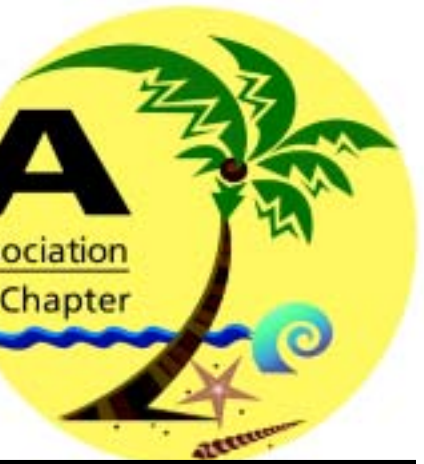


OCTOBER 2001



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."

"Los Angeles/Orange County All Day Chapter Training: Fast, Dense & Wireless Course Summary"

COURSE SUMMARY:

This is a do not miss opportunity for those who are asked to press the limits of technology for next generation products. There are numerous choices in technology we must be able to analyze, sometimes too many. In this new course the technological barriers and limits of packages, design, and assembly come face-to-face. In this course we help you understand so you can determine what can be designed and what can be built at the upper limit of modern manufacturability. Starting with packaging technologies, you will learn about what is happening in this area and where it may be helpful to you, then go through modern design methods and next generation solutions that exceed anything presented by any-

one to date. This can only be accomplished by having an experienced instructor with an exceptional background in all areas of packaging, design, and assembly.

DATE:

- ◆ October 18, 2001

TIME:

- ◆ 9:00 AM - 5:00 PM

CHAPTER TRAINING FEES:

- ◆ \$140, Members
(Non-member employees from a company—location specific—which has a Corporate membership, may register at the member price.)
- ◆ \$200, Nonmembers
(Includes one year membership.)

LOCATION:

- ◆ Conexant Systems, Inc.
4311 Jamboree Road, Newport Beach, CA
(949) 483-4600 (see Map on page 3)

RESERVATIONS:

- ◆ Register On-line at:
www.smta.org/education/chapter_training/chapter_training.cfm
- ◆ Or use Registration Form on page 3 and FAX to 952-926-1819.
- ◆ For more information call: (952) 920-7682.

TOPICS INCLUDE:

- I. Introduction
- II. Design Project & Issues
- III. Manufacturing - Current Guidelines
- IV. Advanced Packaging Technologies
- V. Filletless land pattern Rules
- VI. IPC Compliance & Workmanship
- VII. Design Issue Checklist
- VIII. Extreme Component Placement
- IX. Routing Extreme Components
- X. Technology & Documentation

ABOUT THE INSTRUCTOR:

James C. Blanhorn is a cofounder of the SMTA in 1984, founder of SMT Plus in 1985, and recipient of the third SMTA Founders Award in recognition towards his contribution to SMT. Much of his early work laid down the foundation of knowledge used to establish design and manufacturing

guidelines for SMT. He has authorized over twenty books on assorted topics in SMT and is a lecturer and teacher at conferences, corporations, and tradeshow worldwide. He is actively leading our industry toward improving by developing software engines and online training courses with over 57 courses to date. He is a holder of two patents, and is listed in Who's Who in America. He holds a BSEE degree from Arizona State University.





Member Profile on...

Richard Garlic

Mr. Garlic has been engaged in designing manufacturing systems and processes for more than 20 years. He has served with premier high-tech manufacturers in Southern California in roles ranging from design, test and manufacturing engineering, providing process design and development, validations, ISO procedure development, production start-up, plant layout, time studies, fixture development, Failure Analysis, vendor selection, qualification and development.

His process knowledge and expertise covers automated assembly systems, computer system assembly, disk drive assembly, printed circuit board assembly, and other mechanical/electrical assemblies.

Mr. Garlic has been involved in surface mount since 1985 setting up Emulex's first SMT line. Since that time, he has worked with many different equipment suppliers that range from Fuji, Philips, Sanyo, Panasonic, Mydata, and Quad. Most recently, Mr. Garlic was instrumental in solving a memory company's problem that required stacking both TCP and TSOP parts along with working with a Major SMT company in developing low gram force placement heads for ultra thin parts that can easily fracture in the process.

