



November 28, 2011

RE: Commercial Industrial Sales Reorganization

Dear Flanders Distributors and Representatives,

As of January 1, 2012, the Commercial and Industrial Sales Division announces reorganization as follows.

John Lane, CAFS will become the Central Regional Sales Manager; responsible for Wholesale and Filter Sales & Service Sales within the central territories. In 2008, John began his career with Flanders as a Customer Service Representative where he quickly advanced to Inside Sales Manager. John received his Certified Air Filter Specialist Certification from NAFA in 2010 and graduated from East Carolina University with a Finance and Business Management degree. John has done a fantastic job; we look forward to him in his new role.

Tim Zwilling will replace John as Inside Sales Support Manager. Tim leaves the Flanders Accounting Department as Accounts Receivable Supervisor. He graduated from East Carolina University with a Major in Finance and Minor in Communications. We look forward to having Tim in his new position.

Elwood Jefferson has done a great job stabilizing the Central and West Coast territories. He will continue to carry out the daily sales needs within the West Coast territories. A Regional Sales Manager territory map can be found at the following link: http://www.flanderscorp.com/about/regional_managers.php

It is our pleasure to welcome John, Tim and Elwood to their new positions. Contact them directly utilizing the information below.

John Lane, Central Regional Sales Manager

Phone: (252) 946-8081 Ext. 33622 - **Cell Phone:** (252) 623-7320 - **Email:** jlane@flanderscorp.com

Tim Zwilling, Inside Sales Support Leader

Phone: (252) 946-8081 Ext. 33510 - **Email:** tzwilling@flanderscorp.com

Elwood Jefferson, Western Regional Sales Manager

Cell Phone: (619) 921-3535 - **Email:** ejefferson@flanderscorp.com

Feel free to contact me should you have any questions regarding this correspondence.

Best regards,

Charlie Kwiatkowski

Vice President C/I Sales

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Flanders Corporation

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