



BRADLEY L. ELLIS
PRESIDENT

June 16, 2006

Dear AP distributor,

I am excited and privileged to inform you that Crane Co. has acquired the assets of Automatic Products International.

As you know, the vending equipment business is highly competitive and will become more so as competition from abroad increases. By combining APi's assets with Crane Merchising Systems' existing vending equipment business, we will be able to expand our output, ensure a more promising future, develop new markets, and create new business opportunities for you.

With a combined tenure of 137 years, AP and CMS have impressive records of success that have earned each company esteem and recognition for being the best providers in the global vending industry. This strategic union strengthens each organization in a way that will help stimulate long term industry growth. One of the great values of this acquisition is the opportunity to partner with the AP distributor organization. We have long admired your strength and market presence that creates value through product availability, customer service, support, facilitation of walk-in traffic and localized showrooms. We intend to fully utilize our collective expertise, talents and patents to deliver new innovative growth solutions to the industry.

Through the acclaimed Crane Co. Operational Excellence program, CMS has been able to eliminate non-value added costs while achieving productivity savings through lean manufacturing implementation. These efficiencies have freed up abundant floor space and have created manufacturing capacity to incorporate this new business. Our focus on quality, delivery, cost, safety and growth will remain unchanged.

We have been planning for this acquisition for the past six months. I would like to share some of the key elements of our plan that will answer some of your immediate questions.

- The AP distributor organization will be embraced as business partners through open communication built on trust and respect.
- APi sales, marketing, service and engineering personnel will continue to be maintained in the Minneapolis/St. Paul area. AP field sales leadership will remain unchanged.
- For the near term, APi equipment will continue to be manufactured at the APi facilities in St. Paul. Gradually, there will be a systematic transition plan to incorporate all North American manufacturing activity at the CMS St. Louis manufacturing site. The St. Paul operations will be closed by the end of 2006.
- Orders for machines and parts will be submitted through the same channels and will be processed as they had been previously.
- AP and Crane equipment designs will remain differentiated. Customers will benefit from our ability to provide a full line of vending machines.

- We will explore means to broaden your product portfolio by making specialized products available for sale through the distribution channel.
- We will continue to support a National Vendors direct sales and service business model as we have done in the past. Sales personnel assigned to each brand will be compensated in a manner that encourages and rewards long term sales growth across the board. It is essential that each brand is able to maintain and grow its current sales base.

Through this acquisition, Crane Co. has demonstrated its strong commitment to the vending industry. Crane Co. further recognizes the value of the AP brand and its resourceful distributor organization. We understand and respect the significance of your investment in plant, property, equipment, local market development, customers, parts and technical acumen. We hope you share our confidence that after the acquisition, we will be even more competitive together than we were separately, thus ensuring a better future through a reliable supply of quality products and ongoing support.

Your business is appreciated. Within the next 30 to 45 days, we look forward to hosting the AP distributor organization for a business meeting in St. Louis. Our time together will include a factory tour, a brainstorming session to get your feedback and input on integration plans, culminating with a mutually defined strategy for growth and development. Details of this event will be forwarded to you soon.

As always, please contact your AP representative with any questions you may have.

Sincerely,

