

To our Valued Customers,

We are very excited to announce that TAVCO Sales and Service Company Inc. has been acquired by Instrumentation and Controls, LLC (IAC). Effective September 1, 2018, TAVCO will commence serving our valued customers as a division of IAC.

Founded in 1999 by father and son Larry and Ritch Shank, IAC represents, distributes and services manufacturers of instrumentation, process controls, valves & actuators, safety products, and engineered systems. (www.instandcontrols.com)

TAVCO originated under Steve Taverna in 1991 and developed into a premier manufacturer's representative organization providing sales and service of process controls and mechanical equipment to the industrial marketplace. (www.tavco-inc.com)

The fusion of these entities was driven by a shared tradition of excellence in technical sales, customer service, responsiveness, and field service.

Customers should experience the immediate and long-term benefits of:

- A more comprehensive offering of complimentary lines
- Expanded and enhanced human and material support resources
- Stronger customer relationships featuring cooperative cross-market support

Steve Taverna will assume a role as a territory manager and continue the sales and relationship-building efforts that have distinguished his entire career. Continuity of the "TAVCO experience" will be assured by Steve's continued leadership in his territory as well as Danny Arnold and Lynn Sweet joining the IAC team to ensure a smooth transition.

Administrative and executive operations will be administered from IAC's headquarters in Chandler, Arizona under the continued management of Ritch Shank. We look forward to continuing to provide excellent customer service and support.

Regards,

Ritch Shank

Steve Taverna