



To Our Valued Customers:

We are very excited to share with you that Walker Industrial Products and Shingle & Gibb Automation, which have shared common ownership since 2022, have formally joined forces and now operate as a single corporate entity, effective as of January 1, 2024!

All Walker Team Members and all Customer-facing business functions remain exactly the same; there will be no changes in who you work with, or who you reach out to for assistance (same phone numbers, same address, same emails, same prices!)

You may notice changes in the documents that you receive from Walker Industrial (Quotes, Order Acknowledgements, Invoices, etc.) now that the Walker Team has migrated to Shingle's ERP platform. In time, you can also expect updated remittance info but, rest assured, that whatever methods you chose to conduct business with Walker in the past will remain in place going forward!

Of course, all open orders will be processed in the ordinary course.

What stays the same?

- All of the people you have been dealing with at Walker are now part of the combined organization, with the same contact information.
- Same locations, phone/Fax numbers, email addresses
- Same pricing and credit terms
- Same product lines

What changes can you expect?

- New look for quotes, order acknowledgements, packing slips and invoices
- Over time you may also see emails coming from @Shingle.com, however the Walker email addresses will continue to work as well

What's in it for you - the customer?

- As a combined entity we are a much larger organization with even greater resources available to be able to more efficiently service your needs and solve your toughest automation applications
- Coupled with the rest of the organization's stock, Walker now has access to almost five (5!) times the on-hand inventory
- An expanded Applications Engineering Team with an incredible depth of knowledge and expertise

- With a large overlap of the product lines handled by Walker and Shingle, the combined organization becomes more important to our mutual Suppliers which generally gives us better and faster access to factory resources

If you, or anyone else in your organization, have any questions about this exciting combination, or would like to meet in person with the Walker / Shingle & Gibb Automation Sales and/or Management Teams, please do not hesitate to reach out to either of us directly.

We appreciate your support as we continue the transition and we look forward to continuing and hopefully expanding the Walker relationship with your organization!

Sincerely yours,

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