



January 3, 2019

To All FSI Customers:

We are pleased to share with you the exciting news that Singer Equipment has acquired the business of EVI. EVI is one of the largest contract equipment dealership in the greater Baltimore - DC market, and they have a longstanding reputation for quality and service. Tom and Dana Lawson, the founders and leaders of EVI, will continue to run the division for the company, reporting to Fred Singer.

This acquisition gives our company increased resources and local presence in the growing Maryland, Washington DC, and Virginia markets. EVI has approximately 40 employees in the region, including many knowledgeable account and project managers. It allows us to be even more responsive to our customer's needs in this market.

EVI also has a strong reputation with national restaurant chains and we look forward to growing our presence in this important customer segment.

We will continue to build our business so that we can bring you a more complete solution, both geographically and in terms of the services we offer. Everything we do is to become a more helpful and effective partner to your business – to make us more responsive to your needs and to create solutions to your evolving challenges. We are deeply appreciative of your business and the trust you put in our company every day. We will work hard to delight you!

P. Kevin Richards  
President  
FSI

Frederick J. Singer  
CEO  
FSI