



Dennis J. Broderick
Vice President – Wholesale Sales

InSinkErator
4700 21st Street
Racine, WI 53406-5903
USA

June 1, 2010

T (262) 488 2025
T 800-558-5712 x3540
dennis.broderick@emerson.com

Dear Valued Customer:

InSinkErator is dedicated to providing industry-leading products and lending exceptional support to our valued channel customers. With the 2010 Summer Season nearly upon us, we wanted to share some exciting news regarding our Evolution® PRO Series® product with you.

As you are aware, InSinkErator currently offers the opportunity to extend the warranty on our PRO Series products to plumber contractors who are certified in our PRO Circle® program. This extended warranty option has proven itself to be a valuable tool for contractors looking to support their installation price for a premium disposer upgrade.

After reviewing feedback received from many of our plumbing contractor customers, we have decided to make a significant change in the way this extended warranty is offered. Beginning in August, InSinkErator will begin incorporating the extended warranty automatically into ALL PRO Series products - **right out of the box! There are no forms to fill out and mail.**

InSinkErator will begin shipping Evolution PRO Series product with the new extended warranties in July. This will be a rolling change. The new extended-warranty product will be marked clearly on the carton. In anticipation of this transition we ask that you begin to manage your inventories of existing PRO Series stock, rotating it accordingly. There will be no physical change to the product, and current models in inventory can still be upgraded. More details on the product transition are provided on the following page.

To help assist you with the transition, we will not communicate the change to plumbing contractors until July. At that time, we will inform them to expect to see the new product at their distributors in September, although it is possible they may see it sooner.

We are excited to bring you this news, and look forward to continuing our successful partnership!

Good Selling!

A handwritten signature in black ink that reads "Dennis J. Broderick". The signature is written in a cursive style.

Dennis Broderick





InSinkErator Evolution® PRO Series® Extended Warranty Product – Fact Sheet

PRO Series product with new extended warranties will begin shipping in July 2010

The new extended warranty (for each model) will be clearly marked on the carton

The new extended warranties for the Evolution PRO Series products will be:

Evolution PRO Compact®	5 Years
Evolution PRO Essential®	8 Years
Evolution PRO Cover Control®	9 Years
Evolution PRO Excel®	10 Years

There will be NO changes to the physical product itself

The UPC codes on the PRO Series SKU's will remain the same

There will be new internal InSinkErator finished good manufacturing part numbers associated with the new extended warranty SKU's. Those customers utilizing these numbers in their system will need to update accordingly. See your InSinkErator representative for details.

The new extended warranties will be hard-coded to the unit via the serial number on the unit.

The extended warranty option and procedure will remain available for pre-existing inventory.

