

**ECA MARKET ACTIVITY REPORTS & ANALYSIS PROGRAM**  
**Reporting Instructions For**  
**TOTAL NORTH AMERICAN SALES AND BOOKINGS OF PASSIVE**  
**NETWORKS**  
**MS-424-M**

---

**DATE DUE:** Due at ECA on or before the 20<sup>th</sup> of the month following the reported period.  
(Example: May 20<sup>th</sup> for the month of April.)

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

**GENERAL:**

All reports should be made on the basis of net sales and orders received from OEMs (original equipment manufacturers), direct government, distributors, and other divisions of your company that manufacture end equipment. Do not include networks purchased from another domestic manufacturer for resale unless they have been changed by further production. A manufacturer should not report the value of networks which essentially are prototypes resulting from an RDT&E contract in which the primary purpose of the contract has been RDT&E rather than product delivery.

In preparing your report to ECA, even though some breakdowns may of necessity, require estimates, please provide the maximum detail available and your estimates when necessary. If the breakdown under the major product categories does not, in all cases, exactly fit your product description, report in the category that most nearly describes the product.

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:**

**PASSIVE NETWORKS ONLY:**

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

Resistor-Capacitor: If there is a discrete passive resistor in a thin film circuit and/or discrete passive capacitor or resistor in a thick film circuit, these devices should be reported in the appropriate thin or thick film circuit group. Include all Resistor-Capacitor circuits with discrete or screened components in the appropriate thin or thick film current category.

Unencapsulated Substrates: Networks sold to the customer for either device attachment, resistor adjustments, other modifications and/or encapsulation. Includes all form sizes with at least one passive component not reported elsewhere.

Surface Mount Devices: Any passive network which is mounted on top of a printed circuit board where the leads do not protrude through the board. Report SO (small outline) types and other types separately.

OEM (& Direct Government): OEM sales apply to those networks sold to OEMs, government and other divisions of your company that manufacture end equipment. Include sales to manufacturers Reps.

Distribution: Include sales made directly to distributors, as well as networks which are imported and resold to distributors. Include sales to "stocking representatives". (Sales to manufacturing representatives should be reported as sales to OEMs.)

Exports: Include all exports.

Imports: Include all imports in the appropriate end-market column (i.e., OEM, Distribution, etc.)

SIC (Standard Industrial Classification):

The SIC Product code for fixed resistor networks are 36760.38 (SIPs), 36760.42 (DIPs) and 36760.44 (Other). SIC codes for Surface Mount Devices (SMDs) are 3670.28 (DIPs) and 36760.32 (Other—including flat packs). The Bureau of the Census, NORTH AMERICAN Department of Commerce uses these codes, in the annual report MA-36-Q. Data on network sales reported to ECA should match data reported annually to the Census Bureau, with respective exceptions (see MA-36-Q Instruction Manual).

**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-424-M  
1/1/08