



Quarterly NEWS

Think SEC/N First!

2nd Quarter 2007



Taking the Helm

As most of you should know by now, I was elected to the SEC/N Board of Directors and accepted the position of President of SEC/N at the last conference in January. Tim Hayden did a great job of running the association and will be a difficult man to follow. I am honored to be chosen as President of the organization, and will do my best to help steer this association towards achievable and sustainable goals.

When I was nominated for my position, I had reservations about accepting it. I then considered that I had received benefit from SEC/N membership for a couple of years and had contributed very little. I decided that it was time to contribute what I could, for the benefit that I had received. I ask you to consider what value you have received, and how you can increase the value for someone else. Your participation is what will keep this association strong.

Just prior to my taking the helm, Board of Director recommendations were approved that were implemented to increase member participation. These include a reduction of association dues, the implementation of regional events, and a rewards program. All of these require your support to have a positive result.

Reduced membership dues equate to a need for additional sponsorship at events. I encourage you to consider the visibility that your company will have by having your name recognized as a sponsor of an event such as a SEC/N seminar at Semicon (no matter which one). The regional events require the participation of the members in those regions in order for them to have purpose. The rewards program is based on participation and sponsorship. This is your association and your participation will determine the value that you receive from it.

Thank you for your support of my role at SEC/N. Please feel free to contact me, at your convenience, with any input that will help me, to help you, to have a positive SEC/N experience. I look forward to working with you and seeing you at an upcoming event. We are currently planning a regional event in the San Jose area for April 26th. It would be wonderful if I can see you there.

Best regards,

Peter G. Page

R. B. High Tech Transport, inc.

510-797-9300 main 650-823-9142 cellular

rbhtt-pp@pacbell.net www.rbhightechtransport.com

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)
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.

Issue # 11

EVENTS

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

- SEC/N Mission Statement

SEMICON Korea 2007

SEC/N was well represented at SEMICON Korea this year by SEC/N's Korea member SurplusGLOBAL, Incorporated. The front page of SEC/N's new brochure was only days out of design but SurplusGLOBAL CEO & CPO Mr. Bruce Kim and Marketing Manager Mr. Thomas Lee did not waste any time in making great use of an electronic copy. Utilizing a wide screen monitor in their SurplusGLOBAL booth, the newly designed graphic was reported to be a real "eye catcher" for SEMICON Korea attendees.

SurplusGLOBAL is leading the SEC/N effort in Korea. Specific emphasis is being placed on cosponsoring a used equipment seminar at SEMICON Korea 2008 (January 30, 31 & February 1) similar to the seminars SEC/N and SEMI cosponsor at other SEMICON shows.

Thanks to SurplusGLOBAL for a job well done.

SEMICON China 2007

Over 1,100 exhibitors and approximately 30,000 visitors participated in this year's SEMICON China Show. The three day exhibition was held at the Shanghai New International Expo Center and fully utilized the space of four exhibition halls. Since 2000, the number of attendees at SEMICON China has grown more than 600%.

For the fourth year in a row, SEC/N and SEMI cosponsored a seminar on used equipment at SEMICON China. This year's seminar attracted well over 100 attendees. The title of the Seminar was "The Ever Evolving China and Global Used Equipment Market Forum." The program included presentations from Mr. Greg Stumbo of Aviza Technology, Mr. Mark Appleget of Babcock & Brown Electronics Management, Mrs. Angell Liu of Team ATE, Mr. Gao Jinwen of CSMC Technologies Corporation, and Mr. Samuel Ni of SEMI China. Mr. Gary Alexander of AMC Intl. and the Executive Director of SEC/N gave the Welcoming Address and served as the seminar's moderator. A panel discussion, based on questions from the audience, followed the presentations.

Copies of the presentations are being made available to SEC/N members under the Members Only section ("Have You Heard") of the SEC/N website (www.secn.org).

SEC/N would like to thank the management and staff of SEMI China, the seminar speakers, and the following SEC/N member sponsors for their support in making the SEC/N-SEMI Seminar a success.

Babcock & Brown Electronics Management, Belfor, Rite Track, and Team ATE

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



Member's News

[SEC/N MEMBERS](#)

[Japan Regional Council](#)

[European Regional Council](#)

[Board of Directors](#)

[CONTACT US](#)

[SEC/N Archived Events](#)

[SEC/N Planning Calendar](#)



SEC/N® Elects New President

SEC/N's Board of Directors met directly following the Annual Members' Meeting on January 24, 2007 and elected Mr. Peter Page as the Association's President for 2007.

