



MONTHLY NEWS



December 2005

A Word From the President

Think SEC/N First!



November 23, 2005

As we enter the traditional holiday season we look forward to spending some well deserved time with our family and friends to give thanks for the wonderful opportunities that have been made available to us. We will spend time reflecting on the past and wonder what the future holds for ourselves, our family and our industry. In 2005 we saw a return to more normal business cycles, but clearly things are changing that affect the way we do business at home and in the international markets. More rules, more regulations, more paperwork, more legal issues and more competition from within the emerging markets.

The good old days of the secondary market are long gone. Don't get me wrong, the good deals are still out there, but it takes more hard work and effort to bring them home. To stay in business these days you need a sound business plan, flexible investors,

a solid cost control program, an educated workforce and the ability to meet the ever changing needs of our industry. We have accomplished a lot in 2005, and SEC/N continues to take a leadership role in setting standards, defining terms, providing education and creating networking opportunities for our members. These are the items we promised to focus on and I am happy to report progress has been made in each area, thanks to the involvement and dedication of our Board of Directors and loyal members.

On November 8th the Board of Directors met at the SEC/N office in Phoenix to discuss the plan for 2006, review and approve the budget, select the events to participate in and approve the rolling calendar. We look to bring more value to the members in 2006 with additional exposure at selected trade shows, more educational seminars and several networking opportunities. We also looked at additional ways to secure funding so we can offer more programs and value to the members. The "pay as you go" policy for conferences and seminars will continue in 2006. Giving members the opportunity to sponsor certain events will also continue as a way to offset the cost of promoting and producing our key events. Our goals are ambitious and the budget is very tight.

The board did vote to raise the annual dues by \$200 per year starting in January. We feel the timing and the justification are warranted given the fiscal responsibility exhibited by the Board and the organization over the past several years. At the January 2006 meeting in Tempe, AZ, we plan on presenting the members a detailed financial review. This will be an excellent time for our members to see where their dues go and understand the costs of producing our own events.

Membership dues alone will not cover our expenses and we have incorporated ways to offset cost and open revenue streams that allow our organization to prosper.

I want to personally thank each and every member company, board member, affiliate, partners, and our executive director and staff for everything you do to make SEC/N successful. I wish each of you a happy and enjoyable holiday season.

Best Regards,

Tim Hayden, SEC/N President

tim.hayden@ritetrack.com

Issue # 3

EVENTS

Mark Your Calendar's for the Next SEC/N Conference Scheduled January 23-25, 2006

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.

The Program Committee is still working on developing the topics for discussion. Please feel free to contact Program Chairperson - Rich Ringler if you have any recommendations.

A golf tournament and western barbeque are also being considered so mark your calendars now to be in Phoenix in January.

Golf \$160 per person

Reception: Golfer and Spouses are free but other guests are \$20 each

Conference: (Includes all meals and reception)

First attendee from a member company \$250

Additional attendees from a member company \$150

Non-members (walk-ins) \$325

Sponsored non-members \$250

100% of one conference fee will be credited towards a non-member company's annual dues if the company joins SEC/N within 30 days of the conference.

SPONSOR an EVENT

SEC/N members often ask about various ways they can support SEC/N. For example, sponsorships at SEC/N events are a good way to help. Sponsorships are now needed for the upcoming January Conference and Golf Outing.

Conference Sponsors: Receive recognition at the Conference and in any promo's that advertises the conference

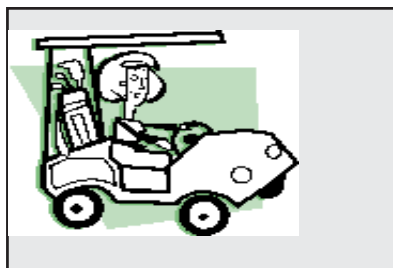
- Conf. Title Sponsor — \$1,200.00
- Associate Sponsors — \$600.00
- Shirt Sponsor — \$1,000.00

Sponsor a Hole At the Golf Tournament

Golf Sponsors: Have their company name/logo on a sign at the hole they sponsor

- Hole-In-One — \$500.00
- Closest-To-The-Pin — \$250.00
- Donate items or gifts for a raffle at the Golf Outing

To sponsor an event email Trudy at talexander@secn.org



SEMICON Japan December 7-9 2005

SEMICON Japan is being held from December 7th through December 9th. The location is the same as in previous years at Makuhari Messe, near Tokyo, Japan. SEC/N will be co-sponsoring a seminar on "Lower Your Risk" with SEMI and the JEITA organizations. The Seminar is being held at the Show and will run from 9:30 AM until 12:00 Noon on Friday, December 9th. The Seminar is being coordinated by SEC/N's Japan Regional Council.

To pre-register, please contact SEMI through their website at www.semi.org. For additional information, you may contact the SEC/N Office at email@secn.org or 480-348-0142.

SEMICON China March 21-23 2006

SEMICON CHINA

To pre-register, please contact SEMI through their website at www.semi.org. For additional information, you may contact the SEC/N Office at email@secn.org or 480-348-0142.

