



The art of obsolescence management

The nice thing about working in an engineering discipline is the reliability of calculation methods. The calculation of the maximum current in a power stage, the maximum transmission power of a gear or the maximum pressure in a pipe just works. It works before building a device and it continues long after the calculation, as long as the components don't wear out (and even that can be calculated).

Obsolescence Management is very different: when obsolescence happens it is a fact, everything else is speculation, probability and driven by forces outside your area of influence. Often, I hear people asking: how long can I buy this part or product? Nobody knows for certain, in many cases not even the manufacturer.

During the first IIOM online conference on May 20th, we heard and learned a lot about the art of obsolescence management: engineering methods, contractual and supply chain methods, statistical methods – all with one goal: to get a grip on the uncertainty of obsolescence, to manage the risks for production and service availability.

As we have no methods that give us 100% certainty like in engineering disciplines, we have to find out which approach works best for a certain technology or industry. We often learn the hard way how dependent we are on relationships and communication within complex supply chains. Therefore it is so important that we share our knowledge and experience. My sincere thanks to all speakers, exhibitors, sponsors and the organizers of the conference. This was really important and beneficial!

In many cases the methods to avoid long term obsolescence yield quite good results. Unfortunately, we do not have methods on hand on how to deal with temporary obsolescence as we see currently with the supply shortages. Do you have some ideas or good experiences? Please tell us about. We are always looking for presentations for our member meetings and even the next IIOM International Conference in Munich 2022.

Wolfgang Heinbach
President, IIOM International

DIARY

08 June 2021

AMSYS GmbH – 1 Day Certification Course, IIOM Associate AllIOM - Munich, Germany

14 - 16 June 2021

Allan Webb – Obsolescence Management Practitioner Course - Cheltenham, UK

14 - 17 June 2021

Allan Webb – Obsolescence Management with IIOM Certificate Course - Cheltenham, UK

15 June 2021

COGD Online Members Meeting

23 - 24 June 2021

AMSYS GmbH – 2 Day Obsolescence Management Seminar-Workshop - Berlin, Germany

07 July 2021

IIOM UK Online Member Meeting

07 - 08 September 2021

AMSYS GmbH – 2 Day Obsolescence Management Seminar-Workshop - Bensheim, Germany

13 - 15 September 2021

Allan Webb – Online Obsolescence Management Practitioner Course

13- 16 September 2021

Allan Webb – Online Obsolescence Management with IIOM Certificate Course

14 - 17 September 2021

DSEI - London Excel, UK

21 September 2021

COGD Members Meeting

21 - 23 September 2021

CMCA(UK) - Online Short Course in Obsolescence Management at IIOM Associate Level

21 - 23 September 2021

CMCA(UK) - Online Obsolescence Management Awareness Course

Cont'd.

Update from IOM UK Chapter

Summer 2021?

Good morning everybody, welcome to the Summer (?) newsletter, in sunny Scotland it's not very sunny but quite wet, not helpful having cold weather either as it has delayed everything going out into the garden, although there's no shortage of seeds or plants now delivered rather than picked up at the garden centre. The pandemic continues on with very bad news from many countries and friends, my thoughts are with you in these difficult times.

Component shortages are biting hard and those who have a more vertically integrated structure are reaping the benefits of this type of company organisation, the rest of industry is struggling with lead times and price increases. My son who has his own building company tells me he can't get materials to complete jobs and is delaying starting new projects, so not just complex parts that are suffering with poor supply at the moment.

I'm sure all in the UK will be looking forward to a real meeting and I have my fingers crossed that this will happen later in the year, all dependent on the government giving clearance for that of course, I imagine we will still all be wearing masks and using hand gel, and no I don't look better in a mask!

Cheers

Jon Anslow
IOM UK Chairman



Dear IOM members,

Especially during allocation, obsolescence again confronts us on a daily basis. Uneconomical products are removed from the portfolio in order to use the capacities for more profitable components and the number of PCNs for relocation is increasing. Therefore, it is for all more and more important to enable an exchange and to spread news around Obsolescence Management also at this time.

For this reason, our second [quarterly meeting](#) of the COGD will take place online on 15.06.2021 from 10:00 - 15:30. This time we will split the event into two parts, meaning the morning will be filled with various presentations on circular economy, value stream mapping and displays, whereas in the afternoon there will be feedback from various members about their experiences regarding the reporting into the SCIP-database and later on a panel discussion. This will focus on mandatory reporting into the SCIP database and will bring experiences and recommendations from different perspectives. We raised in preparation to this afternoon event to ask questions about any issues and unclear topics and we will be able to answer all of them as we have a real expert - Tim Becker from REACHLaw Ltd. – as part of the panel discussion.

