

Dear Importer,

WSSA is changing the location where we handle your orders and those of your DI distributors. Beginning the middle of July, we will transfer WSSA's operations activities to our partner, Albatrans New York. This is a new and exciting time, but we will do the transition cautiously and deliberately. We expect it will be concluded by August 31.

We have planned this transfer to be as seamless as possible, always keeping in mind our obligation to provide superior customer service. To that aim, Elena Vanderloo, WSSA's Operations Manager, will head up the new operations group at Albatrans. There will be no changes to our forwarding instructions, booking and shipping advices, or the focus on customer service.

WSSA has existed since 1976, and is in excellent financial health. Our volume has grown over the last year, just as it has for the past several years. We expect to continue on this basis well into the future. We have worked closely with Albatrans throughout the world, so it makes sense to unify our operations activities by consolidating everything at one location.

WSSA's executive functions will remain in Reston, Virginia, and I will continue to lead the association—as I have for the last 26 years. We will continue to keep importing costs for your products at the lowest possible levels, through guaranteed freight contracts, comprehensive cargo insurance, and these efforts to streamline order handling.

And we will continue to watch over the handling of each of your orders just as diligently as we have in the past. There will be some changes, but we will never forget that it is your support that enables us to provide superior savings and service.