



June 12, 2020

Dear Business Associates, Colleagues and Friends:

With mixed emotions, I want to announce that Greg Guisso is retiring on June 16, 2020. Greg has been an integral member of our team for the past five years and will be greatly missed by all.

Greg started in the electrical industry in 1990, working for Appleton Electric as a product specialist for lighting and rough in products. In 1991, he was promoted to Outside Sales and continued with his sales career up until now. Over the years he was also an Account Manager at Osram, Sylvania, EGS Electric (formerly Appleton) then on to Canadian National Sales Manager for Sola Heavy Duty and subsequently all EGS products. He was Director of Sales and Marketing for Venture Lighting Canada and finally, Director of Sales for RAB Design Lighting.

Greg has an uncanny ability to manage the details of any assignment and his readiness to take on new challenges has been invaluable. Greg enthusiastically invested significant time and personal effort on the road in the US and Canada, growing the business and supporting customers. He has played a key role in helping us meet and exceed our goals and has demonstrated a commitment to excellence that we have come to depend on. In addition to his incredible competence and skill, he has been a friend to all of us, with his thoughtfulness and quiet encouragement.

Greg is looking forward to putting hundreds of miles on his bicycle and spending lots of time with his wife, two daughters and the star of his life, his nine-year-old grandson.

Greg has enthusiastically agreed to support us one day a week until the end of the year to assist with the smooth transition of his replacement (details to follow).

Please join me in wishing Greg good times, good health and good friends in his retirement.

Best Regards,

A handwritten signature in blue ink, appearing to read "D. Beron", enclosed within a large, loopy, horizontal oval stroke.

David Beron
President