The panel discussion is intended to shed light on the issue, as many companies are currently struggling with its implementation. Reliable data is difficult and costly to obtain, the processes are still unclear, and what is really required?

Component manufacturer, database-provider, Distribution, EMS-provider and our legal consulting expert, are participating in order to bring light into the darkness and to integrate the opinions of all stages of the value chain.

Of course, all IOM chapter members are invited to COGD meeting! Get in touch with us and just contact us at info@cog-d.de ! We are looking forward to your participation!

Keep on staying healthy and cheerful!

IOM German Chapter

DIARY (continued)

06 - 07 October 2021

Southern Manufacturing and Electronics -
Farnborough, UK

19 - 20 October 2021

The Engineering/Electronics Design Show - Coventry,
UK

26 October 2021

AMSYS GmbH – 1 Day Certification Course, IOM
Associate Grade AIOM - Munich, Germany

03 - 04 November 2021

IOM UK Member Meeting, Newport, Wales

04 November 2021

RVE - Derby, UK

16 - 19 November 2021

Productronica - Munich, Germany

23 - 25 November 2021

CMCA(UK) - Short Course in Obsolescence
Management at IOM Associate Level

23 - 25 November 2021

CMCA(UK) - Obsolescence Management Awareness
Course

02 December 2021

COGD Members Meeting

06 - 08 December 2021

Allan Webb – Obsolescence Management Practitioner
Course - Cheltenham, UK

06 - 09 December 2021

Allan Webb – Obsolescence Management Course with
IOM Certificate - Cheltenham, UK

08 - 10 February 2022

Southern Manufacturing Auto/Aero - Farnborough, UK

08 March 2022

COGD Member Meeting

17 - 19 May 2022

IOM International Conference & Exhibition - Munich,
Germany

18 - 22 July 2022

Farnborough International Airshow - Farnborough, UK

15 - 18 November 2022

Electronica - Munich, Germany

IOM India Chapter Update

As you all know that the current Covid wave has seriously overwhelmed all available healthcare systems in India. Most of the states particularly Karnataka have been badly affected and to control the situation, the government has imposed strict lockdowns in place to break the chain of infection. In these dreary times, we all must be extra vigilant to take all precautions to protect ourselves and others from Covid-19 and stay indoors to avoid meeting people.

We are continuing with our online council meetings, attending International board meetings, and supporting the conference committee meeting regularly.

Our team is working hard to get the approvals from authorities and hopes that we will be able to start our chapter memberships soon please do stay tuned.

Take care and stay safe.

Siby Vasudevan
IOM India Chairman

Update from IOM US Chapter

The IOM United States chapter is growing! Our membership has grown in the last quarter with a lead up to the IOM Virtual Conference 2021 and we look forward to continued growth during the 2nd half of 2021. We have a lot of action going on behind the scenes including an updated website and social media presence. The updated website will provide a focus on upcoming obsolescence management events, webinars, and IOM members meetings. Our goal is to provide members as many educational and training opportunities as we continue to advance the science and practice of obsolescence management.

Planning continues for our 1st official members meeting that will have a training focus. IOM US has been in discussion with all 3 endorsed IOM trainers to participate at the upcoming members meeting with additional discussion on the recently published SD-22, the Diminishing Manufacturing Sources and Material Shortages: A Guidebook of Best Practices for Implementing a Robust DMSMS Management Program.

Finally, as the pandemic numbers continue to recede in the United States, we are hopeful to be in person at the upcoming Parts and Material Management Conference (PMMC) 2021 in Denver, CO from December 13-16. IOM US is planning to host an in-person members meeting on Thursday afternoon of the PMMC conference as well as submitting an abstract on IOM and IEC 62402 for inclusion in the conference itself.

Willie Brown, TJ Zitkevitz, and Charles Bourland
IOM US Board

Professional Development

Members' Handbook

The latest update of the Members' Handbook has been released as Edition 5. There is an IOM International section, which applies to everyone, and an optional Annex where your local Chapter may add local regulations and guidelines. For the first time the Handbook is now available in French and German as well as English. The ambition is that each Chapter will make the Members Handbook available on its local website including the appropriate Annex and in the most suitable language.

