

**Date:** February 5, 2016

### **A. O. Smith Announces an 80 Gallon Light-Service Commercial Electric Water Heater**

We are pleased to announce the launch of the new **LTE-80D** LIGHT-SERVICE Commercial Electric water heater. It is designed for 208 and 240 volt light commercial applications with demand profiles that do not require the features or performance of the higher powered commercial electric models in our line.

We also designed a Dairy Barn LIGHT-SERVICE commercial water heater based on this new platform. The Dairy Barn version includes a special base with 4" legs to elevate the heater above the floor for ease of maintaining sanitary conditions.

Please note that these models are excluded from all commercial stocking programs. The attached revised **ORDER INFORMATION** sheet explains the shipping policy for these models under the section titled "**LIGHT-SERVICE COMMERCIAL SHIPPING POLICY.**" It supersedes the page in the current distributor price book.

Please refer to the attached specification sheets and price slip sheet for product details and pricing. We will begin accepting orders for these models on Monday, February 8, 2016. Please contact me if you have any questions.

*Ralph Perez*

Senior Manager, Sustaining Product Management