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Dear Partner,

The pace of technology evolution has accelerated to an extent that no product could stay in the market for a long time. This trend, without exception, applies to the Test & Measurement products in the past decade and will even go further in the future. Good Will Instrument, as a key supplier of T&M products, has been working hard to shorten the time length of new product development to always stay competitive in the field. From the other hand, following the new products jump onto the stage in a fast pace, there should be some products to step down the same way. The shorter life cycle and the faster new product development time of Good Will products have brought up the importance of product depletion management in the company. In order to build up this management mechanism, a **list of product availability status** will be shown as below to provide an updated information of the product phase-out schedule. We hope this list will help the partners of Good Will Instrument to better plan for the product inventory and the product promotion activities from now on.

The explanation of key terms in the **list of product availability status** is as follows:

1. **Last Order Proposed (LO):** The product is going to be depleted and the last time manufacturing of this product is under plan. After accumulating the total quantity of all the last orders from the distributors, Good Will Instrument will go for the last time manufacturing based on the reference of this total quantity.
2. **Limited Supply (LS):** No more manufacturing of the product will be done, and a limited quantity of the product is available only. The orders will be accepted on a first-in-first-served basis until all the products in the inventory are sold out.
3. **Discontinued (D):** No product is available any more. The product is completely phased out and will not be shown in the new catalog or the new price list of Good Will Instrument.

As always, your comments or suggestions on the above to help our continual improvement are greatly appreciated.

Best Regards,

Good Will Instrument Co., Ltd.

Marketing Department

### Discontinued and Limited-Supply Products

MODEL	Product	Availability Status	Stock Q'TY	Remark
GPC-3030 (Europe type jack)	180W D.C. Power Supply	<b>D</b>	0	Will be replaced by GPS-3303
PPE-1323	Programmable D.C. Power Supply	<b>D</b>	0	Will be replaced by PPE-3323
GSG-122	FM/AM Signal Generator	<b>D</b>	0	No Direct Substitute
GSG-120	FM/AM Signal Generator	<b>D</b>	0	No Direct Substitute
GPC-3020	120W D.C. Power Supply	<b>LS</b>	7	Will be replaced by GPS-3303
GPC-3020D	120W D.C. Power Supply	<b>LS</b>	110	Will be replaced by GPS-3303
GPC-3030D (Europe type jack)	180W D.C. Power Supply	<b>LS</b>	100	Will be replaced by GPS-3303
GPC-3030DQ (Europe type jack)	180W D.C. Power Supply	<b>LS</b>	63	Will be replaced by GPS-4303
GPS-1830	54W D.C. Power Supply	<b>LS</b>	19	Will be replaced by GPS-1850
SFG-830	30MHz Function Generator	<b>LO</b>	73	No Direct Substitute Suggestion: GFG-3015 (Similar)
SFG-830G	30MHz Function Generator	<b>LO</b>	14	No Direct Substitute Suggestion: GFG-3015 (Similar)
GOM-801G	D.C. Milli-Ohm Meter	<b>LO</b>	142	Will be replaced by GOM-801H
GPC-3030	180W D.C. Power Supply	<b>LO</b>	5	Will be replaced by GPS-3303
GPS-6010	60W D.C. Power Supply	<b>LO</b>	13	No Direct Substitute Suggestion: SPS-606 or PSH-6006 (Similar)

**D** : Discontinued (No Product Available)

**LS** : Limited Supply ( Order accepted on the first-in/first-served basis)

**LO** : Last Order Proposed (Last lot manufacturing under plan)