

# THE BROKER FORUM

The Largest Marketplace for Electronic Components

**EXPERIENCE** A WORLD OF OPPORTUNITIES  
**WORLD TOUR 2007**  
LAS VEGAS, USA



[www.brokerforum.com/worldtour](http://www.brokerforum.com/worldtour)

## WELCOME TO THE WORLD TOUR 2007

Dear Attendee,

It is my sincere pleasure to welcome you to The Broker Forum World Tour 2007.

After four successful years in Asia with The Broker Forum Asia Tour, we introduced the World Tour in 2006 with stops in three different countries. Over 1,000 people from 500 different companies attended the events. Thanks to our dedicated attendees and sponsors, the World Tour is back in 2007 with more stops and more opportunities than ever before.

Since its inception, The Broker Forum has been influential in shaping the path of the industry, first through the development of the Asian market; then through the introduction of Escrow and Escrow Plus, which truly revolutionized the business; and finally through the implementation of a unique member rating system that helps members make more informed buying and selling decisions.

The objectives of the World Tour have not changed: bring together the world of electronic components; give members a unique opportunity to meet face to face; develop business partnerships; and discuss the latest industry trends and issues.

One of our primary goals has been the promotion of better trading opportunities and practices. With the participation of our members at this conference, and of the community at large, we can continue to build a vision for the future of this very exciting marketplace.

We thank you for your continued support, and hope you enjoy the Las Vegas conference.

Sincerely,



Dimitrios Gavrilis  
Director of Operations, America & Europe  
The Broker Forum

## BE PART OF THE WORLD TOUR 2007

- **Expand your network** and build new relationships with potential customers, distributors, and brokers.
- **Develop your expertise in international trade** and learn more about new markets, local trends, and regulations.
- **Promote mutual benefits** between buyers and sellers trading worldwide.
- **Meet face to face** with your online business partners and The Broker Forum specialists.
- **Listen to industry experts** as they present their vision on global issues such as lead free ROHS, counterfeit parts, local business trends, and other hot topics.

The following is a tentative schedule for the next stops of the World Tour 2007.



**NEW YORK CITY, U.S.A.** – September 2007



**SHENZHEN, CHINA** – October 2007



**SEOUL, SOUTH KOREA** – October 2007



**LONDON, UK** – November 2007

“Last year’s event in New York gave us a tremendous amount of visibility in The Broker Forum community. The World Tour is the ideal way for us to meet existing clients, make new contacts, and talk about our industry.”

Alex Devey, Express Electronics, UK

“The event and staff were very well organized and professional. When it came time to present, we had great audio, an attentive audience, and good floor time to talk about InfoWave and CORtracker. We are looking forward to the next The Broker Forum event.”

Charles Hojlo  
InfoWave Technologies Inc., U.S.A

To learn more about the World Tour 2007, visit [www.brokerforum.com/worldtour](http://www.brokerforum.com/worldtour).

## SPEAKER PROFILES

The Broker Forum is proud to once again bring you the most recognized speakers in the industry. Take advantage of this exceptional opportunity to learn more about the hottest topics and latest business trends. The following is a biography of each of the speakers presenting in Las Vegas.

### **DAMON POUYA AND PETER KRAUSS**

Chip 1 Exchange – Platinum Sponsor  
[www.chip-one.com](http://www.chip-one.com)

As one of the founding principals of Chip 1 Exchange back in 2001, Damon Pouya has been instrumental in the growth of this highly successful independent distribution company. With 10 years in the business, Mr. Pouya brings a unique perspective on both the OEM and broker side of the business. In 2005, he spearheaded the transition of the company's broker operations to Dubai and has helped grow and shape the overall direction of the company, including its expansion into the USA this year. Mr. Pouya will share details of the company's successful and expanding broker operation.

With more than 10 years in the independent distribution channel and over 15 years in sales and marketing management, Peter Krauss brings a very focused customer-centric approach to Chip 1 Exchange. Mr. Krauss has successfully managed large and small companies to success and driven sales into the hundreds of millions with his global view of the market and his ability to establish and grow successful teams. As a founding member of Chip 1 Exchange USA, Inc. and its President, Mr. Krauss is responsible for the strategy and expansion of the company into the North and South American markets while helping to leverage and expand the company's operations globally. Mr. Krauss will provide an overview of the company's expansion into the USA and give some insight into the company's strategy to better support its customers worldwide.

