



# MONTHLY NEWS

Think SEC/N First!

June 2006



## A Word From the President



I wanted to give our members a short update on some behind the scene activities that the Board of Directors, along with Gary Alexander, has been working on. One of my goals as president was to focus the organizations resources on increasing value for members through educational seminars and networking sessions. For the past several months we have been in discussions with the senior management at SEMI to find a way to co-produce seminars at various Semicon Tradeshows. I am happy to report that our efforts have been successful. Gary is working out the details and we plan to make a formal announcement at the July Conference.

Under the basic agreement, SEC/N and SEMI will work together to help educate the industry on the need for ethical business practices and other relevant topics that affect those that operate in the secondary market. SEC/N will be responsible for picking a topic, producing the content and providing expert speakers, while SEMI will provide the space, administrative support and market the seminars on their website. These will be fee based, revenue generating seminars in which members will be given opportunities to participate as speakers, sponsors and/or as panelists.

We have several other important announcements that we will be making at the July Conference and I hope you are making plans to attend. The secondary market continues to change and by attending SEC/N conferences and seminars you can stay abreast as to what is happening. See you in San Francisco at Semicon West!

Best Regards,

Tim Hayden

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**"To provide both the forum and leadership which enables companies from around the world the opportunity to confidently participate in an open, informed and professional secondary market for equipment and services." - SEC/N Mission Statement**

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# EVENTS

Visit SEC/N's  
Web Site  
[Click Here](#)

## SEC/N MEMBER CONFERENCE July 13-14, 2006

SEC/N's traditional post SEMICON West Member Conference is being held again this year at the Sir Francis Drake Hotel in San Francisco.

Participation in the SEC/N Conference is limited to SEC/N members only. In the past, non-member companies have often been invited to participate in both the social and program segments of the Conference. Significant effort and resources go into producing SEC/N Conferences and the general consensus is that the value added benefits associated with the Conferences should be reserved for our SEC/N members.

The Conference will begin with a cocktail reception at 5:30 PM on Thursday evening (July 13th), followed at 6:30 PM with a dinner and guest speaker. The Conference's guest speaker is the President of the Auto Parts Manufacturer Association who will be discussing the automobile used equipment market, with special emphasis on the subject of replacement parts.

The Conference will resume at 8:00 AM on Friday with a lite continental breakfast. The general session begins at 8:30 AM and will feature a market presentation by Semico Research, very important member meeting, and an after lunch presentation by the President of the Fab Owner's Association.

The Conference will be adjourned at 1:45 PM. A SEC/N Board of Director's Meeting will follow the Conference at 2:00 PM. SEC/N Board Meetings are open to SEC/N members. Please contact Gary Alexander ([galexander@secn.org](mailto:galexander@secn.org)) if you plan to attend.

Conference fees:

**1st person from a SEC/N Member Company**

Registration and payment prior to July 1, 2006 = \$280

Registration and payment after July 1, 2006 = \$320

**Additional persons from a SEC/N Member Company**

Registration and payment prior to July 1, 2006 = \$195

Registration and payment after July 1, 2006 = \$225

# Semicon West 2006

## SEMICON West - July 11-13, 2006

SEMICON West 2006 is being held in San Francisco on July 11th -13th. The wafer fabrication and assembly/test shows are again being combined at the Moscone Center.

Many exhibitors, who were assigned to the new West Hall last year, expressed displeasure with the small number of attendees who visited the West Hall. To help preclude the same situation from occurring again this year, SEMI is establishing an email kiosk center, an emerging technologies area, and two beer halls in West Hall. In addition, SEMI is moving the association exhibitors from the hallway between the North and South Halls to the third floor lobby of West Hall. SEMI has provided SEC/N with a very good location in this hallway over the past several years.

After reviewing these changes and further discussions with SEMI, SEC/N's Board of Directors has determined that there is little value to SEC/N and its members in SEC/N hosting a booth on the third floor of West Hall. Therefore, SEC/N will not be exhibiting at SEMICON West 2006.

