been factory trained in vacuum pump applications and product knowledge
Education and Training on Tuthill products is available and offered to valued customers

PARTNERSHIP

The people, culture and commitment at R.A Ross & Associates is an extension
of Tuthill. This partnership will provide our valued customers with a solution-based
relationship and a quality product delivered by a team that you can trust.

Kathleen Weede | Tuthill Vacuum & Blower Systems | Regional Sales Manager

FROM R.A ROSS & ASSOCIATES

*"We are proud to have earned this level of trust from Tuthill Vacuum & Blower
Systems. What does all this mean for you? If you are in need of assistance, technical
expertise or problem solving with vacuum pumps or vacuum boosters in your
operation, you now have just one call. Let us know how we can help."*

Rick A. Ross | R.A. Ross & Associates Inc. | President



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