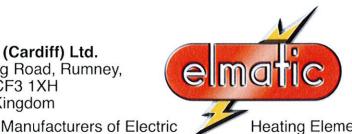
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Heating Elements for Industry

## **Product Obsolescence Statement**

Elmatic has served the industrial market for over 75 years, and we understand the importance of the industrial market life cycle. We design our products for a life of 8-10 years.

Elmatic's general policy is to avoid product obsolescence. However, in today's rapidly changing world, components become obsolete for many reasons, including continual advances in technologies.

The majority of our products are standard catalogue parts built to industry standards.

In the event that Elmatic has to discontinue a product due to component obsolescence, we will make our best effort to provide a product with the same functionality without changing the product design. Future designs of new products, utilizing improved technologies, always take into account, form, fit and functionality of previous designs.

There is a systematic process for planned obsolescence of older designs, allowing sufficient time for last time buys or and/or time to migrate to newer products. Elmatic products go through four stages from active product to inactive product. The timing of these stages is dependent upon component availability as well as other factors. Definition of these stages is:

Active: Part is readily available for sale. Service and support is available.

End of life announced: Product will be phased out at some time in the future. A replacement strategy has been developed.

End of life established: Sale of parts limited to existing inventory.

Inactive: Part is no longer available for sale. Customers will be referred to recommended replacement. Service and support available, contingent on component availability

We provide excellent Application Engineering support, backed by an intensive cross-reference database, which identifies direct, or as near as direct as possible, replacements. We maintain components to service repairable items to support our customers' installations as long as possible.

**Manager Director** 

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