



January 8, 2020

In July of 2019 Honeywell announced that they were exiting the Industrial Potentiometer market, thereby discontinuing a product line that had been in continuous production for several decades. The deadline of for last time buys was December 31, 2019. A copy of their announcement appears on subsequent pages.

In most cases, State can still provide exact form-fit & functionally equivalent parts or if not, provide functionally similar products. As a potentiometer specialist with over 60-years in the business, we have compiled the largest database of potentiometer specifications and alternate sources than any other company.

State Electronics has been producing the Honeywell 388/389/70-Series potentiometers since 1980 and we have thousands of designs being used by customers in virtually every market. With customers located throughout the world, State is known for their ability to engineer and produce custom potentiometers for virtually any application whether the unit requirements are at OEM levels or very small.

State has proprietary agreements with many electro-mechanical suppliers that will allow us to continue producing the Honeywell 388/389/70-Series products. When Honeywell announced their exit from this market, we placed substantial orders for Honeywell sub-components that will allow us to continue producing the 388/389/70-series for the balance of 2020 -subject to demand.

We currently offer our S159-series as a direct equivalent to the 70-series products with a few exceptions related to certain switch options. The S159 can be ordered immediately with associated lead-time dependent on inventory levels.

State has designed a new ½" square product line that will meet or exceed the specifications of the former Honeywell 388/389 series. The expected time frame for the release of this new series in July-2020 or sooner at which point we can begin accepting orders. Like the former Honeywell series, the new product will be built at our New Jersey facility.

So, continue to contact us for your new design requirements as well as any legacy products. I am confident that as in the past, we will continue to be "The Source" for all your potentiometer requirements.

Tom Sutcliffe / CEO

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Internet <http://www.state-elec.com> <http://www.potentiometers.com>



August 7, 2019

IMPORTANT PRODUCT ANNOUNCEMENT

You are receiving this notification because you are currently purchasing or have purchased, Honeywell potentiometers through State Electronics. We were notified by Honeywell that, effective 12/31/2019, they are exiting the industrial potentiometer business. The former Clarostat product line was acquired by Honeywell in 1994 and had been in continuous production for over 60+ years. A copy of their announcement is included with our letter.

The Honeywell Industrial potentiometer product line consists of standard products that are available through distribution and the Mod-Pot, a custom series that is only available through State Electronics. The Mod-Pots represented all designs within the 388/389 and 70-series products. Those products are unequalled in the industry due to flexibility of their design and State's ability to produce them with very short lead-time.

The Mod-Pots are used by thousands of customers throughout the world in virtually every market. Honeywell's decision to exit the overall potentiometer market was not anticipated and not based on quality issues or the demand for the product line. Instead, Honeywell has decided to narrowly reduce their product offerings with a focus on other technologies that they believe will yield a better ROI.

We value all our customers, large and small, many who have been continually purchasing these products for decades. We fully understand that Honeywell's decision will leave many companies with no good choices or in some cases no choice at all, for acceptable alternatives.

State has well over 10,000 designs with the Mod-Pot family with 10% of those considered active, so we fully appreciate the impact that this will have on our existing customers. In some cases, we will be able to transition to other products that have the same specifications as the Mod-Pots, but there are many other cases where a total redesign will be necessary.

State's inventory of component parts necessary to support the Mod-Pot product line is significant, so the effect of Honeywell's decision will not be immediate. While we will have until November 30, 2019 of to place orders for the discontinued products to further

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support our customer's demand, Honeywell has placed undefined limits on those orders that may impact that option. We have also purchased additional component inventory to help in this transition. With a few exceptions, we currently have comparable alternate products for the 388 & 389 series (conductive plastic & Cermet) and the 70-series (Conductive Plastic & Cermet) Mod-Pots.

Beyond the Mod-Pots, there are over 1,200 other products within the Honeywell industrial potentiometer offering. Those products have also been in continuous use for several decades. There are basically two categories; military approved items, and the commercial version based on the military design. The military approved products are readily available so State can continue to supply those items. Specifically, they would consist of the RV2, RV4, 2RV7, RV5, RV6 & RV8 designations. In most cases the commercial versions will be easy to replicate as well.

We would recommend that you review your demand for any Honeywell potentiometer that you are currently using and work with your State inside sales contact to come up with a plan to solve any future supply issues. State is the only company that specializes in potentiometers and for that reason, if there is a solution to be found, we will already have that solution or be able to refer you to another company that can help.

Upon reviewing your future demands, bear in mind that we can accept scheduled orders from any credit worthy company provided they are placed and acknowledged as non-cancellable and non-returnable. Each situation is different so decisions will be made on a case-by case basis.

