

# DALE RESISTORS – VTF

Precision Resistors and Resistor Networks

VISHAY

The DNA of tech™

## ▶ WHERE TO HUNT

### **Target Customers:**

- Mil/Aero
- Automotive
- Medical
- Test and Measurement
- Power Supplies

### **Door Opener Questions:**

- Are you buying any resistors from SOTA or Mini-Systems?
- Do you need precision resistors with tight tolerance?
- Do you require tight matching between resistors?
- Do you need low TCR or tight TCR tracking?
- Is long-term stability important to you?
- Is your design high-frequency or noise-sensitive?
- Is this for a military or automotive end customer?
- Is EMI, moisture, or sulfur resistance a concern?
- Are you looking for ways to manage heat on your circuit board

### **Target Applications:**

- Signal conditioning
- Voltage division
- Gain setting
- Analog to digital conversion
- Heat management

## ▶ HOW TO SELL

### **Smaller Size • Higher Precision • Higher Stability • Non-China/TW • Non-Tariff**

- Tight tolerances, low TCRs for accurate signal conditioning and voltage division
- Matched resistors and networks reduce drift versus discrete solutions
- Custom values and layouts simplify designs and reduce BOM complexity
- Unique heat-management solutions extend component and system lifetime
- Manufactured in the USA, minimizing tariff exposure and supply-chain risk

### **CAPACITY & SUPPLY ADVANTAGE:**

- Capacity investments initiated in Q3 2022
- Output doubled by end of 2024
- Lead times stable with regional manufacturing support

## ▶ HOW TO CLOSE

### **Lead With Customization and Performance**

- Surface mount chip resistor series customized for target applications for enhanced overall circuit performance
- Many network formats available and custom schematics are standard at VTF
- Novel way to passively manage heat on circuit boards
- Special testing available for all series at VTF

### **Supply Confidence**

- Capacity expansion achieved and growing to stay ahead of demand
- Factory located in the USA