



Bertch will be scheduling a production shutdown for the week of October 12th. Obviously, this will have some effect on lead times for a brief period. Perhaps the even more sensitive issue is that we will not be fulfilling job completion or replacement part orders during that week. So a replacement that would typically be produced in 5 days will have a full week delay if ordered for production during that week.

In order to receive Job Completion and Replacement orders prior to shut-down, those orders must be in house by September 30th at the latest.

A shutdown is an efficient method of managing lower orders and should not cause any concern beyond the immediate impact of the shutdown. We're working our way through these difficult times effectively and profitably. We're here for the long run. We're working hard to keep our employee base steady and we'll be prepared to ramp up faster than our counterparts who have closed plants and laid off skilled workers. This will pass, and we will be even stronger coming out the other side.

Thank you for your patience and understanding.

Loretta, Bill and Maureen
Victory Sales Group