



## AUTOMOTIVE PRODUCTS 2017 LIST PRICING

[www.specialdevices.com](http://www.specialdevices.com)



**All pricing contained on this page applies solely to products sold for high volume Automotive applications, with an annual purchase volume greater than 500,000 units of any particular part number on a recurring, annual basis.**

**[Please contact us directly by email for quotations on other applications.](#)**

SDI manufactures three classifications of automotive products for production applications:

- **Standard Products** – Initiators and MGG's with standardized dimensional characteristics and output loads.
- **Specialty Products** – Initiators and MGG's which are tailored to meet specific customer requirements beyond those of our Standard Products
- **Custom Products** – Unique pyrotechnic devices for specialized automotive applications.

In addition for our high volume automotive customers, we are able to provide:

- **Prototype Parts**
- **Low Volume Production and Service Parts**

### STANDARD PRODUCT - VOLUME BASED PRICING

For high volume automotive customers who are willing to enter into a multi-year or long term purchase agreement, SDI offers a discount schedule based upon the total volume of Initiator and/or MGG products purchased, per year.

Each successive level will earn a specific discount on the list prices shown below. Discount percentages are based on product mix, quantity of unique part numbers, etc. Most

favorable pricing for Standard Products is realized when annual production volume, for a single part number, is in increments of 5.0M units, which offers the highest efficiency in production operations.

- Level 1 <1.5MM units
- Level 2 1.5 – 5.0MM units
- Level 3 5.0 – 10.0MM units
- Level 4 10.0 – 15.0MM units
- Level 5 15.0 – 20.0MM units
- Level 6 >20.0MM units

Achieving a discount level is based on maintaining run rates equivalent to the minimum annual volumes defined above. Volumes are reviewed semiannually. If previous period’s volume exceeds the annualized rates as defined, then the following period’s price level will be adjusted accordingly. If the previous quarter’s rate does not meet the minimum volume, then pricing will revert to the higher rate.

## STANDARD PRODUCTS

SDI produces several types of initiators and Micro Gas Generators (MGG’s) which comprise our Standard Products offering. These initiators and MGG’s are our most attractively priced product segment, owing to the fact that commonality of components and optimized production parameters can be utilized for the most efficient production processes.

### INITIATORS – AGH

	<p><b>35mg ZPP ignition + 95mg ZPP Output</b>  <b>(Reference SDI P/N 153782)</b></p> <p><b>2017 Price \$1.52 each</b></p>
	<p><b>35mg ZPP ignition + 225mg ZPP Output</b>  <b>(Reference SDI P/N 192180)</b></p> <p><b>2017 Price \$1.59 each</b></p>

## INITIATORS – FGI (OCH)

	<p><b>110mg ZPP Total</b>  <b>(Reference SDI P/N 192196)</b></p> <p><b>2017 Price \$1.38 each</b></p>
	<p><b>260mg ZPP Total</b>  <b>(Reference SDI P/N 192193)</b></p> <p><b>2017 Price \$1.48 each</b></p>

## PRESSURE CARTRIDGE INITIATORS – PCI

	<p><b>35mg ZPP ignition + 460mg THPP</b>  <b>(Reference SDI P/N 192095)</b></p> <p><b>2017 Price \$2.33 each</b></p>
--	--------------------------------------------------------------------------------------------------------------------------

## MICRO GAS GENERATORS – G4 PIN STYLE MGG

	<p><b>110mg ZPP ignition + 1,000mg NC</b>  <b>(Reference SDI P/N 192451)</b></p> <p><b>2017 Price \$1.84 each</b></p>
--	---------------------------------------------------------------------------------------------------------------------------

## MICRO GAS GENERATORS – G4 Leadwire MGG

	<p><b>110mg ZPP ignition + 1,000mg NC</b> (Reference SDI P/N 192468)</p> <p><b>2017 Price \$2.98 each</b></p>
--	-------------------------------------------------------------------------------------------------------------------

## MICRO GAS GENERATORS – G3 Leadwire MGG

	<p><b>35mg ZPP ignition + 1,000mg NC</b> (Reference SDI P/N 192468)</p> <p><b>2017 Price \$2.98 each</b></p>
--	------------------------------------------------------------------------------------------------------------------

## PROTOTYPE PRICING

Prototypes of Standard Products are available to serial production customers upon request. Prototypes are available in both live and inert configurations. Prototype pricing as shown below applies to all 1) orders of less than a full production lot quantity (approximately 2,500 units); 2) non-production part orders; 3) inert parts.

<p><b>Initiators</b></p> <p>Standard Output - \$7.00</p> <p>High Output - \$9.00</p>	<p><b>MGG's</b></p> <p>Pin Style - \$11.00</p> <p>Leadwire - \$12.00</p>
--------------------------------------------------------------------------------------	--------------------------------------------------------------------------

- A Minimum Order value of \$600.00 applies to all prototype orders.
- Prototypes for non-serial production customers will be quoted on a case by case basis.
- Prototypes for Specialty Customer Products will be priced on an individual basis.

# SERVICE PARTS PRICING

For Service Parts and certain Low Volume Production (<50k/year) a separate pricing structure applies. These products are still in production lot quantities, however the substantially increased setup time, increased component costs and inventory costs required supporting these low volumes determines this unique pricing.

