



Quarterly NEWS

Think SEC/N First!



3rd Quarter 2007

Letter from the President



By the time that you read this, I will have passed the 6 month mark since my appointment to my position as President of SEC/N. While a lot has happened since I assumed my responsibilities, a lot has stayed the same. It is what has stayed the same that I would like to speak to, particularly pertaining to missed member opportunities.

SEC/N, like many non profit organizations, depends on the members for its existence and future. As a non profit, our success is dependant on your willing contribution and participation to plan events, make them worthwhile, and for them to provide value.

The last letter that Tim Hayden posted, as he was stepping down, spoke to what his predecessor had stated: "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." The message is still the same.

As SEC/N members, you have a wonderful opportunity to give your company visibility and credibility in the marketplace. Aside from the networking events, the conferences put you and your company squarely in front of an audience that is looking to see what you are about. Sponsorship of the conferences puts your name in pre event promotional advertising (both SEC/N and the exposition literature), has your logo displayed at the conference, and gives you the opportunity to speak to the attendees of the event about your business. Dollar for dollar, the amount of the sponsorship is a great value, considering the exposure that you will receive from it.

That said, very few member companies take advantage of these opportunities, even though most of our members are marketing people. I can only assume that your focus is not about marketing yourself as a SEC/N member company, at an event such as Semicon West, when you miss the opportunity to get your name in front of a willing and captive audience for a nominal amount. Many of you attend these events, and do not have a booth. Taking advantage of this opportunity might bring you the contact that you have been hoping for.

In addition to the immediate recognition at the conference, you are also not receiving rewards points from sponsorship that go directly to your bottom line. When you consider the free golf, or free conference fees that are available from our rewards program, you can pay for your sponsorship. We currently have three Gold member companies, and one soon to be announced Diamond member company, all of which will receive this added benefit from their support and sponsorship of the organization. You should be one of them.

This is truly your organization. It can and will give back to you when you give to it. Please take advantage of the opportunity to sponsor a regional, or global event, and participate in this organization as a contributing member. Doing so can only result in creating value for the organization, and most importantly, value for you.

Thanks and best regards. I look forward to seeing you at our next event.

Peter G. Page

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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.
Broadway Engineering Service Team
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.

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EVENTS

SEMICON West '07 – “SEC/N Starlight Gala”



SEC/N® is proud to announce its SEMICON West 2007 “SEC/N Starlight Gala.” The event is being held on Thursday evening, July 19th, in the Starlight Room on the top floor of the Sir Francis Drake Hotel.

Harry Denton’s Starlight Room is one of the most famous San Francisco locations for views of the City, socializing, networking and just plain having fun. SEC/N has reserve space from 6:00 until 8:00 PM where members and nonmembers alike are invited to enjoy an appetizing assortment of hors d’oeuvres, beverages and atmosphere. A great way to wind up your week at SEMICON West.

The fee for SEC/N members is \$50 and for nonmembers is \$75. Due to space and catering considerations, preregistration through the SEC/N Office is required. Admission at the door will be limited to any last minute cancellations and cash only. Attendees are invited to remain in the Starlight Room following SEC/N’s “Gala” for additional fun and the evening’s featured entertainment. There is a cover charge for anyone arriving at the Starlight Room after 8:30 PM.

Sponsoring member companies for “SEC/N’s Starlight Gala” are:



Seminar At Semicon West

SEC/N and SEMI will be cosponsoring a seminar at SEMICON West again this year. The seminar entitled “Used Equipment: Global Opportunities and Challenges, 2007-2012” is being presented from 1:00 until 3:30 PM at the Esplanade Hall of Moscone Center, on Tuesday, July 17th.

The Seminar will consist of two panels of SEC/N members and recognized secondary market leaders. The first panel will address their views and opinions on the most critical issues facing the secondary equipment market today. The focus will then shift for a unique look “back” from 2012, exploring the evolutionary changes that will transform the secondary market over the years to come.

Due to space limitations, preregistration through the SEMI website (www.semi.org) is highly recommended. The seminar is being presented free of charge.

