

ECA MARKET ACTIVITY REPORTS & ANALYSIS PROGRAM
Reporting Instructions For
NORTH AMERICAN CONSUMPTION OF CHIP RESISTORS, BOOKING AND
SALES
MS-440-M

DATE DUE: Due at ECA on the 20th of the month following the reported period.
(Example: May 20th for the month of April)

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

GENERAL:

Report the net unit and dollar volume of new orders received and net sales billed during the reported period.

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.

DEFINITIONS:

Bookings: Report the unit and dollar volume of net orders entered each month whether for immediate or future shipment. Letters of intent are excluded, and not to be reported. Bookings are usually not the same as billings or shipments during any one-month period.

Sales: Report gross billings less cash discounts, policy returns for unused resistors, line rejects, excise tax, okay returns, defective allowances in lieu of replacements, and price change credits.

Sales to OEMs, distributors and equipment divisions of multi-divisional companies are to be included in the Commercial category.

Sales to Military (lines 8-10, 14, 30-32, 36) include MIL-Spec types only—regardless of where sold.

Thin-Film: Thin-Film components and/or interconnections are those which are deposited on a substrate by other than thick-film methods, such as vacuum deposition, cathode sputtering or vapor plating, etc.

Thick-Film: Thick-Film components and/or interconnections are those which are deposited on a substrate in paste form and are baked at high temperature to remove the volatile material and to fuse the remaining materials. This is commonly referred to as being screened and fired.

ECA SECURITY PROVISIONS:

See Policies and Procedures Manual of the ECA Market Research Department for a description of security provisions employed for the protection of individual company data.

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

MS-440-M
1/1/08