

### **Sales Release PH9-PH(Q)12 Generation 4**

#### **Discontinuation PH9-PH(Q)12 Generation 3**

Dear All,

In the course of product improvement, extension of the product life cycle and the variant reduction initiative, the next generation of planetary gear unit sizes 2 to 8 was introduced in October 2019 as a first step.

This design work is now being completed with the 4<sup>th</sup> generation of the "large" PH9 to PH(Q)12 gear units, thus concluding the "next generation planetary gear unit development" phase and starting another stage in the product life cycle of planetary gear units.

What does it mean for you in specific terms?

- To be able to continue to carry out your sales work successfully, the latest design status for all STÖBER planetary gear series is now available to you.
- You will receive the products in the usual way. The distribution channels remain unchanged.
- For new customer business, the improvements for proactive sales work are available. These can be found in the attached Product Release Brief.
- With the introduction of the new generation, existing customers will receive new product names and new MV numbers. Existing customers will have to maintain these in their intralogistics. This will result in a certain amount of additional work for existing customers during the product launch.

With this sales information, Generation 3 of the PH9 - PH(Q)12 gear units will be discontinued as of 29<sup>th</sup> February 2024!

Generation 3 is thus still available for a transitional period of one year. The discontinuation affects all gear units and actuators according to the catalog as well as all special versions developed on this basis. From 1<sup>st</sup> March 2024, the supply and delivery of wear parts and replacement components as well as the repair of the products will be carried out by our service department.

It is highly important to achieve the changeover from Generation 3 to Generation 4 by 29<sup>th</sup> February 2024. Keeping two generations of gearboxes on hand places an additional burden on us to regain acceptable delivery performance.

Please take the time to read the Product Release Brief carefully. Many questions are answered there and the information will support you in your sales work.

In advance, we would like to thank you for the changeover at our existing customers.

Good success with this product.

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