



echo-usa.com

December 21, 2023

Dear ECHO Partner,

This is a notification of a regulation in the state of California with new changes effective January 1, 2024, which will affect our business; a law that imposes various limitations on the emissions of air contaminants from small offroad engines, including outdoor power equipment - effectively banning the sale of most handheld gas-powered products, unless their emission level is "Zero." It is important and mandatory that we comply with this new regulation and ECHO has been diligently working to understand and provide the detailed restrictions to ensure that you are aware and prepared to abide by the new law.

This new regulation applies only to products manufactured AFTER December 31, 2023, which are defined as non-qualified products. ECHO and ECHO/Shindaiwa dealers can continue to sell ECHO qualified products that were manufactured in 2023 or prior, for as long as inventory supplies last, even on or beyond January 1, 2024. The sale of any non-qualified (see below) product/engines by any entity to the ultimate purchaser exposes that party to potential fines or penalties by the State of California. This includes but is not limited to non-California retail outlets (such as big box retailers, independent dealers, regional retailers, and on-line/e-commerce sales) that may sell and ship products to ultimate purchasers into the state of California.

There are some exceptions for pre-empted products which are regulated by the EPA for sale in California.

Here is a summary of key information related to our power equipment along with links for further information on the regulation:

- Amendments to the Small Off-Road Engine Exhaust Emission Regulations, California Code of Regulations, Title 13, Division 3, Chapter 9. Off-Road Vehicles and Engines Pollution Control Devices, Article 1. Small Off-Road Engines
- Based on this new regulation, **it is illegal to sell any non-qualified products in or into the state of California after December 31, 2023.** Non-qualified products are units/engines manufactured after December 31, 2023, that do not have an emission label (including the statement of compliance) specifically indicating approved for sale in California in the 2024 and later model year.
- **Beginning January 1, 2024, do not sell and/or ship (to ultimate purchasers in the state of California) non-qualified ECHO products unless it has a production date before January 1, 2024. ECHO products have a production date identified on the units as shown below.**

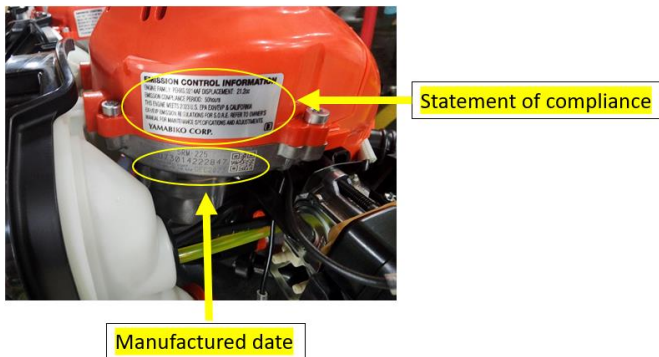
ECHO Incorporated
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The following “Pre-empted” ECHO models may be sold in California on or after January 1, 2024, regardless of their production date.

- Brushcutters/Clearing saws 40 cc and above (blade capable only)
- Cultivator: TC-210 (SV-5C engine)
- Engine drills: EDR-260
- Auger: EA-410
- Chainsaws 45 cc and greater: CS-4510, CS-501P, CS-4910, CS-4920, CS-590, CS-620P, CS-680, CS-7310P
- Cut-off Saw: CSG-7410

Sale of generators and pressure washers (>225cc) can continue until the end of 2027 if they comply with the provisions of the new regulation. Generators or pressure washers (>225cc) produced on or after 1/1/2028 are prohibited unless their emission level is “zero”.

The ECHO manufactured date and statement of compliance are identified on each unit serial number plate as shown below.



For more information, please see the following links:

- **List of Preempt Equipment** <https://ww2.arb.ca.gov/sore-list-determine-preempt-road-applications>
- **California Rule Making** <https://ww2.arb.ca.gov/rulemaking/2021/sore2021>

Sincerely,

Erik

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Vice President, Sales

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