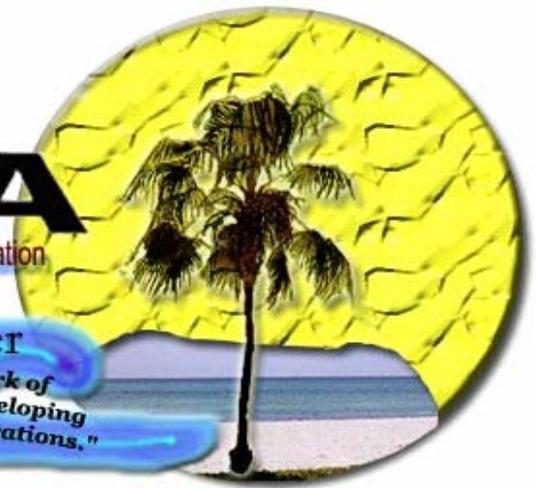


JANUARY 2003



Los Angeles/Orange County Chapter

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

DATE

January 16th, 2003

AGENDA

6:00PM, Social Hour

7:00PM, Dinner/Presentation

MEETING FEES

\$20, Members

\$25, Nonmembers

MENU

TBD

LOCATION

Embassy Suites
3100 East Frontera
Anaheim, CA



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!

JANUARY 2003 Dinner / Presentation LA/OC SMTA Chapter Meeting

Flying Probe Testers

vs

Bed of Nails In-Circuit Testers

Presented By:

RICHARD OSBORNE

WESTERN REGIONAL SALES MANAGER

SCORPION TECHNOLOGIES

The use of traditional Bed-of-Nails type In-Circuit Test equipment is becoming increasingly difficult to justify. These difficulties are founded due to high fixture costs, long lead times for the fixtures and lack of test access on the boards. These facts are leading an industry wide push towards alternative test methodologies such as X Ray, AOI and Flying Probe testers. The quick turn and flexible nature of the Flying Probe is a natural progression in the world of test. Modern Flying Probe systems require no fixtures and can be programmed in less than a day.

There are three topics that will be addressed in this presentation. First, an explanation of what a Flying Probe tester is. Second, the benefits of using a Flying Probe tester will be discussed. These benefits include reduced time to market, higher level of fault coverage and flexibility for proving designs on prototypes. Third, the features of modern Flying Probe testers will be covered.

2003 SMTA LA/OC Source Guide Calling All Advertisers

Michelle Ogihara has been working diligently on recruiting Advertisers for the 2003 SMTA LA/OC Source Guide, but in a brief interview she stated "We are still short of our goal. We need 11 more to reach our goal."

Michelle has put countless hours into supporting your chapter and could really use some of your wonderful support! So, open up your heart and give her call to find out how you can you help!

Contact: Michelle Ogihara at 310-540-7310 ext.120, email: michelle-o@jp.seika.com

What's Coming Up...

FEBRUARY 2003 Dinner / Presentation LA/OC SMTA Chapter Meeting

Connect and Save: Deriving cost savings though effective equipment communication

Presented By:

Dan Kauss
Consulting & Product Manager
Motorola Global Software Group

Real-time visibility of manufacturing equipment data can potentially drive significant cost savings in Manufacturing Operations. However, accessing homogeneous data from heterogeneous processes has proven difficult due to disparate equipment types and lack of industry standard adoption. Furthermore, traditional applications fail to seamlessly present usable information, preventing the user from harvesting the data's true business value.

This paper addresses three topics. Firstly, the availability of industry standards (including the latest entitled CAMX), how these standards function and their current status in the industry. Secondly, an overview of the applications that take advantage of effective equipment communications such as part verification, line balancing, ERP connectors, bottleneck identification, production visibility, and material management; and the business value derived from these applications. And thirdly, the paper describes case studies of actual implementations and the level of results achieved.

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JANUARY 2003 SPEAKER PROFILE

RICHARD OSBORNE
WESTERN REGIONAL SALES MANAGER
SCORPION TECHNOLOGIES

Richard Osborne is the Western Regional Sales Manager for Scorpion Technologies. Scorpion Technologies is a leader in In-Circuit Test supplying both Bed-of-Nails and Flying Probe testers, along with all of the associated test software. Scorpion holds multiple patents for unique test methods. Richard has been involved in various aspects of the electronics industry for over 15 years.

PRESIDENT's MESSAGE

By: Scott Penin

Welcome to 2003. I would like to thank everyone who took the time to vote and fill out the survey. We will base this years presentation's on your combined results.

At the end of last year the market was starting to rebound, and as reported by Electronic Business magazine, semiconductor sales for the last six months are up 10%, compared to last year (<http://www.e-insite.net/eb-mag/>). I also heard on the news today that Applied Research and Lam stocks have upgraded to a BUY. IPC reports the PCB book-to-bill ratio (October '02) has not quite raised its head yet; however, the equipment sale downturn is starting to turnaround. That's 2 out of 3. Pretty good odds to start off the year.

