



## MONTHLY NEWS - Think SEC/N First



October 1, 2005

Volume 1.1

### A WORD FROM THE PRESIDENT



Welcome to the first Monthly SEC/N Newsletter. As the current president of SEC/N, I am committed to keeping our organization on the path of providing meaningful educational seminars and increasing value to our members. This newsletter is part of our continuing effort to improve the communications between the elected Board of Directors and the membership. This newsletter also serves as a vehicle to spread the word about what's happening within our organization to all companies that do business in the secondary markets. Feel free to forward it to your customers, coworkers and industry related suppliers and friends.

I am happy to announce that SEC/N is producing a new educational seminar called “**Lower Your Risk**”. It is a detailed one day seminar aimed at educating the end user on doing business in the secondary markets. The seminar covers such topics as IP, Software licensing, how to spot misrepresented equipment, transportation, decontamination and logistics issues, and the difference between, used, rebuilt, refurbished and remanufactured equipment. By the end of the seminar the attendee should be a better educated buyer and have more confidence to do business with a SEC/N member company. He or she should be able to identify risky situations and ask the right questions of the seller. The first seminar will be held at the Hyatt in San Jose by the Airport on October 13<sup>th</sup> between 8:30am and 4:00pm. A manual, continental breakfast and lunch are included. More information is available on the SEC/N website.

In November the Board of Directors will meet at the SEC/N office in Phoenix to discuss the 2006 budget and approve the events for the Rolling Calendar. This is the time we select the events, programs, trade shows, seminars and meetings that we will be attending over the next 12 months. If you have ideas on things that we might want to look at, please contact one of the board members and we will see what can be done.

It's important to remember that SEC/N is a “*Member Run – Member Led*” organization and depends on the combined resources of its members to function. The newly elected and existing Board members are working hard along with our Executive Director and staff to make SEC/N a success but we need your help. Please consider volunteering your time to help out on a committee, or a program, or at a trade show or seminar. We have several committees that could use some additional support, a list of which can be found on our website at [www.secn.org](http://www.secn.org)

Thanks for your support and remember... Think SEC/N First!

Sincerely,

## **EXECUTIVE DIRECTOR REPORT (Gary Alexander)**

September 9, 2005



Historically, for the first few weeks after SEMICON West, everyone is overwhelmed. All those things that were left to do prior to the Show still need to be done. Plus while we were gone, new opportunities and challenges arose back at the office and as a direct result of the Show.

SEC/N's Board of Directors face those same realities, plus the additional responsibilities they have volunteered to accept as a result of their leadership roles in SEC/N. As of SEC/N's Annual Meeting and Board Elections on July 15th, six of SEC/N's Board members are now in new positions and four of those are serving their first term as Board Members. [\(READ MORE\)](#)

## **NEW MEMBERS**

SEC/N is please to announce the following New Members:



### **GE Global Electronic Solutions, Japan - GES Japan**

General Electric (NYSE: GE) is Imagination at Work - a diversified, media and financial services company focused on solving some of the world's toughest problems.

#### **Products and Services:**

GE Commercial Finance, Global Electronics Solutions is a leading global expert in delivering customized asset management services (Acquire, Use, Remarket SM) to Mr. Shuji Kumazawa electronics manufacturers. [\(Read Complete Profile\)](#)



### **Chick Packaging**

Chick Packaging is a full-service packaging and materials management company with nearly 150 years of experience in providing world-class solutions on a global basis for many of the world's leading manufacturers and government agencies. Our portfolio of companies spans all areas of corporate, public and governmental business activities in industries such as aerospace, defense and technology.

[\(Read Complete Profile\)](#)

**Drew Eddy**

## LATEST NEWS

### LOWER YOUR RISK SEMINAR – OCTOBER 13, 2005

Buying and selling used equipment and/or contracting related services can be risky even if you have previous experience. Each transaction is unique and usually involves different players. [\(READ MORE\)](#)

#### Register Now:

- \$295 for member or if sponsored by a member
- \$395 for non-member

[Click Here to Register Online!](#)

### Semi-annual SEC/N Conference Scheduled for January 2006 in Phoenix AZ.

The next SEC/N Conference will be held in Tempe, Arizona on January 23-25, 2006. ASML has graciously offered their Training Facility as the Conference site. The Conference will be open to non-members. [\(Read more about this conference\)](#)

### SEC/N Plans Golf Outing

How would you like to play a 4 Star golf course in Phoenix on January 23rd, 2006? SEC/N Members and their invited guests will be teeing off at Noon and will finish just in time for the SEC/N Conference kickoff reception. Barrie VanDevender (SEC/N VP - Axus Technology) and Jim Jenks (Event Champion - TIP Electronics) are coordinating the event. More information will be available about both the golf outing and Conference late in September.



Start putting your foursomes together now.

### U.S. DOC to Present to the WTO

The U.S. Department of Commerce (DOC) has recently taken an active interest in promoting the secondary market around the world. This interest grew out of the G8"3's" Initiative that Sara Aker spoke about at SEC/N's Conference in Las Vegas this past January.

The DOC is currently focused on defining the terms "remanufacturing" and "refurbishment" for a presentation to the World Trade Organization (WTO) in October. Gary Alexander, SEC/N's Executive Director, is participating with the DOC and other organizations/companies in assisting with this effort. You can contact Gary ([gary@amcintl.com](mailto:gary@amcintl.com)) if you would like more information.

## LATEST NEWS continued

### **Bill George Presented at SEMI-Arizona Breakfast**

Bill George, the Senior Vice President of Operations for ON Semiconductor, spoke at the SEMI-Arizona Breakfast on Wednesday, September 21st. The breakfast was held at the Fiesta Inn Resort, 2100 South Priest Drive, Tempe, Arizona.. ([Read More about the SEMI-Arizona Breakfast](#))

## PRESS RELEASES / ITEMS OF INTEREST

[Regional Councils](#)  
[Member Companies](#)

## SEC/N Initiatives

### Definitions

- Industry Terms
- Abbreviations
- Trade Organizations
- ECI (Equipment Condition Index)

### Guidelines

- Decontamination Guidelines
- Decontamination Declaration Form
- Software Licensing
- Standardized Contract

### **EVENT CALENDAR**

**October 13, 2005**  
**Lower your Risk” Seminar**

**December 7-9, 2005**  
**Semicon Japan –**

**January 23 - 25, 2005**  
**SEC/N Member Conference**  
**– Phoenix**

### **INDUSTRY LINKS**

[Sematech](#)

[Semiconductor Glossary](#)

More to come!

### **BECOME A MEMBER OF SEC/N**

[Information about SEC/N](#)

[Application Form](#)