

**Don't Miss This Opportunity...**

Coming in June

June 1, 2004

Second Quarter  
Product Spotlight**Sales Manual Updates**

We created the Tempest Sales Manual in an effort to assist you in your daily sales endeavors. The Sales Manual is a valuable tool designed to educate and inform you of Tempest products along with their features and benefits. In an ongoing effort to assist you in any way we can, we are sending out a Sales Manual Update later this month. The update will include information on all of our Tempest Products for the Fire Services Industry. We will be including Presentation Outlines on all Blowers, Saws, Smoke Machines, Accessories and Training Systems. In an effort to make the update as easy as possible, we will be sending an entirely new Sales Manual, minus the exterior binder. Simply change out your old sections with the new sections, and you will be ready to go!

If you currently do not have a Tempest Sales Manual and would like one, please contact Customer Service at [response@tempest-edge.com](mailto:response@tempest-edge.com)

**May 1, 2004 Price List**

As you are all aware, Tempest rolled out a new price list on May 1, 2004. They are currently in print and will be mailed out this month. The price list is also available in PDF should you need or prefer an electronic version.

**VentMaster Rescue  
Ventilation Saw**

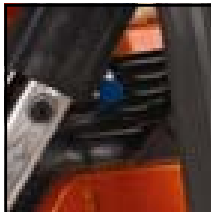
Product Spotlight for the  
Second Quarter Spiff  
Promotion.

**April 1 - June 30, 2004**

Only one more month to  
go! A **\$250.00** Spiff to  
the Dealer Sales Person  
who sells the most  
VentMaster Rescue  
Ventilation Saws.

**Time is running out!****Key Selling Points to Remember: VentMaster Rescue Ventilation Saw**

1. Patented Titanium Alloy Roller Nose Guide Bar: exclusive to VentMaster, provides a smoother, better oiling and longer wearing chain track. The two sets of sealed nose bearings reduce friction and heat and allow for faster chain speeds. The unique center slot allows for the bar to be flipped, resulting in a longer life. Bars are available in 16" and 20" lengths and can be retrofitted on most chain saw power heads.



2. The "Smart Start" Decompression Valve lowers piston pressure, reducing the required pulling force for starting. Firefighters working in confined spaces or precarious positions can start the VentMaster easier and safer. The "Smart Start" feature additionally helps to reduce wear and tear on starter parts, prolonging the life of the power head.



3. Unique large Mitten-Grip handle on the starter cord allows easy starting with a gloved hand. "Always on for Starting" kill switch quickly stops engine when applied. The Volt Tech Ignition Technology retards timing for easier starting yet senses load conditions and advances timing to give maximum engine torque while in the cut. Contact you area Sales Manager for more details.