



Ricon Dealer Memorandum

January 19, 2004

Last week we concluded a North American marketing and distribution agreement with Vantage Mobility International (VMI). VMI is a Phoenix based manufacturer of mobility products that are sold through the Personal Mobility channel.

Under the terms of the agreement VMI becomes Ricon's exclusive distributor of lifts and accessories sold to the Personal Mobility market. We will continue to manufacture these products for VMI in our Los Angeles facility.

The agreement with VMI does not affect in anyway our relationship with you or any of our Commercial or Transit customers. We will continue to manufacture and sell lifts and accessories directly to you just as we have done in the past.

By allowing VMI to manage the day-to-day operations of the Personal product line, we believe that we can better focus on serving our core Commercial and Transit customers.

As a result of these changes we are currently in the process of realigning our Sales and Customer Service groups. This effort will be completed by month-end. The reorganization of internal support systems will result in "Regional Teams" that will include Sales, Field Service and Customer Service personnel assigned directly to your account.

If you have any questions concerning these matters please contact Donald Newland, Marketing Manger at 1-800-322-2884 ext. 3070.