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PRODUCT INFORMATION

August 28, 1992

TO: All Hale Midship Customers

FROM: Fred Buchler
Vice President-Marketing

SUBJECT: NEW PRODUCT INTRODUCTION:
MIDSHIP PUMP W/MECHANICAL SEAL

Hale is pleased to announce the introduction of a mechanical seal assembly as an option to pump packing on all midship pumps.

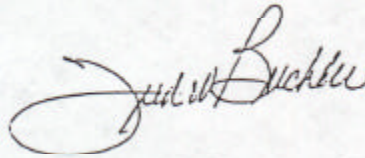
The fire service has requested, and we have responded to provide a high quality, self-adjusting, maintenance free mechanical seal package in our midship pump design. Our development and extensive testing of this new seal package indicates that we have met and exceeded our design criteria to ensure the same level of reliability with this new seal package as our customers expect from all Hale products.

With the introduction of this new mechanical seal package we now provide customers a choice of a traditional packing arrangement or an optional mechanical seal in place of packing. Remaining consistent with our entire midship design; whereas there is only one packing arrangement, there will be only one mechanical seal. We have also designed this seal package into our existing one piece pump shaft design to retain the pump shaft strength and eliminate any additional parts; no two piece shaft, no additional joints to wear.

NEW PRODUCT INTRODUCTION:
MIDSHIP PUMP W/MECHANICAL SEAL
August 31, 1992

Effective immediately, we are prepared to accept orders on our midship pump Models QSG, QSMG, QLG, and QG with the new optional mechanical seal package in place of standard at the nominal charge of \$380.00 list price. Normal midship pump lead times of 90 to 120 days are anticipated for this option.

Since many of your dealers and fire departments have been requesting this change, we trust the introduction of this product modification will be favorably received. Do not hesitate to call if further assistance is required.

A handwritten signature in cursive script, reading "Fred W. Buchler". The signature is written in dark ink and is positioned above the printed name.

Fred W. Buchler