

January 1st, 2010

Subject: **OBSOLESCENCE NOTICE**
AIT DRIVES USED IN HEIM DATA RECORDING SYSTEMS

We are advised the SONY Company will cease to market AIT drives in MARCH 2010.

Heim Data Systems recorders have used AIT-2 and AIT-3 drives integrated into D20, D200, GSR and W Series products. The drives have been used with various compatible tape cartridges providing raw data rates from 48 Mbit/s through 96 Mbit/s and native capacity from 25 GB through 100 GB.

The emerging capability and economic application of both removable hard drive and removable solid state media allowed us to withdraw the AIT-3 drive from our product lines in 2007 and the AIT-2 drive in 2008. Therefore we have supplied only a few of these drives in recent times, and typically only when our customers have been faced with pressing operational compatibility issues. **Due to obsolescence of the source components, we will no longer supply new AIT drives in our products with immediate effect.**

Heim Data Systems has a policy of supporting its products for the longest practical time when component obsolescence issues force retirement of products. In this particular case, due to there being very low turnover of AIT drives in recent years and to the short notice from SONY, there will be no formal last time buy opportunity. Heim will be pleased to discuss individual situations and offer appropriate support on an ad hoc basis.

Heim Data Systems recommends that users review their use and operations with Heim products using AIT tape drives based on the foregoing information. Dependent on specific details of individual applications, there are alternative technologies that are an effective replacement for AIT technology. We will be pleased to provide information and experience to assist with transfer to other technologies when this presents a practical solution.

There are many factors affecting our ability to repair existing AIT drives. We will provide all practical support in this respect. Replacement drives through the official SONY channel will not be available.

Zodiac Data Systems
Heim Data Division