

Airpax Instruments

To: All Airpax Instruments Distributors and Sales Offices

Date: September 30, 1996

Subject: Tachometer Changes and Product Obsolescence

Due to changes in the availability of certain IC chips Airpax will no longer be able to offer 100mV sensor input sensitivity. This feature allowed our products to detect a passive magnetic sensor at lower speeds. With the introduction of the Hall Effect Sensor, with its higher temperature capability and larger configuration offering, the need for reduced sensitivity is not as great. We will be able to offer more active sensor solutions for low speed applications than before and we expect you'll be able to cover 99+% of these opportunities.

Effective October 15, 1996 all Airpax Tachometers will be built with 200mV sensitivity on the sensor input circuit for passive magnetic sensing. We anticipate this will only impact a very few customers using passive sensors under 100 RPM. It will take us some time to update all our literature; a new catalog should be out within the next 6 months.

The changes would also require Airpax to redesign the Tachtrol 2B and Process Timer products. The sales over the last three years would not even begin to cover this cost and we do not know of any significant potential for these products. Based on this, effective November 1, 1996 Airpax will obsolete the following products.

T77230-1-201	T77240-1-2110
T77230-1-202	T77240-1-2120

Please contact any customer you know of in your territory to determine if they would like to make a last time buy. Any inventory you have of these four items may be returned for full credit until November 1, 1996.

Thank You