



MONTHLY NEWS

Think SEC/N First!



January 2007

Passing the Torch



The time has come for me to pass the torch as my term as a SEC/N Board Member comes to an end. It's been an honor to serve as your President for the past 2 1/2 years and as a Director since July of 2003. During my tenure, I have witnessed the emergence of SEC/N as a viable and relevant trade organization with a focus on increasing value to our members through networking sessions, professionally produced conferences and seminars, and by working with organizations such as SEMI to further our cause.

The up and down cycles of the semiconductor and electronics industries provide us with both challenges and opportunities. Companies and trade organizations come and go, but only those that react to their changing environment will survive long term. As some of you are aware, SEC/N is again undergoing change. The changes

will be explained to our members at the annual conference this month in Phoenix. The Board of Directors, along with our Executive Director, Gary Alexander, have worked hard to find ways to make SEC/N better. Dues have been lowered, a Rewards Program was introduced and a budget has been approved for 2007 that allows Gary more flexibility in running the day to day operations of the organization. It's important that he be part of the planning process and the changes we propose give him a voice on the Board and allow him to bring advisors onboard to help steer the organization in the right direction.

I hope that you will continue to show the same level of support to Gary, Deanne and the current Board of Directors that you have shown me in the past. I want to thank my fellow Board members; Kyle Schroeder, Barrie Van Devender, Jeff Hull, Chuck Svendsen, Bridgett Wright and Steve Grundon, for their support and assistance, and more importantly for their commitment of time and resources to help make SEC/N a success. Thanks to our Regional Councils for their input and for taking the lead on issues in their respective areas. I have enjoyed working with Gary Alexander and Deanne Stewart and I appreciate the dedication and effort they give to our organization and I will miss them all.

My predecessor, Gary Robertson, came up with the term "Member Run, Member Led". This is still true today, but for SEC/N to prosper it needs the active participation of its members. I urge you to get involved. SEC/N, or any organization for that matter, is what you make of it. My company's membership in SEC/N has served us well and is partially responsible for the growth we have experienced. I urge you to take advantage of the networking sessions and participate in the conferences and seminars. Your company will gain valuable recognition, industry contacts and credibility that can only help your business. With that I say thank you for trusting and supporting me as your President and I look forward to seeing you at an upcoming SEC/N event.

Best Regards,

Tim Hayden

RiteTrack

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Member Companies

AECI
AG Semiconductor
Applied Mechanical
Applied Solutions Asia Pacific
Ascent-tec Europe B.V.
ASML
Aviza Technology
Axus Technology
Ayers' Rock Corporation
Babcock and Brown Elect. Management LLC
BELFOR USA, Inc.
Canon U.S.A., Inc.
Catalyst Equipment Corporation
Chick Packaging
Dixie Box & Crating
Fab Logistics, Inc.
Foresight Processing
GE Global Electronics Solutions
GES Japan
Group Five, Inc.
IES
Independent Equipment Company (IEC)
KeyAssets Inc.
Liberty, Inc
M+W Zander
Masthead International
NxEdge
R.B. High Tech Transport, Inc.
Rite Track
Semivac Corporation
Sony Corporation
Speedline Technologies
Sumisho Lease Co., Ltd.
SurplusGLOBAL
TEAM A.T.E.
TECHLINK
TIP Electronics, LLC
Tokyo Electron America
Tokyo Electron Ltd (TEL)
Topco Scientific Co., Ltd.

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EVENTS

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

SEC/N Annual Member Conference January 22-24, 2007

SEC/N's Annual Member Conference will kickoff with a reception and dinner directly following the SEC/N 2007 Golf Classic on Monday evening, January 22nd. The reception/dinner is being held at Starfire at Scottsdale Country Club. The address is 11500 N. Hayden Road, Scottsdale, Arizona 85260.

There is no reception/dinner fee for Golf Classic golfers or Conference attendees. Invited guests are welcome to attend the reception/dinner but must register and pay in advance. The fee for invited guests is \$35.

The Conference is open to all SEC/N Member, Associate and Affiliate members. ASML has graciously offered to host the Conference again this year at their North American Training Center in Tempe, (Phoenix) Arizona. The address is 8555 South River Parkway, Tempe, Arizona 85284.

The opening session begins on Tuesday morning, January 23rd at 9:00 AM. There will be a light continental breakfast available beginning 8:30 AM.

SEC/N's Annual Member Meeting will be included during the morning session. SEC/N's Board of Directors will be presenting their proposals for refocusing the future direction of SEC/N plus proposed Bylaws revisions. Board Member elections will also held during the Annual Member Meeting. There is one Board position to be filled. This is a very important meeting for SEC/N members so please plan on attending.

The afternoon session on Tuesday the 23rd will conclude at 4:30 PM. Last year's dinner at Rustler's Rooste was so popular that we have decided to return again this year. The bar will open at 5:30 PM and will be followed by dinner at 6:00 PM. Both lunch and dinner on the 23rd are included as part of the Conference fee. The Conference will reconvene on Wednesday morning (24th) and will conclude by 11:30 AM. There will be no lunch served following the Conference's adjournment.

