



MONTHLY NEWS



February 2006

A Word From the President

February 10, 2006

Think SEC/N First!



The SEC/N Member Conference that was recently held on January 23rd - 25th at the ASML Training Facility in Tempe, Arizona was a huge success and I want to thank everyone that attended. The Golf Outing and Reception at the Raven Golf Club provided an excellent networking opportunity for members and guests. The speaker line up at the two day conference included Dan Martin, Executive Vice President of Global Expositions and Standards for SEMI and Bill George, Senior Vice President of Operations for ON Semi. At the SEC/N Member Conference in Tempe we released the newest version of our S1 Standards and Guidelines, in addition to clarifying our position on ethics.. These Standards and Guidelines are a result of your inputs and we thank everyone that contributed to this year's release.

We also elected a new member to the Board of Directors. Join me in welcoming Jeff Hull, President of Foresight Processing, as SEC/N's newest board member. He replaces outgoing director Rich Ringler. Let me be the first to thank Rich for his many years of support and dedication to our organization, it is greatly appreciated and we look forward to seeing him at future conferences.

As many of you are finding out... SEC/N is not your ordinary trade organization. It needs the support and dedicated efforts of its members to prosper and grow. Member Run and Member Led has been the motto of our organization. SEC/N has come a long way, but there is certainly room for more improvement. We have opportunities coming up for member companies to provide assistance at upcoming trade shows or assisting with targeted seminars. Bottom line... it means getting involved with a program or committee that will help drive change, establish guidelines and help improve the way business is conducted in the secondary market.

SEC/N member companies will be represented at the Semicon China trade show in Shanghai on March 21 – 23. SEC/N and SEMI will be co-sponsoring a free seminar on Used Equipment on March 23rd. Last years seminar was standing room only for the nearly 100 attendees, so sign up online at semi.org now to reserve your free seat. You can find more information about upcoming events on our website at www.secn.org.

Best Regards,
Tim Hayden - SEC/N President

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EVENTS

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SEMICON CHINA & EUROPA 2006

SEMICON CHINA

SEC/N will be exhibiting again this year at SEMICON China (March 21-23). The SEC/N Booth will be located in Hall #2 and is Number 2812. The location is excellent and directly across from the SEMI Booth. If you are a SEC/N Member and planning on attending SEMICON China, please notify the SEC/N office as we would appreciate your help in the SEC/N Booth. And if you are not a SEC/N Member, please drop by and say "Hello."

SEMI China is going to emphasize used equipment as a major topic at SEMICON China. SEMI and SEC/N are co-sponsoring a free seminar from 9:30 AM until 12:15 PM on the second day of the Show (Wednesday 22nd). SEMI is anticipating a large turnout since the China used equipment market is still a hot topic and the seminar is going to be located on the Show site. Last year's seminar was a 30 minute bus ride from the Show but still garnered a standing room only audience.

For more information on SEMICON China '06, please contact the SEC/N Office (email@secn.org) or visit the SEMI website (www.semi.org).



SEMICON EUROPA

SEC/N will be exhibiting again this year at SEMICON Europa (April 4-6). SEC/N's Booth (#A2-352) can easily be found located in the middle of Hall 2.

SEC/N's newly established European Regional Council ("ERC") had their first organizational meeting on December 8th and will be coordinating the activities at the SEC/N booth, including a reception. Last year's reception was attended by close to 100 people. If you are a SEC/N Member and plan on attending SEMICON Europa, please contact the SEC/N Office or Mr. Jos Vreeker (jos.vreeker@asml.com) to volunteer your support. And if you are not a SEC/N Member, please drop by and say "Hello."

For more information on SEMICON Europa '06, please contact the SEC/N Office (email@secn.org) or visit the SEMI website (www.semi.org).



Conference News

SEC/N Conference and Golf Outing a Success

January 23-25, 2006

Over 60 representatives from SEC/N Member Companies and invited guests participated in the SEC/N Conference and Golf Outing, January 23rd – 25th, 2006.

The Golf Outing (January 23rd) was held at the Raven Golf Club at South Mountain, followed by a Conference Kick-off Reception and Dinner. Hole Sponsors included SEC/N Member Companies Babcock & Brown, Catalyst Equipment, NxEdge Technologies, and TIPElectronics. Babcock & Brown also sponsored golf shirts for participants at both the Golf Outing and the Conference. Although there was not a Grand Prize winner of the \$50,000 Hole-In-One Contest, Closest-To-The-Pin winners were Steve Birdsong, Bridgett Wright, Greg Wright, and Steve Grundon. The overall winning golf team included Ken Facklam, Steve Grundon, Sean Maher, and Colleen Ward.

The Conference was hosted by SEC/N Member ASML at their North American Training Center in Tempe, Arizona.