- Pin Style Initiators (AGH & FGI): \$8.00
- High Output Pin Style Initiators: \$10.00
- Leadwire Initiators: \$11.00
- Pin Style MGG's: \$13.00
- Leadwire MGG's: \$15.00
- CMA's (Including DI-1): \$15.00

The above prices apply to Standard and Specialty Product. Service Parts for Custom Products will be priced on a case by case basis.

# SPECIALTY PRODUCTS

SDI can build a large variety of Specialty Products, as variants of our Standard Products. Specialty Products can be designed to suit your specific performance requirements by tailoring the following:

## INITIATORS

Output Load: 35mg – 495mg (total pyrotechnic weight)

Output Powder: ZPP, THPP, BKNO<sub>3</sub>

Pin length: 6.00mm – 7.54mm

Electrical Characteristics

Molded Body Configuration

## MGG'S

Output Load: 90mg – 3000mg (total pyrotechnic weight)

Output Powder: ZPP, THPP, BKNO<sub>3</sub>, NC, "Green"

Leadwire variants

Electrical Characteristics

Molded Body Configuration

Pricing for Specialty Products is on a case by case basis, as determined by the customer specific requirements.



## CUSTOM PRODUCTS

SDI's in-house R&D and Design departments allow us to offer a limitless offering of Custom Products which can be designed to suit a wide variety of applications. SDI will work along with the customer design team to specifically tailor Custom Products to meet all applications specific requirements. Pricing for customer products will be determined as part of the development process, based on unique customer requirements.

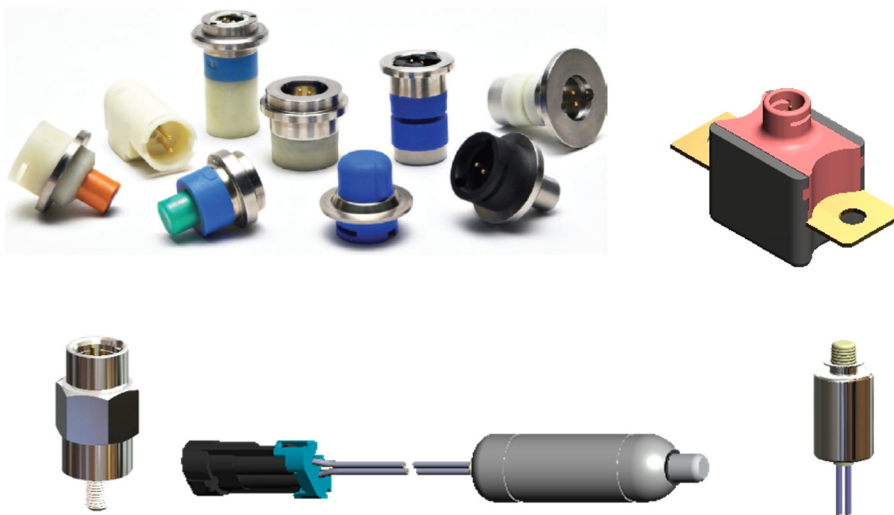
Some examples of SDI's Custom Product families include:

### COMPOSITE MOLDED ASSEMBLIES (CMA'S)

### PYROTECHNIC ELECTRICAL DISCONNECT DEVICES

### OTHER PYROTECHNIC DEVICES

Pin pullers, pin pushers, release bolts, disconnects, actuators, fire suppression system initiation, hood release mechanisms, collapsible steering columns, etc.



## GENERAL SALES TERMS:

- Pricing is in (\$ US Dollars)
- Payment terms are Net 30, based on transfer of ownership. Payment shall be by electronic funds transfer.
- Delivery, for all products is EXW SDI manufacturing location. Buyer is responsible for all shipping costs, duties and fees.
- Pricing is subject to raw material, component and regulatory costs. Changes in these costs will affect price. SDI reserves the right to adjust pricing, upon review of raw material cost increase with the customer and agreement on an equitable price adjustment, commensurate with the changes in material, component and/or regulatory costs.
- Pricing includes standard, bulk packaging, as approved by transportation regulatory authorities. Any buyer directed or regulatory required changes to the packaging will be at the buyers expense, including all costs associated with regulatory approval. Labels will conform to AIAG standards.
- This pricing is contingent on the currently approved method of packaging and shipping the product. It should be noted that this may result in small percentage of damaged product, e.g. bent pins. This will not generate a request for corrective action or requirements to sort material at SDI's expense.
- Scrap allowance for cosmetic anomalies, as received, that do not negatively impact product performance up to a quantity of 3% per lot, will apply to this pricing. This will not generate a request for corrective action or requirements to sort material at SDI's expense.
- Changes to releases/orders shall require a minimum of 21 days' notice, prior to requested ship date. SDI will work to the best of our ability to accommodate minor fluctuations to released quantities, but is under no firm obligation to accommodate a change with less than a 21 day notice.
- Pricing listed does not include any tooling costs. Tooling costs, if applicable, will be provided as part of each quotation.
- All sales are subject to SDI's Standard Terms and Conditions.

**SDI disclaims all liability for any errors or omissions contained in this information or any failure to update or correct this information.**