

Dear Sir/Madam

**RE: Notification of change from distributor to direct supply**

We are delighted to inform you that as part of our drive to support sales and distribution of Watson-Marlow Tubing products in the important biopharm sector in Ireland, we will be supplying Watson-Marlow Tubing products direct from a new Watson-Marlow Fluid Technology Group (WMFTG) facility in Cork from 5 December 2016.

Although there will be a change in the supply route to you, there is no change whatsoever to the products: they will be 100% equivalent to the current products manufactured by Watson-Marlow Fluid Technology Group and supplied by Lennox Pump and Process.

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<i>Product criteria</i>	<i>Impact of supply route change</i>
Manufacturer part number	No change
Raw material supplier	No change
Raw material location	No change
Raw material specifications	No change
Manufacturing process	No change
Manufacturing location	No change
Product quality	No change
Quality Assurance of product	No change
Product specification	No change
Product packaging	No change
Finished product	No change

WMFTG will maintain a business as usual approach during the transition period and there will be no disruption to the supply of Watson-Marlow Tubing products and service to you. We look forward to supporting you from our new offices in Cork.

If you have any further queries, please do not hesitate to contact us.

