



MONTHLY NEWS

Think SEC/N First!

April 2006



A Word From the President



Hello Fellow SEC/N Members...

I want to give you an update on a meeting that Gary Alexander and I had with Stan Myers, Dan Martin and Paul Davis of SEMI during the recent Semicon Europa show in Munich. The subject of the meeting was to propose a concept of how our two organizations can work together to increase value for both of our member companies. They were very interested in working with us and several action items came out of the meeting.

We discussed ways of strengthening the current relationship and building off what has been successful in the past. What seemed to bring the most interest was somehow working together to produce educational seminars at all Semicon Trade shows. In the proposed arrangement, we oversee the seminars, provide the speakers and the content, while SEMI provides the booth space and the administration services to list and promote the seminars. This would give SEC/N members the opportunity to participate in these seminars as a speaker or panel member. By staying active in SECN, member companies can have more opportunities to reach a larger audience. The Regional Councils would have influence on setting the content, speaker line up and picking experts to participate on discussion panels for seminars held at Semicon shows in their area.

The costs to produce the seminars will come from the revenue generated at the shows, so that removes a big financial burden from the organization. In some cases, sponsorships would be available to enhance the desired exposure. Just to remind you... this is in the preliminary stages, but I have to tell you I was pleasantly surprised at the willingness that Stan Myers showed during our discussion. I have a follow up meeting scheduled later this month with Stan Myers and Gary is working with several SEMI executives to iron out the details.

I see this as a huge step in the right direction for SECN and SEMI. We hope to have these issues resolved prior to Semicon West and have them ready for discussion at the next SEC/N Member Conference on July 14, 2006 in San Francisco. The Board of Directors and your Executive Director have been very busy behind the scenes finding ways to increase the value of SEC/N membership while reducing the out of pocket expenses we charge our members. I'm excited about the direction we are taking and look forward to seeing you at the next Member Conference in July.

Best Regards,

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SEC/N MEMBER CONFERENCE July 13-14, 2006

The next SEC/N Member Conference will be held in conjunction with SEMICON West 2006 at the Sir Francis Drake Hotel in San Francisco. The conference will begin with a dinner and guest speaker on Thursday evening, July 13th. The meeting on Friday will include additional guest speakers and other SEC/N business, including member ratification of any changes to by-laws or plans for the organization. The guest speaker roster includes various speakers from industry and government organizations, providing insight into critical topics affecting our industry and businesses.

The SEC/N Member Conference is limited to SEC/N members only. The meeting session on Friday will adjourn at 2PM, to be followed by a board of directors meeting. The SEC/N board of directors will meet from 2:00 PM until 4:30 PM.

For more information about the conference agenda, please visit the SEC/N website (www.secn.org).

Benefits of Participation

- Network with leading companies to raise industry standards
- Build credibility and ethical business standards in the secondary equipment market
- Exchange ideas with a wide range of industry participants to gain perspective on secondary market issues
- Work together to create educational tools to further secondary market growth
- Demonstrate that your company is committed to driving quality performance
- Promote a forum to cultivate changes in other industry segments and outside agencies

SEMICON UPDATE

SEMICON China - March 21 - 23

Since its inception in 1988, SEMICON China has grown to become the largest exposition in China focused on semiconductor equipment and materials management technologies. This year's Show included 1,800 booths and a very comprehensive list of programs, including the SEC/N-SEMI co-sponsored Used Equipment Seminar.

SEMICON China was held March 21-23, at the Shanghai New International Expo Center in Shanghai, PRC. It has been very interesting to see how the Show has matured both in size and professionalism over the past several years. The rush of people pushing through security lines 20 minutes before the Show opened has been replaced with a much more orderly and business like atmosphere. There are still many more attendees just walking the floor than in other SEMICON Shows but most today are dressed in business attire and not just grabbing for handouts and giveaways. The evolution of SEMICON China has been very impressive.

SEC/N exhibited in a corner booth (#2812) in Hall 2, just across the aisle from SEMI's main booth. The Show has grown to include 3 1/2 halls. Being on an end aisle, SEC/N's booth enjoyed both excellent visibility and traffic flows. The new wall graphics developed by Barrie Van Devender were a positive addition to SEC/N's booth décor. Trudy Alexander was SEC/N's Booth Coordinator again this year, assisted with interpretation by Miss Cecilia Sun, a senior student in Fudan University. SEC/N would like to thank the following SEC/N member companies for their booth support during the Show: Applied Solutions Asia Pacific, Axus Technology, Aviza Technology, Fab Logistics, Foresight Processing, and GE Global Electronics Solutions.

