

June 15, 2015

SUBJECT: Support for the CPC-II product line

Woodward introduced its CPC-II converter product line in 2008. With thousands of installed units, the CPC-II product line is extremely important to Woodward and will be supported for the foreseeable future. Woodward continues to invest heavily in the CPC-II product line to ensure its market success and longevity. With this continued investment Woodward plans to extend the production life of this product line to year 2025 as a minimum and possibly beyond.

Woodward has a long and successful track record of keeping products available for 10-15 years and longer, even though many of the original components have gone obsolete in that same time period. In many cases we introduce new modules with additional functionality or invest in inventory of obsolete parts or minor module redesigns to extend the life of a product line.

There are times when Woodward may eliminate certain CPC-II converter part numbers. This may be due to the availability of higher performance alternatives, or simple unavailability of electronic components. In these situations, Woodward supports its customers with either direct replacements or functional replacements. Direct replacements drop into older systems with no modifications. Functional replacements offer similar/improved functionality but may require small system modifications to correctly interface with the older system.

When a product or module is "Rationalized" (end of life for new applications) with no direct replacement, Woodward provides an extended support plan for its customers. Typically Woodward announces the rationalization a year in advance to give time to design the new component into new applications. To ensure long term support, spares and repairs will continue to be available for existing customers for an extend period of time. Unless otherwise noted Woodward positions our business to follow the below general support plan:

Years 0-5 = Availability of Spares and Repairs
Years 5-10 = Repairs (based on available parts)
Years 10-20 = Replacement/Exchange with Service Stock if available (no repairs)

Due to the nature of electronic components, Woodward is often notified of last time buys for various components. Woodward strives to hold inventory or find alternative parts when electronic components are discontinued. However, there are times when components can simply not be obtained and where sufficient last-time buys cannot be made. In these cases, Woodward cannot always guarantee the rationalization support plan.

Regards,



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