



January 16, 2015

Dear **Valued** A. O. Smith Reps,

In our ongoing efforts to optimize our product portfolio, we identified a model that has become redundant. Effective immediately, we have stopped production of the ATIO-710 and ATIO-710-ASME models. **We will continue to sell our remaining inventory.**

The performance of the ATI-540H & ATO-540H condensing heaters is a perfect, high-efficient replacement for the 710 series. Due to the increased efficiency of the 540H condensing series, the 540H can deliver nearly identical flow rates as the 710. Additionally, the 540H can easy-link and multi-link with the 710 in multi-unit installations (refer to installation manual for instructions) and the 540H can vent with the same 4" stainless venting material as the 710. With these benefits, the ATI-540H and ATO-540H are perfect replacement heaters for 710 models already installed.

Please communicate this change to the distributors in your markets. If you have any questions, please contact your Regional Sales Manager, Regional Tankless Specialist, or myself.

Thanks for your continued support of our Tankless Products!

Sincerely,

A handwritten signature in black ink, appearing to read "Jeff Ogan".

Jeff Ogan
Product Manager - On Demand Products