

# Statement Counterfeit components



Dear Sir or Madam,

Inquiries are frequently made about counterfeit components or fake goods in the electronics industry.

We wish to comment on this issue as follows:

GLYN offers you two well-established business areas and contractual models for the procurement of components - **Franchise and Sourcing**.

We procure the goods of our franchise partners directly from the primary source in the defined packaging units. Our Sourcing Department will support you directly for smaller quantities and special requirements. In this respect, we have a stable supplier structure which has grown over 30 years and is secure.

We choose our suppliers deliberately and very carefully. This business area accounts for more than 10% of our turnover and is therefore a very important part of our supply strategy built around the customer. The channel - contractual model or procurement - from which the goods originate is stated on each quotation or confirmation of order. We have never had any incidences of fakes over the entire 30 years.

As a distributor, we do not have the same testing facilities and programs as the manufacturers who produce the components. However, we can precisely trace every delivery back to the supplier. We adhere to the statutory retention periods for records and documents for this purpose.

With best regards

**Frank Heinzmann**  
Manager Quality & Compliance



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