



January 30, 2007

TO: ALL DANAHER CUSTOMERS and DISTRIBUTORS

CHANGE TO SPECIAL SHIPPING AND HANDLING TERMS
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Dear Valued Partner:

UPS prepaid shipment to our customers and distributors is Danaher Controls preferred method of shipping.

Any shipments that are not UPS Pre Paid, and are drop shipments to an alternate location, or utilize a shipping company other than UPS, generally have additional costs in handling and document preparation.

Therefore, effective February 12, 2007, in order to offset some of the additional costs incurred by Danaher Controls, all drop shipments that are not UPS prepaid will now include a \$5 fee for processing and paperwork.

Furthermore, if shipments are requested via an alternate carrier, there will be a \$6 fee for processing and paperwork preparation.

The above fees will be a one time charge per order and will not be assessed on subsequent backorders

We believe this change in shipping terms is a fair and reasonable attempt at sharing additional cost that, till now, Danaher Controls has absorbed.

We thank you for your cooperation and support and look forward to a mutually prosperous partnership in 2007!

Sincerely,

Azam Owaisi
Commercial Leader
Joslyn Clark, Namco, Dolan Jenner, Partlow
A div. of. Danaher Industrial Controls