

November 5, 2010

SUBJECT: TM Hydraulic Actuator Products

The TM Actuator product family is considered by Woodward to be the premier hydraulic actuation product for use with Woodward smaller gas and liquid control valves. This family of actuators includes the standard TM55 and TM40 along with other less standard versions such as the TM100. In most cases, these actuators have been coupled with various valve styles and sizes for use in a wide range of applications. In recent years, most of these valves have been replaced with newer technology moving away from hydraulic actuators towards electric actuation.

As with all products, there will come the time when Woodward will need to discontinue production. Recognizing that customer's use this control equipment in critical applications with extended lifetimes, Woodward has implemented post-life support plans to support our customers for the life of the equipment. When the time comes to rationalize the TM Actuator product line, Woodward will follow its standard rationalization plan, as we have for other products. In most cases, a valve, actuator or driver is not discontinued unless there is an alternative component that provides the same or better functionality/performance. In these cases, the typical notification prior to rationalization is one year. At the time the product is rationalized, the following product post-life support plan shall be followed:

Years 0 - 5:

- Unlimited New Sales
- Unlimited Spare Actuators
- Unlimited Repairs
- Replacement Exchange with Service Stock

Years: 5 - 10:

- Repairs based on parts availability
- Replacement Exchange with Service Stock
- Replacement product utilizing same functionality where applicable

Years: 10 - 20:

- Replacement Exchange with Service Stock
- Replacement product utilizing same functionality where applicable

Parts obsolescence from manufacturers can present a challenge to post-life support plans. When Woodward learns of component obsolescence, effort is made to ensure we meet the commitment plan. When possible, we make last time buys or sometimes redesign the affected part.

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