SEC/N’s participation in SEMICON West this year is being made possible by the following “Presenting Member Sponsors”:



For more information on the SEC/N-SEMI Seminar, please visit the SEMI website or contact the SEC/N Office (480-348-0142 / email@secn.org)

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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 is proud to recognize the following member companies for having achieved the distinction of being “Gold” level sponsors:

- o Babcock & Brown Electronics Management
- o R.B. High Tech Transport
- o Team ATE

September 20, 2007 is the date that has been set for SEC/N’s Phoenix Regional Meeting. The Meeting will be held at the Phoenix Airport Hilton Hotel and will include discussions with representatives from the U.S. and Arizona Department of Commerce. A reception is to follow .

It’s 110 degrees plus in Phoenix now but the weather is guaranteed to be great for the SEC/N Annual Golf Classic on Monday, January 14, 2008. The tournament is again being held at the Starfire Golf Course in Scottsdale, Arizona. Following the golf, a reception is being held at the golf course club house for both golfers and SEC/N other members.

On January 15, 2008 SEC/N will host its next Member Conference and Annual Meeting at the ASML training facility in Tempe, Arizona. The Conference will kickoff with the golf reception the previous evening and conclude with a dinner party at a yet to be name restaurant.

Please continue to watch the SEC/N website for more information on these and other SEC/N sponsored events. Sponsorships are available.

Need Help Call our Office

Deanne Stewart SEC/N Office Administrator

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SEC / N News



EXECUTIVE DIRECTOR'S UPDATE

By: Gary Alexander - June 2007

SEC/N would like to welcome back Broadway Engineering Services Team (BEST) as members of SEC/N. Michael Mihin is SEC/N's primary contact at BEST. It is good to once again have a refurbisher of Applied Materials equipment as a SEC/N member.

SEMI reports that the SEC/N-SEMI cosponsored seminar at SEMICON West on Tuesday, July 17th, from 1:00 PM until 3:30 PM is already a sellout. However, there are always some "no-shows" plus some limited standing room available. The seminar is entitled "USED EQUIPMENT - Global Opportunities & Challenges, 2007-2012" More information on the program and seminar panel members, is available on the SEC/N website at www.secn.org.

Reservations for the "SEC/N Starlight Gala" are going well. The "Gala" is being held on Thursday evening, July 19th starting at 6:00 PM. A reserved section of the Sir Francis Drake Hotel's famous "Harry Denton's Starlight Room" will provide the atmosphere where both SEC/N members and invited nonmember guests can network and socialize over an appetizing assortment of hors d'oeuvres and beverages. Reservations are required - \$50 for SEC/N members and \$75 for non-members. Please contact the SEC/N Office at 480-348-0142 or email@secn.org to make your reservations.

I would like to recognize the following sponsors for their contribution and support of SEC/N at SEMICON West this year:

PRESENTING SPONSORS

Aviza Technology
Babcock & Brown Electronics Management
GE - Global Electronic Solutions
R.B. High Tech Transport
SurplusGLOBAL

GALA SPONSORS

AG Semiconductor Services
Axus Technology
BELFOR
TECHLINK

Speaking of sponsors, SEC/N would like to recognize Babcock & Brown Electronics Management and R.B. High Tech Transport for achieving the level of Gold Sponsors. They join Team ATE which achieved Gold level sponsor status on April 1, 2007. Gold level sponsors receive special recognition as well as one free admission and one free round of golf at SEC/N's Conference and Golf Classic in January. For more information on SEC/N's REWARDS program, visit the SEC/N website at www.secn.org.

SEC/N would like to thank KeyAssets (BBEM) for their support of SEC/N in sending out email blasts on SEC/N Newsletters and SEC/N's SEMICON West events.

SEC/N's Board of Directors will meet on Friday, July 20th from 8:30 - 11:30 AM in San Francisco. The focus of that meeting will be on regional opportunities, both in the U.S. and around the world. Board meetings are open to all SEC/N members. Please notify the SEC/N Office if you plan to attend.

