

LAST TIME BUY / END OF LIFE NOTICE



End of Life for the 5520A Multi-Product Calibrator

By: Jack Somppi

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The 5520A Multi-Product Calibrator was introduced in 1997 as Fluke's top offering in the Multi Product Calibrator line. It was the improved version of the original 5500A Multi-Product Calibrator. Until the 5522A was introduced earlier this year, the 5520A remained the calibrator of choice. Now the orders for new 5522A calibrators are exceeding those for its predecessor. So effective on December 1, 2011 orders will no longer be accepted for new 5520As. With this announcement, we will give existing 5520A users more than 4 months to consider their remaining lifetime buy needs where only 5520As would suffice.

Of course, per our standard policies, we will provide full parts availability, as well as repair and calibration service for a minimum of 5 years following the end of production. Also Fluke will provide calibration services beyond that time for the foreseeable future.

Here is how you can help:

1. Contact existing 5520A customers. Tell them the 5520A is at its end of life and that last orders will be accepted until November 30th of 2011.
2. See also the formal announcement letter which provides a customer facing communication of this product discontinuation
 - **Every 5520A user should get this message!**

Finally, for any future opportunities, our recommendation as an improved and direct replacement is the 5522A.

Thank you for your help to make this transition clean and easy for our customers.

Good Luck and Successful Selling,

Jack Somppi