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To our valued customers:

Hypertronics has been working with all of our suppliers over the last few years leveraging high volume products and removing the unnecessary costs associated with small volume products, minimal buys and non-standardized materials as a way to minimize passing additional costs on to our customers. One such successful program implemented with your support in 2009 was associated with selectively plating only the mating surface components of your sockets with the required gold while eliminating gold from the non-functional areas of the socket. All product effected continued to meet all the requirements of the MIL-DTL-55302 specification and retained the high quality that Hypertronics connectors are known for. This transition occurred smoothly with minimal customer disruption and the end result allowed for costs to remain neutral with little to no increases on effected product.

The costs of raw materials remains high and coupled with increases in operating costs and competitive customer demands Hypertronics, as part of continued improvement, is continually evaluating ways to further reduce costs while minimizing the impact on our valued customers. The plastic used in our DO catalog products is the next area we are focusing on. The ever increasing cost of oil has had a major impact on Hypertronics costs associated with the plastic connector components and especially those of smaller volume where economy of scale cannot come into play.

Hypertronics has recently completed an analysis of the plastic material used in our DO catalog product line and while most customers use an Ultem plastic there are still a few customers who are using Lexan. Hypertronics would like to transition all customers using Lexan to Ultem1010R. Transitioning all customers to a common plastic type would allow Hypertronics more leverage with our supplier and ultimately not have any negative effect on your price while providing you with a stronger and more durable product. This letter is addressed to all customers purchasing catalog products which use Lexan. If you are purchasing Lexan based product under a source controlled specification, these products will not be impacted at this time. Customers transitioning to the higher quality Ultem will not be charged any more for their improved product. Customers who want to remain with their Lexan product may do so but their prices will most likely increase as Hypertronics has minimal leverage with this small volume product. Included in this letter are the specifications of Lexan and Ultem for comparison and review. Also attached is a list of frequently asked questions (FAQ's) which should answer most questions. However, if you have any questions regarding this change, please contact your Inside Sales Representative at Hypertronics.

Hypertronics manufacturing process will implement this change for catalog products only on February 1, 2010.

Hypertronics would like to thank you for the continued support and are pleased to provide you with our full range of products and services.

Kind regards,