Mr. Page is the President of R.B. High Tech Transport, Inc. of Newark, California. R.B. High Tech Transport, Inc. has been serving the needs of the Semiconductor, Medical and High Value Products industries for the past 15 years. The company's primary service is providing climate controlled transportation. R.B. High Tech Transport has been a member of SEC/N since 2004.

Also elected to Officer positions were Vice President: Mr. Barrie VanDevender (Axus Technology), Secretary: Mr. Jeffrey Hull (Foresight Technologies), and Treasurer: Mr. Kyle Schroeder (Team A.T.E.).

The Board of Directors also confirmed that SEC/N's Founder, Mr. Gary Alexander (AMC International), will again serve as SEC/N's Executive Director for the coming year.

SEC/N is a 501 (c)(6) not-for-profit association of leadership companies committed to promoting and institutionalizing professionalism, standards and education in the remarketing of equipment and related services throughout the global semiconductor / electronics manufacturing industry.

For additional information, please view the SEC/N website (www.secn.org) or contact the SEC/N Office (480-348-0142, email@secn.org)

SEC/N and SEMI will be cosponsoring a seminar on the secondary market again this year at SEMICON West. The tentative date of the Seminar is July 18th. SEC/N will also be hosting a networking event following the close of the Show on Thursday evening, July 19th. Continue watching the SEC/N website (www.secn.org) or contact the SEC/N Office (480-348-0142 / email@secn.org) for the latest information.

At SEMICON China we debuted new SEC/N brochures and freestanding booth displays for our members' booths. The response was very good to both. Copies of the brochures are being sent to all member companies and booth displays will be available at SEMICON Shows or upon request.

Need Help Call our Office

Deanne Stewart SEC/N Office Administrator

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

Issue # 11

three



EXECUTIVE DIRECTOR'S REPORT

By: Gary Alexander - March 2007

Having just returned from a very successful and well received seminar, cosponsored by SEC/N and SEMI at SEMICON China, it is time to start energetically focusing on SEC/N's West Coast Regional Meeting and events surrounding SEMICON West.

A West Coast Regional Meeting is planned for April 26th at a yet to be determined location in San Jose, California. SEC/N members R.B. High Tech Transport and Techlink are helping to coordinate the event. The plan is to invite nonmember companies to the networking segment of the event. Please continue to monitor the SEC/N website (www.secn.org) for more information as it becomes available.

SEC/N and SEMI have again agreed to cosponsor a secondary market seminar at SEMICON West. This year's seminar will be offered free of charge to SEMICON West Show attendees. In addition, SEC/N is planning a member social and networking event on Thursday evening (July 19th) after the close of the SEMICON Show. The location of the event will be announced soon. Member companies will have the opportunity to invite nonmember companies to at least part of the event.

An interesting sidelight that came out of the SEMICON China seminar was a question by a major OEM about how they too could have the opportunity to speak at a future SEC/N-SEMI cosponsored seminar. The answer is simple, rewards cometh to those companies who are willing to publicly commit and invest their efforts as team members of SEC/N.

I would like to wish the best of luck to Mr. Ron Melief in his new position at Babcock & Brown Electronics Management. Ron, in his past position with ASML, has been extremely supportive of SEC/N and SEC/N's Regional Council efforts in Europe. The good news is that in moving from one SEC/N member company to another, we will continue to be exposed to Ron's sarcastic wit and abundant energies.

I am glad to be able to report that Michael Mihin's (Broadway Engineering) recovery from heart bypass surgery (March 21st) is going well. Mike had originally planned to attend SEMICON China that week but due to the recent changes at Broadway Engineering, it is fortunate that he had previously decided to cancel his trip.

Air Product's acquisition of Precision Technician (PRI) proposes an interesting slant to the five company litigation now pending against Applied Materials. While none of the parties involved are members of SEC/N, SEC/N members are reminded that the latest public information from the Watts Law Firm is available under the Members Only section ("Have You Heard") of the SEC/N website (www.secn.org).

Discussions held at SEMICON China with SEC/N members Topco Scientific and SurplusGLOBAL have resulted in the possibility of adding SEC/N-SEMI cosponsored seminars at SEMICON Taiwan in September and next winter at SEMICON Korea. Both involve speaking and sponsorship opportunities for SEC/N members.

