

FAQs

| Question: | STANLEY Infrastructure Answer: |
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| What are we announcing? | STANLEY Infrastructure is proud to welcome the Paladin Attachments and Pengo Attachments businesses into our global portfolio of hydraulic tools and attachments. The addition of the Paladin and Pengo family of brands complements an already robust product portfolio with high-performing, high-quality attachment tools for countless applications. |
| What does today's news mean for customers? | Stanley Infrastructure, a division of Stanley Black & Decker, Inc., includes well-known brands such as STANLEY, LaBounty and DUBUIS. Joining these brands with Paladin Attachments and Pengo Attachments will present customers with more solutions and choices than ever before, and will create new opportunities for innovation while building on a legacy of performance that is shared across each brand's history. |
| How does this benefit customers of both organizations? | Bringing these companies together creates a broader portfolio of attachment solutions and hydraulic tools for industries like construction, demolition, railroad, electric utility, agriculture, landscaping, forestry, recycling and more. This expanded portfolio will be a platform to deliver world class selection, innovation, and performance. |
| How does this impact customers and dealers? | At this time, there are no changes to existing contacts, pricing, lead times, quote processes, or other business interactions. We will continue to strive to deliver excellent support, product innovation, customer relationships, and will notify our partners of any future changes as they come. |
| Will each company retain its name? | Paladin Attachments and Pengo Attachments will join the STANLEY Infrastructure division of Stanley Black & Decker, and will continue to operate as trusted brands in their respective markets. |
| Will the website address change? | <p>There are no changes to company web addresses at this time. Information about STANLEY Infrastructure, Paladin Attachments, and Pengo Attachments can be found at the links below.</p> <p>STANLEY Infrastructure and LaBounty: http://www.stanleyinfrastructure.com/</p> <p>Paladin: https://www.paladinattachments.com/</p> <p>Pengo: http://pengoattachments.com/</p> |
| Will any of the Stanley Infrastructure, Paladin, or Pengo products be discontinued? | There are no plans to discontinue any products at this time. We look forward to continuing to offer a world class selection of attachment solutions. |
| Will I still work with the same people? | At this time changes to contacts are extremely minimal and it is highly likely that you will see no immediate change to company contacts. |

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| <p>What is the impact on channel partners?</p> | <p>Our intention is to build on the foundations of quality, innovation, and partnership that Paladin, Pengo, and STANLEY Infrastructure are each known for to deliver increased value and service to our customers. We look forward to working with our channel partners to identify growth opportunities.</p> |
| <p>Who will my new contact person be?</p> | <p>Your existing contracts remain in effect, your account relationships and support infrastructure remain unchanged, and your sales and technical services team will continue to support you as they do today.</p> <p>Changes will occur over time as STANLEY Infrastructure integrates the business, and the company will clearly communicate those changes with you as part of the process.</p> |
| <p>Where is corporate headquarters?</p> | <p>The corporate office for STANLEY Infrastructure is in Portland, Oregon with key operations located at Dexter, MI</p> |
| <p>What is the new process for managing any outstanding payments?</p> | <p>There are no changes to the payment process for outstanding payments.</p> |
| <p>How will you ensure there is no disruption to current projects?</p> | <p>Our core operating rhythms remain unchanged with the appropriate teams focused on their respective elements of the business, and a dedicated team has been identified to focus on building the Stanley Infrastructure business.</p> <p>We have a strong and successful track record with integrations and are confident in our ability to integrate the Paladin and Pengo businesses while delivering our core business commitments.</p> |
| <p>Who should we contact if we have additional questions regarding our contract or recent orders?</p> | <p>If you have any questions, please feel free to reach out to your normal touchpoint. Your business is extremely important to STANLEY Infrastructure and we are committed to delivering a positive experience during this integration.</p> |
| <p>Where can I go to learn more about each company?</p> | <p>For more information, visit webpages below:</p> <p>STANLEY Infrastructure and LaBounty: http://www.stanleyinfrastructure.com/</p> <p>Paladin: https://www.paladinattachments.com/</p> <p>Pengo: http://pengoattachments.com/</p> |
| <p>Will the quote you gave me still be honored?</p> | <p>Outstanding quotes will be honored according to the terms on the quote.</p> |
| <p>Will my pricing change?</p> | <p>There will be no immediate price changes caused by the acquisition.</p> |
| <p>Will the STANLEY, Paladin, and Pengo brands continue to be used?</p> | <p>At this time there will be no changes to the existing products and brands. In the future if there are any changes they will be clearly communicated.</p> |
| <p>Who do I call if I am interested in buying products from a brand that I do not buy today?</p> | <p>You can reach out to your current representative or call the phone numbers below:</p> <p>STANLEY Infrastructure: 800-549-0517</p> <p>LaBounty: 800-522-5059</p> |

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| | <p>Paladin: 800-456-7100</p> <p>Pengo: 800-599-0211</p> |
| <p>Can Paladin and Pengo customers use floor plan, or can Paladin and Pengo products be included when calculating floor plan minimums?</p> | <p>Paladin and Pengo customers are eligible to utilize the STANLEY floor plan program subject to normal approvals. At this time, we are not able to combine Paladin, Pengo and STANLEY products to meet floor plan minimums.</p> |
| <p>Can Stanley customers get access to financing through the Paladin/Pengo Wells Fargo program?</p> | <p>We are not able to extend the Paladin or Pengo financing program through Wells Fargo to STANLEY or LaBounty customers at this time. Paladin and Pengo customers can still utilize the Wells Fargo Financing program.</p> |
| <p>What will my new credit limit be if I have credit with both STANLEY and Paladin/Pengo?</p> | <p>There will be no change to your current credit limits. Your invoicing processes and credit limits will remain separate between STANLEY and Paladin/Pengo at this time.</p> |
| <p>What if a customer has a credit hold with STANLEY, but not with Paladin/Pengo?</p> | <p>Our invoicing and credit processes will be separate between Paladin, Pengo, and STANLEY/LaBounty so a credit hold with one brand will not affect the other at this time.</p> |
| <p>What will my payment terms be now?</p> | <p>You will not see an immediate change to your payment terms. If there are any changes, we will notify you ahead of time.</p> |
| <p>Are there any changes to the current rebates and pricing incentives?</p> | <p>There will be no changes to any active programs or pricing at this time.</p> |