Tom Sutcliffe, President

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Announcement from Honeywell on pages that follow

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Honeywell Announces Obsolescence of Industrial Potentiometers Product Line

Honeywell is announcing a last time buy for its Industrial Potentiometer Product Line. A last time buy is being offered for the affected products listed below. Please refer to the Timeline of Events shown below for more details.

Due to a fixed amount of remaining capacity, fulfillment of last time buy orders will be limited and subject to cancellation at any time. It is recommended that orders be placed promptly to improve the likelihood of fulfillment.

AFFECTED PART NUMBERS

This announcement serves as the formal communication that the SKUs listed in the addendum will no longer be available for sale in accordance with the Timeline shown below. This includes but is not limited to SKUs in the following Potentiometer product series, impacted SKUs are included in the attached Appendix.

Affected Series			
308	485	575	578
408	53C	381	585
380	385	392	590
RV4	574	RV6	640
309	RA20	591	43
409	R8	73	RA30

TIMELINE OF EVENTS

The following timeline pertains to all retired SKUs. These dates are subject to change based on availability.

Action	Description	Date
Last Time Buy	Current price honored to support historical usage through August 31, 2019.	Now to August 31, 2019
Last Time Buy	Orders placed within this period will receive parts at a 20% increased price.	August 31 to December 31, 2019
Last Ship Date	Orders must be placed with requested delivery dates in this window. Depending upon overall demand, Honeywell will contact customers to recommend alternate delivery dates.	Now to March 31, 2020

REGIONS AFFECTED

- Asia Pacific (APAC)
- Europe, Middle East, Africa (EMEA)
- Greater China (GrCH)
- Latin America (LATAM)
- North America (NA)

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APPENDIX: AFFECTED PART NUMBERS

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38500013022001	380017M8768	53C11.5MEG	D14819	GA2P056F102UA
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304279000930294	380019073290007	53C1100KRZ	D14835	GA2P100P103UA
304279000930295	380019073290008	53C1100KZ	D14905	GA2P100P103UA
304279000930296	380019073290009	53C110K	D15233	GA2T036F502UA
304279000930297	380019073290014	53C110KRZ	D15635	GA2T044F103UA
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304286082590001	380036M7444	53C110MEG	D17006	GA2T044S103BA-A
349212084840004	380068M7443	53C11500	D17025	GA2T044S103UA-B
349213053940030	380086030900018	53C115K	D19104	GA2T044S103UA-B
349214053940031	380086030900019	53C11K	D19105	GA2T056F502UA
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349219086350004	380086030900023	53C11MEGZ	D19110	GH8810
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349224086350010	380091008440003	53C120K	D19115	GS1G032P102UA
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349228086350014	380097023710037	53C12500	D19119	GS1G044P103UA-A
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349239086350025	380101M9699	53C125KZ	D19213	GS1N056F103UA
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349243086350028	380C11000	53C13500	D19222	GS3T032F103UA
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349244086350031	380C110K	53C150	D19503	GS8368B
349245086350030	380C11MEG	53C1500	D19504	GS8819
349246086350032	380C12000	53C1500K	D19505	HRS100SSAB090
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349294030600264	380C225K	53C1SW500	D19817	JA1G140S252UA
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349302086350072	380C250K	53C1SW50K	D20001	JA1L056S204UY
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388851024560728	388817M6594	574SX1M48S104SD	F07008050	V3885KZ
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392050103980032	388B36030900032=SA	578011002660009	F07018041	VA38847K
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392050234617001	388B46030310002	578013002660010	F07018042	VA388500Z
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392054028300021	388B49030900036	585SX4Q25F102SP	F07018043=BA	VA3885KRZ
392063001230793	388B51076100009	585SX4Q25F103SP	F07018046	VA3885KZ
392063008060001	388B52086350012	58C120K	F07018056	VA389100K
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392063008060010	388B54M9138	58C15K	F07018057	VA3891KZ
392063045450010	388B61160090238	58C2100	F07018058	VA3892.5K
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392063045450015	388B66M9102	590014M9685	F07018061	VA389500
392063062451183	388B68M9456	590015090090001	F100	VA389500K
392063070990888	388B72076100077	590SX1N56S102SP	F100=NEW	VA3895K
392063072551381	388B75M9264	590SX1N56S103SP	F10010102	VC10F15K
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308N2.5MEG	485000M9801	D02248601	F65006124
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	510E1A48F416PC	D14543	GA2M028S102MC