

Ryobi

RYOBI NORTH AMERICA, INC.

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Tel. (864) 295-7720 Fax.(864) 295-7715

December 29, 1997

Dick Tracy
Sacramento Bee
2100 Q Street
Sacramento, CA 95816-6899

Dear Mr. Tracy:

Clean running, gasoline-powered lawn and garden equipment (such as trimmers/brushcutters, blowers and chainsaws) will be available to consumers in California well into the next century, despite a recent letter from the Portable Power Equipment Manufacturers Association (PPEMA) that intentionally leads you to believe otherwise. PPEMA, which does not represent all manufacturers, is using half-truths and scare tactics to gain support for its efforts to weaken and delay the California Air Resources Board's (ARB) proposed Tier II emissions regulations.

The truth is that ARB's proposed Tier II emissions regulations are good for California. These regulations will result in cleaner lawn and garden equipment that is easier to use, and still affordably priced. Ryobi, for instance, is already producing high-quality and competitively-priced outdoor power equipment that meets and surpasses all current and proposed EPA and ARB standards. Several other manufacturers have also announced that they will offer equipment that meets the proposed regulations.

The enclosed letter was distributed to Ryobi servicing dealers throughout California to set the record straight. If you have any questions concerning ARB's proposed regulations or Ryobi's clean running engines, contact me at (864) 295-7739.

Sincerely,

Frank Coots
Director of Public Relations

enclosure

Ryobi

RYOBI OUTDOOR PRODUCTS, INC.

550 N. 54th Street,
Chandler, AZ 85226-2434 U.S.A.
Tel. (602)961-1002 Fax (602)961-1401

December 22, 1997

The Air Resources Board (ARB) has no intention of preventing consumers from using hand-held portable power equipment, despite recent information you may have received. Residents of California will continue to enjoy the use of handheld, gas-powered equipment such as trimmers/brushcutters, blowers and chainsaws well into the next century. ARB's proposed Tier II environmental regulations will result in cleaner lawn and garden equipment that is easier to use, and at a price that is affordable to your customers.

Here are the true facts:

- C ARB is considering new air quality regulations for hand-held power equipment to begin 1999 - 2000. The new regulations will reduce smog producing air emissions (HC + NOx) by 70 percent, insuring **cleaner air for future generations** while providing consumers with improved engine performance.
- C Ryobi and other portable power equipment manufacturers now have gas-powered engine technology that meets ARB's proposed Tier II regulations.
- C Ryobi introduced the world's first clean-running 4-cycle engine string trimmer in 1994, and will produce a commercial model 4-cycle trimmer/brushcutter this summer that **meets and surpasses all current and proposed EPA and CARB standards**. This new 4-cycle engine weighs just seven pounds, has a serviceable outboard starter, can be used in all positions and will power a variety of hand-held outdoor applications.
- C As market share for this new technology grows, costs will fall in line with that of current 2-cycle products. Ryobi anticipates that by the year 2000, 4-cycle engine string trimmers will be available in the **\$100 to \$150 price range**. You may recall, this is the same price range in which these products were first offered twenty years ago.

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These are the facts. Gas-powered hand-held outdoor power equipment will continue to be offered in California, regardless of what others are saying. Ryobi is convinced that there will always be gas-powered trimmers/brushcutters, blowers and chainsaws at reasonable prices for California consumers.

If you have any questions concerning Ryobi's next generation 4-cycle hand-held portable gas-powered engines, contact me at 602-961-1002, or visit our website at www.ryobi.com. If you have any questions about the proposed emissions regulations, call ARB at 626-575-6730.

Sincerely,

Singh Suchdev
Chief Operating Officer
Ryobi Outdoor Products