



July 1, 2019

Dear Fluke Distributor:

The following distribution Product is being phased out effective immediately. This letter is your notification of our product change.

**PLEASE INFORM ALL RELEVANT PERSONNEL WITHIN YOUR ORGANIZATION.**

Product Family	Obsolete Item Number	Obsolete Model	Approx Replacement Item	Approx Replacement Model	MSRP
PTOOL	619913	Fluke 787	4777186	Fluke 787B	

**Stock Rotation Policy:**

Fluke will allow distributors with inventory on-hand of the products affected by this notification to stock rotate the units until 08/01/19 if the conditions below are satisfied.

1. A new order equal to the minimum re-order or the return dollar amount, whichever is greater, is placed with Fluke at the time of return. Promotional orders or orders placed prior to the RMA request will not be considered as offsetting; and
2. Fluke has given prior approval for the return of such Products; and
3. The products were purchased no more than one (1) year before return date; and
4. Products are in new condition and in its original packaging.

Should you have any questions regarding this notice, please contact your Fluke Sales Manager.

Regards

Luis A. Katz  
Sr. NA Sales Operations Manager  
Fluke Corporation