Chip 1 Exchange is a heavily stocked distributor of electronic components with over 50,000 line items of inventory, founded in 2001 and located in the Rhine-Main region of Germany. As an ISO-certified and ESD-compliant company, we pride ourselves on delivering the highest quality every time. We are the reciprocal link between manufacturing companies and worldwide distributors of components and operate in Germany, Dubai, Hong Kong, and Shenzhen, China, and now the USA with over 125 employees worldwide and growing.

### **JOSEPH G. FEDERICO**

NJMET – Silver Sponsor  
[www.njmetmtl.com](http://www.njmetmtl.com)

Joseph Federico is the Director of Engineering and Operations for Metropolitan Labs and Distributors, a pioneer in the commercial, military, aerospace, industrial, automotive, and space industries providing world-class quality electronic component testing and distribution services.

In the past 30 years, he has developed a unique expertise in the field of electronic components distribution, certification, and testing. Reflective of his extensive experience, he often conducts national lectures and shares his knowledge with thousands of electronics professionals throughout the world.

Mr. Federico is currently finalizing the launch of two additional laboratories in China and Taiwan to further expand the company's testing capabilities in Asia.

## MICHAEL BAKER

E-Certa – Silver Sponsor  
[www.e-certa.com](http://www.e-certa.com)

Michael Baker is the Quality Manager and Head Lab Technician for E-Certa, Inc. His work history includes XRF research, quality system design, and information system solutions. He has contracted with the U.S. Army and Royal Caribbean Cruises International, as well as conducting research in South Korea and India. He graduated from Middle Tennessee State University with a Bachelor of Science in 2002 and currently resides in Bloomington, Indiana.

E-Certa is a full-service, bonded, A2LA-accredited, turnkey operation offering component conversion from lead to lead-free for RoHS compliance and from lead-free to lead for exempt applications. All conversion orders are completed with XRF verification and material declaration documentation. Destructive Physical Analysis for counterfeit IC detection is also available. E-Certa, Inc. is located in Bloomington, Indiana.

## CHARLES HOJLO

InfoWave Technologies Inc. – Gold Sponsor  
[www.cortracker.com](http://www.cortracker.com)

Charles Hojlo is the Vice-President of Business Development for InfoWave Technologies. Mr. Hojlo has over 15 years of technical operations, sales, and customer service management experience.

Mr. Hojlo's primary focus is on working closely with customers and industry organizations to anticipate the demands of the component distribution industry. This keeps CORtracker and InfoWave's development services targeted on current and future customer expectations.

CORtracker is a leading software package that offers a wide array of customer-, sales-, and inventory-management tools, rolled into a single enterprise solution, for electronic component distribution. It is backed by a staff of technical professionals who are dedicated to providing customers with cutting-edge technologies such as .NET and Open Source while recommending the best business practices related to their industry. InfoWave Technologies is located at the Manchester Boston Regional Airport in Manchester, New Hampshire.

## DEBRA EGGEMAN

Independent Distributors of Electronics Association (IDEA)  
[www.idofea.org](http://www.idofea.org)

Ms. Eggeman's has been in the electronics industry for over 25 years. She was employed for 20 years by Odetics, Inc., an OEM for flight data recorders for NASA and other space agencies as well as an OEM of transducers for US Military aircraft. Ms. Eggeman's career in quality began as a quality engineer and then later as director of Quality Assurance. She managed implementation and achieved TUV ISO 9001 certification for two of Odetics' commercial divisions concurrently with zero findings.

In 2002 Ms. Eggeman entered the Independent Distribution business by joining Rand Technology as Vice-President of Quality and Operations and three years later in February of 2005 joined the Independent Distributors of Electronics Association (IDEA), a non-profit trade association as its General Manager.

Ms. Eggeman earned her formal education in Quality Assurance and Reliability from Fullerton College, in Fullerton, California.

## THE BROKER FORUM

With over 4,000 members worldwide and an average of 190,000 part searches per day, The Broker Forum is the leading business-to-business e-commerce marketplace dedicated exclusively to brokers and distributors in the electronic components industry. Its leadership in online trading is defined by its quantity of available online inventory – over 150 million line items – representing millions of dollars in potential business deals for its members.

