



# Winbond

Electronics Corporation America

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Subject: Backlog Conversion from Standard to Lead Free

Dear Valued Customer:

Winbond Electronics Corporation is dedicated to supporting the ROHS conversion of integrated circuits. As our customers work with their customers through the transition, we expect to see most of our customers request to change backlog from standard to lead-free. While we will try and support as many requests as possible, please note the following suggestions and guidelines:

1. Each lead-free part is a separate part number under the Winbond system. As lead-free naming conventions vary across Winbond's different product lines, be sure and work with your sales representative or distributor to identify the correct part callout for the conversion.
2. Winbond's non-cancellation window for all orders is 30 days; requests to convert backlog within this window cannot be supported.
3. Beyond 30 days and up to 90 days, Winbond will be verifying the change request against internal works in process. If the lead-free part is already past assembly and if there are no other homes for the standard part, Winbond will be requesting that you take the original shipment and accept backlog conversion beyond the committed inventory window. If inventory is not pre-built and/or if there is sufficient demand for the standard part so that the inventory is not at risk, Winbond will be glad to work with you to convert backlog over to lead-free.
4. For orders with current scheduled ship date beyond 90 days, backlog can be changed over with no problems.

Note that these guidelines apply to Winbond's standard orders only. Any special agreements or arrangements formed between Winbond and the customer will generally take precedence, though we will still ask for the customer's understanding and cooperation through this backlog conversion period.

We hope that this notice will prepare us for a smooth and orderly transition. If there are any questions, please contact your Winbond sales representative.

Best regards

Peter Himes

Vice President, Sales, Winbond Electronics Corporation America