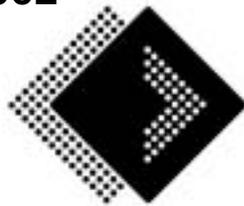
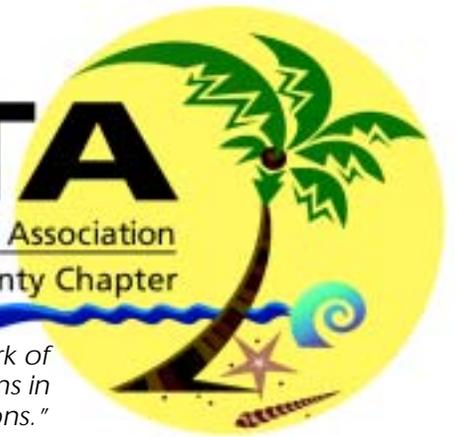


FEBRUARY 2002



SMTA

Surface Mount Technology Association
Los Angeles / Orange County Chapter



"The Surface Mount Technology Association membership is a network of professionals who build skills, share practical experiences develop solutions in electronic assembly technologies and related business operations."

DATE

◆ February 21, 2002

AGENDA

- ◆ 6:00 PM, Social Hour
- ◆ 7:00 PM, Dinner/Presentation

MEETING FEES

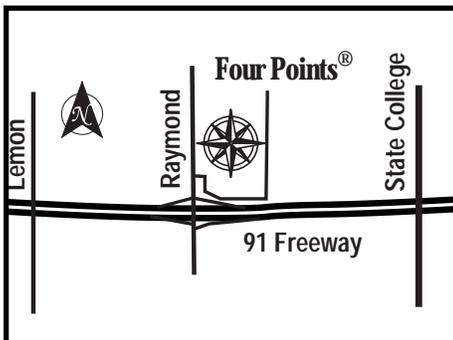
- ◆ \$20, Members
- ◆ \$25, Nonmembers

MENU

- ◆ Lemon Chicken or Roast Beef

LOCATION

- ◆ Four Points Sheridan Hotel
1500 South Raymond Ave.
Fullerton, CA 92831
(714) 635-9000



RESERVATIONS

- ◆ Call: MaskTek
(714) 557-3383
- ◆ **NO SHOWS WILL BE INVOICED.**
If you can not attend, please cancel your reservation by 12 Noon on Wednesday, prior to the meeting. *See you there!*

First OC/LA SMTA Chapter Meeting for 2002

Role of Materials in Fiber Optic Packaging

The role of materials, as well as the joint in design, are critical to fiber optic packaging and assembly; according to speaker Paul Barnes.

Paul Barnes is Director of Technical Development at California based SST International in Downey, California. He has been with the company for more than 18 years. "People are always asking about materials and what role they play," he said, "Optical fibers are either made of glass or plastic. Light is transmitted from one end to another, and is measured in bandwidth. Applications include communications, industrial control systems, sensors and local area networks (LANs)."

Paul will provide an overview of the fiber optic assembly process and the materials used to make optical fibers. His presentation will also address the advantage of fiber optics include electrical isolation, freedom from EMI, lower power loss, light, and small; which, (as always) allows engineers to do more in smaller spaces when compared with metallic conductors.

Don't miss our first meeting of the year and what promises to be a very informative presentation. ◆

This month's meeting will be held at the Four Points Sheridan Hotel, in Fullerton.

Message From the President



by Riki Brown

As we reflect back on 2001 our Chapter had a lot of great meetings, but some of them were not well attended. It was a difficult year for many businesses as sales are down for both equipment sales and contract manufacturing and everybody else in the industry. We look forward to the end of our recession and getting the economy back to normal again. It seems our goal this year is to survive this recession and position ourselves for the recovery which will come hopefully sooner than later.

I have really enjoyed my association on the board with Joanne Deblis and Ken Moore who are not returning to our board this year and I will miss them greatly. We wish them both success; as Joanne assumes her responsibilities as a Director on the National level and Ken assumes the responsibility of running his own company. We have new board members to work with and I want to welcome Kathy Palumbo as our Secretary and Nat Longrose as our Treasurer. I also want to welcome back our previous board members, Atul Mehta as Vice President of Chapter Training, Scott Penin as Vice President

of Chapter Education and Michelle Oglihora as Vice President of Membership. Frank Kurisu as agreed to head up our Golf Tournament in July again. Joanne Deblis has agreed to Chair our Source Guide Update Committee.