Over the past few years, Mr. Garlic has focused in the area of his consulting company, RG & As-

sociates along with working with WittcoSales as a Manufacturer's Representative to the Electronics Industry.

Mr. Garlic's consulting assignments have focused on a variety of challenging opportunities ranging from Competitive product analysis, to writing software for SMT simulation, and Return-on-Investment analysis for many different types of capital equipment suppliers.

Mr. Garlic has written numerous papers for the IEEE, ACM, and SMTA technical conferences and user groups on topics ranging from; Cost of Ownership, Error Budgeting for SMT Placement, Automated Testing, Dynamic Stress Testing, Data Collection Systems, and, Return-on-Investment Selling Strategies. He also holds numerous patents in Microprocessor design. ♦

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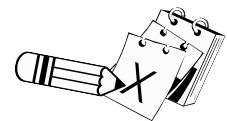
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LA/OC SMTA Chapter

**Mark Your Calendars for
Upcoming Meetings!**



November 15, 2001

Sammy Yi
Flextronics - Assembly Challenges
or 0201 Devices

December 7, 2001

Christmas Party
Aboard 90' sailing ship "Spirit"
Ports O'Call, San Pedro, CA

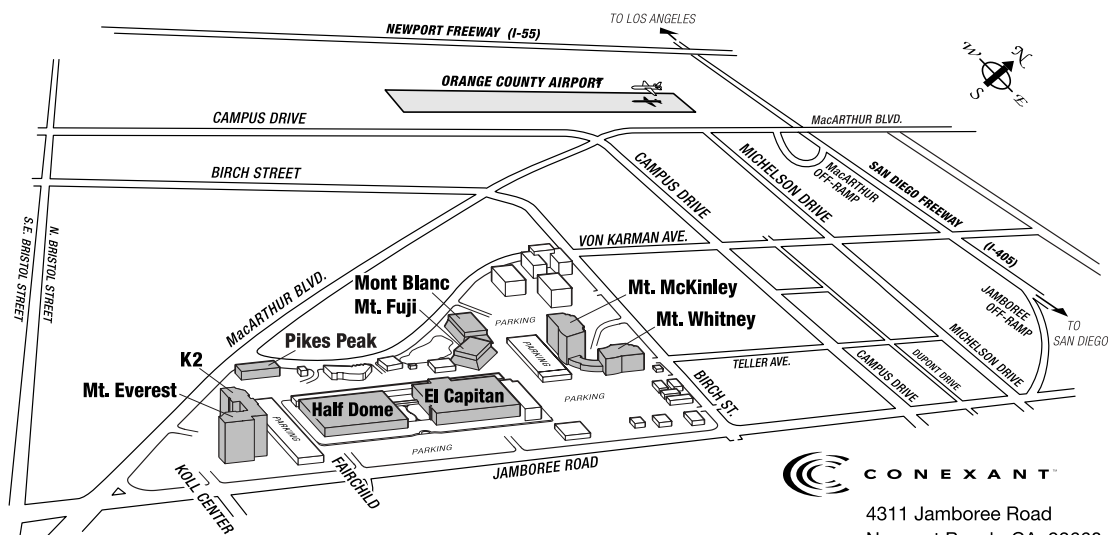


Stay Connected with your chapter—
Meeting Summary and Calendar Information available at:

www.smta.org

(Click on "chapters" then LA/OC on the map.)

Directions to Conexant HQ



01-021311

* Orange County Airport is less than 5 minutes from Conexant

CONEXANT
 4311 Jamboree Road
 Newport Beach, CA 92660
 (949) 483-4600

Directions to Conexant (From San Diego Freeway - I 405 South)

- Exit at Jamboree Road (South - toward ocean)
- Pass Michelson, Campus, and Birch
- Turn right on Fairchild (into parking lot)
- Go toward flag poles and park in gated parking area
- Enter building "Half Dome" - Reception Area

Directions to Conexant (From Orange County Airport)

- Exit airport to MacArthur Blvd. and go right
- Drive 1 mile and turn left on Jamboree Road
- Turn on Fairchild (into parking lot)
- Go toward flag poles and park in gated parking area
- Enter building "Half Dome" - Reception Area

LA/ORANGE COUNTY SMTA CHAPTER ALL DAY TRAINING - "FAST, DENSE, AND WIRELESS COUSE SUMMARY"
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- \$200, Non-Member (Includes one year individual membership.)

