

Hello Loretta,

PO #937577 (January 11, 2019) refers to the part MBR400100CT. The price on this purchase order is the old price of the product and does not reflect the new price as in the price file 1812_Silicon_Products_PriceMOQ_Update.

We just want to make sure that your system is updated with the new GeneSiC pricing for ALL products and any new purchase order reflects the new pricing. While the other 2 recent orders had the new prices, this one in particular did not! Please let me know if you have any questions or concerns and I would be happy to assist.

Thanks,
Sumit @GeneSiC

On Fri, Jan 11, 2019 at 5:45 PM Evans-Mattox, Loretta <levans@newark.com> wrote:

Hi, please advise correct pricing I can't locate the item on the attached.

Thank you

Loretta Evans-Mattox

Purchasing Buyer

Newark Element14

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From: Sales [mailto:sales@genesicsemi.com]
Sent: Friday, January 11, 2019 3:32 PM
To: Wood, Wendy; Evans-Mattox, Loretta
Cc: Cotterill, Adrian
Subject: Re: GeneSiC Price Files

Hello Wendy and Loretta,

Please find the files attached here. Apologize for missing out the attachments in the previous email.

Thanks,

Sumit @GeneSiC

On Fri, Jan 11, 2019 at 3:31 PM Sales <sales@genesicsemi.com> wrote:

Hello Wendy and Loretta,

Earlier in November 2018, we had sent our new price files to Adrian.

However, the new purchase orders for our Silicon products (PO #937577) we received recently do not reflect the new price which is lower than the old price.

The pricing on the Silicon Carbide (SiC) products is FINE and evident in the purchase orders #930300 and #930301.

Please find the Price Files for our products attached. These are the same files sent to Adrian before. Here is a brief description of the file contents:

1. **1812_SiC_Diodes.xlsx**: Pricing, MOQ, and Parameters related to our Silicon Carbide based Diode product category. The Competitor cross-reference information is given in the last columns of the GeneSiC parts.
2. **1812_SiC_Junction_Transistors.xlsx**: Pricing, MOQ, and Parameters related to our SiC Junction Transistor Products - most of these are either Not Recommended for New Designs - to be replaced by our new line of SiC MOSFETs by 2019 Q2 (we will send information on those around June 2019).
3. **1812_Silicon_Products_PriceMOQ_Update.xlsx**: This file has pricing and MOQ changes, corresponding to 3 of our ACTIVE commodity Silicon parts - Bridge Rectifiers; Rectifier Modules; and Stud Rectifiers.
4. **1812_Obsolete_Parts.xlsx**: This file shows Obsolete Silicon and Silicon products products that were previously supplied by GeneSiC and are probably on your website. New GeneSiC part numbers are cross-referenced is available.

If you/any member of your team has any questions regarding column definitions etc, we will be happy to set up a call over the next couple of weeks.

We appreciate your support and hope to promote "SiC Diodes" product category as the most compelling and urgent product category.

For technical support, volume based request for quotes, lead-times, part suggestions, and cross-references, please contact sales@genesicsemi.com

For matters related with purchase orders, accounts receivable, and accounts payable, please contact accounting@genesicsemi.com

Thanks,

Sumit @GeneSiC

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