Since 1996, The Broker Forum has been providing a unified marketplace where members can easily identify, locate, and trade active and passive components, integrated chips, semiconductors, diodes, transistors, and other electronic components.

The secure and neutral marketplace enables members to conduct business while streamlining business processes, increasing productivity, and reducing costs. In addition, The Broker Forum continually provides innovative products and services, such as its industry-standard ISCP program, a unique member rating, as well as Escrow Plus and Escrow Plus Bundle services, essential for brokers and distributors to reduce risk and remain competitive in today's international environment.

Above all, The Broker Forum is the most recognized expert in the international trade of electronic components. We have capitalized on over 10 years of experience to develop extensive knowledge about the different markets worldwide, both on a business and cultural level. We have created a strong bridge between buyers and sellers, facilitating the development of business opportunities between companies worldwide.



### Expanded Operations in China

We are pleased to announce the recent expansion of our office in Shenzhen, China. Our team of consultants will now be better positioned to enhance our relationships with local members.

The expansion will allow us to achieve the following goals:

- Increase our inspection capabilities for Verified and ISCP members in the Shenzhen area.
- Develop our member base in China with one clear objective: quality.
- Facilitate transactions between Chinese members and overseas companies and support them by leveraging our strong expertise in international trade.

[www.brokerforum.com](http://www.brokerforum.com)

## ESCROW PLUS VIRTUALLY ELIMINATES THE RISKS

Exclusive to The Broker Forum members, Escrow Plus is a unique service that virtually eliminates the risks of trading with a company you've never done business with before. Escrow Plus transactions go through a thorough inspection process provided by industry-leading certified labs that offer both the buyer and seller the ultimate in protection. By leveraging the Escrow Plus service, you can offer your CEM or OEM customer the safety and reassurance that non-members of The Broker Forum just cannot match.

The Escrow Plus process is composed of five easy steps designed to provide both the buyer and seller with a secure transaction environment. As an added benefit, both parties can follow a transaction's progress in real time in the Escrow Center of The Broker Forum site. The following describes each step in the process.

### 1. Completion of the RFQ process online

Buyers and sellers complete the RFQ process online in the usual way. Members can now see more choices on the RFQ page. These new drop-downs correspond to the different options available to you via the Escrow Plus transaction process.

### 2. Certified inspection lab selection

Either the buyer or the seller must then select the inspection lab and the location, and determine which of the three testing levels is required.

### 3. Inspection requirements and tracking

Once both parties have agreed on all the terms, they follow the instructions and keep track of their transaction in the Escrow Center of The Broker Forum site.

### 4. Parts inspection by a neutral, third-party, certified lab

Once The Broker Forum receives the funds, the seller is instructed to ship the parts to the selected certified lab. The lab then conducts the inspection work as specified in the transaction terms and uploads its findings to the Escrow Center. Inspection can take as few as two or three business days, depending on the type of testing required.

### 5. Pass/fail condition ensures your protection

The mandatory pass/fail condition in Escrow Plus is a key component of the process that is not offered by other escrow services. This important step ensures that both the buyer and seller are protected during a transaction. The parts you purchase are guaranteed to comply with the inspection level you agreed to with the seller. Sellers are also protected, since the buyer cannot switch parts with counterfeit or defective parts.

Moreover, as part of the constant effort to help protect its members against fraud, The Broker Forum has implemented a system that reprimands any seller who attempts to sell counterfeit parts during an Escrow Plus transaction. This multi-tiered process has been very effective in reducing fraud activity on The Broker Forum. Less fraud means a better bottom line for everyone.

- **Parts pass inspection**

If the parts pass inspection (based on agreed transaction terms), they are shipped to the buyer and the funds are immediately wired to the seller.

- **Parts fail inspection**

If the parts fail inspection (based on agreed transaction terms), the buyer is refunded 100% of their money and the parts are shipped back directly to the seller. Furthermore, the seller is charged all Escrow fees and Escrow Plus inspection fees.

