

October 25, 2004

We, the undersigned executives of authorized distributor companies, commend the attached document on lead free components for your consideration. The document, developed by the National Electronic Distributors Association (NEDA), addresses an issue of important significance to the electronic component supply chain—the transition to lead free products.

Each of us encourages your company to review the document and adopt a transition policy that reduces or eliminates supply chain confusion and added operating costs in complying with the European Union’s directive “The Restriction of Hazardous Substances in Electrical and Electronic Equipment (RoHS).” We believe that the best solution is to provide new part numbers for components that comply with the EU Directive.

We believe that managing the lead free transition/RoHS compliance information in the suggested format will provide smoother transient management throughout the supply chain—and component manufacturers, authorized distributors and customers will benefit.

Sincerely,

Bruce M. Goldberg, President & CEO
All American

Arthur Nadata, CEO
Nu Horizons

Lee Davidson, President
Allied Electronics

Frank Flynn, President
Sager

William E. Mitchell, President & CEO
Arrow

Paul Andrews, CEO
TTI

Roy Vallee, Chairman & CEO
Avnet

Mark Larson, CEO
Digi-Key

Robert G. Miller, Chairman & CEO
Future Electronics
Greg Provenzano, President
Memec

Paul Tallentire, President
Newark InOne