The SEC/N-SEMI co-sponsored seminar on used equipment was again very well received by a capacity crowd of attendees. Gary Alexander's Welcome Address was very capably presented by Barrie Van Devender (Axus Technology and SEC/N VP) after Gary took sick and was unable to speak. Other presenters included Dave Cavanaugh (Semico Research), Curt Vass (AMAT), Samuel Ni (SEMI China), Wang Zuoyi (Shanghai Nanpre Mechanics Co. Ltd.), and Stephen Ng (GE GES). Mrs. Angell Liu of Team ATE did an excellent job as the seminar moderator.

[Click here to view photos from the event](#)

SEMICON Europa - April 4-6, 2006

SEC/N exhibited again this year at SEMICON Europa. The Show encompassed 2 2/3 Halls and appeared to have about the same number of attendees as last year. The weather fluctuated between a high in the mid 50's (F) to a couple of inches of snow late in the afternoon of the second day. Next year's weather should be significantly better since the SEMICON Europa Show is being moved to June 12-14th.

Arrangements for the SEC/N booth were coordinated by SEC/N's European Regional Council. Jos Vreeker (ASML) spearheaded the ERC coordination and Trudy Alexander (AMC International) coordinated the booth efforts at the Show. IES provided the ERC poster design.

SEMICON Europa has always been more of a social event in comparison to the other SEMICON Shows. The contrast was especially evident coming off of the SEMICON China Show just two weeks before.

ASML and Babcock and Brown sponsored a reception at the SEC/N booth on Wednesday evening attended by almost 100 SEC/N members and guests. Following Wednesday's reception, Tim Hayden (SEC/N President) and Gary Alexander (SEC/N's Executive Director) went to dinner with representatives of the ERC's member companies.

SEC/N has selected a very good booth location for next year at SEMICON Europa. It is located in Hall #1, is on the end and on the main aisle. SEMI and SEC/N are also considering cosponsoring a used equipment seminar at SEMICON Europa 2007.

[Click here to view photos](#)



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Treasurer's Report



SEC/N MEMBERS

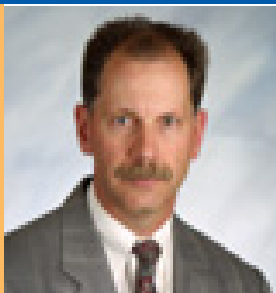
Japan Regional
Council

European Regional
Council

Board of Directors

CONTACT US

SEC/N Event
Calendar



Treasurer's Report for Q1, 2006

The financial condition of SECN has continued to improve. We have gone from having to delay payments at times in the early days as a non-profit, to having a reasonably sound balance sheet and paying all of our bills when due. The Board's objective is to be financially sound and have adequate resources

to carry out our organization's goals and strategies. As a non-profit, we are not trying to build up too big a balance sheet, but must be sound enough to deal with the inherent uncertainty in SECN's operations. The Board takes its responsibility to spend the organization's funds wisely and judiciously.

Revenues from member's dues were one member ahead of budget for the first quarter and total revenues more than 10% ahead of budget. We benefited from the successful educational seminar at Semicon Japan (not billed until Feb, 2006) and the successful Membership conference in January. In addition, the expenses from these two events were under budget. Some of our anticipated tradeshow expenses will fall into Q2, but overall expenses were lower than planned also. Some of our anticipated cash needs will come later in the year when less member renewals hit, but we are off to a good start for 2006. While our Q1 budget was for approximately breakeven operations, the discussed combination of factors resulted in strong positive cash flow and improved cash balances.

The balance sheet does not include a whole lot outside of depository accounts, accounts receivable, and accounts payable. SECN had a total of \$33,704 in cash at the end of Q1.

Financial areas of concern include the slow payment on bills and the lack of new members. Our budget is built around 52 members, including some allowance for new members joining and some members leaving. Today we are at 50 members. I very much appreciate the members that pay their invoices on time and I realize some larger companies have a more involved and slower process to pay this type of invoice, but it can make it difficult on our organization when invoices remain outstanding for months.

I hope to see most of you at the July conference where we will present financial information on the first half of 2006 in more detail. I look forward to the continued development of SECN's strategies at that meeting. You can be assured that the finances will be managed in a manner that works within and enables those strategies.