In February 2007, The Broker Forum also introduced Escrow Plus Bundle, an innovative solution that combines all the elements of a regular Escrow Plus transaction, for as little as 2% of the transaction value. Escrow Plus Bundle pricing includes all inspection and escrow fees, as well as the The Broker Forum banking fee.

For additional information on Escrow Plus and Escrow Plus Bundle, contact your account representative at (450) 677-8877 or visit [www.brokerforum.com/escrowplus](http://www.brokerforum.com/escrowplus).

## **OUR ESCROW PARTNERS**

### **NJMET**

#### **Clifton, New Jersey**

For over 25 years, Metropolitan Labs and Distributors has been a pioneer to the commercial, military, aerospace, industrial, automotive, and space fields, providing worldwide quality electronic component/product testing and distribution services.

Their state-of-the-art electronic testing and distribution capabilities have accommodated the prime contractors of the United States Department of Defense, NASA, the FAA, the FCC, the European Community Council, and the Israeli Aerospace and Defense Industries.

Moreover, Metropolitan Labs and Distributors provides quality testing, distribution, re-certification, and manufacturing of electronic component products (custom/obsolete), including component solutions for discontinued devices.

### **Integrated Service Technology**

#### **Taiwan, R.O.C.**

Since 1994, Integrated Service Technology (IST) has been dedicated to the development of failure-analysis, debugging, and micro-electronic surgery techniques with advanced technology and superior equipment. As a leading lab-service company in the IT industry, IST provides comprehensive services, including design de-bug analysis, component reliability testing, and system-reliability testing. IST also develops software engineering services and an equipment-trading business to provide customers with a total solution for their needs.

To comply with global environment policy, IST has offered lead-free reliability verification services since 2004. The services are accredited by ISO and IEC and IST is proud to have been chosen by leading global IT companies as a lead-free process development partner. To accomplish this vision, IST is committed both to the excellence of its services and to its duty to help sustain a better environment.

Headquartered in Hsinchu, IST expanded labs to Taipei, Tainan, and Shanghai, providing our customers worldwide with more prompt, enhanced, and accurate technical services.

## NEW FEATURES AND ENHANCEMENTS

### Member Rating System

Launched in early December 2006, the new rating system clearly demonstrates its value for our members. Armed with a rating score for each member, users are now able to make informed decisions on which companies they should do business with.

The unique transaction-based system ensures that two given parties have done business on The Broker Forum before a rating can take place. The rating system is linked to the RFQ system to ensure that a member's rating score reflects actual transactions conducted on the site.

In order to rate a member:

- The buyer must issue an RFQ.
- The seller must reply with a quotation.

Members can rate or request a rating from each other once the quotation has been received. The entry points into the rating system are found in:

- Quote Sent
- Quote Received
- PO Sent
- PO Received

The first phase of the rating system has been very well adopted by the community, as evidenced by increased usage every month since its inception. In order to maximize the benefits of this powerful tool, members are encouraged to actively participate in the process by either requesting a rating or responding to a rating request from a fellow member.

As with all new features, The Broker Forum will continually evolve the existing rating system, based on feedback from users, in order to deliver the most possible value to its members.

To learn more about the benefits of using The Broker Forum rating system, please contact your account representative at (450) 677-8877 or email us at [support@brokerforum.com](mailto:support@brokerforum.com).

## THE BROKER FORUM ENTERPRISE SOLUTIONS

The Broker Forum Enterprise Solutions were developed for companies that want to maximize their presence within the member community while distinguishing themselves from their main competitors. The following is a brief description of each solution.

### Listing and Sourcing Solutions

#### XML Live Upload

XML technology is used to connect a client's CRM or inventory management system to The Broker Forum database. The XML Live Upload service ensures 100% accuracy, since any change made in the client's in-house system will automatically be reflected in The Broker Forum database. This service supports either stock or available inventory files. ISCP Gold listings via the XML Live Upload will be listed before those that are not identified as such.

#### XML Speed Search

XML technology is used to connect a client's sourcing system to The Broker Forum database. The XML Speed Search allows purchasing agents to access search results directly from their intranet or in-house application. Two hundred lines of results are displayed (versus 25 on the Web site). Part number and vendor contact information are matched to provide "single glance" navigation.

