



RE: EST2 Discontinuation

The EST2 product line has been in production since 1995 and entered discontinued status January 2012. As a result of this status change all EST2 components have been moved to the replacement parts section of our 2012 price list. Edwards will continue to manufacture EST2 system components on a limited basis subject to the availability of UL listed components for the systems' electronic boards & devices at a reasonable cost.

As with all our products, there are a number of factors that can impact availability and life-expectancy including ongoing changes within the electronic component market place and significant changes in technology. Edwards has in place a robust process to help mitigate these industry risks by providing "early-warning" of potential changes so corrective actions can be put in place to ensure continued supply. In the event Edwards ceases to manufacture a product or component, we provide "last-time buy" opportunities.

We are mindful of our customers' investment in our technology, which is why providing backward and forward compatibility through cost effective migration paths to newer technology is central to our product development strategy. This discipline ensures we meet the customers' current and future needs for legacy product support while addressing changing regulatory requirements and new emerging market demands.

We trust the above reassures you of our ongoing commitment to all Edwards product lines today and into the future.

A handwritten signature in black ink, appearing to read 'A. Bearcroft', is positioned above the printed name.

Andrea Bearcroft
Product Management & Marketing Leader