



August 24, 2011

Dear Lobee Distributors/Resellers,

Hope summer finds you well and business strong! Here in Western New York we've got lot's going on as usual...

1. Our new Model LOM bronze pump with mechanical seal as standard is now in production! Units are available for immediate delivery, please find the brochure and price list attached. All standard discounts apply.
2. Model CHLR, our New High Performance Liquid Ring Pump, is targeted for release in October, 2011. All testing is complete; literature and pricing will be available soon! Demo units are now available for approved applications, please contact us for details.
3. We are expanding our Sump Pump product line! Flows to 130 GPM, 80' Head, up to 3HP. This increases our coverage 4X our current capabilities. Current release date is October 1, 2011. Literature and pricing will be made available in September.
4. The development of our LOE stainless steel gear pump product line is on track. Current release target is also October 2011. Some highlights:
 - a. We have re-engineered using state of the art materials such as PEEK and WM88 for gears.
 - b. Internal washers and liners can now be eliminated in many applications, reducing costs and parts.
 - c. We now have an integrated mechanical seal which will allow us to reduce pricing up to 25% in many common applications

So, keep us in mind...We are the small guy. One of the last domestic pump manufacturers.

As always, we appreciate your past business and look forward to the future.

Best Regards,

Mike Johnson

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