



April 22, 2025

Note: This communication is being sent to all Red Lion Controls buyer contacts. Please forward this information as appropriate within your organization. This is the second notification.

To: Red Lion Controls Channel Partners and Direct Customers

The Red Lion commercial operations integration project is on schedule. The order fulfillment/intake blackout period will start May 22<sup>nd</sup>. Orders that can not be fulfilled by May 22<sup>nd</sup> will be scheduled for delivery in June. All order fulfilled after May 22<sup>nd</sup> will be invoiced with a new HMS Industrial Networks invoice format.

HMS Networks is seeing a significant increase in orders leading to some expansion in our lead times. As a result, the window to submit an order and shipping date schedule prior to May 22<sup>nd</sup> is closing for most products.

**Key changes will be as follows:**

- 1) The invoice format will change to the HMS format
- 2) The banking information associated with payments will change
- 3) Contact emails for orders and finance will change
- 4) A delivery blackout period will extend from May 22<sup>nd</sup> to June 5<sup>th</sup>

**New Invoice Format**

The new invoice format will list HMS Industrial Networks Inc. and address as the invoicing company. Each distributor needs to confirm this change will not impact their ability to process invoicing on open orders placed prior to the conversion. Please send an email to [RLtoHMSBuyerChanges@hms-networks.com](mailto:RLtoHMSBuyerChanges@hms-networks.com) if this change is a concern.

To add additional contacts to this email list, please send those requests to [RLtoHMSBuyerChanges@hms-networks.com](mailto:RLtoHMSBuyerChanges@hms-networks.com). Please include the name, phone number and contact title associated with each email.

The next update will be sent on May 5<sup>th</sup>.

Best Regards,

A handwritten signature in black ink, appearing to read 'Tom McKinney', written over a light blue horizontal line.

Tom McKinney  
Vice President of Sales, IDS Division  
HMS Networks