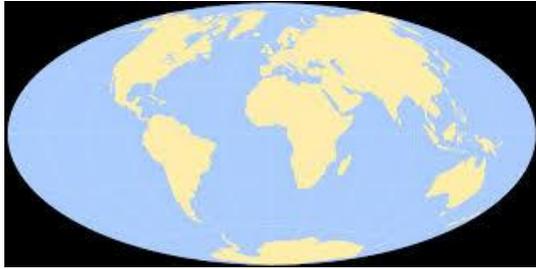


# International Institute of Obsolescence Management



**Newsletter February 2017**



Message from Stuart Kelly President IIOM International

Welcome to the first IIOM newsletter of 2017. Hopefully you will see from the information in this newsletter that there has been a lot of activity behind the scenes in the last few months.

We are committed to keeping all the existing member benefits that we have enjoyed over the years and we will continue to do so. In addition, we are very keen to grow Obsolescence Management into a professional discipline that is practiced worldwide. This should benefit all of us whether we are end users or solution providers.

Hopefully you will find the introduction of Continual Professional Development and the new IIOM chapters such as Benelux, US, Brazil etc. as an exciting development for us all and the OM discipline as a whole. In the meantime, we will continue to provide our members with the networking and information sharing organisation that we have always done.



Hello everybody and welcome to this edition of our newsletter and could I say what a delight it is to be back at work after all that spare time doing nothing at home over Christmas. Yes I know you had forgotten it already in the mad rush to get things done at work and meet the end of year financial reports but it was only a short time ago. I of course was very busy over Christmas with the new CPD program and did not in fact buy two barrels of beer from my mate who is a brewer which of course is 148 pints, minus spillage, fortunately we now have Phil Wardle helping to meet our April deadline and I would like to extend my thanks to Phil for volunteering. We have the UK 'spring' members meeting coming up in sunny Milton Keynes with a busy day being organised by Ian and team. Ok enough from me and I look forward to seeing everybody who can attend the UK members meeting there.

Subjects to be discussed at the next Members meeting include:

Interpretation of AS9120/AS6081 Anti-Counterfeiting Guidance

Obsolescence Management Challenges for Users of Semiconductors

Guidance in choosing the right Obsolescence tools for your requirement

REACH update

Re-termination and re-balling of high I/O packaged semiconductors

Mines a pint, Jon





# iiom

## CONFERENCE BRISTOL 2017

**Have you  
booked your  
stand?**

**Decided who  
will be attend-  
ing and regis-  
tered them?**

**Considered  
sponsoring the  
event?**

**50% Overseas**

### IIOM Professional Standards Programme Update



Development of the IIOM Professional Standards Programme program is moving forward and to assist with this process and to bring us in line with other professional

organisations the committee has been expanded into the Professional Standards and Membership Committee to reflect a growing wish for professional recognition in the discipline. A set of core skills for the IIOM Certificate has been agreed by the new Professional Standards and Membership Committee drawn from IIOM Directors and UK corporate members. IIOM will shortly be inviting training providers to submit proposals for delivery of training for the core skills and the evaluation of candidates against the required level of achievement.

IIOM is also about to apply to become a Professional Affiliate of the UK Engineering Council - this will bring a number of benefits including early feedback on our approach and guidance in aligning IIOM with the requirements for professional registration.

If you wish to learn more about the Development programme direction please contact either:

Jon Anslow UK Chairman who is responsible for delivery of this important aspect of IIOM development.

