



BEST LOCK CORPORATION

INDIANAPOLIS, INDIANA 46250



FOR INTER-OFFICE COMMUNICATIONS ONLY

*cc: All Sales Personnel
Managers*

April 5, 1993

Sales Letter
#4116-C/A

To: All Representatives

From: Marketing

Subject: PKS Patent Enforcement Commitment

Recently, our office has received numerous requests from representative's offices regarding their need for a written document that underscores Best Lock Corporation's commitment to its PKS product family. We feel the request has substance and the document can be used as an excellent sales aid in the field.

Attached, please find our PKS Patent Enforcement Commitment. We do ask, however, that it not be flaunted to the competition, sent indiscriminately to Customers, or printed in newsletters. It should be used rather, as an educational tool when doing presentations or answering direct questions related to our PKS product.

If you have questions regarding its use, please feel free to contact me.

Darrell Tyler,
Sr. Marketing Manager