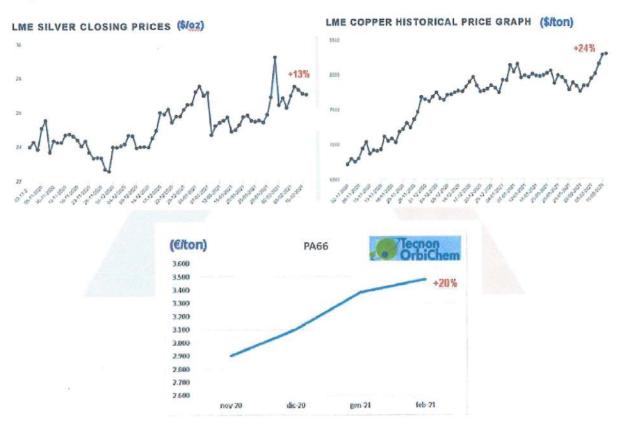
Subject: Price and Lead Time Increase

Dear Customer,

We would like to provide you with the update on the market trends regarding the increase in raw material prices due to a combination of the growing demand in Asia and speculative activites. In addition, the production lead times will also increase. In many cases, the lead time now exceeds 12 months for electronic components and a general lengthening of delivery times on components from China.

The price trend of raw materials represented in the graphs below.



Therefore, we ask you to review your future demand and submit your orders for the quantity needed for the remainder of the year as soon as possible. This will allow us to maintain pricing for as long as possible. Please feel free to contact me directly if you have any questions.

Best Regards, Dana Middleton

