



# MONTHLY NEWS

Think SEC/N First!

August 2006



## A Word From the President



Another Semicon West tradeshow is behind us and it was good to see so many familiar faces. You may have noticed a slightly different tradeshow strategy for SEC/N than in past years. SEMI decided to relocate all the trade organization booths to the upper floor of the West Hall and we thought that might not be the best venue to promote our cause. So we decided to concentrate our efforts on promoting the SEMI-SEC/N Used Equipment Seminar and SEC/N Annual Member Conference. Both events were successful and attendees found the content both educational and relevant. Updates on both events can be found on the [secn.org](http://secn.org) website.

Now a word about what's going on in our industry... The semiconductor industry as a whole, continues to provide new challenges as we battle to stay one step ahead of the competition. The secondary market offers its own set of challenges as more and more companies are including used equipment in their plans. The "good ole days" of finding low cost cores that can be turned around in a short amount of time, without providing any real value, for a huge profit are quickly fading away. They are being replaced with more end users realizing their used equipment has tremendous value and are leveraging that knowledge to recoup some of their original investment. So what does that mean... it means that more companies are competing for fewer cores and prices are going up. It means that end users have choices when it comes to disposing or acquiring used equipment. It means that because times are good for the end users, there are fewer auctions because there are fewer fab closures.

But what does it really mean? ... Well to most of us this is all good news, because it means that our industry is maturing and the playing field on which we compete is beginning to take shape. It means that if we are all playing by the same rules we can foster healthy competition and add value to the customers that we serve. Oh yes... I agree that there are still those that operate outside the rules, outside the law, and outside of what we consider ethical behavior, but from where I sit those companies are getting fewer every year.

As always, may 2006 be a prosperous year for you and your companies and I look forward to seeing you at an upcoming SEC/N event or Semicon tradeshow.

Best Regards,

Tim Hayden

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## Member Companies

AECI - American Electronic Components, Inc. - Broker, Asset Management, Spare Parts  
AG Semiconductor - Asset Management, Dealer  
Applied Mechanical - Project Management, Logistics Provider, Decommissioning  
Applied Solutions Asia Pacific- Decommissioning, Decontamination, On-Site Labor  
Ascent-tec Europe B.V.  
ASML - OEM, Asset Management, Remanufacturer  
Asyst  
Aviza Technology - OEM, Refurbisher, On-Site Labor  
Axus Technology  
Ayers' Rock Corporation  
Babcock and Brown Electronics Management LLC  
BELFOR USA, Inc. - Decontamination, Decommissioning  
Broadway Engineering Services Team, Inc. - Refurbisher, Spare Parts, On-Site Labor  
Canon U.S.A., Inc. - OEM, Refurbisher, Remanufacturer  
Capovani Brothers, Inc.  
Catalyst Equipment Corporation - Dealer, Refurbisher, Asset Management  
Chick Packaging - Project Management, On-Site Labor, Materials Management  
Dixie Box & Crating - Logistics Provider, On-Site Labor  
Fab Logistics, Inc. - Logistics Provider  
Foresight Processing - Spare Parts, On-Site Labor, Refurbisher  
GE Global Electronics Solutions - Asset Management, Equipment Leasing, Auction  
GES Japan  
Group Five, Inc. - Broker, Asset Management, Spare Parts  
IES - Project Management, Decontamination, Decommissioning  
Independent Equipment Company (IEC) - Appraisal, Asset Management, Auction  
KeyAssets Inc. - Asset Management, Auction, Appraisal  
Liberty, Inc - Dealer, Asset Management, Spare Parts  
M+W Zander - Project Management, Facility Management, Decommissioning  
Masthead International  
NxEdge  
R.B. High Tech Transport, Inc. - Logistics Provider  
Rite Track - OEM, Remanufacturer, Refurbisher  
Semivac Corporation - Broker, Asset Management, Spare Parts  
Sony Corporation  
SPEC Equipment  
Speedline Technologies - OEM, Broker, Remanufacturer  
Sumisho Lease Co., Ltd.- Equipment Leasing, Asset Management, Dealer  
SurplusGLOBAL - Dealer, Refurbisher, Appraisal  
TEAM A.T.E. - Dealer, Refurbisher, Asset Management  
TECHLINK - Refurbisher, Spare Parts, Training  
Technomix Corporation  
Telenet Semiconductor 2000, Inc.  
TIP Electronics, LLC - Equipment Leasing, Financial & Trade, Refurbisher  
Tokyo Electron America  
Tokyo Electron Ltd (TEL)  
Topco Scientific Co., Ltd. - Dealer, Refurbisher, Spare Part

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# EVENTS

Visit SEC/N's  
Web Site  
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## SEMICON West - July 11-13, 2006

[CLICK HERE to view photos](#)

Another SEMICON West has come and gone, complete with all the expectations, frustrations, rewards and expensive venues. Due to SEMI relocating association booths to the third floor lobby of the West Hall, SEC/N's Board of Directors decided that the return on hosting a booth would not be worth the investment required. Subsequently, SEC/N did not exhibit this year at SEMICON West. The general consensus of the attending SEC/N members was that the impact was not significant and unless SEMI changes its mind, SEC/N will most likely not have a booth at future SEMICON West Shows.

