

DATE: 10/08/2012

To: CEL Sales, Reps and Channel Partners

From: CEL

Subject:

1. **PCN ZBL20120928A - MeshConnect Discontinued Bulk Part Numbers (with ACTIVE replacement standard part numbers)**
2. **New Option to order <MOQ for standard part #s with Cost Adder**

1. The following "-B" (aka "bulk") parts are now Discontinued. The corresponding standard part numbers (as shown in the "Standard Replacement Part" column) may be ordered in their place and are all **ACTIVE**.
2. Please note the following new option available for the standard part: **(This option applies to only the below listed Standard MeshConnect parts)**
 - Distributors have the option to purchase less than the MOQ at tray quantity (as shown in the below table) for an additional charge.
 - The additional charge for purchasing <MOQ tray quantities will be a separate PO line item:
 - The Distributor cost for this service will be \$50 per single TRAY ordered (non-refundable)
 - The CEL Part Number for this charge is "Misc_Charges_MC_Bulk".
 - Stock Rotation
 - If Distributors exercise the option to buy single tray(s) and pay the Bulk Packaging additional cost, only unopened trays in original packaging may be included in stock rotation
 - **Opened trays (any quantity) are Non Returnable**

Bulk Part Number	New Status	Standard Replacement Part	Replacement Part PO MOQ	Replacement Part PO Multiple	Single Tray Qty
ZFSM-101-3-B	Discontinued	ZFSM-101-3	200	200	50
ZALM-301-1-B	Discontinued	ZALM-301-1	160	160	32
ZALM-301-1C-B	Discontinued	ZALM-301-1C	160	160	32
ZICM2410P0-1-B	Discontinued	ZICM2410P0-1	140	140	28
ZICM2410P0-1C-B	Discontinued	ZICM2410P0-1C	140	140	28
ZICM2410P0-1C-SN-B	Discontinued	ZICM2410P0-1C-SN	140	140	28
ZICM2410P0-1-SN-B	Discontinued	ZICM2410P0-1-SN	140	140	28
ZICM2410P2-2-B	Discontinued	ZICM2410P2-2	140	140	28
ZICM2410P2-2C-B	Discontinued	ZICM2410P2-2C	140	140	28
ZICM2410P2-2C-SN-B	Discontinued	ZICM2410P2-2C-SN	140	140	28
ZICM2410P2-2-SN-B	Discontinued	ZICM2410P2-2-SN	140	140	28
ZICM357P2-1-B	Discontinued	ZICM357P2-2	140	140	28
ZICM357P2-1C-B	Discontinued	ZICM357P2-2C	140	140	28
ZICM357P2-2C-B	Discontinued	ZICM357P2-2C	140	140	28

CEL California Eastern Laboratories

ZICM357SP0-1-B	Discontinued	ZICM357SP0-1	330	330	66
ZICM357SP0-1C-B	Discontinued	ZICM357SP0-1C	330	330	66
ZICM357SP2-1-B	Discontinued	ZICM357SP2-1	330	330	66
ZICM357SP2-1C-B	Discontinued	ZICM357SP2-1C	330	330	66
ZMXM-400-1-B	Discontinued	ZMXM-400-1	180	180	36
ZFSM-101-2-B	Discontinued	ZFSM-101-2	200	200	50

If you have any inquiries, please contact your CEL sales representative.