On a related note, SEC/N and SEMI are again co-sponsoring a seminar at the SEMICON West Show on Wednesday, July 12th, from 2:30 until 4:30 PM. The title of the seminar is "Used Equipment: The Global Secondary Market." Over 400 people attended last year's seminar, which was one of the largest seminars at the Show. The fee to attend this year's seminar is \$150 and features presentations on the world semiconductor used equipment market and intellectual property.

The seminar speakers include:

- Mr. Gary Alexander - President, AMC International and Executive Director, SEC/N
- Mr. Takashi Kumagai - President, SEMI Japan
- Mr. Tim Hayden - President / CEO, Rite Track and President, SEC/N
- Mr. Mark Ding - President, SEMI China
- Mr. Grant Konecny - Director of Remarketing, GE GES
- Mr. Michael Ioannou - Partner, Ropers, Majeski, Kohn & Bentley

For more information on SEC/N's involvement at SEMICON West 2006, continue to visit the SEC/N website. To pre-register for the Seminar, visit the SEMI website at

[www.semi.org](http://www.semi.org).

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# 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 31/2 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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# Member's News



## Attention SEC/N Members

### SEC/N MEMBERS

Japan Regional  
Council

European Regional  
Council

Board of Directors

### CONTACT US

SEC/N Event  
Calendar

## FYI

Please note the following email address for Deanne is different than the email address that Brandi used while she was the Office Administrator. Those of you who just changed the name in your directory should also change the email address as well.

Deanne Stewart SEC/N Office Administrator  
Telephone number 480-348-0142  
Email: [email@secn.org](mailto:email@secn.org)



# SEC / N News



## EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander - June 2006

The one question that I have been most frequently asked since founding SEC/N in 1998 has been, "What am I going to get out of being a member of SEC/N?"

The traditional Chinese answer would be, "If you plant beans, you get beans but if you plant melons, you get melons." Historically my response has been, "You can expect to get out of it about what you are willing to put into it."

Being well conditioned in the priorities of the semiconductor industry, the next two questions are usually, "How much are the dues in SEC/N?" and "How soon can we expect our SEC/N membership to increase our company's sales?" Unfortunately, our society (and industry) has become a "How much can I get and how soon can I get it?" society. Rewards are too often tied to short term performance, with long term gains and contributions virtually wiped from consideration.

A more appropriate question would be, "What are the contribution opportunities that will provide my company the best return on an investment in a SEC/N membership?" It is not a coincidence that the companies who feel they are getting a high rate of return on being a SEC/N member are also those companies that are the most active in SEC/N's programs, venues, and leadership positions.

To help illustrate the point, a long time SEC/N member company recently decided not to renew their membership in SEC/N. Representatives from this company had occupied leadership roles in SEC/N for several years and the company was very actively involved in globally supporting all of SEC/N's efforts. However, one year after the company incurred a significant management change which chose to wind down their participation and support of SEC/N, they announced that they were not renewing because the company's management did not see a positive return on their investment. An isolated example? Not! You plant beans, you get beans.

Quite simply, the primary reason for joining any industry association should be to promote the ideals and future of the organization's stated mission and objectives. With all association members pulling together as a team, everyone in the long run wins.

The SEC/N Board of Directors fully recognizes that SEC/N needs to evolve along with the evolution of the semiconductor secondary market and that all SEC/N members do not see value in the same things. Keeping all the members of an association happy is not easy. In recognition of the fact, SEC/N's Board of Directors will be presenting a number of enhancement proposals for review and adoption by the SEC/N members at the SEC/N Member Conference, July 13-14, in San Francisco. So if you are a SEC/N Member and you are looking to improve what your company can "reaped" from their SEC/N membership, now is your chance to "sow your ideas." Make sure you register with the SEC/N Office before July 1st to receive the early discount and that your company is represented at SEC/N's Conference that directly follows SEMICON West 2006.