[UKChairman@theiiom.org](mailto:UKChairman@theiiom.org)

or Philip Wardle who is the IIOM Professional Standards Manager

[philip.wardle@bcs.org](mailto:philip.wardle@bcs.org)

It is now possible to join IIOM as an individual member to undertake this training when it becomes available

## DIARY

### **28th February 2017**

IIOM UK Members meeting -Milton Keynes

### **7th March 2017**

IIOM Germany meeting- Kassel

### **21-23 March 2017**

Southern Manufacturing and Electronics -Farnborough

### **22nd March 2017**

Anti Counterfeiting Forum Seminar - London

### **19th-25th June**

Paris Airshow

### **20th-22nd June 2017**

IIOM International Conference 2017-Bristol

### **18th-19th October**

Electronics and Engineering Design shows- Coventry

### **October 2017**

IIOM UK members Meeting—TBA

### The next UK Members Meeting

will be held at the Hilton Milton Keynes, Timbold Drive, Milton Keynes, MK7 6HL. on the Tuesday 28th February 2017





## IIOM International Conference & Exhibition

20–22 June 2017

### Advance Programme

The Advance Programme has been announced. The programme will include Keynote Presentations from Marijan Jozic, KLM and Martin Boswell, Jacobs. The workshop 'Obsolescence Management Challenges within the New Servitisation Landscape' on day one is followed by a two day conference with exhibition attached.

### Registration Rates – Early rate ends 31st March

	Member		Non-Member		Speaker
	Early Rate*	Full Rate	Early Rate*	Full Rate	Rate
Workshop	£275	£275	£375	£375	N/A
Conference Package	£700	£800	£800	£900	£480
Workshop & Conference Package	£875	£975	£975	£1075	£655
Partner Package	£250	£250	£250	£250	£250

*The above rates are subject to VAT @ 20%*

*\*Early rate applies to registrations paid in full by 31<sup>st</sup> March 2017*

### Exhibition

A table top exhibition will be held next to the conference suite at the hotel. A number of exhibitors' stands are available for organisations that provide services or products related to obsolescence management. Conference refreshments including lunches will be taken in this area, maximising the opportunity for exhibitors and delegates to interact.

### Sponsorship

This event represents an ideal way to reach your target audience at a time when they are focused on discovering new methods and process developments in the Obsolescence Management discipline. Packages start from just £1000.

Interested? Contact [admin@theiiom.org](mailto:admin@theiiom.org)

### Networking

There will be lots of time to network with other industry professionals both during conference refreshment breaks and at the Welcome Reception at the hotel. On the 21st June we will travel to the historic SS Great Britain for the Gala Dinner, giving you the opportunity to network in a relaxed environment.

For further information and to register please visit [www.theiiom.org](http://www.theiiom.org)

Email: [admin@theiiom.org](mailto:admin@theiiom.org) or Tel: +44 (0) 1727 876029



## Obsolescence Management Three Day Practitioner Training Course – 21<sup>st</sup> to 23<sup>rd</sup> March 2017, Bristol.

This course is designed to provide the delegate with an in depth knowledge of Obsolescence Management. It is designed for those who are about to embark on an Obsolescence Management strategy, or those who require more detailed information on what an Obsolescence Manager needs to know and what duties they should be performing.

Through Life Support Limited is comprised of personnel that were Obsolescence Management (OM) Subject Matter Experts from both the Ministry of Defence and Industry. We provide expert advice, guidance, support and solutions in the development of new, or the improvement of existing, Obsolescence Management capabilities.

Full details of the training course and a booking form can be found at the following link:



### **Why you should always buy storage from an authorised distributor!**

Counterfeit storage technology has been around for many years and with the convenience of the internet this presents a golden opportunity for unscrupulous sellers to pedal their wares to unsuspecting purchasers. SD and microSD cards are arguably two of the most common storage devices to be counterfeited but now we are seeing more and more SSD technology being touted at heavily discounted prices.

