

Announcement

**Hilton Garden Inn
Seaworld International Center
Orlando, FL**

Counterfeit Electronic Components Avoidance Workshop

**March 27, 2008
8am - 5pm**

Components Technology Institute, Inc.

904 Bob Wallace Avenue / Suite 117
Huntsville, AL 35801
Phone: 256-536-1304
Fax: 256-539-8477
www.cti-us.com

Counterfeit Electronic Components Avoidance Workshop

Counterfeit electronic components entering the supply chain are causing a huge economic impact in the electronics industry. This Workshop discusses Avoidance Practices to combat this problem through case histories, contributing causes, procurement issues, inspection & testing techniques and the avoidance actions that should be taken.

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- *Counterfeit components are causing a major catastrophe in the electronics industry*
- *The problem grew over 20% in 2006*
- *The impact is affecting automotive, computer, consumer, telecom, medical, military and space electronics*
- *Urgent action is required to reduce manufacturing yield loss, safety problems, plus improve reliability and customer satisfaction.*

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This one day Workshop is a concentrated version of the highly successful two day workshops that were presented in Los Angeles, Orlando, and London. This one day Workshop has been held in Huntsville, Austin, NASA Houston, Los Angeles, Boston and San Diego.

In response to many requests this Workshop on this critical topic is being offered again in Orlando, FL.

The Workshop is Designed for:

Original Equipment Manufacturers (OEMs)
Original Component Manufacturers (OCMs)
Contract Manufactures (CMs)
Independent Distributors (IDs)
Brokers

What is Causing Counterfeit Components?

- OEMs & CMs are not always able to purchase from the Original Component Manufacturer (OCM) or their Franchised Distributor (FD).
- Huge accumulations of electronic scrap has become the source of used components and counterfeits.
- Long delivery times from OCM and FD.
- Buyers searching for unreasonably lower prices.

Factors Contributing to this kind of purchasing!

- **Obsolescence** - The component is no longer manufactured or available from OCM/FD
- **Availability** - Poor planning for typical delivery time or emergency needs
- **Prices** - Searching for prices below the manufacturer's price
- **Trust** - Belief that trusted suppliers provide immunity from counterfeits

Goal

Provide awareness and training in the techniques and practices required to detect and avoid counterfeit components and the costs and risks associated with them.

Counterfeit Electronic Components Avoidance Workshop

Who Should Attend:

**Components Engineers
Purchasing Managers and Buyers
Quality Managers & Engineers
Inspection Personnel
Laboratory & Analysis Technicians**

Workshop Topics

These topics will be presented by experienced component engineers well versed in the detection of counterfeit components.

- 1. Introduction and Overview* - Leon Hamiter, CTI, Inc
- 2. Case Histories on Detection of Counterfeits* - Leon Hamiter
- 3. Counterfeit Microelectronics - How to Authenticate Good from Bad* - Don Trenholm, Custom Analytical Solutions
- 4. Electrical Testing to Identify Counterfeits* - Mark Marshall, Integra Technologies
- 5. Detection Methods and Tools for Counterfeit Components* - Don Trenholm
- 6. Ownership Risks in Counterfeit Parts Transactions*- Larry Pappas, ZD Integrated Circuits, Inc
- 7. RoHS Effects on Counterfeit Detection* - Woody Hewett, ZD Integrated Circuits, Inc
- 8. Data Sources to Detect Counterfeits* - Leon Hamiter
- 9. Counterfeit Avoidance Practices - Procurement, Inspection, Test & Analysis* - Leon & Don

Attendees will receive a Certificate of Attendance

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Comments Received from Past Workshops

- *Excellent information on how to spot counterfeits.*
 - *Good criteria for supplier selection and product inspections.*
 - *Outstanding photos of counterfeit components and how to spot them.*
 - *More OEMs and Brokers need to understand the actions presented in this Workshop.*
 - *The speakers, technical data, information and examples of counterfeits were outstanding.*
 - *OEM & CM buyers and purchasing groups need to attend this Workshop.*
 - *Highly informative on detecting counterfeit components.*
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Registration Fees

