

September 4, 2018

Important Announcement: Whizard® Series II Trimmers

We would like to inform you of several important developments concerning trimmer products and accessories from Bettcher Industries.

As the pioneer and world leader in trimmer products, Bettcher is continually innovating to provide products and services for lean meat recovery, fat removal and many other slaughter floor and meat processing solutions. Since its introduction in 1998, the **Whizard® Series II trimmer system** has provided steady performance and reliability to meat processors. Over the past 20 years it has been a product line that leading processors around the globe have counted on to provide efficiency and value to their operations.

Now, with the recent release of the all-new **Quantum Flex® trimmer system**, the Series II becomes technology that is three generations old. In order to maintain consistency in service levels along with delivering today's best possible trimming solutions to our industry partners, ***Bettcher will begin the process of discontinuing Series II products during 2019, leading to their eventual obsolescence.***

The best-in-class Quantum Motor™, no maintenance Driveline and all-new Quantum Flex handpiece represent the future of trimming technology – and its all available today! Our focus on making continuing innovations in products, support and service revolve around these groundbreaking solutions.

Our **Quantum® trimmer handpiece**, introduced in 2014, finds itself “stuck in the middle”: While offering many advantages over Series II regarding parts life and durability, these benefits have been outdone by the introduction of the Quantum Flex. ***Quantum handpieces will continue to be supported in the coming years, but with changes in how that equipment is bundled and sold.***

The motor offerings associated with Series II – namely, ***the UN-84 and UltraDrive® – will continue to be offered in 2019 and beyond.*** Quantum Flex trimmers can be adapted to either of these workhorse products, enabling efficient and cost-effective means of upgrading to the highest performing, most innovative trimming solution ever.

For details on the timing of these changes, please refer to the following pages.

Recognizing the involvement that many of our customers have had with the Whizard family of products, it is our intention to provide time to transition your investments in ways that deliver the optimum level of value and performance you receive from Bettcher products. We look forward to our continued partnership with each of you.

Sincerely,



Don Esch
President & CEO
Bettcher Industries, Inc

Obsolescence Timing Overview

Series II Handpiece Equipment – Available through 2020:

- Our complete line of Series II Whizard trimmer handpieces – plus their associated parts and accessories – will continue to be sold and supported.
- As of **December 31, 2020** – no additional trimmer handpiece equipment or head assemblies will be sold. Existing equipment will be maintained through ongoing parts sales and service only.

Series II Handpiece Parts – Available through 2022:

- All parts, accessories and associated services required to operate our standard model line of Series II trimmer hand pieces will continue to be sold and supported through **December 31, 2022**.

Changes to how you purchase Series II & Quantum equipment:

- **As of January 1, 2019, Bettcher will no longer sell Series II complete systems.** All motors, casing and flexshaft assemblies, and Series II hand pieces will be available for individual purchase.
- **As of January 1, 2019, Bettcher will no longer sell Quantum® complete systems.** All motor, Driveline assemblies, and Quantum handpieces will be available for individual purchase.
- **As of January 1, 2019, complete systems will only be sold with Quantum Flex® handpieces.**

Series II Parts discounting:

- **Starting on January 1, 2019, Series II parts discounting will be phased out over a 3-year period.** During this time, customers will see reduced discounts and higher list prices each year – this is tied directly to reduced Series II manufacturing volumes and higher costs. This program begins on January 1, 2019 with a move to bulk pricing and a single, bulk-price discount.
- Bulk pricing starts at >50 units purchased, and will include only the Series II blades, housings, and pinions currently listed. **Effective January 1, 2019, casings and flexshafts will no longer be quantity-discounted.**