Two of the speakers that have already confirmed, should prove to be of special interest to the attendees. Semico Research always does an excellent job of presenting their next couple of years forecast for the semiconductor industry. Watts Law Firm is representing five semiconductor refurbishers in litigation brought against Applied Materials. A member of the Watts Law Firm will be presenting during the Conference.

The Conference fee for the first attendee from a member company is \$260. The fee for each additional attendee from a member company is \$180. SEC/N REWARDS points will be earned in conjunction with Conference fees paid.

Sponsorships and reservations for SEC/N's Annual Member Conference must be made in advance. Please contact the SEC/N Office at 480-348-0142 or email@secn.org .

SEC/N Golf Classic 2007 - January 22, 2007

January 22nd has been confirmed as the date for SEC/N's 2007 Annual Golf Classic. This year's event is being held in Scottsdale, Arizona at the Starfire at Scottsdale Country Club. The address is 11500 N. Hayden Road, Scottsdale, Arizona 85260. Golfers will tee off via a shotgun start at 1:00PM and return to the clubhouse in time for a dinner reception that will also kickoff SEC/N's Annual Member Conference.

The fee is \$130 per golfer or \$500 if you register as a foursome. Reservations and payments are to be made in advance directly to SEC/N via check, cash, credit card or wire. Due to advanced commitments required by Starfire, there will be no registrations accepted after Friday, January 19th.

Fees include one round of golf, golf cart for two, dinner/reception, give-a-ways and prizes. Guests may be invited to attend the dinner/reception for a fee of \$35, reservations and payment also required by Friday, January 19th. The reception begins at 4:30 PM and dinner will be served at 6:00 PM.

A "modified scramble" has been selected as the format for this year's event. Each player tees off from the tee box. The group will choose the best shot. Each player will then play his/her individual ball from that position until the ball is holed. The score for the hole is kept under each individual's name.



Member's News

Revised Annual Membership Dues (Effective January 1, 2007)

- Renewing Members - \$1,250
- New Members (1st year only) - \$1,250 plus \$250 initiation fee
- Associate Members - \$500
- Affiliate members - No Charge

SEC/N MEMBERS

Japan Regional Council

European Regional Council

Board of Directors

CONTACT US

SEC/N Event Calendar

SEC/N Planning Calendar



New Member Sponsor Program

- \$200 credit towards the following year's dues for bringing in new members
- SEC/N Rewards points earned

SEC/N REWARDS PROGRAM

SEC/N is a nonprofit 501(c)(6) trade association, incorporated under the Laws of Incorporation of the State of Arizona. For financial support, SEC/N is totally dependent on annual membership dues, fund raising activities, sponsorships, and other non-monetary contributions of support from its member companies.

SEC/N REWARDS is being implemented as a way to both recognize and say "Thank You" to the SEC/N members for their investment and efforts on behalf of the association.

POINT VALUE

Points are accrued individually by SEC/N member companies based on actual (U.S.) Dollar contributions, sponsorships and/or equivalent service.

Cash Contributions: One (1) U.S. Dollar = Ten (10) points

Annual Membership Dues: One (1) U.S. Dollar = Five (5) points

New Member Sponsors: 3,000 points

An example of an "Equivalent Service Award" would be an Elected Director whose company would be credited with 15,000 points annually for their support of SEC/N.

POINT REDEMPTION

30,000 points = Gold Sponsor Award

Golf Sponsor recognition, One (1) free SEC/N Conference, Admission (SEC/N Annual Conference, One (1) free round of golf (SEC/N Gold Classic)

50,000 points = Diamond Sponsor Award

Diamond Sponsor Award Appointment to SEC/N's Board of Directors, (company appointed position), One (1) additional free Conference admission (SEC/N Annual Conference), One (1) additional free round of golf (SEC/N Golf Classic) One (1) free admission to SEC/N's SEMICON West Gala.

SEC/N REWARDS is the sole property of the Surplus Equipment Consortium / Network, Incorporated. SEC/N's Board of Directors is the final authority on all point values and questions with regards to SEC/N REWARDS.

For additional information on SEC/N Rewards, please contact SEC/N at 480-348-0142 or email@secn.org.
Approved by the SEC/N Board of Directors - November 14, 2006

Need Help Call our Office

Deanne Stewart SEC/N Office Administrator

Telephone number 480-348-0142 Email: email@secn.org

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SEC / N News



EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander - January 2007

I recently had the occasion to revisit some of the files I had saved from my Motorola/SEMATECH Surplus Equipment Council days. In doing so, I was reminded of just how much things have evolved over the past decade. For example:

- Back then I had a pager and a really slow personal computer that depended on a mainframe for storage. Now I have a cell phone, laptop and two pretty fast desktop PC's. But then again, in the mid 90's, I didn't have spam!
- I could afford to fly business class. Now, forget it!
- I still had two kids in school in the mid-90's. Now Nicole is a Probation Officer and Tyson is an Officer in the U.S. Marines.
- I was younger then!

The semiconductor industry's secondary market evolved over those years as well.

