

TE Channel Business Unit



December 4, 2018

Dear Distribution Partner,

Improving TE Connectivity's (TE) on-time delivery performance to support your ability to fulfill customer requirements in a timely and consistent manner is one of our top priorities. To expand the availability of selected products with a history of low volume and infrequent demand from our Industrial business unit, we will be utilizing TE's master distributor, Waldom Electronics. By partnering with Waldom to stock these products, we can focus on improving our manufacturing efficiencies to accelerate availability to our mutual end customers. Waldom is committed to stocking these products and will offer them to our authorized distributors at reduced TE published MOQs.

TE will seek to limit production runs on these parts to leverage capacity efficiencies. Effective immediately, we will no longer accept new orders for these products and ask that you place orders directly with Waldom Electronics.

Direct customer MOQs are now the same values as for our distributors, and we will instruct them to contact our authorized distributors for any procurement needs below the new MOQs.

The list of selected TE parts can be found on the Distribution Programs section of TE.com:
<https://www.te.com/content/dam/te-com/documents/channel/global/low-volume-parts-emea.xlsx>.

Contact information for Waldom is as follows:

Region	Website	Contact Email
North & South America	www.waldom.com	sales@waldom.com
Europe & Africa	www.waldomemea.com	sales@waldomemea.com
Asia	www.waldomapac.com	sales@waldomapac.com

If you have any questions or need further clarification, please contact your TE account manager.

Thank you for your continued cooperation and support of TE Connectivity and the Industrial business unit's go-to-market strategy.

Sincerely,

John McGreevy
Senior Manager, Channel Operations