There are two topics in Edition 5 where guidance has been significantly improved. The first covers the process for applying for individual membership of IOM at AIOM, MIIOM and FIIOM grades, individual members' entitlements in general, and new arrangements for reduced subscriptions. The second clarifies the difference between Initial Professional Development (IPD), Continuing Professional development (IPD), and where to find further guidance on each on the Engineering Council website.

AIOM Short Course

This continues to be very popular, particularly in North America, where several courses have already been held in 2021. It is likely that many of the students will join the USA Chapter in coming months. Many of you will know that the Professional Standards and Membership Committee has the overall responsibility for future development and ongoing delivery of the course. The Committee recently appointed Graham Goring as Training Requirements Authority to bring the course content into alignment with IEC 62402:2019, and Jeremy Franks as Training Delivery Manager to act as point-of-contact with the Endorsed Trainers.

Philip Wardle
IOM Head of Professional Development and Certification

Standards and Accreditation Update

As mentioned in the last update IEC62402 continues to be developed and is being proposed by the BSI national committee on Obsolescence Management (BSI DS/1/2) to create two new parts to IEC62402. DS/1/2 has met and draft proposals are being proposed to the UK mirror committee BSI DS/1 Dependability. Once approved this will be passed onto IEC TC56 Dependability for the next stage of the standards development process. The titles on the proposals are;

'IEC62402-1 Obsolescence Management: Part 1 - Policy and Plan Process' based on IEC62402:Ed2, the current standard, including new industry sector conformity requirements.

'IEC62402-2 Obsolescence Management: Part 2 - Cost modelling, resolutions, and their implementation'

'IEC62402-3 Obsolescence Management: Part 3 - Data repository and exchange of information regarding change and discontinuance of products and items' this includes the text of the VDMA24903 XML standard with the latest updates from the SmartPCN roadmap.

It is hoped that the New Work Items will be approved later this year by IEC TC56 so that work can start on finalising these standards.

The work with SAE on the anti-counterfeiting standards continues I have been a member of the SAE committees since 2012. Work continues on 'STD0016 DMSMS Plans' with discussions on agreeing definitions with DoD programmes and standards.

IOM continues to be involved in the IECQ WG15 Conformity Assessment Scheme. This is to develop industry sector requirements to be documented in the base standard IEC62402.

Graham Goring
IOM Head of Standards and Accreditation

Social Media for IOM activities

The effort to unite groups sharing common interest goes far back in time. Scientists in the 17th century maintained a dense social network via letters. Humanist scholars of the Renaissance did the same.

The tools available to share information greatly improved, but the idea of connecting people and work together never got old.

Social networks help us to connect to virtually everyone, but sometimes it is a challenge to reach the right people sharing same interests or looking for a solution to the same problems that we have.

Regarding Obsolescence Management, we have the added difficulty that this is a transverse discipline involving different types of professionals (engineering, supply chain, project management, and others) spread among several industries.

The IOM multiplies its efforts to network professionals in obsolescence management through:

- ◆ its www.theiom website,
- ◆ its [LinkedIn Page](#) (nearly 700 followers!) and [LinkedIn discussion group](#),
- ◆ its [Twitter account](#)
- ◆ and the recent [YouTube Channel](#) with some first videos available

Please give it a try! by subscribing, sharing and commenting on posts available.

Luciano Lustosa de Siqueira

SAVE THE DATE IN YOUR DIARY

IOM International Conference and Exhibition 2022

17th - 19th May 2022

Munich, Germany

IOM REACH Update

A reminder to check any obligations for Registration under UK REACH. See the [HSE Website](#) for more information on UK REACH.

If you use an Annex XIV substance under authorisation you should have notified HSE by 1st March; if you've not done so you need to speak to them to bring yourself back into compliance. Downstream User Import Notifications (DUIN's) for importing substances from the EU need to be complete by 27th October – but it's recommended that this be done well before then.

In 2022, the EU will be revising parts of EU REACH and EU CLP. REACH changes are likely to include additional data for 1T – 10T registration volumes, some polymers coming into requirement for registration, potential change to the authorisation process, possibly including authorisation for certain articles imported into the EU. EU CLP changes may include new hazard classifications and greater uniformity of electronic Safety Data Sheets. This may have a knock on effect to UK REACH and CLP at some stage later. There'll be more on this as we learn what is planned in detail.

