

Customer Notification Potentiometer and Trimmer Price Book Update

November 15, 2019

Dear Valued Customer,

We are updating the Price Book for the Variables BU to provide up to date information on lead-times, MOQs/MRQs, shelf package type and shelf package quantity for selected part numbers. We are also removing some invalid part numbers. See Appendix A below and list attached(EOL1041).

No pricing changes are being made with this update. The changes are effective January 14, 2020.

Here's the summary:

- Shelf Package Type / Shelf Pack Quantity / MOQs / MRQs data has been updated on selected part numbers
- A wide variety of lead times have been updated to reflect improvements

And we want to remind you of the following two new initiatives to help our distributors, put in place previously in 2019:

- The addition of volume-based "2nd Column Pricing" that is 3% lower (relative to book price) for volumes 5X the MOQ. This will be available across most of our Trimmer product line.
- The new Design Registration Program now available across most of our Potentiometer line to reward distributors and representatives who create new demand

TT Electronics firmly believes that our distributor relationships are critical to our success. We are committed to providing you the best quality, service, and value, which will allow us to grow together.

To best serve you and answer questions on replacement products, all inquiries and requests should be directed to your local representative, regional sales manager, or customer service department.

Best Regards,

David M. Kertes, Vice President of Global Sales and Marketing TT Electronics – Sensors and Specialist Components T: +1 408 985 1815 M: + 408 499 4308 <u>david.kertes@ttelectronics.com</u> Appendix A Below



BI Technologies Corporation 120 S. State College Blvd. Suite 175 Brea, CA 92821

Appendix A

Product Line	Product Family	Product Series	Part Number	Inventory	РВ
Potentiometer	Panel	P11	P110KV1-0FAR10K	0	Yes
Potentiometer	Panel	P16	P160KN2-0ECB100K	0	Yes
Potentiometer	Panel	P17	P160KN2-0ECB1MEG	0	Yes
Potentiometer	Panel	P18	P160KN2-0ECB50K	0	Yes
Potentiometer	Panel	P19	P160KNP-0Q20B50K	0	Yes
Potentiometer	Panel	P17	P170NP1-EC40AR220K	0	Yes
Potentiometer	Panel	P23	P232-DE20AR500K	0	Yes
Potentiometer	Panel	P26	P260T-D1BF24DB10K	0	Yes
Potentiometer	Panel	P27	P270-DS22R10K	0	Yes
Potentiometer	Panel	P27	P270-SS22R10K	0	Yes
Potentiometer	Slide	PS	PS30M-1PC2LR10KN	0	No
Potentiometer	Slide	PS	PS45-10MD2BR100K	0	No
Potentiometer	Slide	PS	PS45G-B2SBR100K	0	Yes
Potentiometer	Slide	PS	PS45G-B2SBR10K	0	Yes
Potentiometer	Slide	PS	PS45G-B2SBR1MEG	0	Yes
Potentiometer	Slide	PS	PS45G-B2SBR200K	0	Yes
Potentiometer	Slide	PS	PS45G-B2SBR20K	0	Yes
Potentiometer	Slide	PS	PS45G-B2SBR500K	0	Yes
Potentiometer	Slide	PS	PS45G-B2SBR50K	0	Yes
Potentiometer	Slide	PS	PS60-10MD2AR100K	0	No
Potentiometer	Slide	PS	PS60-10MD2AR1MEG	0	No
Potentiometer	Slide	PS	PS60-10MD2BR100K	0	No
Potentiometer	Slide	PS	PS60G-B2SAR50K	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR100K	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR10K	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR1MEG	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR200K	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR20K	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR500K	0	Yes
Potentiometer	Slide	PS	PS60G-B2SBR50K	0	Yes