

MACRO-MARKETING OPPORTUNITY FORM

CUSTOMER: ADTRAN QUOTATION DUE DATE: 9-30-03 #:   
 DATE: 9-30-03 SLS: A2FT   
 BUYER: DAVID MFG.: JAM UPDATED: 5-2-04   
 #: 256-965-8931

PART NO.	QTY.	PRICE	DEL.
1.: 20715	1.: 100K PLUS	1.: 1.10 W/CLIP	1.: 6 WKS
2.: 3551SVC128@A	2.: 2.: .99 W/OUT	2.: 2.: .99 W/OUT	2.: 2.: 2.
3.: 3.: 3.: 3.: 3.	3.: 3.: 3.: 3.: 3.	3.: 3.: 3.: 3.: 3.	3.: 3.: 3.: 3.: 3.
4.: 4.: 4.: 4.: 4.	4.: 4.: 4.: 4.: 4.	4.: 4.: 4.: 4.: 4.	4.: 4.: 4.: 4.: 4.
5.: 5.: 5.: 5.: 5.	5.: 5.: 5.: 5.: 5.	5.: 5.: 5.: 5.: 5.	5.: 5.: 5.: 5.: 5.

EST. DOLLARS: 110000

COMPETITION: Midcom TERMS: STANDARD   
 RECEIVED ORDER Y/N: O FACTORY CONTACT: TITO   
 P.O. NO.: Y PRICE AUTH: "

NOTE: MIKE LUCERO/DES ENG

9-30..TITO,FT,MEETING...DAVID HAND GAVE US DWG FOR EVAL   
 ALSO MET WITH MIKE LUCERO/DES ENG.   
 10-6..SAMPLE LEAD TIME IS 2 WKS ... IF DAVID LIKES PROPOSAL..   
 10-8..DAVID REQ'S PRICING 5K, 10K, 25K .... ADVISED BETSY...   
 10-12..ADVISED TITO AGAIN ...STATUS IS NEED PRICING ON LESSER QTY'S..   
 10-14..SEE FOL PRICING SENT TO DAVID FOR EVAL.

		WITH CLIP	W/O CLIP	
20715	5K	1.48	1.37	PROD LEAD TIME 6 WKS
(3531SVC028)	10K	1.37	1.26	
	25K	1.29	1.18	SAMPLE LEAD TIME 2 WKS
	50K	1.17	1.08	UPON DAVID'S EVAL.
	100K	1.10	.99	

10-23...?? IF SAMPLES SHIPPED...   
 11-9.. PARTS TO SHIP 11-20   
 12-1..NO SAMPLES REC'D TO DATE.   
 1-4..REC'D 10 EA SAMPLES 5 EA WITH CLIP & 5 EA WITHOUT..   
 2-18..NEED C OF C DAVID TO PLACE 30KPCS ORDER ON THE 22ND ..FT TO CHECK   
 3-1..FT MET WITH JIM WIESE..UNITS ARE OK HE HAD NO PROBLEMS   
 3-2..FT MET WITH MIKE UNITS ARE IN TEST..SHOULD BE OUT BY 3-5 HE HAS NOT   
 HAD ANY PROBLEMS AND IS DOING ADDITIONAL TEST ON BOARD AT SAME TIME   
 TESTING TRANSFORMER. HE WILL MOST LIKLY USE THE EPOXY UNITS. HE IS DOING   
 NEXT GENERATION DESIGN AND MAY CHANGE INPUT CERAMIC CAPACITORS BUT   
 MAGNETICS WILL REMAIN THE SAME.   
 3-21.MAY CHANGE PART NUMBER TO SVC030   
 4-9..APPROVED   
 5-2..SEE NEW WORKSHEET REC P.O.

COPY FROM DATABASE