The feedback on the SEC/N – SEMI cosponsored seminar, "Used Equipment – The Global Secondary Market," was very good. All of the speakers did an excellent job in presenting their topics. The presenters were:

- 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

Gary Alexander, President of AMC International and Executive Director of SEC/N, served as the moderator and also wrapped up the Seminar with a vision of the challenges the industry could very possibly face in the future.

The Seminar was poorly marketed and as a result, there were less than 50 attendees. An increased emphasis on marketing will be placed on all future SEC/N – SEMI co-sponsored seminars.

Overall, SEMICON West continues to struggle with a decrease in the traditional need for companies to exhibit. Significant enhancements in communications and reluctance for the decision makers to attend trade shows, have resulted in many companies downsizing their exhibits or favoring hospitality suites in lieu of hosting a booth. This shift in trade show emphasis is not limited to SEMICON shows but seems to be a trend that is impacting all industries.

Next year, SEMICON West again be held at the Moscone Center in San Francisco, California. The exhibition dates are July 17-19, 2007.

## SEMICON Taiwan - September 11-13, 2006

SEC/N and SEMI Taiwan have agreed to pursue SEC/N-SEMI cosponsored used equipment seminars at future SEMICON Taiwan shows. However, both organizations felt that it was too late to effectively produce and market a seminar in time for SEMICON Taiwan this year.

SEC/N companies interested in participating in and/or sponsoring a SEC/N-SEMI seminar at SEMICON Taiwan 2007 (September 17-19) are encouraged to contact the SEC/N Office. Telephone: 480-348-0142 Email: [email@secn.org](mailto:email@secn.org)

## SEMICON Japan - December 6-8, 2006

Plans are again underway for SEC/N and SEMI to cosponsor another used equipment seminar at SEMICON Japan this year. SEC/N's Japan Regional Council is meeting on August 11th. A key part of their agenda will be to recommend topics for the SEMICON Japan seminar.

SEC/N member companies are encouraged to consider participating in the seminar as possibly a speaker, a panel member, or a sponsor. Past SEC/N participants have received excellent visibility for their companies in Asia as a result of their involvement. Please contact the SEC/N Office if your company is interested. Telephone: 480-368-0142 Email: [email@secn.org](mailto:email@secn.org).



# Member's News

## Treasurer's Report

### [SEC/N MEMBERS](#)

[Japan Regional Council](#)

[European Regional Council](#)

[Board of Directors](#)

### [CONTACT US](#)

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SEC/N is a non-profit trade organization which is technically owned by its members. At the July member conference last month in San Francisco, financial statements were presented for the first six months of 2006. Since a number of you were not able to attend that conference, I thought it might be worthwhile to recap some of that presentation. The financial statements themselves are or will soon be available on our [www.secn.org](http://www.secn.org) website. It is your organization, so don't be hesitant to look through the financials and ask questions.

SEC/N's balance sheet is in pretty reasonable shape. The bulk of our assets are cash and accounts receivable. At 6/30/2006 our cash balances totaled \$38,642. Our A/R totaled \$11,600 and we do have some invoices that are not being paid on a timely basis, but we are working through those issues.

Your organization has no notes or bank lines; our only debt on the 6/30/2006 date was \$61 in accounts payable. We are trying to be very prudent in not incurring any debt or dragging out our payables.

The Profit and Loss statement is a little more interesting. SEC/N produced a profit of \$14,812 in the first six months of 2006. For the most part, our normal operations were close to the budget and resulted in a \$1,712 profit. The various educational seminars and member conference held in January resulted in the additional \$13,100 in profit. Part of that figure was actually from last year's Semicon Japan seminar in December which wasn't recognized until the actual amount was known and received in 2006.

Overall, the financial situation is not in bad shape. However, more members pay their dues in the first 7 months of the year than the last 5 months, so cash flow will fall off. We always worry about any companies not renewing and the flow of new members. The board definitely works to create value for the members and manage the organization prudently. Please don't hesitate to contact me if you have any questions.

Kyle J. Schroeder  
Treasurer  
[kyle@team-ate.com](mailto:kyle@team-ate.com)

## Attention 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 Manufactures, 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 might be interested in SEC/N please let the SEC/N office know their name and contact person we will do the rest.

**Call Us or Email us Today.**

### Need Help Call our Office

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

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# SEC/N Office News



## EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander - August 2006

The evolution of the secondary market for asset recovery and remarketing offers an on going challenge to not only the companies directly involved but also to the service organizations from which they draw support. The political incorrect way to state the challenge, but one which almost everyone can relate to, borrows a line from that once famous fast food commercial, "Where's the meat?"

One of the suggestions that SEC/N received was to "beef up" the Member's Only section of the SEC/N website. The suggestion was to cover topics that were both business and personal related. So, we have added a new feature to the SEC/N website that we hope you find both informative and enjoyable. Suggestions for the name included "Bulletins", "That's No Bull", "Rarely Known" and "Meaty Topics" but we decided on "Have You Heard?"

