

PARTSbuzz

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After almost a year hiatus the Parts Buzz is back!! In this issue we bring to you articles about Aftermarket Parts promotions that have taken place and are about to launch as well as a refresher on the semi-annual return policy and much more! We are also trying something new with this issue of the Parts Buzz. We are sending this issue to you electronically instead of through the mail. As always, we welcome and appreciate your thoughts and ideas for the Parts Buzz. All feedback can be sent to Katie Tschudy-Paulsen katie.tschudy-paulsen@kohler.com.

Results are in—2009 Stock Codes 1 & 2 Rebate Program

The 2009 Stock Code 1 and 2 Aftermarket Parts rebate program was a success with over \$135,000 paid out in the form of credits to the distributors that achieved the stated program milestones. Thank you for your participation!

2010 Aftermarket Parts Promotions

Due to the success of the 2009 Stock Code 1 and 2 Aftermarket Parts rebate program we are pleased to bring you even more promotions in 2010. The first promotion, a marine parts promotion, ran from February 1 to 26. The marine promotion required a minimum order value of \$15,000 of marine parts. An 8% discount and free freight was applied once the \$15,000 order value was met. The objective of this promotion was to ensure part availability at the time of need! Five distributors took advantage of the marine promotion for a total of \$135,000 in orders and \$10,000 in discounts! Thanks to Boatwains Locker, Kraft Power Corp., Pasch Y CIA SA, TAW Power Systems, and Western Diesel Services Inc., for your participation!

Manager's Corner

Kohler Generator Aftermarket Parts continues to look for ways to better serve you, our customers, and at the same time increase sales for all of our businesses. As mentioned, not only was the 2009 rebate program successful, but the 2010 marine promotion mentioned above was also successful. We are offering a Mitsubishi engine parts promotion as well as other promotions to be announced later. The Mitsubishi promotion will offer a 6% discount after any other applicable discounts during the 2nd quarter of 2010. The Mitsubishi promotion is designed to encourage stocking inventory resulting in increased sales.

The goal for 2010 is to continue to achieve sales growth for all of our

KPS partners. I am always open to your ideas on how to help this process along.

I wish everyone a successful 2010 and look forward to our continued association.

Best Regards,
Jeff Pittner—Manager Aftermarket Parts

Aftermarket Parts Warehouse is Moving!

The main warehouse for Aftermarket Parts is moving the staff and most parts from the remote location to the manufacturing plant in May 2010. The benefit of this move will be improved service. The sales coordinator will continue to verify availability of inventory controlled by production.

In order to accomplish this move, Aftermarket Parts will be closed for all but emergency orders for one week. Although this will result in some inconvenience, we encourage all of our customers to plan ahead to ensure they have the inventory to adequately serve customers.

Until the actual move is completed, we will send out reminders and updates to the schedule. We would like to thank everyone in advance for your patience during this transition.

Sales Accessory Kits

Did you know that in 2007 Aftermarket Parts started to stock and ship sales accessory kits? 198 kits are in stock and available to ship immediately. Although sales accessory kits are still available through the Unit Sales Department, Aftermarket Parts can supply kits when you need them fast! You can use KOHLERnet to check inventory and order the accessory kits the same way as all other service parts. Aftermarket Parts adds a -S to the suffix of the part number instead of the -KP that the Unit Sales Department uses. Where possible, the service kit description contains the sales part number to aid in cross-referencing. The same parts policies apply to sales accessory kits ordered through Aftermarket Parts as to the other service parts.

In cases where the sales kit consists of only one part and one TT sheet, the sales kit cross-references to a service part number and the respective TT sheet number. The current electronic list of stocked kits is available in the Service Parts and Literature Tools section of KOHLERnet.

WebEx KOHLERnet Training

On March 10, 2010, sales coordinators Nicole Gabelbauer, along with Anita Falls, and Lisa Bischoff hosted a WebEx training on placing orders on KOHLERnet. By popular demand additional WebEx training was also conducted on March 24 and 25. The training included discussions on how to properly place an order on KOHLERnet, shipping conditions, looking up billing documents, finding tracking numbers, and a general review of Kohler's policies related to placing orders. If you are interested in future WebEx training, please send an email to nicole.gabelbauer@kohler.com.

Semi-Annual Return Reminder

In January 2009, Aftermarket Parts changed the policy for parts returns from an annual return to a semi-annual return. The semi-annual return policy is as follows:

Each distributor and/or branch that purchases parts has two opportunities per year to return parts with a minimal restocking fee. Individual distributors may request a return up to 90 days in advance of the desired return month. Email aftermarketparts@kohler.com to schedule your return. Note: Kohler limits the number of returns in a given month to prevent backlog.

Restocking Fees. Stock code 1 and 2 parts are subject to a 15% restocking fee. There is a 5% restocking fee for all other returned parts.

Returnable Parts. Parts with number stock codes or parts that have been designated stock code "F" (last-time buy) for less than six months are eligible for return.

Ineligible parts. Parts that fit the following criteria are not eligible for return regardless of stock/disposition code:

- Discontinued or superseded items
- Last-time-buy parts (parts designated stock code "F" for more than six months)

- Engines and engine short blocks
- Sales accessories
- Components of sales kits
- Parts that have been removed from assembled units
- Circuit boards not in factory-sealed static bag
- Parts that were sold by Kohler's Engine Division
- Made-to-order housing components
- Special order/nonstock items
- Parts that are not in Kohler's system and have shipped directly from a vendor
- Paint
- Literature
- Advertising and sales aids

Condition of returnable parts. All parts must be in good saleable condition which includes being properly identified in the original Kohler package and suitable for immediate return to stock. Any part in question is placed on hold and either scrapped or sent back to the distributor at the distributor's expense.

Literature Release

Following is a list of parts-related literature that was released to the field since the June 2009 newsletter was issued. Please make sure that your parts department has a copy of each publication. Order additional copies from your supplier of Kohler Power Systems aftermarket parts.

Parts-Related Literature Releases

Parts Catalog	Rev Date	Description
PB-69	6/09	P/B 350-3250 kW Alternator Service Parts
TP-5868	7/09e	P/C 8.5/11RMY, 8.5/12RES/12TRES, Res/Coml
TP-5987	6/09c	4-6EF/EFCD, 5-7.3E/ECD, Marine
TP-6337	12/09	P/C 10/13/15ERG, Mobile
TP-6443	8/09	P/C 40-180EOZC/D & 33-150EFOZC/D, Marine
TP-6518	7/09	P/C 17/18RES/RESL/RESNT/TRES, Res/Coml
TP-6575	8/09	P/C 3APU-HC 12/24V, Mobile
TP-6667	2/10	P/C 40-150REZG/ERES, Industrial
TP-6690	8/09	P/C 1.4BEOR, APU
TP-6704	1/10	P/C 180-400REZX/RZX, Industrial
TP-6705	11/09	P/C 180/200REZX/RZX, Ind
TP-6706	1/10	P/C Doosan 14.6 L/22L, 250/400kW, Ind
TP-6730	2/10	P/C GM 4.3L 40/45 kW Emissions Engine
TP-6731	2/10	P/C GM 5.0/5.7L 50/60 kW Emissions Engine
TP-6732	2/10	P/C GM 8.1L 80-150 kW Emissions Engine

Note: Include chargeable literature on parts orders, and mark all orders *ship complete* to avoid a small-order handling charge or disproportionate shipping charges.