

To: \_\_\_\_\_



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Date: 29th, Nov. 2013  
Ref. No.: D2T2- H9-\*\*\*\*\*

## **Re : Product Discontinuation of PTC Thermistor Heater**

We thank you very much for your continuous business relationship regarding our Thermistor products. Unfortunately, we would like to discontinue a production of PTC Heater, PTW series. Because the profit is continuously negative due to market price competition and increasing materials cost. In addition, we need further investment to maintain the equipment because the life of equipments in the production process would be expired in a few years. So we decide to discontinue this business. Based on the above situation, we would like to ask you followings.

### **1. Concerned Products**

Discontinuation of PTC Thermistor for Heater : Please refer to the attachment

### **2. Schedule**

We would like to propose following schedule on this issue.

Last Order : June 2014  
Production Termination : December 2014  
Final Shipment : June 2015

Please return us with the signature **by the end of Mar 2014.**  
No feedback from you shall be regarded as your acceptance.

Date: \_\_\_\_\_

Company name: \_\_\_\_\_

Signature: \_\_\_\_\_

**Your comment:**

If you have any questions or requests, please do not hesitate to contact us.  
Your kind understands and cooperation is greatly appreciated.

Sincerely yours,

Prepared by  
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