Tuesday (24th) morning's agenda was primarily dedicated to the recognition of SEC/N's members and programs. Mr. Walter Postma (Manager, Operations Special Applications) of ASML formally welcomed the Conference participants. Mr. Tim Hayden (SEC/N President) followed with a State of SEC/N Address. Membership Chairperson Chuck Svendsen awarded a new member plaque to Iain Dewsnap of AG Semiconductor, as well as recognizing new members Ascent'tec and Asyst Technologies. The Virginia Economic Development Council was also recognized as SEC/N's newest "Affiliate."

SEC/N's Japan Regional Council update was given by Mr. Shin Terasawa (TEL - Japan), after which Mr. Ron Melief (ASML) provided a Europe Regional Council update.

Bridgett Wright (SEC/N Secretary) followed with a presentation on the new SEC/N Newsletter and the SEC/N website (www.secn.org). Barrie Van Devender (SEC/N VP) provided the attendees with an update of the SEC/N Calendar and upcoming events for the coming "Year of the Dog."

SEC/N's Programs and Standards were individually reviewed and formally adopted as part of SEC/N.S1.TC.01.B, Revision January 12, 2006. They include documentation on:

- Buyer's Checklist
- Decontamination Guidelines & Declaration Form
- Elements of a Standardized Contract
- Equipment Condition Index
- Intellectual Property
- Terms and Definitions



[See More Pictures](#)

[\(Read More about the Conference\)](#)

Member News



Jeff Hull, New Chairman of the SEC/N Program Committee.

Congratulations to Jeffrey Hull (Foresight Processing) for being elected as SEC/N's newest member of the Board of Directors. Jeff has accepted the position of SEC/N's Program Chairperson replacing Rich Ringler from Broadway Engineering who resigned his post in January 2006.

Mr. Hull would like to become more active in the secondary semiconductor equipment market. He hopes to

continue meeting leaders in the worldwide markets and use his company resources to help make the SEC/N standards used throughout the industry. He believes that SEC/N can be even more of a force in the industry by legitimizing the industry, resulting in growth for our businesses and lower cost production for our customers.

[Click Here to view Board of Directors](#)

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[SEC/N Event Calendar](#)

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EXTRA
READ ALL
ABOUT IT!**

*Do you have news?
Let us know what it
is and we help you
spread the word.*



PUSH HERE



SEC/N EMAIL ADDRESS CHANGE

As of the first of the year, we are no longer receiving emails at the secinc.com addresses. Please update your address book with the following email addresses.

Brandi Hasbach email@secn.org

Gary Alexander galexander@secn.org

Trudy Alexander talexander@secn.org

The SEC/N Website is www.secn.org



SEC / N News



EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander - February 2005

Several years ago there was a television show called "That Was The Week That Was." The same could easily be said for the SEC/N Golf Outing and Conference that took place last week (January 23-25) here in Phoenix. From the time the first ball left the tee on Monday until the Board of Director's Meeting adjourned on Wednesday afternoon, the activity and momentum never let up. You can find more details about both events in other articles and minutes on the SEC/N website (www.secn.org). However, I would like to personally recognize the sponsors and everyone else who had a role in making the venues possible, successful and profitable. A special note of thanks goes out to Trudy Alexander and Brandi Hasbach for their efforts and support.

Congratulations to Jeffrey Hull (Foresight Processing) for being elected as SEC/N's newest member of the Board of Directors. Jeff has accepted the position of SEC/N's Program Chairperson. The other Board Members will continue on in their positions and responsibilities.

Over the past almost eight years, SEC/N has faced many challenges as it has evolved to meet the needs of its members and the industry. Two of the biggest challenges currently facing SEC/N's Board of Directors are enhancing value added deliverables to SEC/N members and increasing the resources required to support those deliverables.

Click Here
[Read More of Gary's Report](#)

A Letter from Tom Moon

Dear SEC/N members and friends:

In a world of changing international regulations, it is imperative that shippers of fab equipment stay informed of how new rules may impact their business. At the start of 2006, the EU and China implemented new wood packaging regulations (ISPM 15, International Standard for Phytosanitary Measures) aimed at protecting native tree species against foreign bugs. What this means for SEC/N members and shippers of surplus equipment, is that wooden crates for these destinations must be stamped with an IPPC (International Plant Protection Convention) registered logo. Packaging and crating companies must be certified to employ the Heat-Treatment or IPPC stamp on the lumber used. (Plywood and particle board are exempt from this standard). Be aware that the USDA Certificate of Heat Treatment for China is no longer officially accepted by China authorities, nor is fumigation. Other countries that are following the ISPM 15 standard include Australia, Brazil, India, and South Korea. For incoming wooden crate shipments to the United States, USDA regulations to be in full enforcement in July 2006, call for the lumber to be marked with a stamp or symbol of the originating country's regulating authority. Shipments containing untreated and un-stamped wood risk being rejected at the port of arrival. SEC/N member companies that provide professional export packing services include Dixie Box & Crating, Masthead International, Chick Packaging, IES, Applied Mechanical, and FAB Logistics.

