Product Promotion 产品促销

Internal Use
2007.11.15
内部使用

>> 6448/2P-30219



Dear Colleagues,
亲爱的同事们，

172x150x51mm is a very common fan size used in cabinets, as well as many other applications. For instance, we have successfully designed 6448/2P into Telecom base station cabinet. Now, we start to produce it in Shanghai factory. With the progress of localization we will get more and more competitive price. This fan has the functions of speed signal output (/2) and PWM speed control.

172x150x51mm 在机柜及其它方面是非常通用的风机尺寸。例如，我们成功地将 6448/2P 设计进通讯基站中。现在，我们开始在上海工厂生产该产品。随着国产化的深入，产品的价格也将更低，更有竞争力。该风机带有转速信号输出(/2) 和 PWM 速度控制功能。

In order to transform the efforts and cost of location into more sales revenue, we decide to promote this product 6448/2P-30219. The advantages of this localized product include:

为了将国产化的努力及投入转化成更多的销售收入，我们决定促销该产品 – 6448/2P-30219。该国产化产品有以下销售优势:

- Very competitive price (see sales price list)
- Very quick sample delivery
- Short lead time
- Fast response to customer requested variations, i.e. adding connectors, extending cable length
- Successful experiences and cases

- 非常有竞争力的价格
- 可在第一时间提供样品
- 较短的批量交货时间
- 可以快速响应客户的额外要求，如：接加端子；延长导线等
- 已有的成功经验及案例

Wish you good luck and best regards!
祝大家好运！

Business Segment Management - IT / Telecom
信息技术及通讯行业

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Sales Price 销售价格

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Price Terms: Net RMB Price, VAT excluded, DDP to domestic customers
价格说明：人民币净价，不含增值税； 送货至客户国内工厂

ebm-papst search Code	Net Price (1-9)	Net Price (10-99)	Net Price (100-499)	Net Price (500-)
6448/2P-30219	350.00	250.00	232.00	227.00

➔ **Any other price request, please contact BSM for application!**

➔ **其他特殊价格需求，请另行向 BSM 申请!**

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