

TO ALL KÜBLER SALES PARTNERS

10by10 programme – 10 encoders in 10 days!

3. April 2008

Dear Sirs,

October 2007 we did introduce our 10by10 delivery programme and we are happy to see that this service encounters great success on the market. The 10by10 programme mainly consists of a guaranteed lead time of 10 working days for up to 10 encoders. This programme is free of any surcharges!

The table below indicates for which product families we do grant the 10by10 programme:



Incremental encoders

2400, 2420, 3610, 3620
3700/3720
Sendix 5000, 5020
A020

Absolute encoders

Sendix 5853, 5873, 5858, 5878
Sendix 5863, 5868, 5883, 5888
Sendix 3650, 3651, 3658, 3670, 3671, 3678

All other standard products in our catalogue do have a delivery time of in general 15 working days.

RULES:

- Valid for all above mentioned versions which can be selected within the order code in the valid encoder catalogue (updated version are always posted on our website at www.kuebler.com)
- max. 10pcs per article number
- Valid throughout the whole year

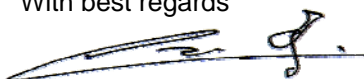
This new programme bears advantages for you and your customers, please use these in your sales argumentation:

- Guaranteed lead times to your customer
- Constant lead times throughout the year
- More reliable and quicker lead times information to your customers
- No need to inquire for lead times with us, which saves time on your side

We consider this programme an important step forward in terms of Service Excellence, please take advantage of it! Other programs such as Express Service remain in place as they are.

Should you have any further questions, please do not hesitate to contact us.

With best regards



Pierre Brucker
Marketing Director