Visit SEC/N's
Web Site
Click Here

Issue # 3

two



BOARD BUSINESS

Board of Directors Meeting

The Board of Directors of SEC/N met in Phoenix starting at 8:40 AM on Tuesday, November 8th. All Board members were present.

Kyle Schroeder, SEC/N's Treasurer, reported that between funds already in the bank and anticipated accounts receivable, SEC/N's financial status should remain sound throughout the end of the year.

Accomplishments since the last Board of Director's Conference Call on October 11, 2005 included a successful "Lower Your Risk" seminar in San Jose, the publishing of SEC/N's first Newsletter, and the receipt of two company application letters requesting membership in SEC/N.

Other topics of interest covered during the meeting were the SEC/N Ethics SOP, an article written by Steve Grundon (SEC/N VP) on intellectual property, approval of plans for establishing SEC/N's European Regional Council, an update of the SEC/N Roadmap and Rolling Calendar, a review of final arrangements for SEC/N's Seminar at SEMICON Japan, an update of plans for SEC/N's Conference and golf outing coming up in January, and the finalization of SEC/N's "Tools" for publication in January, 2006.

Two specific Board actions that all SEC/N members need to be aware of are a \$200 increase in annual dues and decision to move the Board Member Elections from the July to the January Annual Meeting. Tim Hayden sent a letter to all SEC/N members explaining the Board's decision to increase the annual dues. The Board's decision to move the annual elections was based on the need for more Board Member continuity and focus during what is a very hectic couple months surrounding SEMICON West and SEC/N's Conference in July.

The remainder of the Board of Director's Meeting was dedicated to development of SEC/N's 2006 Budget. Kyle Schroeder led the Board through several scenarios of income and expenditure projections which collimated in the Board adopting a 2006 Budget.

The Board of Director's Meeting was adjourned at 5:10 PM for a reception and dinner at the home of Gary and Trudy Alexander.

SEC/N 2006 Calendar

January

- 23 SEC/N Golf Outing and Conf. Kick-off Reception
- 24-25 SEC/N Annual Meeting SEC/N Conf. - Phoenix, Arizona
- 25 SEC/N Board of Director's Meeting - Gilbert, Arizona

February

- 14 Board of Director's Conference Call

March

- 07 Board of Director's Conference Call
- 21-23 SEMICON China & EC/N-SEMI Seminar - Shanghai

April

- 04-06 SEMICON Europa - Munich
- Possible "Lower Your Risk" Seminar
- 11 Board of Director's Conference Call

May

- 09 Board of Director's Conference Call

June

- 13&27 Board of Director's Conference Call

July

- 11-13 SEMICON West - San Francisco
- 14 SEC/N Conference - San Francisco
- 15 Board of Director's Meeting - San Francisco

August

- 08 Board of Director's Conference Call

September

- 11-13 SEMICON Taiwan - (Subject to budget being available)
- 12 Board of Director's Conference Call

October

- 10 Board of Director's Conference Call
- ?? "Lower Your Risk" Seminar - Location to be determined

November

- 14 Board of Director's Meeting - Gilbert, Arizona

December

- 06-08 SEMICON Japan - Chiba

Issue # 3



SEC/N News



BEHIND THE SCENES

EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander
November 2005

Thanksgiving is over and the Christmas Holidays are just around the corner. Throw in a week at SEMICON Japan and 2005 will virtually be history.

Plans for the SEC/N, SEMI and JEITA co-sponsored seminar at SEMICON Japan (December 9th) are finalized and sponsors are confirmed. Our "Corporate Sponsor" is GE GES and the "Luncheon Sponsors" are Aviza Technologies and Fab Logistics. SEC/N is grateful to our member companies that have step forward to help sponsor SEC/N programs and events as it greatly helps to supplement the limited budget that is derived from our member's annual membership dues.

Hats off to Bridgett Wright (SEC/N's Board of Directors and Vice President of Catalyst Equipment) for the excellent reception of the SEC/N Newsletter which she designed and publishes each month. I am sure Bridgett would appreciate any items of interest that you might send her way. (bridgett.wright@catalystequipment.com)

I was sorry to learn of Rich Ringler's resignation from the SEC/N's Board of Directors. Rich has been a major contributor to SEC/N's success over the years as both a member of SEC/N's previous Advisory Board and Board of Directors. Rich regretted having to submit his resignation but felt at this time he needed to commit more time to his business. He will be staying on until a successor can be elected to assume the balance of his term at SEC/N's January Conference and Annual Meeting This will be the first Board Member elected to terms beginning in January instead of July. (See Minutes of BOD November 8, 2005 Meeting)([READ MORE](#))

MEET JOHN WILKE

As a member of the communication committee, John worked with the team to come up with a new webpage design over a year ago. Once the content and general design was decided, he developed the site and plugged in the content. On a regular basis he updates the website with input from Gary Alexander or Tim Hayden. He also runs the web and email servers for "secn.org" out of Rite