Sites like eBay have a lot to answer for as they claim they do not allow counterfeits but they do not notify buyers they purchased a counterfeit item that could damage their equipment. Scammers are offering microSD cards on eBay at heavily discounted prices from companies like Sony, Samsung, Kingston, SanDisk, Toshiba plus some other lesser known brands. Convincing in looks these cards often have the lowest quality NAND Flash with way less capacity than actually advertised and it is not uncommon for these cards to actually fail. When the cards reach their maximum capacity they then start to overwrite and erase existing data. Consumers cannot determine the actual memory capacity of a counterfeit memory card by simply viewing the capacity displayed on their computer, phone or camera. The counterfeiters are too smart for that, and simply overwrite the real memory capacity with a false capacity to match any capacity they print on the counterfeit packaging and card. The fake cards may tout certification from the FCC, CE, VCCI, and NATA leading you to believe that the card meets certification standards, but they do not. And, there is no manufacturer to honour any warranty. The removable microSD card is an amazing, convenient and trouble-free storage device. When it works, it is unnoticed. When you get a fake, it will be the very core of your frustration, despair and pain – and your data may be gone.

It still amazes us here at Simms how many people still buy trademarked items on eBay from Chinese sellers given that manufacturers do not authorise sales on these kind of websites. We are often contacted by companies that have sourced storage technology from the interest even through reputable retailer sites. Although the items are not counterfeit they are often not suitable for the performance required of them. Price and capacity are the two driving factors rather than quality and performance. In the long term paying for quality will outstrip price. Storage technology can also be customised to ensure maximum longevity and performance. Technical expertise is available on how to customise these kinds of devices.

The only way to ensure that storage components are authentic, have optimal quality and reliability levels, is to buy them exclusively through authorized sources. The upfront costs are sometimes higher than those offered by open market sources. However, products purchased through approved distributors and resellers are usually more cost effective in the long term, since they have superior quality and reliability levels, have full traceability and carry full factory warranties. Some distributors also offer a sample programme to ensure correct fit form and function, what you test is what you get with the same full services as listed above.

[www.simms.co.uk](http://www.simms.co.uk)



Ontic, a BBA Aviation company and the aerospace industry's leading provider of 'Extended Life Solutions' for OEM legacy products, has reached an agreement to acquire a portfolio of legacy avionics products (the "Business") from

GE Aviation.

The Business incorporates a portfolio of legacy avionics parts servicing the military and commercial aviation markets, including electro mechanical, barometric, gyroscopes and electronics products. Key platforms include Boeing 737, Sikorsky Sea King and Leonardo AW101 helicopters, Lockheed C130/J transports and BAE Hawk aircraft. The portfolio has a strong fit with Ontic's existing business, and the acquisition is aligned to Ontic's strategy to deliver continued profitable growth in mature avionics and electronics products with high intellectual property content. With significant experience of acquisitions including a similar business bought from GE Aviation in 2011, Ontic has proven processes to ensure the seamless integration of new product lines, which will be supported in this case by a transitional services agreement with GE Aviation.

#### IOM welcomes New Member



ASML is a Dutch company and currently the largest supplier in the world of photolithography systems for the semiconductor industry. The company manufactures machines for the production of integrated circuits, such as CPUs, DRAM memory, & flash memory



Rochester Electronics is the world's largest continuing source of semiconductor product. With continued Success continues in 2016 with global expansion in North American, EMEA and the APAC regions. Rochester is licensed and authorized by over 70 leading semiconductor manufacturers offering more than 15 billion units in

stock and continuing manufacturing solutions for more than 100,000 device types, no other company compares to our selection, capabilities or solutions.



### People News:

Rochester Electronics continued growth in 2016 adds 3 new members to the EMEA Team. Hendrik Kowalke joins Rochester as Business Development Manager located in Munich, Germany bringing experience in procurement, inside and outside sales to the Team. Malcolm Kitchen also joins Rochester as a Regional Sales Manager for the Northern European and Middle Eastern territories based out of Eaton Socon, Cambridge, England bringing over 15 years of sales experience with him. Sirtaj Siddiqui also joins the EMEA HQ team based in Eaton Socon, Cambridge, England as an Internal Sales Representative with vast experience in inside sales, supply chain, procurement and operations supporting the drive and growth of EMEA.



