

## Resistors

## **Listing of PCNs**

## Introduction

This file contains PCN information for the product(s) referenced by the file name.

Note that the file may contain multiple PCNs. If this is the case, they are arranged in chronological order, so to see the most recent PCN scroll to the end.

## Memorandum



Subject:	BI SIP Models L and M Changes		
CC:	TTe Sales Team	_	November 3, 2010
То:	BI Customer, Reps, and Distributors		Rob Taflinger

Effective February 1, 2010, BI Technologies is changing the manufacturing location of our SIP Networks from Japan to China, and as a result there are a number of changes being made to the product line. The most visible change will be the color of the product which will be changing from Red to Black. In addition we are eliminating manufacturing of the "C" style of terminal and will only offer the "S" version. We are also modifying the packaging that will be available to eliminate the ammo pack (AP & GT3) options and will only supply product in bulk. Also being eliminated in its entirety is the M model of SIP networks.

BI Technologies was the last manufacturer to offer the "C" or copper terminals and was competing with the less expensive "S" terminals and could no longer competitively afford to do so. The new Black product will have the same physical and electrical characteristics as the Red product, and the "S" terminals have the same physical and electrical characteristics as the eliminated "C" terminals.

Customers are encouraged to replace all of the "C" style of SIPs with the "S" style in their bills of material and AVLs. BI Technologies will do what we can to minimize the impact of this change but we will not accept any orders after Jan 29<sup>th</sup> for the "C" terminal style of product unless we can verify that the factory can support the order on a last time buy basis.

For any technical information regarding this change please contact Mike Torres, Product Marketing Manager, Film products. Email <a href="miketorres@bitechnologies.com">miketorres@bitechnologies.com</a> or phone at 714-447-2457.