Track's network operations center. You will see John at most SEC/N conferences helping with anything that involves the computer. John can be reached at john.wilke@ritetrack.com

SEC/N Holiday/Vacation Office Schedule

The SEC/N Office will be closed from December 23, 2005 - January 1, 2006 for the Christmas Holidays



**Click here to
CONTACT US**

COMMITTEE NEWS

The Membership Committee

**WE ARE STILL LOOKING
FOR VOLUNTEERS
FOR THE
MEMBERSHIP COMMITTEE**

WHO ARE SEC/N MEMBERS

Membership in SEC/N is open to reputable companies worldwide that are involved in any aspect of the secondary electronics equipment industry. Member companies include Integrated Device Manufacturers and Electronics Assemblers, Original Equipment Manufacturers, Refurbishment Companies, Finance, Leading and Remarketing Companies, Equipment Dealers and Brokers, and Providers of Packaging, Transportation, Decontamination and other Services.

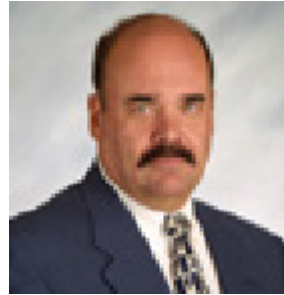


If you know of any company that fits the above description send their name and contact information to **Chuck Svendsen** today at 303-424-9700 or Email him at chuck.svendsen@us.belfor.com

**BECOME A MEMBER
OF SEC/N**

[Information about SEC/N
Application Form](#)

The Event Committee



As the Holidays have arrived and the year comes to an end, the plans for the SEC/N January conference are already in place. The conference will be held at ASML's North American Training Center in Tempe, Arizona and sponsorships are still available. Please contact Trudy Alexander at the SEC/N office (480-348-0142) to sign up for a sponsorship.

Tim Hayden (SEC/N's President) has prioritized the wrap-up of the SEC/N S1 Standards as a key objective for this conference. All of these standards have been updated and are ready for Membership approval.

Given the level of business that we have seen in the past couple of years, or lack of, one segment of the agenda will be dedicated to "What's Happen Around the World?" With this theme in mind, Gary Alexander has arranged for guest speakers from a large Chip manufacturer, the U.S. Government, at least one other association, and a leading industry analyst.

The final topic for the conference will be an open session focusing on the direction and programs that the SEC/N members would like to see achieved over the next couple years. I have summed this up in 3 questions:

1. Why are you a member of SEC/N?
2. What do you want out of SEC/N?
3. What are you willing to get involved in?

Please remember that SEC/N is Member Lead and Member Driven, therefore your participation is vital in the growth of SEC/N. See you at the Conference and have a Great Holiday!

Issue # 3



SPOT LIGHT ON OUR MEMBERS



Company Overview

Since it's founding in 1983, CATALYST EQUIPMENT CORPORATION has been a leading supplier to large electronics manufacturers, universities, new startups, and other equipment sales organizations for production and metrology tools used in the semiconductor industry. We buy and sell individual tools as well as complete FAB lines, check them out for completeness and functionality and resell them to markets around the globe. Most tools go through our refurbishment center in Plano, TX. We maintain an extensive inventory for ready shipment to clients worldwide.

Products and Services

We routinely stock tools for wafer manufacturing and semiconductor and MEMS processing, metrology, and back-end.

For a client in need of equipment not in our inventory, we network globally with a wide array of resources developed during our 23 years in business.

We maintain an equipment show room, a refurbishment center, demonstration laboratory, and a part inventory. To supplement our in-house technical staff, a number of sub-contract specialists are utilized to supplement our core competencies in KLA-Tencor, DNS, Temescal, Gasonics, and most metrology tools.

We also offer maintenance and repair of client's equipment at our facility or on-site on a contract or hourly basis.

Our list of satisfied customers includes TI, Sony, Infineon, MEMC, Spansion, Jazz Semi, and hundreds of others. Equipment from Catalyst has been installed on every continent except Antarctica, delivering dependable, quality equipment. If you would like to learn more about Catalyst Equipment Corporation, please contact Greg Wright.

Catalyst Equipment Corporation
1401 Summit Avenue, Ste. 6
Plano, TX 75074
972-943-0808 - 972-943-0809 (fax)
www.catalystequipment.com greg@catalystequipment.com

Semivac was established in 1989. Semivac was a pioneer in introducing the used equipment concept to Japanese semiconductor manufacturers.

Services:

Broker, Asset Management, Spare Parts

Products and Services:

Semivac is completely devoted to marketing used wafer fabrication equipment.

Semivac is available to serve for total solution of the used equipment business.

Semivac Corporation - www.semivac.com
4-4-8 Kotobuki Taito-ku
Tokyo 111-0042
03-3847-8447 - 03-3847-8446 (fax)
seki-semivac@nifty.com

**View SEC/N
MEMBERS**

**Click to View the
Regional Councils**

[Japan Regional Council](#)
[European Regional Council](#)

*Everyone at SEC/N
Wishes you all the Joys of the
Season and Prosperity
through the New Year*