Rochester continue to drive growth and expansion through our Supplier and Distribution communities with recent additions to our Distribution partners in Russia through Compel and Hicotronics in India. Rochester success has included the opening of new sales offices in North America, EMEA and APAC and the hiring of sales professionals to support the growing global need for semiconductor solutions provided by Rochester.



Rochester Electronics will celebrate 35 years in the semiconductor industry. Rochester prides itself on providing answers, resolving issues, and solving problems in the semiconductor industry and beyond. Whether you are a loyal supplier, a dedicated distributor, or valued end user, Rochester provides the industry with authorized and licenced semiconductor lifecycle solutions. Visit Rochester's new website at

On the back of recent new contracts and an increasing workload, CMCA(UK) is pleased to announce that it has expanded its newly formed Equipment Lifecycle Support team by three new members in the last two months. The company has also taken on two new apprentices, one in IT and one in Business Support, plus a new member of the Procurement Services team. In addition to our core activities we've been busy launching and marketing our first ever security product, V-Guard, an advanced Under Vehicle Inspection System which we'll be showcasing at the forthcoming Intersec event in Dubai 22<sup>nd</sup>-24th January. Further details are available at [www.vguarduk.com](http://www.vguarduk.com).

With growth being achieved across all areas of the company, we are looking forward to a prosperous 2017 during which we aim to support even more IIOM members who have a requirement for subject matter expertise in Obsolescence Management, Long Term Storage, REACH Management and Procurement Services. Meanwhile, if you'd like to learn more about our capabilities then please contact either

[antony.elliott@cmcauk.co.uk](mailto:antony.elliott@cmcauk.co.uk) or [chris.green@cmcauk.co.uk](mailto:chris.green@cmcauk.co.uk).

**Contact CMCA(UK) Ltd**

Tel 01905 458307

Fax 01905 452629

Email [emily.barnes@cmcauk.co.uk](mailto:emily.barnes@cmcauk.co.uk)



**IIOM Italy Update**

A new campaign is about to launch to re-engage with a number of companies that have expressed interest in recent years with a new company interested in providing the secretariat and early coordination of the group. The new team will include Italian media, solution provid-

**USA Chapter Update**



The development of the US Chapter is being led by representatives from Lockheed Martin, BAE Systems and Elbit Systems. This core team is working

with IIOM Directors to find the best way to organize the national chapter to support such a large community of potential members. The team is building from a DMSMS base but also looking at other sectors such as Oil & Gas and other energy forms. The US team are working on how best to establish a legal entity and the draft governance documents generated by the Directors. Other potential members include solution providers such as Rochester Electronics, IHS Markit who have been involved in discussions held so far. Plans are in place to set up a US Council and elected Chairman and hold the

**IIOM Benelux Update.**



On the 15th February a meeting took place in Utrecht in the Netherlands with the person who is likely to become the first Benelux Chapter Chairman. A council is being formed and the first members meeting is being planned for later this year. IIOM wish to thank Converge for their support in establishing this chapter and Vincent Verbee and Enda Rud-

Disclaimer

The views expressed below are those of the author. This information does not constitute legal advice. The author has tried to ensure that the information provided is accurate. However, the author will not accept liability for any loss or damage arising as a consequence of any use of this information. In this respect, you should always satisfy yourself that the actions you take are covered by taking appropriate professional legal advice.

Hexavalent Chromes – Authorisations

There are two applications for authorisation currently under consideration affecting industrial users of hexavalent chromes. The Chromium Trioxide, and the Hexavalent Chrome consortia (CTAC and CCST) have made applications for various uses, mainly surface treatments.

The CCST application is for aerospace uses and applications only of various chromates. Other industries (e.g. General engineering; automotive, maritime uses, etc.) are not covered by this application, and therefore those substances cannot be used for them.

CCST uses have been proposed a 7 year review period, and included a requirement for the supply of detailed information by the downstream users (mostly the surface treatment shops) to the applicants on exposure and emissions in the areas where the SVHC's are being used. These are significant and not inexpensive measurement needs. The data will be used to support the future authorisation reviews, and if found not to meet requirements or failing to meet the required standard for data provision may cause the authorisation review to fail.

