




Industrial Division Obsolescence Policy

Exergen's Industrial Division is committed to remaining a reliable supplier to all of its distribution partners and customers. In order to do that we must keep our costs down, run our factory lean, keep inventory to a minimum, and make wise business decisions. This is what helps us deliver quality product, in a timely manner at a low cost.

To do that we need to streamline the list of products we offer. Annually we will review the sales and profit margins of each part #, at that time we will decide which will be on the next list, what the new price will be, and which will have to become obsolete. We will send out announcements at the end of each year, and will post the list on our website. The part #'s that will become obsolete will remain in obsolete mode for 12 months. Distributors and customers will have one year to order as many as they need, and we will support that product for one more year, if it needs to be replaced, repaired, etc. Lead times for products in obsolete mode can take up to 4 weeks.

Please feel free to contact me if you have any questions or concerns. Thank you for the many years of support. We are looking forward to many more!

Sincerely,



Bob Harris
Industrial Sales/Corporate Marketing Manager