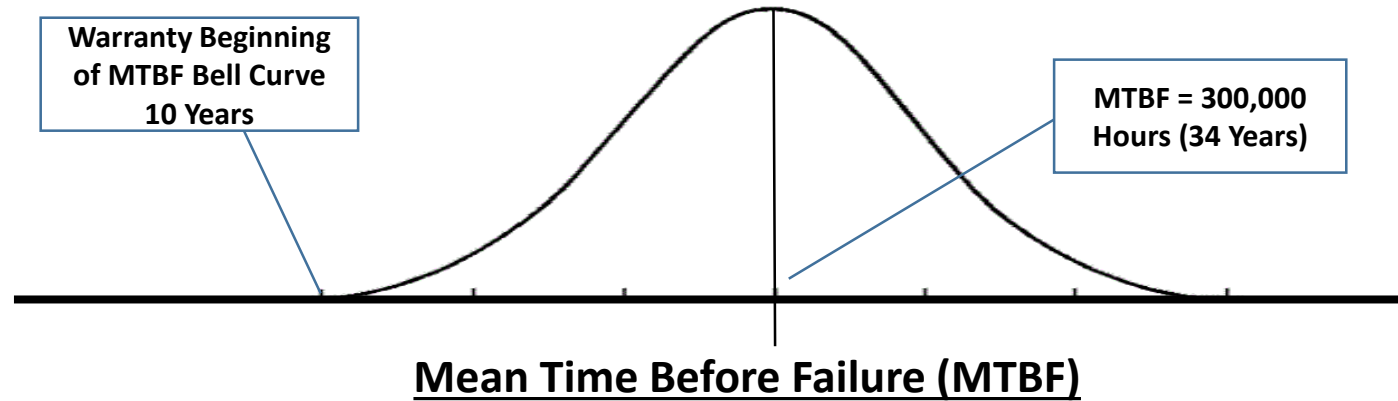


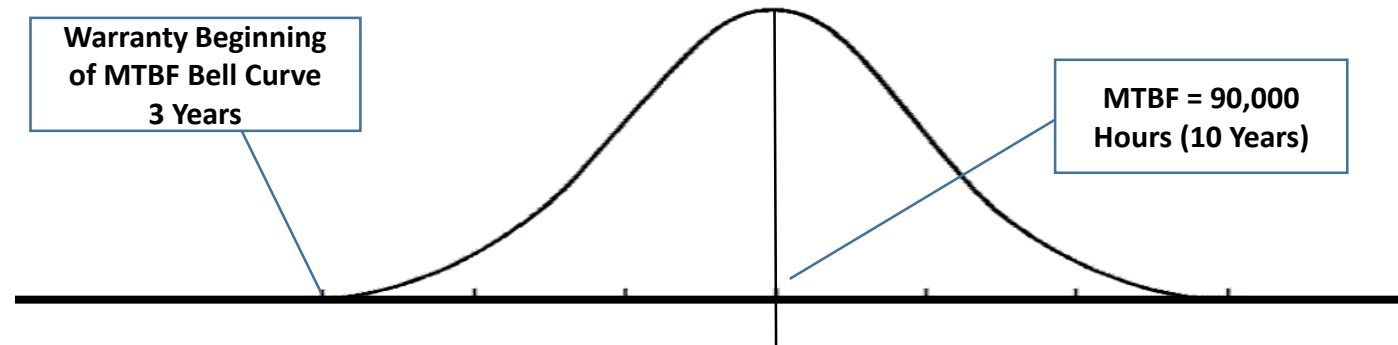
SAN MTBF to Warranty Relationship

- Warranty is based on Mean Time Before Failure (MTBF)
- Rule of Thumb is Warranty is 1/3 of MTBF → beginning of MTBF Bell Curve
- Beginning of Bell Curve implies there will be minimum failures/replacements
- Stainless steel exhibits corrosion properties exposed to salt and chemicals – 3 year warranty is typical for a 304 Stainless Steel product exposed to elements
- A 7 year warranty, with Stainless Steel 304SS, will experience a higher failure rate – that is why we do not provide it with a 7 year warranty

SAN MTBF to Warranty Relationship – Monel 400 Switch Heaters – 10 year



SAN MTBF to Warranty Relationship – Stainless Steel Warranty – 3 Year



MTBF to Warranty Relationship – Stainless Steel Warranty – 7 Year

