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January 31, 2018

NOTICE OF OBSOLESCENCE

Dear Valued Customer:

This notice is to inform you of Skytron equipment that has reached its end of useful life and will no longer be supported:

Effective immediately, Excel Series EX100W and Pilot Series EX100-CL are obsolete.

Products reach the end of their useful life for a variety of reasons. These reasons include lack of continued support by outside suppliers, parts availability, and reduced reliability, as well as the obsolescence of the technology and level of functionality offered by the product.

Typically, Skytron products have a sales lifespan lasting between 5 and 15 years, contingent upon technological advancements. At the end of a products sales life, the product is discontinued. Skytron's policy is to provide both service support and parts replacement for up to 10 years post discontinuation. This policy is subject to change based upon advances in technology which and the depletion of parts stock may not allow for the support of parts throughout the entire 10 year period. After the 10 year period the product will be deemed obsolete and will no longer be supported.

In accordance with the GMP and FDA policies, Skytron does not support non-certified service or rebuilding of Skytron products, nor does the company condone the use of aftermarket parts for current or obsolete products. Skytron's policy is in compliance with Good Manufacturing Practices (GMP) and subject to the review of the FDA for compliance.

There are a number of alternatives for you to consider. We will be happy to assist you in assessing your options and in balancing your clinical and budgetary needs. Just call your local Skytron sales representative for information on replacement opportunities.

If you are no longer using any of the products for which an end-of-life notice has been given by us, we would appreciate your letting us know that the product has been sold by you, disposed of, or is still in your possession, but not in use. You may do this by faxing this letter back to us at (616) 656-2995, making a note of your updated information right on the letter. ***If you have sold any of these products to another party, please promptly send a copy of this notice to them.***

Thank you for your continued support.
Sincerely,

Jackelyn TerMeer
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