The CTAC application covers various uses of chromium trioxide. Depending on the use they have been given different review periods.

Use	Review Period	Comment
Functional chrome plating (inc. hard chrome plating)	7 years	Aerospace and general engineering uses
Functional chrome plating with decorative character	4 years	General Engineering uses
Surface Treatments	7 years	Aerospace use only
Surface Treatments (except passivation of tin plated steels)	4 years	General engineering uses
Passivation of tin plated steels	4 years	General engineering uses

As for the CCST application, this authorisation also requires the supply of detailed information by the downstream users to the applicants on exposure and emissions in the areas the SVHC is being used, and will be used to support the authorisation review.

Adopted opinions and previous consultations on applications for authorisations can be found [here](#).

Candidate List of SVHC's

4 new substances have been added to the Candidate list. They are :-

4,4'-isopropylidenediphenol (bisphenol A; BPA) (CAS 80-05-7)

Nonadecafluorodecanoic acid (PFDA) and its sodium and ammonium salts (CAS 335-76-2; 3830-45-3; 3108-42-7)

p-(1,1-dimethylpropyl)phenol (CAS 80-46-6)

4-heptylphenol, branched and linear [substances with a linear and/or branched alkyl chain with a carbon number of 7 covalently bound predominantly in position 4 to phenol, covering also UVCB- and well-defined substances which include any of the individual isomers or a combination thereof] (No CAS identified)

Of these, Bisphenol A has many uses in epoxy resin materials. You should check whether this is an ingredient

Further information can be found [here](#).  
Recommendation for inclusion into Annex XIV

The European chemicals Agency has recommended another 9 substances to go into Annex XIV of REACH. The list can be found [here](#).

This recommendation, along with the preceding 5<sup>th</sup> and 6<sup>th</sup> recommendations which have not yet been actioned by the European commission, will increase the number of substances on Annex XIV from 31 to nearly 60.

Terry Rees-Pedlar



**COG Germany's next members meeting on the 7th March will focus on the following topics:**

DEUTSCHLAND e.V.



Der Software-Lebenszyklus aus der Sicht des Obsolescence-Managements  
Stefanie Laufenberg-van Rickelen (Geschäftsführerin) / Boris van Rickelen  
(Technischer Leiter), van Rickelen GmbH & Co KG

Tentacle Nr 8 (In the grip of the octopus) Obsolescence: You can't avoid it - An aviation perspective  
Marijan Jozic (Industry Development Leader), KLM/AirFrance

Wie sieht der neue Obsolescence-Management-Standard aus? - Ein Status-Update der EN62402  
Bjoern Bartels (Managing Director), AMSYS GmbH

RS Components Obsolescence Manager (Alastair Jupp (Head of Designspark Platforms, Product-, Technical Marketing) / Harald Helmgens (Product Manager Electronics), RS Components GmbH

Vergleich von Abkündigungsvorhersagen von drei Anbietern - Abschlussbericht der AG  
"Obsolescence Management Tools" Frans Brinkhof (Component Engineer), Nord-Micro GmbH & Co. OHG

"Book of Obsolescence Management" (BoOM) and other IIOM marketing matters -Ian Blackman  
(Technical Manager), International Institute of Obsolescence Management (IIOM)

COG Germany will be holding elections for a new council in March and a new Chairman will be

## **IIOM Brasil Update**

From the 16<sup>th</sup> November to the 26<sup>th</sup> November Ian Blackman hosted Lt Cdr Marcelo Da Silva Matias at his offices in Kent. Marcelo is proposing to lead development in Brasil and is seeking a core of contacts that are ready to form a council. He and Ian are working with a UK based Brazilian lawyer to define the correct legal identity for the institute in Brasil.