Another suggestion was that SEC/N should sponsor regional networking lunches or dinners several times a year. It is not always easy for members to travel to SEMICON shows or other centrally located SEC/N events. We hope to kickoff the regional events with networking in Austin on October 11th, someplace back East on November 1st, and San Jose on November 8th. The target group is obviously the SEC/N members in that region but all SEC/N members would be encouraged and welcome to attend. Continue to watch the SEC/N website for more information on time and place.

SEC/N's Japan Regional Council (JRC) and SEMI Japan are finalizing the agenda for another SEC/N - SEMI cosponsored, fee based seminar on used equipment at SEMICON Japan, December 6-8, 2006. This will be the fifth year in a row that SEC/N has sponsored a seminar at SEMICON Japan. Registration is being handled through the SEMI website at [www.semi.org](http://www.semi.org).

SEC/N's 2007 Conference and Annual Member Meeting will be held at the ASML training facility in Phoenix (Tempe) the week of January 22nd. The Conference and Meeting are for SEC/N members only. Selection of a golf course and program topics will influence the specific dates and agenda. SEC/N members are encouraged to submit topics they would like to see included in the Conference to the SEC/N office as soon as possible.

SEC/N's Board of Directors is continuing to look for ways to add value to SEC/N memberships. If you have a suggestion or would like to make an input of any kind, please contact a SEC/N Board Member or myself directly.

Best regards,

Gary Alexander

Executive Director

**[Click Here to  
Contact Gary](#)**

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# NEW MEMBERS



SurplusGLOBAL - [www.surplusglobal.com](http://www.surplusglobal.com)  
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[bruce@surplusglobal.com](mailto:bruce@surplusglobal.com)

**Services:** Dealer, Refurbisher, Appraisal

**Company Overview:** SurplusGLOAL buys and sells Equipment for semiconductor manufacturing, automated test and PC B assembly equipment.

**Products and Services:**

SurplusGLOBAL,inc. ,based in Korea, is a dealer of a broad range of equipment such as Semiconduction Fabrication Equipment, ATE, PCB assembly equipment and Testers.

As one of the leading buyers of manufacturing lines in Electronics Industry, we have lots of experiences in purchasing multi million dollars equipment from the global manufactureres and have proven track records world wide.

**SurplusGLOBAL Capabilities:**

- Proven Track Record - Experienced Team - Infrastructure & Utilities

## 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

**BECOME A MEMBER OF SEC/N**

**Browse by Service**

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# SPOT LIGHT ON OUR MEMBERS



**Applied Mechanical** - [www.appliedmech.com](http://www.appliedmech.com)  
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(512) 266-7259 (512) 266-7783 (fax)  
[srorabacher@appliedmech.com](mailto:srorabacher@appliedmech.com)

**Services:** Project Management, Logistics Provider, Decommissioning, Decontamination

**Company Overview:** Applied Mechanical is a world-wide team of engineers and technicians who are experts in process-based industries. We provide a comprehensive range of engineering, technical, and management services for all aspects of capital equipment relocation.

**Products and Services:**

**Capital Equipment Relocation:** Tool De-Facilitization, Tool Extraction, Decommissioning, Decontamination, Certification, Rigging, Crating, Shipping, Documentation, Reinstallation, Hookup, Startup.

**All Levels of Management & Supervision For:** Installation and Maintenance of Ultra High Purity Systems and Facilities, Tool installation and de-installation, General Construction, Project Programming, Contract Document Development, Contract Administration, Fab sub-system design.

**Equipment Services:** Tool installation, Start-up, PM programs, Service contracts, Decommissioning, Decontamination, Tool upgrades and Reconfiguration.

**Quality Assurance / Quality Control:** High purity installation procedures, High purity systems installation specifications, ASME B31 conformance, Welder qualification, Weld inspection, System certification testing, Materials inspection, Nondestructive testing and examination.

**System Certification Testing:** Particle Testing, Helium Leak Testing, Trace Gas Analysis, Pressure Testing, Water Purity Analysis, Chemical Analysis, Cleanroom Certification, Ultrasonic Testing, Infrared Thermography, Magnetic Particle Testing, Liquid Penetrant Testing, and Video & Digital Borescoping.

**Safety Management and Programs:** Site Safety Audits, Training programs, Administration, Management, Reporting, Environmental health and safety, Job-specific safety programs, OSHA compliance.

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**Services:**

Broker, Asset Management, Spare Parts

**Products and Services:**

A surplus equipment brokerage known throughout the world, for its high levels of professionalism and integrity.

Group Five is a leader in wafer fab equipment brokering. We are the link between those in search of lower-cost semiconductor manufacturing equipment and those trying to liquidate under utilized manufacturing assets. Being this "link" makes our company philosophy simple - We help our clients, both buyers and sellers, make money.

Our greatest reference is our tenure of clientele. In fact, the majority of our business comes from repeat customers and most of our listing clients are on a contractual basis. These exclusive listing contracts make our buyers feel more secure during the transaction process and are a testament to our ability to liquidate used equipment effectively.



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