Remember that if you receive an Article 33 communication from a supplier for a material supplied, you have an obligation to forward that data to the recipient, if the material is integrated into an assembly you make and supply.

(Note that Northern Ireland is subject to EU REACH and CLP.)

Terry Rees-Pedlar
IOM UK Council

Chief Technical Officer Update



Webinars

We are planning a fourth series of afternoon webinars to start in July. These will be organised from the UK but are available for all chapters to access. We have taken a short break as members have been commenting on perceived webinar fatigue. If you have any topics you would like to hear about, please send them to me at iblackman@theiiom.org.

CTO messages

I send monthly updates of google press searches related to obsolescence, together with press articles and other material I receive to UK Members. Again, if you would like to receive these messages, please contact me directly.

Conference Marketing and social media

For the International Conference we generated multiple interviews and postings to promote the conference and now have two active LinkedIn pages. One is a discussion forum the other is Company page. Please join them to network with members and other industry colleagues.

Website development

Now that the Conference has taken place, we are moving forward on the division of the existing UK based website into a separate new international site and refocused UK members only site. The first stage of this should be in place by the end of the summer. We will keep you informed of progress on this important project.

Membership challenges and conference surprise attendees

Membership enquiries and conference registrants have come from countries not yet part of the institute, and I will be following those up and encouraging these companies and individuals to join their nearest and most convenient chapter.

Newsletter Development

We are considering new features and articles of interest that might introduce you E.G. short profiles of individuals in the organisation with personal content as well as technical input.

If you have some ideas for this please share them with me by emailing me at iblackman@theiiom.org

Ian Blackman



International Conference

The 4th IOM Conference was the first to be held online. The programme included speakers from 5 countries and was a truly international event with all IOM Chapters chairing a conference session. The audience participation in the Q & A sessions made the event interactive.

The event attracted 120 delegates from fifteen countries. The conference certainly gave delegates a great opportunity to hear from new speakers on new topics and to network with delegates they may not have met before.

The virtual exhibition offered delegates the opportunity to message exhibitors, download brochures and have 1:1 video chats. Unfortunately, this process seemed to have a few technical issues for some delegates. We will be reviewing the questionnaires and discussing areas for improvement at the next conference group meeting.

We would like to thank the conference sponsors, exhibitors, and speakers for their contribution.

We invited all delegates to offer a short comment on the event and here are a few we have received.

Wolfgang Heinbach said, "that was great, and I am really happy we dared to do it".

Teri-Ann Winslow "we had a good exhibition and were pleased to have been the principal sponsor for this event. Well done to everyone who worked so hard to get the event off the ground"

Dan Grundy "Congratulations all, there was a lot of hard work, preparation, perspiration, planning and many late nights put into this - it's all paid off. Great event!!! Top marks and respect to all be involved.

Axel Wagner "Applause to all of you for making this event happen – and most of all for delivering with such good quality!!!

Stuart Broadbent "The presentation part of the conference was very strong - the linkup between chair, video of presentation and Q&A worked very well"

Silva Klarenbeek "It was good to hear about experiences of others and to discuss approaches".

Luciano Lustosa de Siqueira "big thanks for everyone who made this event possible!"

Lutz Lindenau "I must compliment you on this ONLINE event. From the announcement, the advertising and briefing of the exhibitors, the structure of the website, there is nothing to complain about!"

Terry Rees-Pedlar "Social Wall was good. Generally, the on-line conference was very useful as an alternative to the face-to-face meeting we generally have (understandable in the circumstances) but it does not generate the same benefits as a face-to-face conference does".

If you were unable to join us this time you missed a great experience!

We have already started planning for the May 2022 event in Munich and more details will be available as the plans progress. Please enter the dates 17th-19th May in your diary and start to think how you plan to travel to Germany and what other activities you can undertake whilst in the City or travelling through Germany.

I certainly enjoyed the experience and look forward to help organise and attend the next conference! If you want to help in that process, please drop me an email to iblackman@theiom.org.

Ian Blackman
IOM International Chief Technical Officer (CTO)

The Rapid Rise in EOL and PCN Alerts from Component Manufacturers

New concerns about the electronics supply chain are expected to continue to drive the increase in End of Life and Product Change Notifications from component manufacturers through 2021. In fact, in 2020 the volume of EOL documents increased 15% over 2019 and the average expected percentage increase from 2016 through 2021 is expected to be 10.8% year over year. For product change notices, the expected percentage increase from 2016 through 2021 is expected to be 9.0% year over year.