In January, we held our first board meeting to plan the new year and hope to have some great meetings this year as we had last year. We won "Chapter of the Year for 2001" and hope to do it again this year.

We did not have a chapter meeting in January, due to APEX and hope you will all take advantage of this terrific show in San Diego. We would like to explore Fiber Optics in more detail this year and have invited Paul Barnes, Director of Technical Development at Downey, Calif.-based SST International to be our first speaker of the new year. We will be inviting IMAPS to join us at this February 21st meeting. I hope you will come out and support the chapter this year and come this month and meet the new board. On behalf of the board I want to wish you all a busy and prosperous New Year. ♦

Member Profile . . . Ketan Kala



by Arline Ruhl

Ketan Kala is the Manufacturing Engineering Manager for Southland MicroSystems in Irvine. He has been there for the past 6 years. Before that Ketan worked as an SMT Supervisor for Cherokee.

Ketan is an Engineering graduate from a University in India. He moved to the United States nine years ago.

Ketan was recently married. He

and his wife, Seema, honeymooned in Hawaii. They are planning to go to the Caribbean for their next vacation.

Some of Ketan's hobbies are:

- computer technology, which he spends many hours on because it fascinates him,
- collecting all types of coins (he has an extensive coin collection) and music.

Let's congratulate Ketan and Seema on their recent marriage (2 months) and welcome Ketan into the SMTA. ♦

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TECHNICAL EXCHANGE

“Downturn Capitalization”

Downturn Capitalization, contrary as it may sound, it makes sense. New Year brings new opportunities. As we begin this new-year, we brace ourselves for the uncertainty of what lies ahead. As in all industries, everyone is hoping for a speedy recovery. Many have felt the slowdown and its consequences over the last year as discussed in our past newsletters.

APEX

APEX came and went this last month and many are anxiously waiting to see if any positive results come from the show. Some used APEX as an indicator, or barometer if you will, of what may lie ahead for this upcoming year. So far, those who are optimistic say recovery is just around the bend and should move full steam ahead by the end of Q2 and Q3. Those of us who are more conservative lean more towards the end of Q3 and Q4, and those of us who are the pessimist feel that sometime towards the end of 2002 is our best choice. Whether you're an optimist, conservative, or pessimist, recovery is inevitable. It is simply a question of time.

BUYERS MARKET

In our November newsletter we state, *“It is in the early stages of an upturn that fortunes are most easily made. Now is the time when companies should be preparing to make*

them.” Which leads us to this month's SMTA newsletter topic: How to prepare for the upturn? How do you make the bad economy work to your long-term competitive advantage and position yourself in the marketplace? As crazy as it may sound (to some given the current state of events) now is a great time to buy capital equipment. Yes, Capitalize! Easy financing, low interest rates and very low capital equipment prices are the make up of a BUYERS MARKET. New or used equally alike. Those who buy now will most likely get prices that were unheard of for the last few years. Capital equipment manufacturers are scrambling, eager, (understatement) and anxious to sell their equipment today. There are even equipment manufacturers offering discounts that normally would not do so in the past.

MAKE OFFERS

This recession should be seen as a different type of recession in our industry. Different due to the fact that during the last recession in the early-90's the automated electronics-manufacturing sector was still in its infancy. During these years, the industry was slow but still moving at a steady pace. People were still buying new equipment and continued to do so for the last decade at record levels. Currently however, equipment sales are virtually at a stand still, and we

now have a decade's worth of used equipment sitting idle. Perfectly good used equipment which is currently being sold through dealers, brokers, direct, and in some cases, even the same equipment manufacturers are offering great deals on factory warranted refurbished equipment. So, how do capital equipment manufacturers plan to sell anything new when good used equipment is sitting idle? Good question for a capital equipment sales rep. The answer from a potential buyer's perspective: Make offers. Bottom fish. You may have nothing to lose and much to gain in the long run. Make the best of this recession while it lasts. New ventures and investments launched today should be designed to cope with the rough as well as flourish even more with the smooth. Those who are not too disoriented and still capable of taking calculated risks will benefit greatly when the sun comes out again.

