

DALE RESISTORS– Mil / E-Rel Resistors

Sales Cheat Sheet

VISHAY

The DNA of tech.

▶ WHERE TO HUNT

Look-alike Targets: Ball Aerospace, BAE Systems, Collins Aerospace, General Dynamics, Northrup Grumman, Lockheed Martin, India Space, Raytheon Technologies, L3 Harris, Honeywell, GE, Safran, Airbus, Crane, Boeing Thales Space, Bombardier, Leonardo DRS

Competitors: For most MIL components, Vishay does not have any competition. Thick film chips: SOTA, Mini-Systems

Door Opener Questions:

- Does your customer require or use high quality / military-grade components for contract fulfillment or new designs for high performance / reliability and long life in extreme conditions?
- Vishay offers established reliability on all our MIL components with Group A, B, and C test options for a fee
- Does your customer need the reliability of the best electronic components made, for use on and off the planet?
- Does your customer have special needs that can be built with a source controlled drawing (SCD)?
- Vishay offers commercial / industrial options for all MIL products

Automotive: military and commercial components can be used for high reliability and power applications. RHA (pre-charge and discharge) is AEC-Q200 qualified

AI / industrial / consumer / medical: commercial / industrial equivalents are available for many applications

▶ HOW TO SELL: SOLUTION STORY (MIL / E-REL)

North American Manufacturing Advantage

- All leaded military components manufactured in North America, many in original facilities

Reliability Leadership

- Vishay test labs complete **90 000+** resistors per year, accumulating 930M+ test hours annually
- More MIL qualifications than any other supplier

Commercial + MIL Versions

- Every MIL series has commercial / industrial equivalents → cost, lead time, scalability benefits with the same high quality

Technical Advantages

- Established reliability, multiple TCR options (down to 25 ppm/°C), low noise, hermetic options, precision tolerances, high voltage, moisture resistance. M/D55342 failure rate up to (T level) space

▶ HOW TO CLOSE:

Lead-Time Optimization - moving commercial chips off MIL lines; thick film expansion +30 %; lead times down to 10–12 weeks for many series

Documentation and Support

- MIL datasheets for RNC, RNR/RNN, RLR, RWR, RER, 55342, 32159 jumpers, resistor networks (M83401)
- Design help: power / derating, 3D models, TCR behavior, precision network design support