

Quality Assurance department

Date : Feb 8 2012

Subject – Quality clause pertaining to Prohibition of pure tin / Bright tin finish

Dear Customer,

ELMA Electronic Inc hereby, requests for waiver /takes exception, to the above Quality clause that may be referenced in your Purchase orders due to reasons explained below.

Most bulk component manufacturers for items like resistors, capacitors ,etc are now ROHS compliant and therefore supply components with tin finish on leads that get soldered onto PCB . It is therefore impossible to get components without the tin finish . These components are used on key products like backplanes, power supplies, custom boards and other electronic assemblies that are an inherent part of the enclosures we supply to meet various program requirements in the military industry.

The enclosures that we build are mainly COTS items with some amount of customization based on individual customer and program needs. The enclosures by themselves are made out of either Aluminum or Steel with appropriate finish and do not have any tin content. All soldering that is done on the PCB's are leaded.

Given the above facts we are not entirely compliant with the pure tin/bright tin prohibition clause and we hereby request that the above clause be waived or deemed as 'taken exception to' whenever it is stated on your purchase order

Our sales department will be sending you a copy of this letter when we accept any PO that continues to have this clause. We trust, this will serve as adequate documentation for your records and is mutually understood to be sufficient from a contractual standpoint.

We greatly value your business and appreciate your understanding in this regard

Sincerely

Badri Rajan

Badri Rajan
Vice President - Manufacturing and Director QA
ELMA Electronic Inc