Respectfully yours,

Kyle J. Schroeder
Treasurer

Click Here
[To Contact Kyle](#)

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SEC/N News



EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander - April 2006

"Worst two SEMICON Shows that I have ever attended!" Actually, SEMICON China and SEMICON Europa were pretty good this year, it's the fact that I was sick going into SEMICON China and never totally recovered until after I returned from SEMICON Europa. Being sick, throat swollen almost shut and losing my voice, all while traveling internationally is a real bummer. A big thanks to Barrie Van Devender (Axus Technology) for giving my speech at SEMICON China.

Kudos to Jos Vreeker (ASML), Ron Melief (ASML) and SEC/N's European Regional Council for a very successful SEMICON Europa.

I was favorably impressed in both China and Germany with how much more openly the topic of remanufactured and refurbished equipment is starting to be embraced by all segments of the industry. I am also encouraged that some industry associations are showing an interest in working with each other. Hopefully, there will be an announcement or two along these lines very soon.

In general, the evolution of the semiconductor used equipment market continues to make progress. However, based on the history of some other industries, the maturity of our industry has reached a pivotal stage and still has a long way to go.

SEC/N is deserving of recognition for helping spare the semiconductor industry from many of the growing pains other industries have historically had to endure. Through its conferences, seminars and other media outlets, SEC/N has continued to awaken and educate companies around the world to the challenges and opportunities of the global secondary market.

However, the semiconductor industry now finds itself in a critical stage in its evolution where enlightened

and awakened companies from virtually all segments of the industry are strategizing on ways for their companies to capitalize on secondary market opportunities. Companies are aggressively scrambling to identify those core competencies which would most likely secure them an increased share of the secondary market for their products and services. It is at this stage in the evolution where an individual company's goals and agendas sometimes get prioritized ahead of what is best for the overall good and future of the industry. Simply stated, the semiconductor industry is at a critical juncture between ecumenical progress and self-serving regression.

The automotive industry is an excellent example of an industry that spent many tumultuous years of conflict and litigation before finally coming to a mutual understanding. Today, the automobile industry enjoys a well defined and accepted set of guidelines for the recovery, recycling and remarketing of pre-owned cars, parts and other related services.

And so, it's time to pose a couple crucial questions that are in need of some timely answers.

1. What will it take to awaken the semiconductor industry to the value of following the lead of other industries' successes as it strives to evolve to maturity?
2. What value added roles will SEC/N and the other interested associations be empowered to play in helping to provide future vision and guidance?

**Click Here to
Contact Gary**

NEW MEMBERS

**No New Members
this Month**

Membership

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 Manufactures, Refurbishment Companies, Finance, Leading and Remarketing Companies, Equipment Dealers and Brokers, and Providers of Packaging, Transportation, Decontamination and other Services

SEC/N GOALS

To create and continuously improve standards, guidelines, and definitions of common terminologies used in the secondary equipment market.

To establish standards of ethical behavior and respect for intellectual property rights among the industry participants on a global basis.

To educate and inform current and potential participants about the unique characteristics of the secondary equipment industry.

To provide a forum that regularly convenes interested parties from all segments of the secondary equipment industry for action-oriented discussion of topics that are critical to the continuing growth of the

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OF SEC/N**

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SPOT LIGHT ON OUR MEMBERS

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Company Overview:

Rite Track is a leading supplier of automated wafer processing equipment for the semiconductor, gallium arsenide, and disk drive industries.

Products and Services:

RITE TRACK is a leading supplier of automated wafer processing equipment for the semiconductor, thin film head, and MEMS industries. RITE TRACK provides custom designed new and remanufactured RITE TRACK 8X and 9X Series track equipment used in the photolithography and cleaning processes. RITE TRACK's products include coat, develop, bake and clean systems. A full line of production and R&D coat and develop systems are available in any configuration, to process from 2 inch through 200mm substrates, with process capability to less than 0.35 micron. We specialize in processing of fragile (e.g. GaAs) substrates.

Philosophy

We believe that we owe our customers the highest quality, most reliable products and services we can provide, using experienced individuals who take pride in their work. Our factory technicians and field service engineers have over 400 years of direct track experience.

Mission Statement

RITE TRACK's mission is to provide the highest level of innovative products and support services designed to meet the ever changing needs of our customers.

The RITE TRACK Advantage

RITE TRACK is known for quality products, excellent service, and support after the sale. Our product knowledge ensures that the systems manufactured by RITE TRACK meet or exceed all OEM published specifications.

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