Written By:
Deoniso Nungaray
General Monitors USA





SoCal 01 Symposium and Exhibition



The IMAPS Southern California Chapters invite you to attend the SoCal'02 Technical Symposium and Tabletop Exhibition



May 8-9, 2002
Pasadena Convention Center
300 East Green St., Pasadena, CA

- 12 Technical Sessions with invited papers spanning 2 days!
- Tabletop Exhibits open Second Day!
- Door Prizes in the Exhibit Area!
- Lunch included on Second Day!

Technical Program – This year's program will feature concurrent sessions in **Military, Aerospace, Space and Commercial Microelectronics and Electronics Packaging Technologies.**

Exhibitors – Contact Keith Chalman at 626-812-2199, Fax 626-969-5772 or email william.gaines@aerojet.com

Online Attendee Registration – <http://www.imaps.org/chapters/socal02.htm>
FREE – No Registration Fee

Further information – Contact our General Chair, Maurice Lowery, at 310-814-1890, Fax 310-813-2113 or email Maurice.lowery@trw.com



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<u>Date and Time</u>	<u>Event and Location</u>
March 21, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Dinner Embassy Suites, Anaheim CA <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
April 18, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Dinner Embassy Suites, Anaheim CA <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
May 8, 2002 To Be Announced	IMAPS Southern California Technical Symposium Pasadena Convention Center <i>Contact: Maurice Lowery - Maurice.lowery@trw.com</i>
May 16, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Dinner Embassy Suites, Anaheim CA <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
June 20, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Dinner/Tour Location To Be Announced <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
July 18, 2002 To Be Announced	Los Angeles/Orange County SMTA Golf Tournament Location To Be Announced <i>Contact: Frank Kurisu - fkurisu@msn.com</i>
September 19, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Dinner Embassy Suites, Anaheim CA <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
October 17, 2002 To Be Announced	Los Angeles/Orange County SMTA Chapter Training Location To Be Announced <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
November 21, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Dinner Embassy Suites, Anaheim CA <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>
December 6, 2002 6:00 PM	Los Angeles/Orange County SMTA Chapter Christmas Party To Be Announced <i>Contact: Kathy Palumbo - palsrvs@palsrvs.com</i>

Keep up with LA/OC SMTA Chapter News on SMTA's website:

www.smta.org/chapters



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- Books

www.smta.org

Those of you who are receiving this newsletter by U.S. mail, we would like to send it to you by e-mail. Please send your e-mail address to:

rikigb@earthlink.net

It greatly helps to lower our distribution costs!

TIME TO ADVERTISE

	Business Card	1/4 Page	1/2 Page
1 Month	\$ 50.00	\$ 90.00	\$ 175.00
1/2 Year (5 Issues)	225.00	400.00	750.00
1 Year (9 Issues)	375.00	675.00	1,200.00

SUBMISSION GUIDELINES

Preferred Format	Aldus PageMaker 6.5	Sizes	Width	Length
	<i>(Remember to include fonts)</i>	Business Card	3.75"	2.25"
Acceptable Formats	Acrobat (pdf) Text	1/4 Page	3.75"	4.75"
Graphic Formats	EPS, TIFF preferred, JPEG, GIF, BMP or Camera-Ready Artwork.	1/2 Page	7.75"	4.75"
	Graphics should be at least 300 dpi.	or	3.75"	9.75"
	<i>(Laser printed pages are not acceptable)</i>			

Schedule

Ads should be submitted at least one week prior to the end of the month proceeding the first month of desired publication.

Vendor Tables

Display your products and literature at a Chapter Meeting. Price \$ 100.00, with a bonus of a free 1/4 page ad for one month.

Contact: RIKI BROWN

CALL (714) 738-3775 / FAX (714) 738-7727 E-MAIL: RikiGB@earthlink.net



c/o Kathy Palumbo
5 Homestead Drive
Trabuco Canyon, CA 92679

Address Correction Requested

***LA/OC Chapter Meeting
February 21, 2002
DIFFERENT LOCATION:
Four Points Sheridan Hotel
Fullerton, CA***

***“Role of Materials in
Fiber Optic Packaging”***

***by
Paul Barnes***

SST International