



January 9, 2020

SUBJ: Last-Time Buy – PMX-4EX-BD3 and JBD-4EX-200; Response Required

Dear Valued Customers:

You are receiving this letter because our records indicate that you have purchased the PMX-4EX-BD3 motion controller and/or the JBD-4EX-200 interface board in the past. As you are aware these products have been discontinued due to many components becoming discontinued. Additionally, the demand for these products has been very low.

Due to several requests, Nippon Pulse America (NPA) has decided to offer a last-time buy opportunity of the PMX-4EX-BD3 and JBD-4EX-200. NPA will do whatever is possible in order to extend the same price to you that you have paid in the past. However, since many parts will need to be sourced from the secondary market, this is not a guarantee.

We are requesting an estimate of how many units you would like to buy, after which we will be able to get a final price for the last-time buy units. After NPA supplies you with a written quote for the last-time buy, you can place a purchase order.

**Reason.** Due to many components becoming discontinued; low demand for these products.

**Last-Time Buy Schedule:**

- |                          |  |
|--------------------------|--|
| <b>January 30, 2020</b>  | Provide estimated last buy quantities to Julie Kalchik (jkalchik@nipponpulse.com) by 5:00 p.m. Eastern   |
| <b>February 14, 2020</b> | NPA will provide a quote; price will be based on estimates provided.   |
| <b>February 28, 2020</b> | Last date to place an order for the PMX-4EX-BD3, and JBD-4EX-200. Blanket orders will be accepted. Send your purchase order to Julie Kalchik (jkalchik@nipponpulse.com). No orders accepted after this date. |
| <b>May 15, 2020</b>      | Estimated date NPA would begin shipment of last-time buy products.   |
| <b>April 30, 2021</b>    | Final shipping date for all orders.  |

**Alternate Item.**

NPA recommends that existing customers look at the Commander product line (CMD-4CR and CMD-4CR-EV) as a replacement for the PMX-4EX-BD3. The PMX-4EX-BD3 was based on the PMX-4EX-CR.

CMD-4CR is the next generation of this product. Both of these products are currently available. At this time, the NPA technical sales team can assist you in switching to one of the existing commander products.

Alternatively, NPA is currently developing a successor model for the PMX-4EX-BD3 motion controller and the JBD-4EX-200 interface board, based on the Commander product line. The hardware of the new controller will be compatible with the PMX-4EX-BD3. Since these products will be based on the new Commander product line, they will have a long life. The Commander product line may not be 100% software compatible with the existing PMX-4EX-BD3. It is possible that there will be a slight difference in characteristics. Our current schedule\* for its release:

**July 2020\***                      Samples available for distribution

**October 2020\***                Successor controller will be released

\*This schedule is subject to change based upon progress and sample review.

If you have any questions, please contact our technical sales team at 540-633-1677, option 1.

Best regards,



Mikio Harada  
President



Jerame Chamberlain  
Manufacturing Engineer