

# Skip-Line End-of-Life Plan

## SM-5, SM-6, SM-7 and MST-02 Skip Timers

### Overview

The SM-5/6/7 and MST-02 product lines are scheduled to be discontinued from active production on May 31st, 2016. These products will be supported, as best we can, until May 2021. We are proud to retire these products, some of which will span a serviceable life of almost a quarter century.

**Date of Notification:** 15 DEC 2015

**Product Name(s):** SM-5, SM-6, SM-7, MST-02, and other derivatives

**Product Status:** Near End-of-Life

**Product End-of-Life Date:** 31 MAY 2016

**Product Extended Support Period:** June 2016 to May 2021 (5 years)

#### Reason(s) for End-of-Life:

- Critical components are no longer being manufactured or supported.
- Product does not meet modern industry requirements and/or expectations.
- Software requirements have reached performance limitations of the hardware.
- Superior replacements available

**Drop-In Replacements:** None

#### Recommended Replacements:

- SM-5, SM-6, and SM-7 are replaced by the SC-12 (for larger/long-liner equipment)
- MST-02 is replaced by the MST-14 (for smaller/palletized equipment)

### What This Means

This end-of-life plan means that we will accept orders for new systems on the above list until May 31st, 2016. After that, new system orders are subject to availability limitations so that sufficient quantities of raw components can be reserved to repair and support existing products in the field for the Extended Support Period.

The Extended Support Period will begin June 1st 2016, and continue through May of 2021. During this period of time, we will repair and support these discontinued products to the best of our abilities. However, we cannot guarantee all repairs will be possible, nor can we guarantee the availability of new or used units through this entire period. We will do everything we can, within reason, to make sure your equipment stays operational.

In general, we recommend placing any new orders anticipated for Near End-of-Life products with their equivalent replacements to ensure a smooth transition. To ensure high availability

and uptime for your road marking equipment, we suggest creating a migration plan to upgrade fleets to the newer product lines (SC-12 for long-liner equipment, or MST-14 for palletized/smaller equipment) before the end of the Extended Support Period (May 2021).

### **OEM Customers and Equipment Integrators**

Skip-Line strongly recommends upgrading vehicle designs to use the SC-12 product line. The functionality of the SC-12 supersedes that of the discontinued product lines, and is not backwards compatible with any components of the discontinued product lines. While the transition to the SC-12 is not expected to be overly difficult for those familiar with older products, there are a few differences that will require at least some design changes. For full documentation and engineering assistance, please contact Skip-Line.

In the instance that an OEM has suggested updated specification language in the bidding process and been denied, Skip-Line may make an exception and provide products that are in end-of-life status. Additionally, all existing quotes will be honored for 120 days, superseding the end-of-life date. Each exception made, however must accompany the understanding that the product shall witness a reduced support period of less than the standard 5 years.

### **Fleet Managers**

Skip-Line will provide technical assistance for your maintenance and operations teams to ease migration to SC-12 or MST-14 systems. We will continue to repair and support these older products through the Extended Support Period, however, our ability to repair them will diminish over time as supplies of critical components are depleted.

Some new features and operational requirements of state or other government agencies may not be able available for retrofit on these discontinued systems, and may require upgrading to a newer system.

We recommend all new vehicles be purchased with an SC-12 or MST-14 control system. We also recommend strategically converting refurbished or newly acquired used equipment to the SC-12 system. Please work with your preferred Skip-Line OEM to learn about newly available features and options on our new product lines.

Again, to ensure high availability and uptime for your road marking equipment, we suggest creating a proactive migration plan to upgrade your fleets to the newer product lines (SC-12 for long-liner equipment, or MST-14 for palletized/smaller equipment) before the end of the Extended Support Period (May 2021).

### **Vehicle Operators**

Skip-Line or your vehicle manufacturer will provide you with technical phone support, product manuals, and training materials to assist with your transition to the SC-12. Most operators

experienced with using the SM-5 product are comfortable using the SC-12 with minimal training, as most switch functions work exactly or nearly the same. Most operational concepts from the SM-5 have been directly translated to the SC-12. Advanced features of the SC-12, however, may require referencing the manual and/or a minimal amount of additional training.