



News Release

A.O. Smith Water Products 500 Tennessee Waltz Pkwy Ashland City, TN 37015 hotwater.com

FOR IMMEDIATE RELEASE

Contact: Samantha Owens
Gish, Sherwood & Friends
615.385.1100
sowens@gish.com

A. O. SMITH WINS SERVICE AWARD FROM PROMINENT BUILDER

Honored As A Partner Of Choice By David Weekley Homes

ASHLAND CITY, Tenn.- August 20, 2007 – A. O. Smith Water Products Company is proud to announce its selection as a Partner of Choice by David Weekley Homes, the nation’s third largest privately held homebuilder. The Partners of Choice Awards are presented to suppliers who maintained either an ‘A’ rating in Quality or Service, or an ‘A,A’ rating for both categories for the previous twelve months. A. O. Smith is the first water heater company to receive the prestigious designation for Service.

Launched in September 2003, the Partners of Choice Awards are based on the National Trading Partners Survey, a quarterly review of approximately 150 suppliers rated by some 1,000 team members from every market and level inside the Weekley organization. Beyond rating companies on quality and service, team members are also asked specific operational questions such as, “Do you know who your local representative is and how to contact them?” and “What is an appropriate response time for a supplier to return your message?”

“We are thrilled to be named as a Partner of Choice by such a distinguished company, especially since every level of David Weekley Homes is involved in the evaluation process,” said David Chisolm, brand manager for A. O. Smith. “This award requires manufacturers to not only create a quality product, but also effectively manage the installation and service of the product, all particular points of pride for A. O. Smith.”

The unique supplier rating system was implemented by Bill Justus, vice president of supply chain services for David Weekley Homes, in order to achieve channel alignment of all parties within the supply chain.

“Everybody says they are in pursuit of world-class excellence,” said Bill Justus. “Our survey takes the conceptual to the practical by defining a specific way to measure excellence. Through their actions, A. O. Smith has demonstrated they are among the best at providing service to David Weekley Homes.”

David Weekley Homes, founded in 1976, is headquartered in Houston and operates in 18 cities across the United States. David Weekley Homes was the first builder in the United States to be awarded the *Triple Crown of American Home Building*, an honor which includes “America's Best Builder,” “Builder of the Year,” and the “National Housing Quality Award.” Weekley has also appeared six times on FORTUNE® magazine’s coveted “100 Best Companies to Work For” list. Since inception, David Weekley Homes has closed more than 50,000 homes. For more information about David Weekley Homes, visit the company’s web site at www.davidweekleyhomes.com.

About A. O. Smith:

Headquartered in Ashland City, Tenn., A. O. Smith Water Products Company is a leading manufacturer and marketer of residential and commercial water heaters and hydronic boilers. A. O. Smith offers contractors an additional competitive advantage in that the company designs, builds, distributes and field supports the world’s broadest and deepest line of residential and commercial water heaters, as well as commercial boilers. This single-source concept simplifies ordering, installation and service and is backed by more than 70 years of research and innovation. For more information, visit www.hotwater.com.

###