



New Taylor Processes

November 2, 2021

To All Accounts:

In February 2021, PerTronix Performance Brands acquired Taylor Cable of Grandview Missouri. Since that time, we have been working to integrate Taylor into the PerTronix system. The Taylor brand, including the spark plug wires and battery boxes and cables, is being integrated into the PerTronix Ignition brand and the Seal4Good gaskets (formerly sold under Taylor and Percy's brands) will now fall under the Patriot brand. As of November 1, 2021, all orders will come to PerTronix in San Dimas, California and all shipments will be sent out of our warehouse in Irwindale, California. The Grandview, Missouri will be completely closed effective November 12, 2021. Following is important information for placing orders, returns, accounting etc.

SKU Offering

Not all Taylor SKU's will be offered under PerTronix Performance Brands. A product rationalization exercise was done and select SKUs will be moving forward while others have been discontinued. Attached is a list of the discontinued SKUs. All SKUs moving forward will be on the price list.

Orders

No orders should be run through Taylor. Effective immediately all orders will come to sales@pertronix.com. Phone orders can be placed at (909) 599-5955.

Payments

No payments should be sent to Taylor. Effective immediately payments made by check should be remitted to:

PerTronix Performance Brands
Attn: Accounts Receivable
440 East Arrow Highway
San Dimas, CA 91773

Pertronixbrands.com | 440 E. Arrow Hwy - San Dimas, CA 91773 | **909-599-5955**





Payments by wire or ACH should be remitted to the PerTronix Bank of Kansas. See attachment for specific instructions. On all payments, please reference customer #, invoice # being paid or credit # if being used.

To communicate with the accounting team, please use accounting@pertronix.com

Terms

Channel partners with existing accounts with PerTronix will utilize their PerTronix terms. Channel partners new to the PerTronix business will now fall under the PerTronix Terms and Conditions. See attached.

Credit Limits

Channel partners with existing accounts with PerTronix will utilize their PerTronix credit limits. Limits will be reviewed and adjusted if necessary. Channel partners new to the PerTronix business will have credit limits like what was in place at Taylor.

Co-Op

Taylor Co-Op programs for 2021 will be honored through year end. For 2022, programs will fall under PerTronix's program. All Co-Op claims should be submitted to Jenna Jefferies at jjefferies@pertronix.com

RMAs

Requests for returns of Taylor product should be sent to returns@pertronix.com

Technical Support

Effective November 5, 2021, technical support for Taylor spark plug wires, battery boxes, Seal4Good gaskets and other accessories will be handled by the tech team at PerTronix at (909) 599-5955.

Pricing

Price lists with the Taylor and Seal4Good gaskets SKUs will be available November 5, 2021. Please send requests to pricing@pertronix.com

Load Sheets

Updated load sheets with new features and benefits along with new and improved photographs of the products will be available within two weeks.

Pertronixbrands.com | 440 E. Arrow Hwy - San Dimas, CA 91773 | **909-599-5955**





Thank you for your cooperation as we manage through this transition. We value your business and are excited to add the Taylor brand to the PerTronix Performance Brands family.

Respectfully,

Russell Stephens

Russell Stephens
VP Sales and Marketing

Pertronixbrands.com | 440 E. Arrow Hwy - San Dimas, CA 91773 | 909-599-5955