### E-Commerce Solutions

#### Restricted Warehouse

The client determines which buyers are to be given access to a secured and distinct area of The Broker Forum Web site dedicated to the client. These buyers are presented with an additional menu item on the Trading Center page, named "XYZ Warehouse – Restricted Area". In this area of the Web site, the client can list bulk items, individual part numbers, or any other items to offer to this specific audience. Buyers can communicate directly with the client or use the RFQ system to purchase items. It is also possible to integrate with XML Live Upload and pricing is automatically adjusted as per client instructions.

#### eStore Content Provider

The eStore Content Provider (formerly Web Wizard) harnesses the full power of The Broker Forum community for the benefit of the client's end user customers. The Broker Forum provides the client with interactive content for its eStore Web site. End users are able to enter multiple part numbers and obtain results for as many as 100 part numbers at a time. The client's eStore system will continue to gather in-house inventory in the normal manner. On items it does not carry, the system will state "Available at XYZ Electronics" and list inventory held by other distributors. The client can determine which seller's inventory is to be included or excluded from this content, and it can edit company names as needed.

For more information on our suite of enterprise solutions, please contact us at (450) 677-8877 or [support@brokerforum.com](mailto:support@brokerforum.com).

## LAS VEGAS – SPONSORS

We would like to thank our dedicated sponsors for their continued support. Their involvement and dedication make it possible for us to bring you this unique industry event again.

PLATINUM SPONSOR



### Chip 1 Exchange

As a leading independent distributor of electronic components, Chip 1 has built a reputation based on service and quality. The company prides itself on its focus of providing the best customer experience possible. With more than 50,000 line items of inventory and by providing a complete suite of services, including complete excess and obsolete material purchasing, BOM analysis, and value added services such as tape and reeling, Chip 1 Exchange has positioned itself as a premier full-service stocking distributor to support the OEM and broker/distributor markets.

[www.chip-one.com](http://www.chip-one.com)

**Chip 1 Exchange USA, Inc.**  
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Aliso Viejo, CA 92656  
Phone: 949-330-6610  
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peterk@chip-1.com

**Chip 1 Exchange FZCO**  
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Phone: +971 4 2995731  
Fax: +971 4 2994059  
info@ae.chip-1.com

GOLD SPONSOR



### InfoWave Technologies Inc.

CORtracker, developed and supported by InfoWave Technologies, is a Web-based sales- and inventory-management solution developed for the unique demands of the electronic component industry.

[www.cortracker.com](http://www.cortracker.com)

SILVER SPONSORS



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[www.express-elect.com](http://www.express-elect.com)



[www.e-certa.com](http://www.e-certa.com)



[www.lcisoftware.com](http://www.lcisoftware.com)



[www.ytl-ic.com](http://www.ytl-ic.com)



[www.msncomponents.com](http://www.msncomponents.com)



[www.huantongelec.com](http://www.huantongelec.com)



[www.ic-source.net](http://www.ic-source.net)



[www.twolelectronic.com](http://www.twolelectronic.com)



[www.518yx.com](http://www.518yx.com)



[www.ytyt-ic.com](http://www.ytyt-ic.com)



[www.ylfelectronics.com](http://www.ylfelectronics.com)



[www.billion-ic.com](http://www.billion-ic.com)



[www.rolics.com](http://www.rolics.com)



[www.globalnet-elec.com](http://www.globalnet-elec.com)



[www.outstanding-hk.com](http://www.outstanding-hk.com)

## WORLD TOUR SPONSORSHIP LEVELS

### Platinum Sponsor

Platinum Sponsors are co-producers of the event, receiving maximum recognition and profile through the entire event. This is a great way to demonstrate market leadership and raise the profile of your organization. As a Platinum Sponsor, you're ideally positioned to build and reinforce relationships, lead discussion of the key issues, and demonstrate your organization's ability to respond to those issues. As a Platinum Sponsor, you benefit from:

- Platinum Sponsor recognition in all World Tour advertisements and press releases
- Exclusive customized pre-event promotional support (e.g., email campaigns)
- A 20-minute speaking slot during the Opening Session
- Your logo and company profile on the World Tour Web site and brochure
- A four-week banner advertisement on The Broker Forum
- Exclusive bag sponsorship – company logo printed on the World Tour tote bag plus the ability to distribute additional promotional items to all attendees
- Large banner displayed in main session room
- One tabletop display with banner