Sincerely,
Tom Moon
FAB Logistics Inc.
tmoon@fablogistics.com

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NEW MEMBERS

SEC/N Affiliate Members

Ascent'tec Europe B.V

Ascent'tec Europe B.V. is a leading provider of vendor independent services and after sales service support to Legacy equipment in the Semiconductor Industry. We are situated in the center of The Netherlands near Gorinchem. With both technical and logistical expertise, we are able to offer our clientele a global solution to one-stop-shop service.

As a vendor independent refurbishment and service organization, we are specialized in CMP Tools, Post CMP Cleaners, Diffusion Ovens, Dry Etch Tools and Coater Developer and Cleaning Track systems. We also can deliver new systems through our partners who are specialists in there designated fields of profession. Our clientele rely upon our ability to source at the OEM, the OPM and our engineering department to deliver the desired tool and or part to them within the agreed delivery time.

When needed we follow the full cycle, from initial request, through implementation to on-site service contracts. While seeking to win new clients, we will strive to extend the business we do with our current clientele. To do this, ascent'tec Europe B.V must ensure all clients understand our full range of capabilities for being their independent Legacy service partner.

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Ascent-tec Europe B.V.
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SEC/N is a member-led, member-run organization. We benefit greatly from our members' volunteer efforts, however, we also require certain Professional Services. The Affiliate Members shown below have provided the SEC/N organization with their services and we wish to publicly acknowledge their valuable contributions to our organization.



AMC International

Provides management and other support services to SEC/N, as well as serving as a conduit between SEC/N and organizations outside of the semiconductor and electronics equipment manufacturing industries.

Web: www.amcintl.com



Semi

Works closely with SEC/N to provide secondary market awareness and education through the use of SEMICON trade shows and seminars around the world.

Web: www.semi.org



Virginia Economic Development Council

Promotes and supports the mission and ideals of SEC/N in conjunction with the cultivation of new business investment, the fostering of international trade growth, and the expansion of existing Virginia businesses.

Web: www.yesvirginia.org

**BECOME A MEMBER
OF SEC/N**



SPOT LIGHT ON OUR MEMBERS



AECI - American Electronic Components, Inc. -

www.aeciusa.com

87 South Presido Drive

Gilbert, Arizona 85233

480-632-1202 Fax 480-632-2177

Glenn Shows - gshows@aeciusa.com

Services: Broker, Asset Management, Spare Parts, Auction, Materials Management

Company Overview: AECI (American Electronic Components, Inc.) is a worldclass company that supports the equipment and spare part requirements of the Semiconductor Industry.

Products and Services: AECI was established in 1978 and has become a premier reseller, supplier, and material management partner for Semiconductor Manufacturing / Test & Measurement Equipment, and Spare Parts.

We pride ourselves on innovation, flexibility, and performance -- the keys to profitable results in this ever changing and dynamic marketplace. With our extensive line of state-of-the-art equipment and spare parts from leading industry manufacturers, our focused and results oriented sales team consistently creates satisfied customers worldwide.

One of our strengths is to work with our customers and help them recover the fair market value of excess or underutilized inventory (Semiconductor Manufacturing Equipment, Test & Measurement Equipment, Spare Parts or other items as requested by our customer). Many of our programs are designed around our "Pay for Performance" philosophy where we are compensated only when we perform.

Also, as a result of our extensive network, AECI can source customer requirements for Semiconductor Manufacturing Equipment, Test & Measurement Equipment and Spare Parts, along with other unique customer requirements.



KeyAssets Inc. - www.keyassets.com

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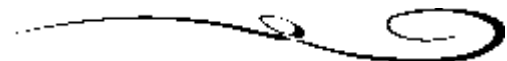
Services: Asset Management, Auction, Appraisal, Spare Parts, Project Management

Company Overview:

Online exchange for sellers to list their equipment for sale. KeyAssets offers free membership, free listings and free want ads. KeyAssets also sells complete facilities. Appraisal services, project management, and consulting services are available.

Products and Services:

KeyAssets.com is the collaboration of semiconductor equipment industry veterans committed to bringing used semiconductor equipment buyers, sellers, and service providers together in an open marketplace specifically designed for their business. With a detailed, global database of available equipment and services instantly accessible, KeyAssets.com lowers the cost and eliminates the complexity of doing business in a historically fragmented physical market. With all critical information on hand, and an exchange format for transactions, our global marketplace operates fairly and efficiently to benefit both buyers and sellers.



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