PAYMENT

Visa MasterCard AMEX Purchase Order # _____ Check Enclosed (Make checks payable to the SMTA)
 Credit Card # _____ Expiration Date: _____

Signature: _____

TECHNICAL EXCHANGE

“Excess Inventory?”

No doubt about it, it has been a vicious year for EMS companies. In the list of the hard hit are the Contact Manufacturers. Layoffs, facility shutdowns, and consolidations seem to be the norm of daily newspaper headlines. Excess inventories in stratospheric amounts that are larger than some nation GDP figures are not uncommon these days.

Just a few months ago we were writing and worrying about “Parts Shortages” and how the supply of components could not keep up with the current demand, which in actuality we now realize, is a “good” problem to have, today we see and write about the opposite.

How did we get here? It’s very difficult to pinpoint the problem encountered in a nutshell, but there are various reasons for the excess inventories. For one, many companies worried about missing deadlines and not having enough components to ship products on time “beefed up” inventory unaware of what was coming. What was coming was a drop in demand so quick that not even the savviest of forecasters would have imagined and much less predicted. Demand came almost to a complete halt, quickly.

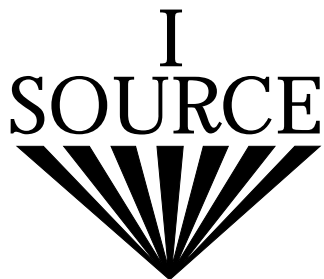
Some of the larger CM’s doing business with large OEM’s are now trying to figure out who should be stuck with the excess supply of components on hand. A perfect example of this is Solectron and Cisco’s \$500 to \$1 Billion dollar of excess inventory that technically belongs to Cisco and some of its other large OEM customers. Solectron, hoping that the economy will rebound, is wisely willing to keep this inventory on its books in order to keep a healthy mutual beneficial relationship with its customer’s. Scenarios of

this type are common now days and are like “The hot potato game”. It’s there, but nobody wants to claim responsibility for it. Other reasons for the excess inventory include ERP and MRP systems not being utilized correctly. These systems and the people who use them do not fully understand the true value and power that they possess. “Beefing up inventory” too much can have catastrophic results as we have learned from this. It all makes up to a very complicated game which if dealt with properly, can make you or if not break you as we have seen in the last few months.

Relationships are being put to test. It’s easy to have good relationships when times are good; it becomes a challenge when times are otherwise. This is an opportunity for many OEM’s and CM’s alike to nourish and support each other in the months ahead. The recent occurrence of September 11th will most likely hamper the economy even more. And a US recession if not already in progress for the last past 3 months, now seems inevitable.

Written By:
Deoniso Nungaray
General Monitors USA

For further informatin call Mik Horvath at:



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POSITION OFFERED

Sales Business Development Manager
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- Proven track record in selling PCB design and assembly services.
- Current CEM experience
- Cold Calling/New Business Development Experience
- A technical BA/BS is also desired, although experience is more important
- Knowledge of profit/loss, balance sheets, margins and labor statistics

Salary is commensurate based upon experience. Interested candidates please e-mail/fax your resume including salary history to:

Scott Fair: scott@PrincetonUSA.com
ph 949-851-7776 fax 949-851-7999

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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	WordPerfect, MS Word, 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"
	<i>(Laser printed pages are not acceptable)</i>		or 3.75"	9.75"

Schedule

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

Vendor Tables

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E-MAIL: rikigb@earthlink.net



c/o Riki Brown
1425 Potomac Drive
Corona, CA 92882

Address Correction Requested

LA/OC All Day Chapter Training

"Fast, Dense & Wireless"

by Jim Blankenhorn

SMT Plus, Inc.



October 18, 2001

9:00 AM - 5:00 PM

Conexant System, Inc.

Newport Beach, California

*(Register On-line, see front page or
Fax Registration Form, see page 3.)*