

MEMORANDUM



SUBJECT: G306C000 Discontinuation – Replaced by G306A000
TO: All Distributor Partners
FROM: Jesse Benefiel
DATE: 31st March 2008

Dear All

The G306C000 will be discontinued some time within the next two weeks, and will be replaced by the G306A000. This is, however, not without some benefit to your customers!

DISPLAY IMPROVEMENT

The G306A has a TFT display that is much more impressive than the G306C's DSTN display. Your customers will appreciate its brighter display, which also offers a greater contrast and a very wide viewing angle. They'll be even more impressed when they realize that they do not have to pay more for it, as we've reduced its price to \$999 – the same price they used to pay for the G306C!

DISPLAY TECHNOLOGY

We were forced to make this decision when our DSTN display became obsolete. With the advancement of LCD technology, we simply couldn't find another DSTN that compared in price. What we did discover was a superior TFT display, at the price point of the DSTN. Therefore, the decision was made to offer this to you and your customers in the form of a lower cost G306A.

UL CONCERNS

The only potential downside for your G306C customers is that they will have to update their drawings and bill-of-materials. More importantly, they will also have to update their agency file for any equipment they produce that is listed with UL or another NRTL¹. We fully understand the burden that this may represent to all parties, and we apologize for any problems that this may cause. We would have preferred to provide your customers with more advanced notice of this change, but we couldn't offer the G306A as a replacement until it, too, was listed with UL. They've just given us approval, and not a moment too soon! Our stock of DSTN displays is almost depleted.

Note that the G306A is rated for Hazardous Locations to Class 1, Division 2 – Operating Temperature Code T5, rather than Code T6 that the G306C was rated for.

LOGISTICS – YOUR ACTION REQUIRED

Please contact all of your customers that use the G306C, and inform them of this change – please feel free to share this letter with them. Once the change has taken place, all incoming G306C orders will be automatically converted to the G306A, at the G306C price, without notification.

¹ Nationally Recognized Testing Laboratory – Facilities that test to standards such as UL, CE, TUV etc.

To make sure that our customers have everything they need to make the switch, we will be including a letter similar to this one along with every unit, as well as a copy of Crimson 2.0 software. The latter will be required to support the newer G306A.

If you have any questions, feel free to contact Technical Support at +1 (717) 767-6511.

You may also contact me directly with any concerns.

Kind Regards

A handwritten signature in black ink, appearing to read 'Jesse Benefiel', written over a light blue horizontal line.

Jesse Benefiel
Product Manager – Interface & Control