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To:	Sales Manual Holder	Category:	Phase-out
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## Phase-Out of Various Products

### General

SCHURTER has expanded and optimized its product range – new products with improved quality were developed through innovative ideas and targeted investments. At the same time certain types and variants have reached the end of their product life cycle and have a decreasing market demand. For this reason SCHURTER adjusts its assortment and phases out duplications as well as products with low demand.

With this Sales Info we want to give our distribution partners the opportunity to react in time and to make arrangements with their customers.

### Phase-out Procedure / Time Schedule

On the SCHURTER website the data sheets of the affected types are marked with a phase-out text. Additionally, the last order date and – if possible – a link to an alternate type is provided. If only certain variants of a product are discontinued, these variants are removed from the website (Table of Variants) well before the last order date.

For all discontinued types and variants, the Material Status respectively Distribution Chain Status in SAP is set to either “Del. material with substitute” or “Del. material without substitute”. Further a sales text MD04 with all the corresponding info is provided for the affected products.

Attached to this Sales Info – as well as in our Partner Service portal [\[1\]](#)– you find a list of phased-out types and variants with last order dates. Where available, an alternate type is given which ideally fits the current and future requirements.

## Activities Sales

In order that the phase-out process progresses smoothly, we kindly ask our sales partners to check the all-time requirement and alternatives with their customers in time and to accordingly place an order with SCHURTER.

Best regards,



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## Sales Information Link

[1] Partner Service: <http://www.schurter.com/Partner-Information/Partner-Service?SearchText=M1189>