SMT Overview

• Established in 1995.
• Independent Stocking Distributor of Electronic Components and Peripherals.
• Located in S.W. Connecticut approximately 1.5 hours from N.Y.C. and 2.5 hours from Boston.
• Woman Owned Small Business
Facility Overview

- 72,000 sf. facility specifically engineered for the proper storage, inspection, and distribution of ESD and humidity sensitive electronic components.
- Over 100,000 line items in-stock from over 600 manufacturers.
- Actives, Passives, IC’s, Discrete’s, Connectors, LCD’s and Peripherals
Dehumidification System
ESD Floor Treatments
ESD Air-lock
SMT Corporation
Certifications & Memberships

- ISO9001:2000 CERTIFIED
- AS9120:2002 CERTIFIED
- ISO14001:2004 CERTIFIED
- OHSAS 18001:2007 CERTIFIED
- ANSI/ESD-20.20:2007 CERTIFIED
- WBENC CERTIFIED
- IDEA MEMBER
- ERAI MEMBER
- GIDEP MEMBER
- AIA MEMBER
- EPA REGISTERED
Vehicle Inspection
Point Just Outside
City of Shantou
Entering City of Shantou
Electronic Debris Stored in Front and Back Yards seen while driving through city streets
Shantou warehouse: Boards stacked, waiting for chip removal.
Components being washed in the river & laid on bank to dry.
Washing components in river
Components on river bank drying
Pulled components drying on city sidewalks, then separated by type.
0402 Case Size Capacitors
($0.005 ea from Fran. Disty)
Pulled components stored in bags, being delivered and awaiting processing.
Pulled components sorted by sifting
Pulled components prepared for counterfeiting process
Counterfeiting District where Refurbishing, Remarketing, and Repackaging occurs. Residence housing is located above.
Remarked Components
Ready for counterfeit packaging and distribution thru Shenzhen’s Global Market
City of Shenzhen

China’s main entry point of counterfeit electronics into the global marketplace
Scope of Counterfeit Problem

• ERAI Inc, has confirmed more than 2800 brokers selling counterfeit components
Counterfeit factory box
LOGO AUTHENTICATION

FAKE

REAL
235°C Peak Package Body Temp: Moisture Level: 2
Floor Life: One Year Condition ≤ 30 deg. C/60% RH

260°C Peak Package Body Temp: Moisture Level: 2
Floor Life: One Year Condition ≤ 30 deg. C/60% RH
Operator: JDOE
# MIL-STD 883 Attributes Test Data

**Customer**: ETEC  
**Special/Generic**:  
**QC Lot**:  
**Ship Qty**:  

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<th>Test Method</th>
<th>Cond.</th>
<th>Gross</th>
<th>Net</th>
<th>REL OTHER</th>
<th>Date</th>
<th>Comments</th>
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**Visual/Mechanical/Electrical Screening**

**Quality Conformance Inspection**

**Program Names**:  

**QA Form**:  200011

**Approved By**:  
**Date**: 05-28-00
ANALOG DEVICES
RT. 1 INDUSTRIAL PARK, NORWOOD, MA 02062

DATE _______________ P.O. # _______________ PART # _______________

CUSTOMER: ___________________________ SALES ORDER ________ DATE ________

DOCUMENTS ENCLOSED __________________________

INCOMING QUALITY CONTROL INSPECTION DATA

THESE DOCUMENTS MUST ACCOMPANY SHIPMENT
Components on river bank drying
1997 parts remarked as
2006: Nine years difference
Different Part Number and Date code

After part permanency test

Before part permanency test
Laser-Etch remarking still visible after black topping has been removed
Baked-On Black-Topping

Scraping required to remove finish
Chip Sales to Drop 24% in 2009

“Chip sales are on track to fall 24% in 2009.” says Gartner Inc. The industry research group also said the industry will not be able to return to 2008 revenue totals through 2013.
Is the “Perfect Storm” Approaching?

- Historically, severe component shortage and allocation events begin at the end of recessionary periods.

- Currently we are in the worst recessionary period of our generation.

- Is this industry preparing to face this very real possibility?
Development of a Stringent Counterfeit Mitigation Process
Equipment Required for Component Authentication & Quality

- Real Time X-ray
- Acid Etch Decapsulation
- Microscopy Equipment
- XRF Tester (RoHS)
- Solderability Tester
- Baking & Dry packing equipment
Require More!

- Professional liability insurance
- Certifications: Not Compliance
- Verification of financial stability
- Periodic site audits
- Detailed documentation on component authenticity and quality with every order