### Gold Sponsor

As a Gold Sponsor, you will be recognized as one of the leading sponsors of the event. Invite your clients and key personnel, receive extensive recognition throughout the event, and display your company's marketing materials at a table throughout the event. As a Gold Sponsor you benefit from:

- Gold Sponsor recognition in all World Tour advertisements and press releases
- Your logo and company profile on the World Tour Web site and brochure
- A two-week banner advertisement on The Broker Forum
- Banner displayed in main session room
- One tabletop display with banner
- Ability to distribute promotional items in the display area

### Silver Sponsor

As a Silver Sponsor, you will have the opportunity to increase your visibility and to interact with fellow members during networking breaks. Display your company's marketing materials and distribute your promotional items at a table throughout the event. As a Silver Sponsor you benefit from:

- Silver Sponsor recognition in all World Tour advertisements and press releases
- Your logo on the World Tour Web site and brochure
- A one-week banner advertisement on The Broker Forum
- One tabletop display with banner
- Ability to distribute promotional items in the display area

For additional information on sponsoring any one of the stops on this year's World Tour, please speak with a representative from The Broker Forum. If you prefer, you can contact us by phone at (450) 677-8877 or via email at [sponsors@brokerforum.com](mailto:sponsors@brokerforum.com).



## INTERESTING LAS VEGAS FACTS

- Year first casino was licensed: 1931
- Current number of licensed gambling places in Las Vegas: 1701
- Approximate number of Las Vegas residents: 500,000
- Approximate number of Clark County residents: 1,500,000
- Number of slot machines in Las Vegas: 197,144
- Annual visitors to Las Vegas, in millions: 36.7
- Percentage of visitors from Southern California: 25
- Percentage of visitors who say they come to Las Vegas mainly to gamble: 5
- Percent of visitors who end up gambling during their stay: 87
- Hours per day average visitor spends gambling: 3.9
- Annual state gaming revenue, in billions of dollars: 9
- Percent of Nevada's general fund fed by gaming-tax revenue: 43
- Average gambling budget per trip, in dollars: 559
- Number of people moving to Las Vegas annually: 60,000
- Average monthly apartment rent, in dollars: 631.22
- Average price for an acre of land in the Las Vegas valley, in thousands of dollars: 161
- Price for a prime acre of land on the Strip, in millions of dollars: 11
- Number of hotel rooms: 124,270
- Average number of pillowcases washed daily at MGM Grand: 15,000
- Average nightly room rate, in dollars: 66
- Average length of stay, in nights: 3.7
- Number of conventions hosted annually: 3749
- Average number of Las Vegas weddings per day: 315
- Number of local golf courses: 37
- Amount in miles of lighted neon tubing on the Strip and downtown: 15,000
- Percentage of county's population over 24 years old with college degree: 13.8
- Percentage of residents who claim to be religious: 82.2
- Percentage of population registered to vote: 42.2
- Percent of Nevada land owned by the federal government: 87
- Paved roads in Nevada, in miles: 5429
- Dirt or gravel roads in Nevada, in miles: 33,010
- Nevada's population growth since 1990, in percentage: 83.3
- Nevada's prison-population growth since 1990, in percentage: 100.4
- Nevada's nationwide rank in gold production: 1
- Cost of Nevada marriage license, in dollars: 35
- Average cost of filing for divorce in Nevada, in dollars: 450

Courtesy of: Zeke Quezada

About Las Vegas for Visitors: <http://govegas.about.com>

<http://www.About.com>

About.com is part of The New York Times Company

# ROHS SPECIFICATIONS

The Restriction of Hazardous Substances Directive (RoHS) took effect on July 1, 2006. The following is a useful guide to help you identify all major manufacturers and how they denote lead-free electronic components.

