

ECA MARKET ACTIVITY REPORTS & ANALYSIS PROGRAM
Reporting Instructions For
NORTH AMERICAN SALES OF NON-LINEAR RESISTORS
MS-477-Q

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

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

GENERAL:

Report the **net units and net dollar value*** of non-linear resistors sold through North American sales facilities during the quarter, including offshore production, private label or otherwise. A non-linear resistor 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 non-linear resistors 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. Non-linear resistors 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 non-linear resistors imported for resale in the Original Equipment Manufacturers (OEMs) column or Distributors column. Include non-linear resistors 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 non-linear resistors 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.

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

PRODUCT DESCRIPTIONS:

Definition of Non-Linear Resistors (to be reported):

A resistive component made from material that consists of doped granule compounds containing various oxides (e.g. Zinc Oxide) that by mean of binders have been pressed to a desired shape and then sintered. The terminals are either inserted into the resistor body or soldered to metalized surfaces.

- ◆ NTC
 - Negative Temperature Resistor

- ◆ PTC
 - Positive Temperature Resistor
 - Ceramic
 - Polymer

- ◆ Varistors
 - Voltage Dependent Resistors
 - MOV/Leaded/Disc
 - MLV (SMD)