During his visit, Marcelo was introduced to three Directors, the Cognition team, the UK Council and met with three member companies to discuss how IIOM works on a practical level. The companies visited were BAE Systems in Portsmouth, Solid State Supplies in Rochester and Simms In-

## What is Obsolescence Management? An extract from the Leonardo MW in-house magazine

**What is Obsolescence Management and why is it important for our business? In this Q&A, Jon Anslow, UK Chairman and one of the Directors of the International Institute of Obsolescence Management (IIOM), describes why it is so crucial that this side of our business is managed properly, to maintain our company's reputation around the world.**

**Q: What is Obsolescence Management?**

**A:** If a product is no longer suitable for current requirements, or is no longer available from the original manufacturer, then it is described as obsolescent. Effective Obsolescence Management involves ensuring that solid plans are in place to identify and mitigate risk when products, parts, spares or software becomes obsolete.

**Q: Why is it so important that we carry out Obsolescence Management correctly?**

**A:** If we don't manage the obsolescence of our products and technology effectively, it can impact on our customer relationships, their perception of our technology and ultimately, our Company's reputation. It is very important that we take a proactively approach to manage any potential risks that could emerge well in advance of actual deployment into service.

**Q: How is Obsolescence risk mitigated across Leonardo products?**

**A:** The company has a specialist group, including Obsolescence Managers and Component Engineers, with the skills to deliver a high quality service to our internal and external customers. We are responsible to the Head of Engineering for ensuring that best practice for Obsolescence Management is carried out at all times and meets our customers' needs.

**Q: Who is responsible for providing Obsolescence Management to the business?**

**A:** The Component Standards Group is responsible for not only Obsolescence Management, but also Component Engineering. This model is used across multiple companies as the most cost effective way to manage obsolescence.

**Q: For those who aren't familiar with the organisation, can you describe what the International Institute of Obsolescence Management (IIOM) does?**

**A:** The IIOM is a learned organisation which is concerned with managing the risks associated with obsolescence. It grew out of the Component Obsolescence Group (COG), which people may be more familiar with.

**Q: So what role do you play within the IIOM?**

**A:** I am the UK Chairman and one of the International Directors of IIOM. It is my responsibility to ensure that the UK chapter functions as it should and that the UK's views are represented to the board of directors. Apart from that, I am also currently personally responsible for delivering the Continuous Professional Development (CPD) element of the new international organisation, which will allow Obsolescence Management Practitioners to achieve professional recognition up to Chartered Engineer level over the next few years.

**Q: What are the most important tasks that the IIOM performs as an organisation?**

**A:** As an organisation we discuss issues that affect industries with long life and high reliability products. This involves presentations and discussions on the services available, and the best ways to achieve our aims. The networking opportunities around the event are also most important, as Obsolescence Management is carried out by a tight knit group of people across the UK, and we mainly know each other personally across many companies and customers. This is extremely useful when it comes to reviewing contracting and solving issues.

**Q: When should people think of approaching the IIOM for assistance?**

**A:** Anybody who wants to know more about Obsolescence Management, avoiding counterfeit components, or any component issues, should contact either [contact me](#) or a member of the Component Standardisation group, which holds the Obsolescence Management function within Leonardo. We would be only too happy to help anybody with these issues. It may also be helpful for you to visit the [IIOM website](#), which has up to date information on all of these themes.

**Q: Where can I find out more information about the Company Policy and Process for Obsolescence Management within Leonardo?**

**A:** Please contact our company's Obsolescence team to find out further details.

**Q: How do you hope the IIOM will support our industry in the future?**

**A:** IOM is the engineering organisation to be in if you want to be an Obsolescence Manager with IIOM certified qualifications, we hope to build a high quality pool of engineers in the UK and be recognised as leading the world in Obsolescence Management.



**The International Institute of Obsolescence Management**

**Email: [admin@theiiom.org](mailto:admin@theiiom.org) Tel: +44(0)1727 876029**