

**ECA MARKET ACTIVITY REPORTS & ANALYSIS PROGRAM**  
**Reporting Instructions For**  
**NORTH AMERICAN SALES AND BOOKINGS OF CARBON AND METAL**  
**FILM RESISTORS**  
**MS-470M**

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

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

**GENERAL:**

The purpose of this report is to measure NORTH AMERICAN consumption of fixed discrete leaded non-wirewound resistors. Known MIL Specifications are used as a means to approximate size configurations. Industrial and commercial activity, as well as military, is covered by this report.

Anyone selling to the NORTH AMERICAN market is eligible to participate.

Report the unit and dollar value of all fixed and adjustable non-wirewound resistors sold during the reported period. A 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. Dollar sales include gross billings or shipments 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. Report sales of all Established Reliability resistors made in strict compliance with MIL-R-39017 and MIL-R-555182, as well as all other resistors.

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.

Do not report Export sales as they are not relevant to consumption in the NORTH AMERICAN

Chips, Networks, SMDs: Do not report resistor Chips, Networks or Surface Mount Devices. These products are covered by ECA reports, "Total NORTH AMERICAN Sales of Passive Networks" (MS-424-M) and "NORTH AMERICAN Consumption of Chip Resistors" (MS-440-M).

Manufacturers: Include in the "Manufacturers" line sales made to OEM (original equipment manufacturers), government, and to "captive" markets (intra-company sales). Do not include resistors purchased from another domestic manufacturer for resale unless they have been changed by further production or have become a component of a larger part. Do not report in this line sales to other companies for purpose of resale to distributors.

Distributors: Include in the "Distributors" line sales made directly to distributors, as well as resistors that are imported and resold to distributors. Include sales to "stocking representatives" as distributor sales. (Sales to manufacturer representatives should be reported in the Manufacturers line.)

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

R&D: Do not report the value of resistors which essentially are prototypes resulting from an R&D contract in which the primary purpose of the contract has been R&D rather than product delivery. Do not include the dollar value of reliability program costs nor test and evaluation costs except as they may be reflected in the per unit price of sales.

**PRODUCT DESCRIPTION:**

**GENERAL PURPOSE:**

Carbon Film: All resistors that have a resistance element primarily of carbon that has been fired or deposited in place.

Metal Film: All film resistors including evaporated metals and metal oxides with purchased ohmic tolerance of 2% and 5%, and all wattage. Known MIL Specifications are to be used as a means to approximate size configuration. It is to be noted, however, that all military as well as industrial and commercial activity is to be reported.

PRECISION: <1% Purchase Tolerance.

SEMI-PRECISION: 1% Purchase Tolerance only.

Categories C and D:

Category C includes all parts procured to purchase order and/or specification control drawing requirements that specify a MIL established reliability film resistor with additional screening, unique marking, etc.

Category D includes all resistors other than the MIL established reliability parts that are purchased to specifications requiring screening and/or lot-by-lot environmental testing.

**SIC PRODUCT CODES:**

Standard Industrial Classification (SIC) product codes, as identified in the Bureau of the Census report MA-36Q. Fixed non-wirewound resistors are identified as follows:

<u>SIC#</u>	<u>DESCRIPTION</u>
	Resistors having two lead (fixed non-wirewound):
36760.14 -	Carbon Film
36760.36 -	Other (including metal film, metal oxide and thick cermet film)

These SIC numbers should be adhered to when reporting your annual factory sales data to the Census Bureau report, MA-36Q. (See MA-36Q Reporting Instructions for inclusions/exclusions.)

**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-470M  
04/07/2010