



May 24, 2022

Dear Dealers,

STIHL Incorporated is one of the most well respected names in outdoor power equipment who has contemplated an entry into the growing North American zero turn market for years. Over that time, they have evaluated the manufacturing capabilities and product performance of multiple zero turn OEMs. This is to inform you that Briggs & Stratton has agreed to manufacture STIHL branded zero turn mowers for sale in the North American market at their request. This is a reflection of the great product we have, as well as our advanced manufacturing capabilities.

To be clear, this is strictly a contract manufacturing agreement. Neither party has invested in the other.

Strong commitment to our own branded products remains our top priority. We are more optimistic than ever about the future of our brands and will continue to invest in new products, differentiating technology and market leading programs. We also believe this contract manufacturing is good for you, our valued customers. The introduction of STIHL branded zero turns will drive increased awareness for features shared with our own branded zero turns, allowing you to capitalize on that increased demand. Additionally, contract manufacturing for an industry leader, like STIHL, will make us a better manufacturer overall.

We are committed to supporting the demands of all of our customers. We have made significant investments in automation at our Sherrill, NY manufacturing facility. We will continue to make investments in both manufacturing capabilities and labor to improve the throughput at this plant. Additionally, we are making significant investments to improve the engine output at our Statesboro, GA and Auburn, AL facilities.

Thank you for your unwavering support and loyalty to our brands.

Sincerely,

A handwritten signature in black ink that reads "Michelle Kumbier".

Michelle Kumbier  
SVP & President -  
Turf and Consumer Products