A few of the new SEC/N brochures have been mailed to all member companies. Additional brochures and SEC/N countertop booth displays will be available at the Show for SEC/N's exhibiting member companies. If you are not exhibiting but will be at the Show and would like to have additional brochures, please contact the SEC/N Office.

We are still in need of additional "Presenting Sponsors" for SEC/N's involvement at SEMICON Taiwan in September. BELFOR, SurplusGLOBAL and Team ATE have already stepped forward but we are still short three sponsors. Please contact the SEC/N Office if your company is interested in being a SEMICON Taiwan sponsor.

SEC/N is planning a Phoenix Regional Meeting with the leadership of U.S. and Arizona Department of Commerce Agencies at the Airport Hilton Hotel on September 20th. We are also planning another Texas Regional Meeting in October. Watch the SEC/N website for more information on both events.

The date for the next SEC/N Golf Classic is Monday, January 14th at the Starfire Golf Club in Scottsdale, Arizona. SEC/N's Member Conference and Annual Meeting will follow on January 15th. The location for the Conference and Annual Meeting will again be the ASML Training Center in Tempe, Arizona.

My June 5th, Washington D.C. meeting with the U.S. Department of Commerce's International Trade Agency staff on the global secondary market went very well. Look for information soon on a "Green Manufacturing Day" scheduled to be held in Washington D.C. in October and possibly an inter-industry conference hosted by AMC Intl. LLC in Phoenix later this year.

Gary Alexander
Executive Director, SEC/N
Direct Line: 480-835-2260

**Click Here to
Contact Gary**

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MEMBERSHIP 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 and 3,000 points 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

NEW MEMBERS



BEST

BROADWAY ENGINEERING SERVICES TEAM, INC.

Broadway Engineering Services Team

www.broadwayengineering.com

1620 W. Sunrise
Gilbert, AZ 85233
800-721-BEST
480-507-8120 (fax)

Products and Services:

Since 1988 Broadway Engineering Services Team, Inc. (BEST) has been committed to offering customers the highest quality products with the best customer services and cost savings in the business. Our goal is to meet or exceed every customer's expectations. BEST offers complete system refurbishments for all Applied Materials' 5500, 5200, and P5000 platforms. BEST also offers retrofits, upgrades, field engineering support, spare parts, and maintenance contracts tailored to fit your budget.

We are continually expanding our products and services, while maintaining high quality and cost savings to BEST serve our customers worldwide.

BEST has been in business for over 17 Years specializing in Applied Materials Equipment.

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

**- SEC/N Mission
Statement**

**Visit SEC/N's
Web Site
Click Here**

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SPOT LIGHT ON OUR MEMBERS



TOKYO ELECTRON

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robertsu@topco.com.tw

Services: Dealer, Refurbisher, Spare Parts, Training

Products and Services:

With its headquarters located in Taipei, Topco Scientific Co., LTD has rapidly become a leader in advanced materials, devices, and equipment for the semiconductor manufacturing industry.

As part of the New Product Division, Topco's Used Equipment Department provides international markets with both "as-is" and modified equipment refurbished to customer request. Additional services include de-install, shipping, installation, parts, clean room construction, pure water, waste treatment and warranty service by experienced technicians for various models of six and eight inch manufacturing equipment.

Topco Scientific Co., LTD also has offices located in Hsin-chu, Tai-chung, Tainan and Kau-shung in Taiwan, as well as reps. overseas in Shanghai, Hong Kong, and Singapore.

Tokyo Electron Ltd (TEL) - www.tel.co.jp

Products and Services:

Tokyo Electron Ltd.(TEL) established in 1963, is leading supplier of innovative semiconductor and flat panel display(FPD) production equipment worldwide. Product lines include coater/developers, thermal processing systems, dry etchers, CVD systems, wet cleaning systems and test systems. In addition, TEL distributes other leading edge semiconductor equipment tools, such as metrology tools or process control systems.

In Japan, TEL distributes high quality computer systems, semiconductor devices and electronic components of other leading suppliers, as well as computer network related products from around the world. To support this diverse product base, TEL has strategically located reserch & development, manufacturing, sales and servise locations all over the world. TEL is publicly held company listed on the Tokyo Stock Exchange.

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.