

## ADAPTERS AND CONNECTORS

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## MODULAR VALVES AND FITTINGS

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## *Trend Setting Products for Integrated Hydraulic Systems*

July 21, 2010

Dear Valued Customer:

Adaconn® + Inserta® continue to be committed to providing our customers with price competitive, quality products that are delivered on time. We also continue to work with our customers to provide special and/or modified products in order to satisfy specific and unique requirements.

We have worked diligently to control our costs, and to increase our productivity. With this in mind, over the past several years we have designed, built, and commissioned several dedicated production machines.

These efforts have allowed us to keep our standard product pricing unchanged for years. This is despite significant increases in certain commodities vital to our business, and rising operating costs (annual double digit increases in healthcare insurance, utilities, tooling and gauging, regulation, etc.). Unfortunately, we are unable to bear the burden of these increases any longer.

We will be adjusting our standard product pricing beginning July 26, 2010. The amount of the increase will vary by product in accordance with applicable cost escalators, and with few exceptions will fall in a range of 3-6%. The revised pricing will be published on our website as it is implemented. Any orders placed at current pricing prior to publishing of the revised pricing will be honored.

We appreciate your business, and wish to let you know that we will continue to do our best to control our costs without detriment to product quality, delivery, and the introduction of new and innovative products.

Sincerely,

**Adaconn® + Inserta®**