



To: Danaher Customers/Distributors and Representatives
 From: Azam Owaisi – Commercial Leader

RE: *Surcharge on products due to Raw Materials, Fuel and Packaging Components increase.*

As you may know, there has been a major increase in raw materials, fuel costs, and cardboard over the past several months. These increases have had a major impact on the manufacturing and shipments of products. Within the past six months alone, the following items have seen drastic price increases:

Commodity	Dec 2005 (\$)	June 2006 (\$)	% Increase
Low Carbon Steel	0.405/lb	0.427/lb	5.4%
Copper	4.40 /lb	8.18 /lb	86%
Zinc	1.75 /lb	3.62 /lb	107%
Silver	8.50 /Troy oz	12.50 /Troy oz	47%
Stainless Steel	1.20 /lb	1.64 /lb	37%
Fuel	2.49 /ga	2.89 /ga	16%
Packaging Materials	40.75/Ton	56.5/Ton	39%

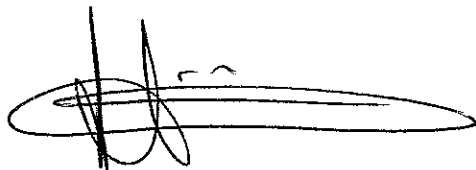
As the chart outlines above, these market condition increases are quite dramatic. We value our customers and are dedicated to providing the highest quality products and superior customer service. In response to this large spike in commodity pricing, we are working diligently to improve productivity, and working with our suppliers to identify product substitutions, in hope to recover some of the costs in these areas.

In an effort to avoid assessing a price increase across the product lines, we have decided to add a temporary surcharge only in the areas which are impacted the most by this spike in commodity pricing. The products which will be affected by this temporary surcharge are as follows:

Product Group	Items Affected by Commodity Pricing Spikes	Temporary Surcharge Amount
<i>Rheostats</i>	Low Carbon Steel Copper Fuel Packaging Materials	1.4%
<i>Partlow</i>	Low Carbon Steel Stainless Steel Fuel Packaging Materials	1.3%
<i>Vacuum</i>	Low Carbon Steel Copper Fuel Packaging Materials	1.2%
<i>Other Joslyn (All DP Products)</i>	Low Carbon Steel Copper Silver Fuel Packaging Materials	1.6%
<i>Other Joslyn (TM Products)</i>	Low Carbon Steel Copper Silver Stainless Steel Fuel Packaging Materials	1.7%
<i>Other Joslyn (All Other Products)</i>	Low Carbon Steel Copper Silver Stainless Steel Fuel Packaging Materials	1.2%

This temporary surcharge will be **effective June 19th, 2006**, and will appear as a line item under each product ordered (where applicable). We will continue to monitor the costs of the materials listed above and remove this temporary surcharge as soon as there is a relief in commodity pricing. We appreciate your understanding of these market factors, and hope to see a reduction in costs in the near future.

Sincerely,



Azam Owaisi
Commercial Leader