

Product Termination Notice

Reference No: PTN100/AM

Issue Number: 1

Date of Issue: 21st March 2001

Reasons for Amendments:

Not applicable - First issue.

Product Description:

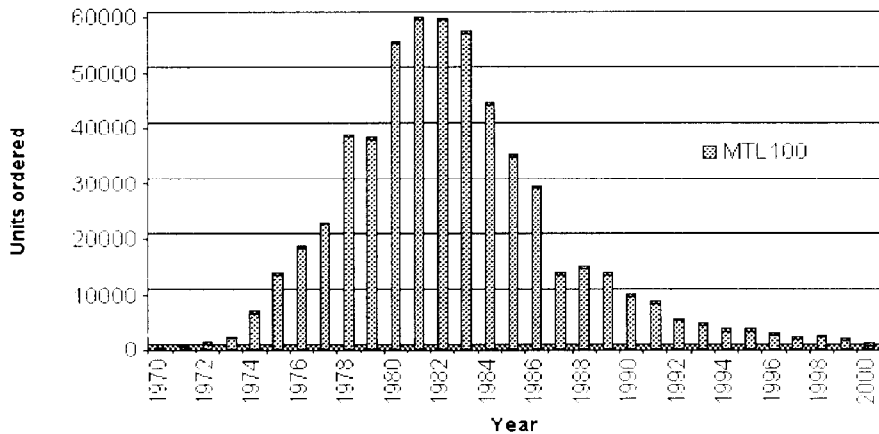
The entire range of MTL100 series single and dual channel barriers and the Earth Bus Bar EBB3.

Reasons For Termination:

Since the launch of the MTL100 series in 1971 the total barrier sales have exceeded 558,000 units, peaking in the early eighties at sales of over 50,000 units a year. In 1984 MTL launched its new successful barrier range the MTL700 series, this award winning design hit the sales of the MTL100 series and since this point the sales for the MTL100 series have declined.

After 30 years of manufacture the MTL100 series orders have dropped to such a level that it is in-efficient to manufacture and stock these barriers, sales have dropped from the 50,000+ units a year in the early eighties to around 363 units a year presently.

MTL100 series yearly orders.



Product Manager

[Signature]
22/3/2001

Marketing & Sales Director

[Signature]



Replacements / Alternatives:

An MTL700 series can be used with an adaptor bracket ADB7 if necessary for a replacement to the MTL100 series.

The following list shows the MTL700 series replacement

MTL100 series	MTL700 series equivalent
MTL110	MTL710
MTL115	MTL715
MTL122	MTL722
MTL128	MTL728
MTL151	MTL751
MTL155	MTL755
MTL160	MTL760
MTL161	MTL761
MTL164	MTL764
MTL165	MTL765
MTL172	MTL772
MTL178	MTL778
MTL179	MTL779
MTL186	MTL786
MTL187	MTL787
MTL188	MTL788
MTL196	MTL796

Recommended Actions:

Customer should be contacted who are known to still use the MTL100 series and advised that the product is being terminated.

We are offering customers the opportunity of a last time buy of any of the MTL100 series products and the EBB3, but we need to be informed of any requirements before the middle of April.

After this time MTL700 series barriers will be offered as equivalents, most of which have been accessed by BASEEFA. These recommended barriers are shown in the replacements section of this notice.

Further Information:

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Key Dates:

Feedback for last time buys will be the middle of April.

Requirements for last time builds, if necessary will be the end of April.

Spare stock will be retained as long as possible, but may be scrapped at any time.

Product Manager

*Marketing & Sales
Director*