Speaking of SEMICON West, I was updating information about the SEC/N-SEMI Seminar on used equipment (July 12th 2:30 - 4:30) on the SEMI website and noticed that effective June 10th, there is a \$50 visitor registration fee and on July 8th the fee increases to \$75. That is a change from past years where there was only a fee for visitors registering at the Show. Don't forget that registration for the SEC/N-SEMI Seminar must be done through the SEMI website at [www.semi.org](http://www.semi.org).

For more information on both the SEC/N-SEMI Seminar and the SEC/N Member Conference, please visit the SEC/N website at [www.secn.org](http://www.secn.org).

Hope to see everyone at SEMICON West 2006.  
Go plant some melons!

**Click Here to  
Contact Gary Issue # 8**

# 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

**BECOME A MEMBER  
OF SEC/N**

**Browse by Service**

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seven



# SPOT LIGHT ON OUR MEMBERS



**TEAM A.T.E.**  
*creativity • integrity • performance*



**TEAM A.T.E.** - [www.team-ate.com](http://www.team-ate.com)  
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303-628-7722 303-628-7727 (fax)  
[sales@team-ate.com](mailto:sales@team-ate.com)

**Services: Dealer, Refurbisher, Asset Management, Spare Parts, Decommissioning**

**Company Overview:** TEAM A.T.E. is a leading international dealer of pre-owned electronics manufacturing equipment. We specialize in Automatic Test Equipment used to test semiconductors and printed circuit boards throughout the manufacturing process.

**Products and Services:** TEAM A.T.E. has been a leader in the market for pre-owned electronic test systems, specializing in high performance automatic test equipment, as well as wafer probers, handlers and laser systems.

TEAM A.T.E. tracks and works with over 2000 different models of equipment. If you are using printed circuit board or semiconductor ATE, the staff at TEAM A.T.E. can be a resource to your company.

TEAM A.T.E. has done business with over 75% of the companies using ATE as listed in Electronic Business's top 100 list. As one of a handful of companies that created the secondary market for Automatic Test Equipment over ten years ago, TEAM A.T.E. is today a highly regarded, multimillion dollar, national and international industry leader.

If you are buying equipment, TEAM A.T.E. is large enough to have the financial resources to get even the largest transactions done right, but still dedicated to responsive, personal service. We strive every day to achieve our guiding principles of Creativity, Integrity, and Performance.

If you are looking to add capacity or know your test requirement can be handled by a specific, older test system, pre-owned equipment may perfectly fit your needs and save some of your precious capital. Our pre-owned systems typically sell for 30% to 70% less than new systems.

If you are selling equipment, TEAM A.T.E. can help you maximize the dollars you obtain for your surplus systems. We track the needs of thousands of end-users and purchase equipment for our own inventory. We'll do our best to create value from your surplus list or point you in the right direction.

BELFOR USA, Inc. - [www.belfor.com](http://www.belfor.com)  
2425 Blue Smoke Court South  
Fort Worth, TX 76105  
[semicon@us.belfor.com](mailto:semicon@us.belfor.com)

**Services:** Decontamination, Decommissioning

**Company Overview:** BELFOR is a worldwide leader in disaster recovery services. BELFOR has over 100 offices worldwide and a full-time staff of over 1800 employees.

**Products and Services:**

BELFOR is recognized as a world leader in semiconductor tool decontamination and evaluation.

BELFOR services also include those needed to perform entire fab decommissioning. These services include everything from tools to the facility. BELFOR has assembled a quality team that can provide a complete turn key solution.

BELFOR is also the World Leader in disaster-related equipment recovery, facility and building restoration services with offices in over 20 countries. BELFOR has proven that semiconductor fabrication tools may be successfully decontaminated following exposure of fire, water, chemicals or other environmental contaminants.