- Chip manufacturers assumed a leadership role back then but over the years, most have gone to outsourcing and acquiesced
- OEM's basically denied the existence / value of the secondary market and were the instigators of litigation. Today, many OEM's strive to dominate the secondary market and are often the recipients of litigation.
- Brokers and dealers abounded, flipping most of their "as is/where is" equipment domestically. Those that have survived are, as a matter of survival, scurrying for global alliances with reputable partners.
- Independent refurbishers, once the patriarchs of competitive balance, are now fighting for their lives as well.
- And China went from being a nonentity in the semiconductor secondary market to becoming the hotbed for used and refurbished equipment.

Out of necessity, secondary market related organizations and associations have also felt the need to evolve.

- The SEMATECH Surplus Equipment Council has plateaued, primarily due to their lack of support and direction from senior management. In comparison, the JEITA Used Equipment Council continues to play a key role in Japan.
- SEMI strategically continues to not distinguish between new and used equipment. However, they do now cosponsor secondary market seminars with SEC/N at SEMICON shows around the world.
- The first secondary market standards for the semiconductor industry were developed by SEC/N. Today, world governments are working through the World Trade Organization, and private industry is working through ANSI / ISO, to address and establish global guidelines, standards and compliance requirements.

So, it should not come as a surprise to anyone that SEC/N has also continued to evolve.

- The first office in Scottsdale (1998) was operated by three fulltime employees. Most of the operations and administration functions are today outsourced through virtual office contracts.
 - In 2003, SEC/N was reincorporated as a 501 (c)(6) not for profit association.
 - Annual dues have dropped significantly from initially being \$5,000 a year to \$1,250.
 - Organization and program emphasis has shifted from securing consensus and reconciling issues to industry education and global member networking.
 - The association's scope has been refocused from globally "trying to be everything to everybody" to providing more regional and member added value.
- But I'm still around

To learn more about the past and pending changes in SEC/N, please visit the SEC/N website at www.secn.org. To contribute your input and vote on SEC/N's future, plan to participate in SEC/N's Annual Member Conference, January 22-24 in Phoenix.

Best regards,

Gary Alexander, Executive Director

SEC/N@

[Click Here to
Contact Gary](#)

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MEMBERS INFORMATION

"To establish SEC /N as the premier, value added trade association in the secondary markets that it serves."

- SEC/N Mission Statement

Board of Directors Meeting

SEC/N's Board of Directors will meet directly after the Member Conference Wednesday January 24th.

The BOD meeting is open to members. If you would like to attend contact either Deanne or Gary prior to the meeting.

SEC/N GOALS

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

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

To provide global networking forums that engage interested parties from all segments of the secondary equipment market on issues relevant to the industry.

To provide industry relevant standards, guidelines and definitions of common terminologies used in the secondary equipment market.

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.

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.

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SPOT LIGHT ON OUR



Canon
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Services: OEM, Refurbisher, Remanufacturer, Spare Parts

Products and Services:

Canon U.S.A., Inc., headquartered in Lake Success, New York, is an industry leader in professional and consumer imaging equipment and information systems. Canon's extensive product line enables businesses and consumers worldwide to capture, store and distribute visual information.

The Canon administrative organization oversees and monitors entire operational activities in North, Central and South America as well as the Caribbean. Canon U.S.A. is a fully integrated corporation with R&D, Manufacturing and Sales & Marketing sectors. With more than 30 primary locations across the Americas, including eight regional offices in the U.S.A. and two in Canada, Canon U.S.A. has been growing steadily since 1955.

Maintaining continuing customer satisfaction is the number one priority, and Canon is always one step ahead in providing creative, innovative total solutions tailored to each customer's individual requirements.

The Semiconductor Equipment Division, with headquarters in San Jose, California and operations throughout the U.S.A., supplies step-and-repeat and step-and-scan photolithography tools for making integrated circuits, including MR and GMR thin film heads for hard disk drives and large active matrix liquid crystal flat panel displays.

Chick Packaging
Contact: Drew Eddy at 630-451-5349
Email: drew.eddy@chickpackaging

Services: Project Management, On-Site Labor, Materials Management, Facility Management

Company Overview: Chick Packaging is a full-service packaging and materials management company with nearly 150 years of experience in providing world-class solutions on a global basis for many of the world's leading manufacturers and government agencies.

Products and Services:

Our portfolio of companies spans all areas of corporate, public and governmental business activities in industries such as aerospace, defense and technology.

Chick Packaging has a team of leading industry engineers who have the imagination and know-how to devise the right product or system for your packing, shipping and warehousing needs. Our team of dedicated project managers ensures your products are packed, moved and delivered safely and on time. Our management team has ensured that Chick has locations strategically positioned across the country near 10 ports, with more than 600,000 square feet of storage and 950,000 square feet of manufacturing facilities between 12 divisions at 14 locations with 576+ employees.

In order to survive and prosper, we have dedicated ourselves to mastering and implementing high standards for project management to better meet our customers' needs. That is why Chick has an outstanding reputation for reliability and service excellence. Most importantly, Chick has years of experience packing and crating full systems for the Semiconductor industry.