

## **Winland Expands Partnership with Manufacturing Rep Firm LRG, Inc.**

**Mankato, Minn. / April 3, 2019** - Winland Electronics, Inc. (“Winland”, or the “Company”) today expanded the partnership with Lanier Rep Group, Inc. (“Lanier Rep Group”, or “LRG”) based in Jasper, TX. LRG will expand their representation of Winland’s products to now include the areas of Illinois, Iowa, Kansas, Minnesota, Missouri, Nebraska, North Dakota, South Dakota, and Wisconsin. Their current territory includes Arkansas, Louisiana, Mississippi, Oklahoma, and Texas.

“LRG has represented Winland products and services for many years,” said Michael Furr, Winland Partner Program Manager. “With this successful partnership, it was only natural to expand LRG’s territory. Considering their knowledge of the industry, organizational structure and business approach, they provide exceptional customer service to our integration and distribution customers.”

Chris Lanier, President at LRG, said, “The need to monitor environmental conditions has been around since the invention of the alarm system. Winland has been at the forefront of these detection devices for over 40 years and has created products that not only solve this concern but also products that generate recurring monthly revenue for the installing dealer. We are very proud to represent Winland.”

### **About Winland Electronics, Inc.**

Winland Electronics, Inc. ([www.winland.com](http://www.winland.com)) is an industry leader in critical condition monitoring devices. Products including EnviroAlert, WaterBug, and TempAlert are designed in-house to monitor critical conditions for industries including health and medical, grocery and food service, commercial and industrial, as well as agriculture and residential. Winland also offers a critical environment monitoring solution called INSIGHT, an automated, cloud-based platform that provides early alerting, reporting, and logging services designed to ensure regulatory compliance. Products and solutions are marketed and sold globally through an established network of distributors, dealers, security installers, and integrators. Winland is a wholly-owned subsidiary of Winland Holdings Corporation. Headquartered in Mankato, MN, Winland Holdings Corporation trades on the OTC Pink® marketplace under the symbol WELX.

### **About Lanier Rep Group, Inc.**

Lanier Rep Group, Inc. ([www.lanrepgroup.com](http://www.lanrepgroup.com)), based in Jasper, Texas, covers 16 central U.S. states and shares a special relationship with our regional representation counterparts. This enables us to present a united front to your customers so that nationally interconnected opportunities are strategized and executed in a manner that best meets the needs of the manufacturer and the customer. LRG brings you the solutions and relationships necessary to be successful and competitive in today’s market. LRG – Better Solutions to Better Your Business.

**CONTACT:** Brian Lawrence  
President and Chief Financial Officer  
Winland Electronics, Inc.  
(507) 625-7231

Chris Lanier  
President  
Lanier Rep Group, Inc.  
(409) 384-4560