

May 7, 2013

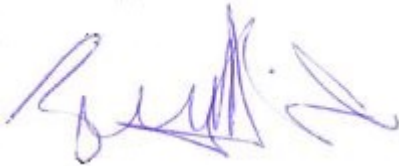
Dear Valued Customer,

Hochiki America is pleased to announce product release of our new DH-99A/AR Duct Detectors. The DH-99 Series will replace DH-98A and DH-98AR. The DH-99 analog duct detectors utilize the new ALK-D detector and are fully compatible and replaceable for the previous DH-98A & DH-98AR that utilize the ALG-DH sensor head. With the release of the DH-99A/AR Duct Detectors, the ALG-DH duct detector sensor head will be obsolete.

Our engineers have designed these new models with no price increases from the previous models and with the beneficial features of the ALK technology. We will continue to have a supply of the DH-98 models for a limited time or while supplies last. We advise you to begin ordering and benefiting from the new DH-99 models as soon as you can.

Please contact Customer Service for order placements and further details. We appreciate your continued loyalty and support of Hochiki America products!

Sincerely,

A handwritten signature in blue ink, appearing to read 'Zeena Abidi', written in a cursive style.

Zeena Abidi
Marketing Coordinator
Hochiki America Corporation