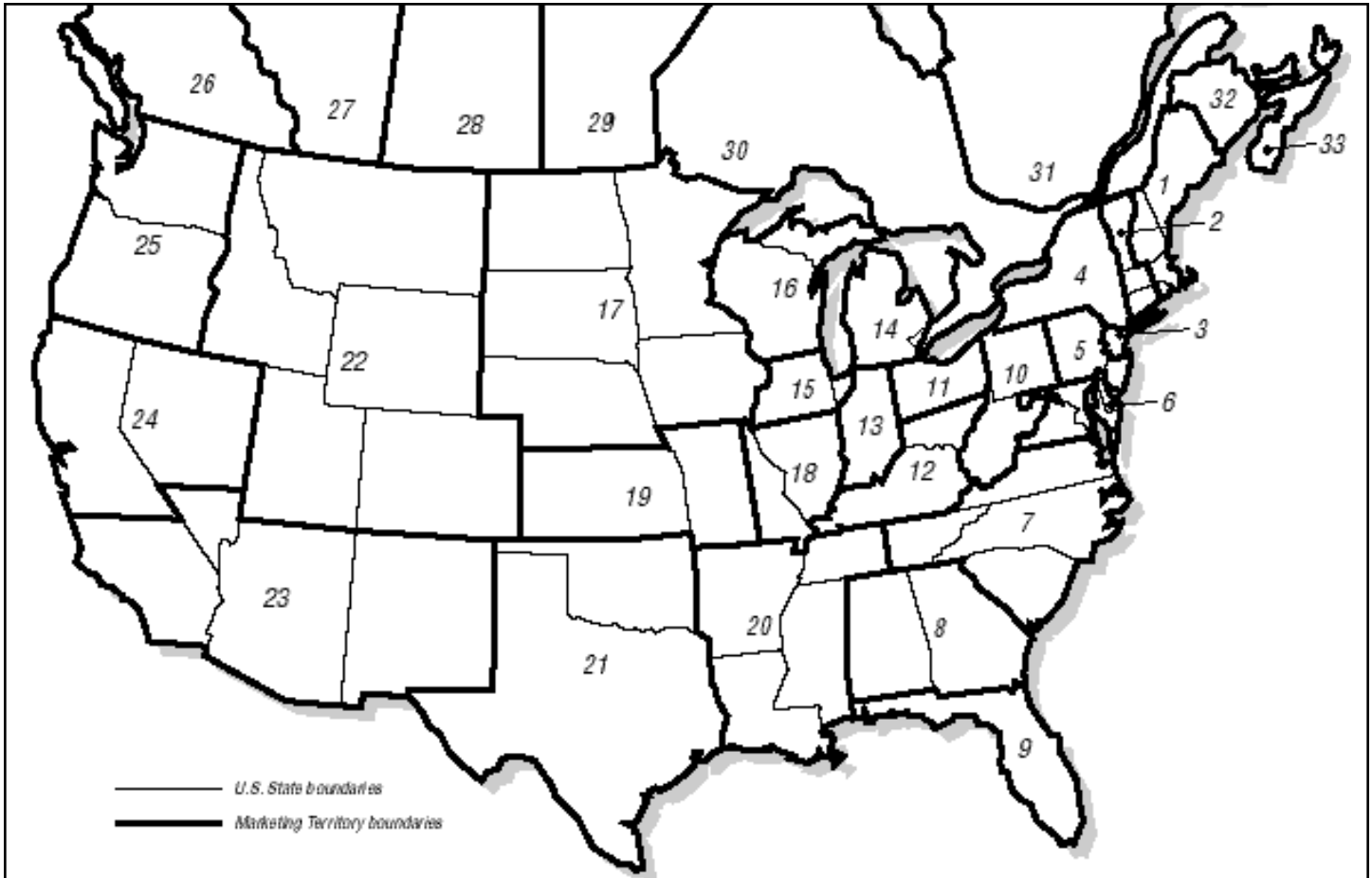




**PENNSWOOD PARTNERS**

## Suggested Sales Territories

*Territories depicted are only suggestions. Pennswood Partners can work with any territory required.*



### U.S. Regional Territories

- |   |  |  |   |
|---|--|--|---|
| 1. Eastern<br>Massachusetts,<br>Rhode Island, New<br>Hampshire, Maine           | 7. Southern Virginia,<br>North Carolina, South<br>Carolina, Eastern<br>Tennessee | 15. Northern Illinois and<br>Northwestern Indiana                  | 21. Texas and Oklahoma  |
| 2. Connecticut, Western<br>Massachusetts,<br>Vermont                            | 8. Georgia and Alabama   | 16. Wisconsin and<br>Northwestern<br>Michigan                      | 22. Colorado, Utah,<br>Montana, Idaho,<br>Wyoming                   |
| 3. New York City, Long<br>Island, Westchester<br>County, Northern New<br>Jersey | 9. Florida   | 17. Minnesota, North<br>Dakota, South<br>Dakota, Iowa,<br>Nebraska | 23. Southern California,<br>Arizona, Southern<br>Nevada, New Mexico |
| 4. Upstate New York   | 10. Western<br>Pennsylvania and<br>West Virginia                                 | 18. Eastern Missouri,<br>Southern Illinois                         | 24. Northern California,<br>Northern Nevada                         |
| 5. Eastern Pennsylvania,<br>Southern New Jersey                                 | 11. Northern Ohio<br>(except Toledo)   | 19. Western Missouri,<br>Kansas                                    | 25. Washington and<br>Oregon  |
| 6. Maryland, Delaware,<br>Washington DC,<br>Northern Virginia                   | 12. Southern Ohio,<br>Kentucky   | 20. Louisiana,<br>Mississippi,<br>Arkansas, Western<br>Tennessee   |   |
|   | 13. Southeastern Indiana   |  |   |
|   | 14. Michigan and Toledo,<br>Ohio   |  |   |

### Canadian Provinces

- 26. British Columbia
- 27. Alberta
- 28. Saskatchewan
- 29. Manitoba
- 30. Ontario
- 31. Quebec
- 32. New Brunswick
- 33. Nova Scotia