



## Product Change Announcement

April 2010

Affected Products: **HI-CON™** (DIN 41612)

Dear Valued Customer,

To continue to offer high quality, exceptional value, and improved competitiveness in our **HI-CON™** (DIN 41612) Products ITW Pancon is introducing several changes in the **100, 101, 105, 106, 120, and 130** Series Connector Lines. Not all, but many of our **HI-CON™** part numbers will be part of these changes. To this end, we will be implementing technical improvements as well as logistical changes.

The technical aspects of the modifications can be explained to you by your Regional Sales Manager soon. You may request samples and data sheets from them as well. None of the proposed changes will affect the DIN 41612 Specifications or the form, fit, and function of the connectors. We will maintain our current part numbering schemes; however, minor part differences may exist. The entire 105 Series of Type M connectors and contacts will be made obsolete with no replacement.

The logistical changes include new packaging and package quantities as well as minimum order quantities (MOQ) for many of our **HI-CON™** parts. These changes may also include changes to our A/B/C Codes listed in the **HI-CON™** Confidential Price Sheet attached. Per this price sheet, "A" parts are more common and should be available from stock. "B" parts have lower usage and may or may not be available from stock. "C" parts are "build to order", lower volume parts and are NCNR. Some of the "C" parts may be removed from the product listing and made obsolete. A list of obsolete part numbers with possible replacements is attached also.

For your specific case we have attached a spread sheet showing your **HI-CON™** purchases for the last 12 months. You will see from the list any parts that will be made obsolete with this change and we have provided replacement part numbers with descriptions of differences. If no replacement is offered, you may contact the Factory to see if any may still be available for a last time buy. Please note that ITW Pancon does maintain tooling to enable us to technically support some of the discontinued "C" parts provided substantial order quantities are received. Please contact the Factory for availability.

All of the "C" parts and many of the "B" parts will require higher MOQs, have longer lead times and higher prices. The new Price List explains the new package quantities and MOQs. As always, "A" items are returnable according to our North American Distributor Sales Policy and pricing remains the same. If part numbers do not appear on the current price list, you may consider them to be obsolete. Contact the factory if a part you need is not on the Price List. Our helpful Customer Service staff is always willing to assist you and find solutions to any of your problems.

These are rolling changes. Some parts will be affected immediately while others will take longer to implement. Your patience is appreciated in these matters and we will try to make the transition as painless as possible.

ITW Pancon would like to take this opportunity to thank you for your past, present, and future business and ask for your understanding and assistance in all of these matters.

Sincerely,

Tom Geringer  
Technical Sales Manager  
ITW Pancon