

**ECA MARKET ACTIVITY REPORTS & ANALYSIS PROGRAM**  
**Reporting Instructions For**  
**NORTH AMERICAN SALES AND BOOKINGS OF CAPACITORS**  
**MS-401-M**

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**DATE DUE:** Due on or before the 20th of the month following the reporting period.  
(Example: April 20 for the month of March.)

**SEND TO:** Upload data at <https://secure.verisconsulting.com/eca/>

**GENERAL:**

Report the **net units and net dollar value\*** of fixed capacitors sold and booked through the North American sales facilities during the month, including offshore production, private label or otherwise. A capacitor is to be treated as sold as soon as it has been packed ready for shipment to a customer and invoiced, even though a carrier may not yet have picked it up. All data should be reported in thousands. For example, 10 units should be reported as 0.01 – not 0 and 10,100 should be reported as 10.1 – not 10.

\*Net units and net dollar value = net of customer returns, cancellations, ship and debit and price adjustment.

**DEFINITIONS:**

**Original Equipment Manufacturers Column:** Report sales made to Original Equipment Manufacturers (OEMs), Contract Electronic Manufacturers (CEMs), government, and to "captive" markets (intra-company sales). Include all imports for resale. Include shipments to United States, Canada, Mexico and Puerto Rico. Include sales to "stocking representatives" and manufacturers representatives. Exclude exports.

**Distributors Column:** Report sales made directly to distributors, as well as capacitors in which are imported and resold to distributors. Include shipments to United States, Canadian, Mexican and Puerto Rican distributors. Exclude exports.

**Private Brand:** Private brand capacitors are those produced for another capacitor manufacturer, a distributor, or a retailer for sale under a brand name other than that of the original manufacturer. Capacitors shipped by a "private brand" manufacturer to another capacitor manufacturer will not be reported by the original manufacturer, but will be reported by the purchaser, unless the original private brand manufacturer is certain that the purchaser will not report to EIA. In this case, the seller should report.

**Imports:** Report all capacitors imported for resale in the Original Equipment Manufacturers (OEMs) column or Distributors column. Include capacitors imported under your label, under the 9802.00.60/80 (formerly 806/807) provisions of the Harmonized Tariff Schedules of the United States, under the Caribbean Basin Initiative (CBI) provision of the Tariff Schedules of the United States, and all other imports. Include all capacitors built offshore in your factories or purchased from a foreign supplier for resale by you.

**Exports:** Exclude shipments outside of United States, Canada, Mexico and Puerto Rico.

**NAICS (North American Industry Classification System):** NAICS Product Codes used by the U. S. Department of Commerce, in annual report, MA334Q (Semiconductors, Electronic Components, and Semiconductor Manufacturing Equipment). Capacitor sales data reported to ECA should match data reported annually to the U. S. Census Bureau, with respective exceptions (see MA334Q Instruction Manual).

**Inquiries:** Questions, comments or suggestions for improving this report should be directed to Mike Hayes, 703-654-1482.

## PRODUCT DESCRIPTIONS:

### ◆ PAPER AND FILM

- Printed Circuit Board Mount Types (Wire Leaded and SMD Devices)

- Metal Case
- Non-Metal Case:
  - Axial
  - Radial (include x/y types)
  - Surface Mountable
  - Other

- Non-Printed Circuit Board Mount Types (Bolt, Lug, Snap-On, and other terminations)

Paper, Film, and Paper/Film dielectric either dry or containing dielectric fluid. Include electrical and electronic types as classified under SIC 3675 and 3629.

- **Motor Run and General Purpose:**
  - Foil Electrode
  - Metalized Electrode (one or both electrodes metalized).
- **HID Lighting:** Ballast Applications. Include Foil Electrode and Metalized Electrode (one or both electrodes metalized) types. Exclude fluorescent lamp ballast types. Include sales to "captive" markets.

### ◆ TANTALUM ELECTROLYTIC:

- **Solid Dry Electrolytic Types:**
  - Metal Case: (Hermetic and Non-Hermetic)
  - Non-Metal Case:
    - Molded Axial and Radial: (Include Wrap and Fill Types)
    - Dipped
    - Chips:
      - General Purpose Molded (535 BAAC)
      - All Other Chips (Military, Low ESR, Hi Rel, Non-Molded)
- Wet Slug Electrolytic Types

### ◆ ALUMINUM ELECTROLYTIC:

- Miniature/Subminiature 18mm or Less
- Tubular (Axial, Radial) greater than 18mm
- Snap-Mount/Plug In: Include all plug-in, pin-style capacitors which can substitute for snap-mounts.
- Computer Grade 1-3/8in. - 2in.: Include types with molded cover and single-end terminal screw construction.
- Computer Grade Greater than 2in.: Include types with molded cover and single-end terminal screw construction.
- AC Motor Start: Include all AC Motor Start types.
- Surface Mount: Include all Surface Mount and chip types.
- Other: Include all other types, plastic or metal case; DC pulse, photoflash, screw neck, plug-in and all other special AC or DC types.

◆ CERAMIC DIELECTRIC FIXED:

• SINGLE-LAYER(SLC):

- **Tube, Disc, Plate**
  - **Fixed Tubular** Include capacitors that are basically constructed from hollow ceramic tubes with screened electrodes
  - **Fixed Disc** Include disc capacitors with wire or stamped leads, silvered discs without leads and high voltage types.
  - **Fixed Plate** Include rectangular plate devices, with and without leads and high voltage types.
  - **Stand off Tubular and Disc and all two terminal ceramic devices** Include all capacitors not defined elsewhere, example Feed-thru and Bypass capacitors. **EXCLUDE : High frequency capacitors**
- **High Frequency**
  - Include all high frequency devices

• MULTI-LAYER(MLC):

- **Chips** All smd devices including high voltage but, excluding high frequency/RF microwave and capacitors which are sold to other capacitor manufacturers for finishing and / or resale.
- **Multi-layer Leaded** Include axial, radial, DIP versions of molded, conformal and dipped ceramic and glass capacitors.
- **High Frequency** Include smd and leaded types of RF / microwave capacitors.
- **Other** Include capacitor arrays, networks, discoidal, feedthru and bypass multilayer elements. Exclude filters which incorporate additional technologies (eg inductors).