Our LA/OC Chapter has over 180 members; however, only 12 voted in the yearly election. **We need to know what we can do to help YOU?** During the past year, the chapter has created its own web site (www.laocsmta.org). We have added sections on job employment and used equipment available on the market. Please e-mail anyone on the board to tell us what else we can do. Tell us what you like, or ways we can change to support our members. We will create a new column in the newsletter identifying these ideas and what has been done to implement them.

LA/OC is also looking into starting a student chapter. Michael Schubert is talking with Cal State Fullerton and their Engineering Department. If you are interested in helping Michael please contact him at mschubert@fciconnect.com

Our first quarter of the year has been planned. On January 16th, the presentation will be on flying probe testing. As the market demand changes from high to medium and low volume it is hard to justify ICT fixture and software costs. As an alternative, flying probe testing does not require dedicated fixtures. Also, the programming can be performed by in-house technicians. On February 20th, the subject is on equipment connectivity software. By using software connected to the SMT equipment, capacity can be increased based on defect identification and overall utilization. We may also hear about CAMX, the new IPC standard for equipment. March will be dark, based on the APEX show coming to Anaheim this year. Review the presentations, exhibitors and times at www.goapex.org.

Please come to the January meeting and meet your new board of directors for 2003: Atul Mehta, Vice President; Michael Schubert, VP – Technical Programs; Michelle Ogihara, VP – Membership; Riki Brown, Treasurer; Kathleen Palumbo, Secretary; and last but not least Frank Kurisu, Golf Tournament Chairman.

TECHNICAL EXCHANGE

Did you know that Forty-seven states in the U.S. (including the state of California) have enacted legislation to provide reimbursement for employee training. State funding is available to employers who face out-of-state competition and must train for new job skills to improve productivity.

These funds may be used for training both new and existing employees in new areas, such as Basic Literacy, Continuous Improvement, Computer Skills, Management Skills, Manufacturing Team Building, Technical Skills, IPC certification training, and Total Quality Management.

The State's philosophy is that "improved productivity of workers will make businesses more efficient and competitive in the marketplace, thereby helping to reduce unemployment and revitalize the State's economy."

Did you also know that for more than 25 years, the federal government has provided financial assistance to manufacturers affected by import (out-of-country) competition. Sponsored by the U.S. Department of Commerce, this cost sharing federal assistance program pays for the cost of consultants or industry-specific experts for projects that improve a manufacturer's competitiveness - 50% of Projects up to \$150,000!

This nationwide program provides substantial financial assistance to defray the cost of projects aimed at strengthening operations and sharpening competitiveness for manufacturers in a variety of industries. This customized business assistance is used for a wide range of initiatives, including marketing, information technology, Lean manufacturing, re-engineering, and quality management.

In a recent independent study conducted by the renowned Urban Institute, the Federal-Funded Employee Training Program was found to be highly effective with dramatic and measurable results in sales and job growth. Participating companies grew sales by an average 34%, a rate significantly higher than corresponding industry averages.

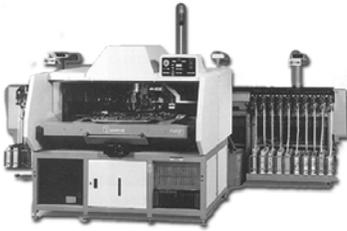
Manufacturers in a variety of industries have benefited from the matching funds available. These matching funds are applied towards the cost of consultants, engineers, designers or industry experts for improvement projects in areas such as manufacturing, engineering, marketing, information technology and quality. The program pays 50% of the cost of these services, up to \$150,000 with a maximum federal share of \$75,000.

Do you want to learn how companies in your State are reducing costs and improving productivity by training their employees for **FREE**?

Then contact Michael Finch (mfinch@uspia.org) with the United States Process Improvement Association (<http://www.uspia.org>). A non-profit organization dedicated to Process Improvement for American Business.

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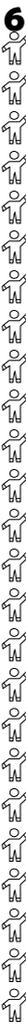
**What types of presentations would you like at our
monthly meetings?**

**Would more of you attend if we had some of our
meetings during lunch time?**

Help us...Help You!!!

E-mail your responses and/or ideas to:

laocsmta@laocsmta.org



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Submission Guidelines

Acceptable Artwork Formats: .pdf, .jpg, .bmp, .gif, .tif, html, & Camera Ready Artwork. Laser Printed Pages will not be accepted.

Acceptable Font Style: Graphic, MSWord, or html.

AD SIZES	WIDTH	LENGTH
Business Card	3.75"	2.25"
1/4 Page	3.75"	4.75"
1/2 Page	7.75"	4.75"
OR	3.75"	9.75"

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 for a fee of \$100, and receive a bonus of one free 1/4 page AD for one month.

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Riki Brown

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