



To: Zurn Customers
From: Craig Wehr, President
Date: January 22, 2020
Subject: Zurn to Acquire Just Manufacturing

I am pleased to announce Zurn has reached an agreement to acquire Just Manufacturing. We are excited to add the Just brand of sinks, faucets, and accessories to our overall portfolio. We look forward to working with Matt Just and Paul Just to grow the business and build upon their 87-year history of innovation and service.

As we go forward, Just Manufacturing will be managed by Sean Martin, Zurn General Manager of the Finish Plumbing business unit. Matt Just and Paul Just will continue with their current responsibilities and retain their offices at the 175,000 square foot manufacturing and distribution facility in Franklin Park, IL.

The ordering process will remain the same as it does today for Just Manufacturing reps and customers. Matt Just will manage the rep network to increase building specifications and further develop the plumbing distributor channel.

We will not be requiring the Zurn rep network to drop competitive lines to represent Just Manufacturing products. We are focused on having the most productive reps to grow sales in every territory. We greatly value the relationships built between manufacturers' reps and key influencers within the customer value chain. We look forward to meeting the new Just Manufacturing sales representative agencies soon.

Zurn continues to expand its portfolio through new product development and strategic acquisitions with a clear focus on increasing value for building owners. Just Manufacturing is a market leader and will introduce Zurn to the new category of stainless-steel designer and engineered sinks. We are excited for the opportunity to work with the Just Manufacturing team and eager to serve our customers.