



Marketing Update

Date: September 7, 2011

No. M11.9

To: All Gamewell-FCI Distributors

Products Retirement Notice

Production ends for IdentiFlex 602SS models and Legacy FCI replacement boards.

GWIF602SS-198R and GWIF602SS-396R Fire Alarm Control Panels

Demand for the System Sensor version of the IdentiFlex 602 Series fire alarm control panels has fallen dramatically over the past 2 years. For this reason Gamewell-FCI will cease production of these models by the end of the 2010 calendar year. Any projects already quoted should be ordered and delivered as soon as possible. As an alternative, you may consider re-submitting with state-of-the-art E3 Series® product.

Gamewell-FCI intends to support these two FACPs beyond the warranty period with repair service and replacement boards for as long as components are available and not cost prohibitive. See the attached Retirement Table (M11.9enc_Retirement Table) for important ordering and delivery information. We appreciate your cooperation during this change and value your continued support of Gamewell-FCI.

7200, FV7200 and FC-72 Series Replacement Boards

As you know, the 7200, FV7200 and FC-72 fire panels were retired in 2005. We've worked hard to support these legacy panels with replacement boards these past six years. That said, demand for service parts has fallen considerably as customers see the benefits of migrating to the newer E3 Series technology. Now the time has finally come where we have ceased production of all remaining replacement boards.

A last time production run of some key replacement boards was made where components to build were still on hand. The models having a last time build are marked with an asterisk in the attached Retirement Table. Orders for all items are accepted on a first come, first serve basis as stock lasts. Check stock status with your Customer Support Representative. Orders are for immediate shipment only. The Retirement Table gives disposition of all discontinued items to make their status clear. (Tip: repair of boards in the field may still be possible, so check out the Repair Policy found in the Gamewell-FCI Price List.)

Please contact your Regional Sales Manager or Customer Service Representative if you have any questions regarding this notice.

We believe product retirements help us move forward technologically and also simplify your buying experience. The fact we keep replacement parts available for years shows we act on the building owner's desire to protect his fire system investment over the life of the building. Both these key ideas are reflected in our slogan, *Gamewell-FCI: Technology and Tradition.*

Thank you for your business and continued support!

John Weaver
Director of Marketing
Gamewell-FCI