

## Letter from Brian Smith on Celebrating 17 Years October 3, 2017

This year, Signature Control Systems celebrates 17 years of service to you, our valued business partners, friends and colleagues.

We set off in the year 2000 with a mission to provide you superior and innovative irrigation solutions that make a difference in your world. The premise was simple: provide new and existing customers smarter, more functional choices at affordable prices.

Reflecting on these past 17 years, it is humbling to know that we have helped thousands of our business partners save billions of gallons of water. From Dubai to Denver, Costa Rica to California, Seoul to South Africa and France to Florida our products and technologies have indeed made a difference.

Signature's vertical integration means that these successes do not come from one product or solution, but rather a full suite of tools and technologies. In fact, here are 17 Signature Product Categories in 2017 that provide you choice, strategy, and innovation at affordable prices:

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|---------------------------------------|--|
| 1. Spray heads                        | 11. Weather data and control                               |
| 2. Micro-irrigation                   | 12. Real-time ET data                                      |
| 3. Valves                             | 13. Analytical software                                    |
| 4. Intelligent irrigation controllers | 14. Battery powered controllers                            |
| 5. Golf rotors and internals          | 15. Valve actuators  |
| 6. Cloud-based software solutions     | 16. Internet-of-Things (Smart Yard Products & Accessories) |
| 7. Nozzles                            | 17. Residential Wi-Fi and Ethernet controllers             |
| 8. Auto-shut off spray heads          |  |
| 9. Rotors                             |  |
| 10. Quick coupling valves             |  |

Signature is eager for our next 17 years. Our Research & Development team has designed a number of products that promise to disrupt the irrigation world and create even more choice and impact for you. We're excited to launch these products in the coming months.

But in the meantime, we simply want to say thank you for being a business partner and friend of Signature. You make our mission possible and we are grateful for your trust.

In Service,



Brian J. Smith  
CEO  
Signature Control Systems