## Manufacturer How parts are identified

Actel	X79 suffix	Macronix	G suffix
Agilent	G suffix on RF xstrs & diodes; transitional green do not on PLCC	Maxim / Dallas	suffix +
Allegro	T suffix	Methode Connectors	G or W suffix
Alliance Semiconductor	F suffix	Micrel	P/N change, varies by series
Altera	N suffix	Microchip	G suffix during transition, then no P/N change
AMD	P/N change, varies by series	Micron	P/N change, varies by series
AMI Semiconductor	P/N change. Transitional labels on all containers	Microsemi	<a href="http://www.microsemi.com/pbpolicy.asp">www.microsemi.com/pbpolicy.asp</a>
Amphenol	<a href="http://www.amphenol.com">www.amphenol.com</a>	Molex	<a href="http://www.molex.com/cgi-bin/bv/molex/index_login.jsp">www.molex.com/cgi-bin/bv/molex/index_login.jsp</a>
Analog Devices	Z suffix	Murata	<a href="http://www.murata.com/catalog/k28e.pdf">www.murata.com/catalog/k28e.pdf</a>
Analog Integration (AIC)	<a href="http://www.analog.com.tw/english/index.asp">www.analog.com.tw/english/index.asp</a>	National Semiconductor	NOPB suffix
Arizona Microtek	suffix +	NEC	A, AZ, or AT suffix
Artesyn	No part number change	Oki Semiconductor	No P/N change; lot code will have J suffix
Atmel	P/N change, varies by series	Omron	<a href="http://europe.omron.com/en/cor/ceb/home/environmental/Product_Status/default.asp">http://europe.omron.com/en/cor/ceb/home/environmental/Product_Status/default.asp</a>
AVX	<a href="http://www.avx.com/docs/catalogs/RoHS_Status.pdf">www.avx.com/docs/catalogs/RoHS_Status.pdf</a>	ON Semiconductor	G suffix
BI Tech	LF suffix on some parts; Date Code Identifier	Osram	Z suffix on some parts; Date Code ID on others
Bourns	<a href="http://www.bourns.com/pdfs/bourns_lead_free-01_2006.pdf">www.bourns.com/pdfs/bourns_lead_free-01_2006.pdf</a>	Panasonic Components	No P/N change in most cases
Broadcom	G suffix, Labels on shipping containers;	Panduit	<a href="http://www.panduit.com/resources/102212.asp">www.panduit.com/resources/102212.asp</a>
Bulgin	<a href="http://www.bulgin.co.uk/HTMLDocs/rohs.html">www.bulgin.co.uk/HTMLDocs/rohs.html</a>	Pericom	E suffix
Catalyst Semiconductor	<a href="http://www.catsemi.com/techsupport/greenpackages01.html">www.catsemi.com/techsupport/greenpackages01.html</a>	Philips Semiconductor	Date Code Identifier
Cirrus Logic	Z suffix	Pulse	NL suffix ( NLT for tape & reel ) on most products
Conexant	P/N change, varies by series	Renesas	U, V, W or X within last 4 digits on some parts...
Cypress Semiconductor	X suffix	Richco	<a href="http://www.richco-inc.com/media/catalogimages/FEATUREDITEMS/RMS.pdf">www.richco-inc.com/media/catalogimages/FEATUREDITEMS/RMS.pdf</a>
Cornell-Dubilier	<a href="http://www.cde.com">www.cde.com</a>	Ricoh	<a href="http://www.ricoh.com/LSI/about/t-reels/index.html#lead">www.ricoh.com/LSI/about/t-reels/index.html#lead</a>
Elna	<a href="http://www.elna.co.jp/en/co/co22_inde.htm">www.elna.co.jp/en/co/co22_inde.htm</a>	Rohm	<a href="http://www.rohm.com/pbfree/ichiran.html">www.rohm.com/pbfree/ichiran.html</a>
EPCOS	No Part number change. Identified by Date Code	Samsung	P/N change, varies by series
Epson	A2 or B2 suffix	Samtek	<a href="http://www.samtek.com/standard_products/environmental_compliance/lead-free.asp">www.samtek.com/standard_products/environmental_compliance/lead-free.asp</a>
Erni	<a href="http://www.erni.com/search">www.erni.com/search</a>	Sharp	F suffix
