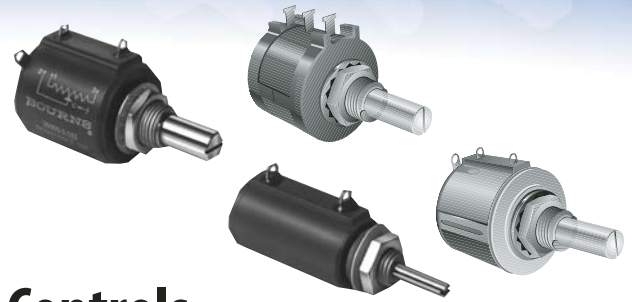


# BOURNS® Product Update Memo

## SENSORS & CONTROLS

September, 2007

Bourns Manufacturers Representatives  
Corporate Distributor Product Managers  
Bourns Sales Partners in Europe  
Bourns Asia Pacific Sales  
Bourns Latin America Sales



## Bourns® Sensors & Controls Non-RoHS Wirewound Material Availability

Our *non-RoHS* wirewound models contain a clad or inlay brazing strip that contains Cadmium. Due to restrictions on hazardous materials, this raw material is increasingly difficult to obtain resulting in increased minimum order requirements and longer lead times with each order. In addition, the cost of the material has continued to steadily increase.

Although we increased prices in the 2007 Distributor Price Book, the continued increase in cost of *non-RoHS* materials has severely affected our margins. We have also begun to experience delays when ordering the brazing strip material due to availability of the raw material.

In order to give our customers an opportunity to transition from non-RoHS to RoHS versions, we had been quoting both non-RoHS and RoHS part numbers on SPAs since January. However, *effective immediately*, we will no longer offer special prices (SPAs) for *non-RoHS* wirewound standard catalog part numbers. In addition, *effective October 1, 2007*, SPAs issued for TNAs will incorporate price increases similar to non-RoHS versions in the 2007 Distribution Price Book.

Lead times for *non-RoHS* versions will also be extended based on material availability from our supplier. In addition, requests for *expedites* on *non-RoHS* orders will no longer be accepted.

This notification affects the following non-RoHS wirewound models:

3400	3540	3590	3750
3435	3541	3610	3751
3500	3543	3700	83
3501	3545	3701	84

We encourage our customers to transition to the RoHS versions as soon as possible so that we can continue to provide SPAs on request and avert any delays in shipping product.

Please feel free to contact me should you have any questions regarding this notification.

Best regards,  
Chuck Manzano  
Product Marketing Manager  
Bourns® Sensors & Controls  
E-mail: [chuck.manzano@bourns.com](mailto:chuck.manzano@bourns.com)