Advance Registration is strongly encouraged as seats are limited. The Registration Fee is \$440. Three (3) or more from the same company, sent at the same time get a \$380 each group rate. After March 10 add \$50 late fee, each. The Registration Fee includes continental breakfast, lunch, two breaks and a copy of the Workshop Notes. The Workshop will be held at : **Hilton Garden Inn, Seaworld. They offer a special rate of \$149.00 until March 10. Call 407-354-1500 to book.** A minimum of 25 is necessary to hold the Workshop - register early, charges will not be made until event is definite.

For Workshop information call 256-536-1304 or e-mail to LHamiter1934@cti-us.com

Counterfeit Electronic Components Avoidance Workshop

~~Hilton Garden Inn~~ (SEE FOLLOWING PAGE)

Seaworld International Center
6850 Westwood Blvd.
Orlando, FL 32821
407-354-1500

March 27, 2008
8am - 5pm

Registration Information

Name _____ Title _____
Company _____ Division _____
Address _____ M/S or Suite # _____
City _____ State/Prov _____ Postal Code _____
Country _____ Phone _____ Fax _____
Email _____

After March 10th

Registration Fee Payment advance \$440 _____ add \$50 _____
3 or more from same Company, at the same time - \$380 each add \$50 _____
Please send separate registration for each attendee Total _____

Minimum of 25 Registrants Required

Charges will not be made until Workshop is definite.

No refunds on cancellations after March 10.

Payment must accompany registration. Registrations without payment will not be processed. Company checks must be made out to Components Technology Institute, Inc. and payable in US dollars drawn on a US bank. Credit card payment requires card number, expiration date, and signature. Only substitutions are accepted after registration is received.

FAX THIS FORM TO: 256-539-8477

Payment Method: AMEX _____ VISA _____ MC _____ Check _____
Card Number: _____ Exp. Date: _____
Name on Card: _____
Signature: _____

Fax or Mail to:

CTI, Inc.

904 Bob Wallace Avenue / Suite 117, Huntsville, AL 35801

Ph: (256) 536-1304 Fax: (256) 539-8477

www.cti-us.com

Organized by:

Components Technology Institute Inc.

and

Custom Analytical Services Inc.

CCAW Orlando

Counterfeit Components Avoidance Workshop - March 27

To: CCAW Orlando Attendees,

March 1, 2008

The month of March is very busy in Orlando and the Hilton Garden Inn at SeaWorld where CCAW is being held is sold out of rooms. The following Hotels are close by and have rooms and the Internet Rates are shown below. Since these rates can go away quickly I suggest you book with one of these hotels at a rate that can be canceled without penalty at least one week before CCAW, just in case enough Registrations are not received.

As soon as adequate Registrations are received those that have Registered will be notified the Workshop is definite.

Renaissance SeaWorld is next door and within walking distance – 407-351-5555. \$229.00 + tax
Web: <http://www.marriott.com/hotels/travel/mcosr-renaissance-orlando-resort-at-seaworld/>

International Plaza Resort is within a mile of the hotel – a short driving distance. It is walkable, but due to a lack of sidewalks in some stretches I recommend guests drive for their own safety. 407-352-1100. \$99.00 + tax. <http://www.intlplazaresort.com/>

Hilton Grand Vacations Club SeaWorld is located around the corner from the hotel and is walkable or guests can drive to the Hilton Garden Inn. The distance is about a mile. Tel. 1-407-239-0100 They have a rate of \$119.00 + tax.
http://www1.hilton.com/en_US/hi/hotel/ORLSWGV-Hilton-Grand-Vacations-Club-at-SeaWorld-Intl-Center-Florida/index.do

The Hilton Garden Inn advises that reservations are canceled a lot this time of year and they will notify CTI if rooms become available or you can request the hotel to put you on a waiting list.

If you have any questions please contact me.

Thanks for your patience and interest in the CCAW.

Best regards,

Leon Hamiter

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