



DELTA PRODUCTS CORPORATION

December 5, 2002

To: ALL FIELD SALES

From: L. Lin
Product Manager, Cooling Fans

Subject: PHASE OUT OF "DFB" & "WFB" MODELS JANUARY 2003

We appreciate everyone's efforts in promoting the sales of our Delta Air Cooling Products over what has been a significant period of time.

Because of our ongoing product design improvements, our aim continues to be to provide the best performance of our products to the market. Many of our improvements are a direct result of many customers coming to Delta, trusting our knowledge in thermal management, and relying on us to provide enhanced performance at the same quality standards as has been our trademark in the past and continues to be today. Our many years of experience in design, automation and production will likely result in further developments as the market-needs change.

With this in mind, Delta has been supplying "*improved performance*" AFB and EFB series fans of 40mm, 60mm, 80mm, 92mm & 120mm in mass production for over two years. Those customers who "early on" switched from DFB/WFB to AFB/EFB have reported excellent results and provided good feedback. AFB and EFB series fans have, after all, better performance over DFB/WFB where customers experience higher back-pressure in their systems, where higher airflow and where lower noise is required, than was possible in our production of DFB and WFB" series fans.

While we have been alerting our sales offices, reps and distributors of the eventual phase-out of these "*previous generation*" DFB and WFB fans, more than a year ago, we also recognize that some customers have been slower than others to change their documentation to the "*new and improved*" AFB and EFB series fans. Others with even greater need for cooling, have opted for our higher efficiency FFB series products introduced early this year.

Those who are still using DFB and WFB fans have been offered a "LAST BUY" before 12/31/2002, although these older products in distribution inventory should still be considered sellable and are not be considered obsolete.

"Phase-Out" must begin now, if not already accomplished, on DFB/WFB series fans. Our production will only accommodate AFB/EFB/FFB fans in the coming year.