Evox Rifa	No P/N Change. Labels on Containers and Packaging	Sirenza	<a href="http://www.sirenza.com/products_green.asp">www.sirenza.com/products_green.asp</a>
Fairchild	NL or NF suffix, recently switched to date code.	Skyworks	LF suffix
FCI	LF suffix	SMSC	P/N change, varies by series
Freescal	P/N change, varies by series	Sony	P/N change TBA
Fujitsu Microelectronics	E I suffix	Spansion	13th digit of P/N = F instead of A. ( Spansion P/Ns only ).
Grayhill	<a href="http://www.grayhill.com/Lead-Free.htm">www.grayhill.com/Lead-Free.htm</a>	SST	E or F suffix
Halo	RL suffix	ST Micro	Date Code / Label identifier
Harting	No Part Number change. Identify by Revision Status and Label	Supertex	G suffix
Hirose	<a href="http://www.hirose.co.jp/rohs/he01rohs_search.aspx">www.hirose.co.jp/rohs/he01rohs_search.aspx</a>	Syfer	<a href="http://www.syfer.com/Document_1.aspx?doc=1:26264&amp;id=1:28560&amp;id=1:27342">www.syfer.com/Document_1.aspx?doc=1:26264&amp;id=1:28560&amp;id=1:27342</a>
Holtek Semiconductor	# Suffix on some parts. Labels on cartons	Taiyo Yuden	<a href="http://www.yuden.co.jp/e/products/pdf/rohs_e.pdf">www.yuden.co.jp/e/products/pdf/rohs_e.pdf</a>
Hynix	<a href="http://www.hynix.com/eng/09_greenproduct/leadfree_02.jsp">www.hynix.com/eng/09_greenproduct/leadfree_02.jsp</a>	TDK	<a href="http://www.tdk.co.jp/tefe02/roh00002.pdf">www.tdk.co.jp/tefe02/roh00002.pdf</a>
IDT	G suffix	Texas Instruments	P/N change & Date Code Identifier
Infineon	Date Code Identifier	Toshiba	F or G suffix ( F = completely lead free, G = terminals lead free )
Intel	P/N change, varies by series	Tri- Quint / Sawtek	Check individual datasheet for compliance info
Intersil	Z suffix	Tyco	<a href="http://www.tycoelectronics.com/environment/leadfree/default.stm">www.tycoelectronics.com/environment/leadfree/default.stm</a>
Int'l Rectifier	P or PBF suffix	Vishay (GS,Telefunken)	P/N change, varies by series
IRC (Int'l Resistive Co.)	<a href="http://www.ircit.com/pdf_files/AFD_LeadFree.pdf">www.ircit.com/pdf_files/AFD_LeadFree.pdf</a>	Welwyn	No P/N change, labels on packaging
ITT Cannon	<a href="http://www.ittcannon.com/rohs/default.asp?rt=rohs">www.ittcannon.com/rohs/default.asp?rt=rohs</a>	White Microelectronics	G on package label
ITW Pancon	<a href="http://www.itwpancon.com/News/PanconLeadFree110504.pdf">www.itwpancon.com/News/PanconLeadFree110504.pdf</a>	Wolfson Micro	<a href="http://www.wolfsonmicro.com">www.wolfsonmicro.com</a>
ITW Switches	<a href="http://www.itwswitchcon.com">www.itwswitchcon.com</a>	Xilinx	G suffix
JST	<a href="http://www.jst.com/home16.html">www.jst.com/home16.html</a>	Yamaha	Z suffix
Kemet	P/N change, varies by series	Yamaichi	Check individual datasheet for compliance info
KOA	Check individual datasheet for compliance info	Zarlink ( Mitel, GEC, Ferr )	P/N change, varies by series"" Marked with e1 or e3 in circle
Kyocera	<a href="http://global.kyocera.com/prdct/electro/popup/rohs.html">http://global.kyocera.com/prdct/electro/popup/rohs.html</a>	Zetex	No P/N change, identify by Date Code
Lattice	TN, FN, MN or NN suffix	Zilog	G suffix
Linear Tech	PBF suffix		
Littelfuse	<a href="http://lflive.moveo.com/cgi-bin/r.cgi/know_leadfree.html">http://lflive.moveo.com/cgi-bin/r.cgi/know_leadfree.html</a>		
LSI Logic	<a href="http://www.lsilogic.com/about/environmental_activities/pbfree_index.html">www.lsilogic.com/about/environmental_activities/pbfree_index.html</a>		

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