



Industrial Technologies
1302 Goshen Parkway
West Chester, PA 19380

West Chester Facility

July 16, 2009

To: Ingersoll Rand Distributors
Ingersoll Rand Customer Centers

RE: Policy – Ingersoll Rand Purchase of ZEKs Branded Equipment

Since early 2007, Ingersoll Rand has been actively enhancing and expanding the air treatment offering produced at the West Chester facility. The products now available to the Ingersoll Rand sales channels include:

- Cycling refrigerated dryers (10 – 8,000 SCFM)
- Non-cycling refrigerated dryers (10 – 2,400 SCFM)
- High-pressure cycling refrigerated dryers (525 – 6,635 SCFM)
- Heatless desiccant dryers (120 – 2,700 SCFM)
- Heated desiccant dryers (300 – 2,100 SCFM)
- Blower purge desiccant dryers (1,000 – 8,000 SCFM)
- Non-lube Modules (125 – 10,000 SCFM)

Ingersoll Rand will continue to pursue new product line expansions in areas that make business sense. The products offered by ZEKs that are not included in the Ingersoll Rand portfolio today account for less than 1% of the dryer market.

For the few instances where an Ingersoll Rand Distributor or Customer Center requires an air treatment product not currently offered in the Ingersoll Rand product line, Distributors and Customer Centers can purchase ZEKs-branded equipment from the local ZEKs distributor.

To find your local ZEKs distributor or get sales support please dial 1-800-888-2323 and press # 1 for sales support.

Respectfully,

A handwritten signature in black ink, appearing to read 'Chris'.

Christopher Ursillo
Marketing Manager- Air Treatment
Ingersoll Rand- West Chester Facility
Ingersoll Rand Industrial Technologies

Regards,

A handwritten signature in black ink, appearing to read 'Jason Grizzi'.

Jason Grizzi
Sr. Marketing Manager
Americas Marketing Team
Ingersoll Rand Industrial Technologies