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ISO 9001:1994  
Certificate #02.002.1

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To all Distributors:

### New Fees

Effective May, 1<sup>st</sup> 2002, there will be a drop ship charge of \$3.00 per order for all drop ships orders that go directly to the distributors customers.

We receive a rather large number of incorrect addresses from our distributors when drop shipping. To correct these incorrect addresses, it takes time on our part as well as yours.

Over the past year our company has been charged by UPS a \$10.00 fee for all incorrect addresses, the \$3.00 charge is to help us offset this cost. Please note that the \$3.00 charge is considerably less than the \$10.00 charge that we incur.

We have been working to keep our shipping cost down, but feel we can no longer continue to cover the extra cost for handling drop ships.

### Product Information Update: SAE O'Ring Ports

As many of you already know, all Brand valve groups are available with o'ring boss porting. Although this has been true for many years we still get reports that end users and distributors alike think that many valves are only available with NPT porting. We would prefer to replace all NPT ports with SAE ports however at this time the majority of orders we get are still for NPT valves. Thus the reason for the price adder on some valve groups for SAE porting. We would like your help in promoting the sale of SAE ported valves for a number of reasons, not the least of which is to help eliminate possible leakage problems. Another reason for this push would be to help us drive down the costs of the SAE ported castings in hopes that we could pass this savings on to our customers.

Thank you for your continued business.

Brand Hydraulics