May 4, 2007

You are receiving this letter because you are a supplier to the Donaldson Company, Inc Distribution Center in Rensselaer, Indiana.

Rensselaer will be implementing a new Warehouse Management System (WMS) this fall. This will allow product coming in the doors to be stocked and tracked via a RF system. This new system could require you to label and barcode your packaging differently than today. There are some other changes with the new system that will be required. For example:

- ASN capabilities
- Inbound shipments coming in with barcoded SKU labels in the UCC 128 barcode format
- Standard pallet sizes communicated to suppliers for shipping.
- Packing lists received with shipments include PO number, PO Line number, SKU, Qty Shipped (not the total qty on the PO, just the quantity on the shipment)
- Labels and paperwork with complete part# (for example P123456-789-000).
- ISPM 15 skids and pallets are required. This is not something new. You should have received a letter in 2006 stating that heat treated lumber is required on all skids and pallets used to ship product into Rensselaer.

More information will follow as soon as it is made available. Compliance to this will not only be critical but it will be required.

If you currently have the capability to provide us with ASN (Advanced Shipping Notices) today, please let your Rensselaer buyer know by May 15, 2007.

We do have an iSupplier program available to our suppliers. iSupplier is an online web-based site that allows you to see your purchase orders online, make changes, acknowledge, view invoices and provide ASN’s with shipments. If you are interested in having access to this site (there is a registration fee) please contact Ellen Saboe, Corporate Purchasing Manager at 952-887-3491 for more information.

Thank you in advance for your cooperation in assisting Rensselaer during the new system implementation.

Sincerely,

Sheri J. Weber
Supply Chain Manager
Donaldson Company, Inc- Rensselaer