

Position Statement, Product Plan, and Rationale (Story for our customers)

The EGA and EGM are being phased out.

No new orders will be taken for EGAs.

For EGMs, no new orders have been accepted since 01 April 1998 from United States customers. These customers were notified of this cut-off date in Sept 1997. Since non-US customers were not given notice, orders for EGMs will be accepted through the Interplant system from all non-US Woodward locations until 01 Dec 1998.

Both the EGA and EGM will be supported in the following manner after new unit production is discontinued: Spare cards will be available until 01 Oct 1998 (same date as new units for non-US customers.) From 01 Oct 1998 until 01 Oct 2003, EGAs and EGMs will be repaired and refurbished if parts are readily available. From 01 Oct 2003 until 01 Oct 2008, units will be repaired if parts are in Woodward stock.

EGMs have a large installed base in the US Navy and in worldwide nuclear applications. The replacement for the US Navy engine applications is a 2301A with a proportional EG actuator. The replacement for the steam turbine nuclear applications is a 505 which requires the EGR actuator and remote servo be replaced by a TM25. (See product code 380 for more information on the EGR.) Power Control Systems, a Woodward distributor, is working to nuclear qualify this system, and should have it qualified by July 1999.

EGAs and EGMs are being eliminated primarily due to the fact that parts are no longer available.

Customer story:

In Woodward's 128 year history, we are continually renewing our product line. This means we are continually offering you, our customer, new products that have state of the art technology, more features, and more functions than the products they replace. And, usually, the new products are sold for an equal or lesser price! As a result of continually renewing our product line, we cannot continue to offer our older products forever. This is common business sense. However, we will continue to support our products once we have discontinued new unit production for years to come. Support includes spare parts, repairs, overhauls, and field service. We understand how important this is to you!

Because of the introduction of the 2301A, 723, and 505 as the next generation products, Woodward has discontinued production of EGAs and will discontinue production of EGMs on April 1, 1998 for US customers and on Dec 1, 1998 for overseas customers.. If you chose to do so, you can order complete new or complete spare units until these dates. Woodward will

continue to offer spare parts, repairs, overhauls, and field service for the EGA and EGM for many years after this date.

Woodward is very excited about our new products, and we hope you share in our excitement. At the same time, we are committed to the long-term support of our very large installed base of older products.

Please contact Woodward for additional information on our new products or on our support plans for our older products.