



Chris Baichoo  
 Federal Industries  
 VP Sales & Marketing  
 215 Federal Ave,  
 Belleville, WI 53508

January 8th, 2018

**To:** Federal Field Sales Organization

**RE:** Upgrade in Elements™ Refrigerated Self-Serve High Profile Offering

As part of Federal’s ongoing initiatives to improve our product offering we have upgraded our Elements™ design for the Refrigerated Self-Serve High Profile Offering. Following are the changes that have been made:

- LED top mounted and vertical lights
- Condensate evaporator standard across all models
- Slight reduction in length of unit
- Part number change for configuration management
- Added power switch for maintenance convenience

OLD PN	OLD DESIGN			NEW PN	NEW DESIGN		
	DIMENSIONS L X W X H (Inches)	MOISUTRE REMOVAL	LIGHTING		DIMENSIONS L X W X H (Inches)	MOISUTRE REMOVAL	LIGHTING
ERSSHP-378SC	37 X 34.25 X 78	Condensate Evaporator	Flourescent	ERSSHP378SC-5	<b>36.5</b> X 34.25 X 78	Condensate Evaporator	<b>LED</b>
ERSSHP-478SC	48 X 34.25 X 78	Condensate Evaporator	Flourescent	ERSSHP478SC-5	<b>47</b> X 34.25 X 78	Condensate Evaporator	<b>LED</b>
ERSSHP-678SC	72 X 34.25 X 78	Condensate Pump	Flourescent	ERSSHP678SC-5	<b>71</b> X 34.25 X 78	<b>Condensate Evaporator</b>	<b>LED</b>

The above changes will be effective on all new orders entered after January XX 2018 and prices will be adjusted up 4% over 2017 prices effective February 3<sup>rd</sup>.

Sincerely,

Chris Baichoo  
 VP Sales & Marketing