



Expertise Applied | Answers Delivered

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March 9, 2017

Marketing Solutions Group
Springfield Office
2029 E. Grand Street
Springfield, MO 65804

Dear Rex and Calvin:

On behalf of our entire company here at Littelfuse, we would like to offer our sincerest 'Thank You!' for your tireless work and partnership on the O'Reilly account. We are confident that your agency was the driving factor in O'Reilly making the original decision to choose Littelfuse over the competition over 6 years ago and again this past year. Even when we encounter subsequent competitive reviews, we are confident that our position at O'Reilly remains as strong as ever due to your relationship with O'Reilly and your extra efforts on our behalf.

It is due to these strong relationships you enjoy with all of your customers that drove us to award MSG our entire MINK states territory as well as other key accounts nationally. We could not be happier with this decision.

Your staff, your product and industry knowledge, your relationships, and your data driven programs place you at the very top of our representation. The reporting tools you use are far and away more powerful and useful than anything we have seen from any other agency. Your Shamrock team is another invaluable resource that no other agency I know offers. These attributes place you in a class by yourself.

We look forward to working with you for many years to come. Personally, I can say that I am honored to not only call you both business partners, but very dear friends.

To Our Future Success,

A handwritten signature in black ink that reads 'DAVID P. DE HORN' in all caps. The signature is written in a cursive, slightly slanted style.

David P. De Horn
Global Aftermarket Sales Manager
Littelfuse, Inc.