



September 30, 2011

To: Goodyear Engineered Products Distributors

Subject: Fagan Industries

In an attempt to increase our market share position in the New York City Metropolitan Statistical Area, Veyance Technologies Inc. will be partnering with Fagan Industries, a premier manufacturer's representative agency in the power transmission and motion control industry.

Fagan Industries ([www.faganind.com](http://www.faganind.com)) has spent time with our Industrial and Hydraulic Hose Marketing teams as well as our Power Transmission Products Marketing learning about the Veyance Value Proposition and how to sell against the competition in the local marketplace.

Effective October 1, 2011, Ken Lorenze with Fagan Industries Inc. will be supporting your account on behalf of Veyance Technologies. Ken comes with a strong background and solid reputation in the bearing and motion control industries, as well as understands how to support and work with OEMs and Industrial Distributors.

While this is a different sales strategy for Veyance, we view this new partnership as an opportunity to improve our service level and sales to our distribution network.

Mindy Haugen, with our Inside Sales team will continue to support your account as well as act as an integral role as Fagan transitions to Veyance. Should you need additional assistance, please do not hesitate to reach out to any of us.

Ken Lorenze – Account Sales Manager, Granite Springs, NY 914-325-2815  
Mindy Haugen – Veyance Inside Sales, Lincoln, NE 800-235-4632  
Regan Turner – Veyance Mideast Region Manager, Pittsburgh, PA 248-752-6413

While this is an exciting time for our two companies, we are eager to continue to build upon our existing partnerships and increase our share of market goals.

Thank you for your business and continued support of Goodyear Engineered Products.

All the Best,

Regan M Turner  
Veyance Technologies  
Mideast Region Manager