



March 31, 2025

Note: This communication is being sent to all Red Lion Controls buyer contacts. Please forward this information as appropriate within your organization.

To: Red Lion Controls Channel Partners and Direct Customers

HMS Networks will transition all Red Lion commercial operations to the HMS Industrial Networks Inc. legal entity. This transition will coincide with an ERP conversion from the legacy Red Lion system to HMS Networks system. This will result in several changes to the purchasing process that will impact Red Lion channel partners.

This mailing list will be used to communicate updates on a bi-weekly basis until the conversion is complete.

Key changes will be as follows:

- 1) The invoice format will change to the HMS format
- 2) The banking information associated with payments will change
- 3) Contact emails for orders and finance will change
- 4) A delivery blackout period will extend from May 22nd to June 5th

New Invoice Format

The new invoice format will list HMS Industrial Networks Inc. and address as the invoicing company. Each distributor needs to confirm this change will not impact their ability to process invoicing on open orders placed prior to the conversion. Please send an email to RLtoHMSBuyerChanges@hms-networks.com if this change is a concern.

Black Out Period

The blackout period is required to convert the production systems. During this period no shipments will be scheduled. Buyers should consider placing stocking orders now and scheduling those orders for delivery prior to the blackout. This is a complex conversion that does carry some risk that could result in an extension of the blackout period.

To add additional contacts to this email list, please send those requests to RLtoHMSBuyerChanges@hms-networks.com. Please include the name, phone number and contact title associated with each email.

The next update will be sent on April 15th.

Best Regards,

A handwritten signature in black ink, appearing to read 'Tom McKinney', written over a light blue horizontal line.

Tom McKinney



Vice President of Sales, IDS Division
HMS Networks