

Joel called regarding our decision to make conveyors voltage specific. He wanted clarification regarding this new position.

It is regarding the heaters and maintaining tank heat. Currently, ADS offers a 12Kw 220-volt heater in all of our conveyors. This was a mid-range heater and if the customer had 240-volts, the 12Kw gave them more heat. If they had 208-volts, the 12Kw gave them less heat.

Like Hatco, **ADS** will now ask the customer for their voltage. We will install a heater in their conveyor that is voltage specific. Therefore, if they have 208 volts, the 208-volt 12Kw heater will give them 12Kw. The current heater would have given them something less than 12Kw.

If you have a customer with less than 208-volts, they will have difficulty sustaining tank heat. They need to speak with Russ regarding their application and may need a 14Kw heater to get 12Kw of power and maintain tank temperature.

2/27/06