



TRI-SMITH

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Est. 1992

Industrial Supply, Inc.

TARGETED SMALL BUSINESS – WOMAN OWNED

October 30, 2008

To our valued customers

This year has been difficult for many individuals and companies in the state of Iowa. Prices have increased several times this year on many products. Tri-Smith Industrial Supply Inc. has tried to abide by the ever-changing rules, regulations, lead times and price changes, especially from one of our major vendors, Castrol.

Even though we have exclusively had the state of Iowa since 1993, Castrol has decided to allow a distributor from Minnesota to include Iowa in their territory.

We will have a signed agreement that protects our customers from being approached by this other distributor or Castrol to acquire the protected business we currently have. If anyone from Minnesota or Castrol contacts you we would appreciate notification so we can take legal action.

If you have any questions or concerns, please contact us at 800-598-1687 or 319-362-2220.

Thank you for your loyalty and continued business.

Catherine Smith

Dennis Smith

Erik Smith

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