Speaking of "sponsorships," many of SEC/N's future programs and event opportunities depend on member companies stepping up as sponsors. One of the key reasons for reducing SEC/N's annual dues from \$2,600 to \$1,250 a year was so that SEC/N members could strategically support venues more directly related to their respective companies. In addition to offsetting specific budget opportunities, possible venues include regional meetings on the east coast, west coast, Phoenix, and Texas; SEMICON seminars and networking events at SEMICON West, Taiwan, Europe, Japan, Korea, and China; plus the Annual SEC/N Conference and Golf Classic scheduled to be held again next January in Phoenix, Arizona. Please contact the SEC/N office (480-348-0142 or email@secn.org) to volunteer or for more information.

And don't forget those valuable SEC/N REWARDS points

Best regards,
Gary Alexander, Executive Director
SEC/N®

[Click Here to
Contact Gary](#)

Issue # 11

four

MEMBERS INFORMATION

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

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.

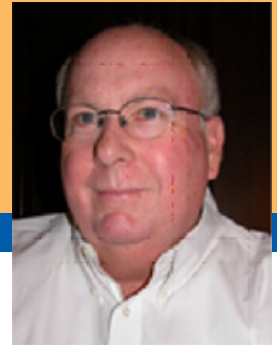
For additional information on SEC/N Rewards, please contact SEC/N at 480-348-0142 or email@secn.org.

Approved by the SEC/N Board of Directors - November 14, 2006

Issue # 11

five

Meet the President



Peter G. Page
President R. B. High Tech Transport, Inc.
President SEC/N

Mr. Page has enjoyed a long and successful career in transportation since 1970. His career began as a dock worker in Sydney Australia working for the New South Wales Railway.

Upon his return from Australia in 1971, he worked as a driver for an air freight trucking company while going to school, was brought into the office as a dispatcher, and evolved this into a career in the mid 70's upon taking an operations management position with an air freight forwarder.

During the 70's he helped build an air freight cartage company that grew from 3 trucks to 50 in 18 months.

In the 80's Mr. Page served as the terminal manager for a California based intrastate carrier.

In the 90's he branched into high value products transportation as the Logistics Manager of a premier air freight special products company, eventually becoming the General Manager of the company, with over site of a Mayflower Van line division, the air freight company, and a 300,000 sq ft warehouse and distribution profit center.

The last 18 months at Technology Distribution System, Mr. Page moved from operations into sales, targeting the secondary equipment market.

In 1998 he joined R. B. High Tech Transport, Inc. as the Director of Marketing, again focusing on the secondary market as a source of business. Since that time R. B. has grown into a premier interstate carrier. R. B. is focused on climate controlled transportation, specializing in optical semiconductor tool and fine art transportation. Forty percent of the company revenue comes from the transportation of secondary market semiconductor tools. Mr. Page became the President of R. B. in 2005.

Mr. Page enjoys sailing, waterfowl hunting, reading, and his grandchildren.





SPOT LIGHT ON OUR MEMBERS



Babcock and Brown Electronics Management LLC -
www.babcockbrown.com
9704 East Adobe Drive
Scottsdale, AZ 85255
mark.appleget@babcockbrown.com

Products and Services:

Babcock & Brown Electronics Management LLC ("BBEM") is part of a unique global merchant/investment banking firm that specialises in acquiring, managing, structuring and arranging financing for a target spectrum of "big ticket" assets within the semiconductor industry.

Founded in 1977, Babcock & Brown is owned 80% by its employees and 20% by the HVB Group ("HVB"). The Company operates from 21 offices across North America, UK/Europe, Africa, Asia and Australia, and has approximately 500 employees worldwide.

SEC/N is self-funded 501 (c)(6)

professional organization. Revenues are generated through a combination of tax deductible annual dues, sponsorships, and revenues generated from SEC/N sponsored events.



GE Global Electronics Solutions -
www.geelectronicsweb.com
2050 Martin Ave.
Santa Clara, CA 95050
408 980 7700
alan.bradshaw@ge.com

Services: Asset Management, Equipment Leasing, Auction, Broker

Company Overview: GES offers Equipment Management services for users of semiconductor manufacturing, automated test and PC Board assembly equipment.

Products and Services:

GE Global Electronics Solutions services include equipment financing, sourcing and equipment remarketing. Global Electronics Solutions services allow customers to execute equipment management programs that provide strategic flexibility, increase profits and reduce technology cost and risk.

Global Electronics Solutions Capabilities:

- Global Footprint
- Experienced Team
- Proven Processes
- Track Record
- Market Knowledge
- IT Platform

Services include:

- New and Used Equipment Financing
- Contract Remarketing
- Equipment Sourcing
- Live and Webcast Auctions
- Full Facility/Real Estate Services

Issue # 11