In reviewing the types of parts affected by EOL activity, manufacturers are sending end of life alerts for older technology parts that consume more power and have a larger PCB footprint. For 2020 major part types with increases included oscillators, regulators, optoelectronics, sockets and circuit protection device parts with increases over 80% when compared against the average of the previous three years. For PCNs many new assembly sites have been announced in 2020 in Japan, Malaysia, Taiwan, and the Philippines.

Greg Wood



CMCA(UK) is thrilled to welcome Lloyd Francis to the team as our new VP of Sales. Lloyd has a rich background in business development coupled with a thorough understanding of Obsolescence Management (OM), and an excellent existing network within our core client sectors. He also enjoys a well-established and respected reputation within the International Institute for Obsolescence Management (IIOM) community and joins the company at an exciting time just prior to the launch of our new IEC 62402:2019 OM packages. Lloyd's initial focus will be to introduce our Technical Services offerings to a wider national and international audience specifically focusing on how our IEC 62402:2019 OM services can be deployed as an integrated engineering discipline to reduce through life costs, extend production lifecycles, improve support outcomes and reduce programme risks.

He will also be showcasing our innovative COMPASSWeb Managed Services software tool to selected customers ahead of its official launch in Quarter 2 of 2021. Welcome to the CMCA(UK) family Lloyd.

CONVERGE® AN ARROW COMPANY

Allocations Lead to Obsolescence

With the world's attention on the shortage market, it seems that we may have neglected the other ever present supply chain challenge — EOL components and ultimately obsolescence.

To ease the shortage situation, chip suppliers are adding new capacity and reallocating production to the automotive sector.

Reallocating chip production for the automotive sector may temporarily fix the current shortage, but it has a ripple effect to the other industries, and ultimately manufacturers will have to make a judgement call on what parts they can continue to support and produce.

While many are focusing on mitigating the urgent need to secure their own supply, there is the looming and very real challenge that has always been there – obsolescence. This challenge is not new, and while in a 'regular' market this topic gains significant attention and budget, it is not front-page news. Right now, urgency takes precedence. How do you decide where to focus? Join us on 14 June for a webinar covering how to use your resources best, to find solutions. Check LinkedIn for the invitation shortly.

ROCHESTER ELECTRONICS – Growing from strength-to-strength

Despite the COVID-19 pandemic and economic slowdown worldwide, Rochester Electronics' business has been fully operational and growing from strength to strength over the last year. We have been working closely with our customers by supporting their Semiconductor needs due to shortage issues affecting the market.

To further strengthen our services, we have appointed two new industry specialists in the EMEA region:



Alexander Stempfle

Roberto Frisino

Alexander Stempfle joins our EMEA sales team as a Supplier Development Director in Germany. As an MBA postgraduate Alex brings a great depth of industry experience from Motorola, later Freescale. He later became the Regional Sales Manager at IDT before moving over to sample life in distribution with Avnet Silica.

Roberto Frisino has joined Rochester as Regional Sales Manager for Southern Europe. With an MBA in International Business, he began his career in the aviation industry working for Airbus as a Customer Support Representative and Flight-test Assistant. He later moved to electrical and aeronautical field working as Commercial and Contract Manager for Latécoère.

Please welcome Alex and Roberto to the Rochester team!
www.rocelec.com



AllanWebb

With venues opening up again, we're delighted to announce the return of our classroom training courses to complement our virtual and e-Learning offerings:

Classroom Courses (Cheltenham Chase Hotel):

Availability, Reliability and Maintainability
Obsolescence Management Practitioner
Obsolescence Management IOM Certificate
ILS and Supportability Engineering Management
In-Service Support
Supportability Engineering, LSA and Product Support Analysis

07-11 June
14-16 June
14-17 June
21-25 June
06-08 July
06-10 Sept

Virtual Courses (via WebEx online video conferencing system):

NATO Codification (Practitioner)
Obsolescence Management Practitioner
Obsolescence Management IOM Certificate
NATO Codification (Practitioner)

28-29 June
13-15 Sept
13-16 Sept
27-28 Sept

e-Learning Course:

Introduction to OM - A self-paced course accessible at any time via our Learning Management System.



In more exciting news, we've now launched our new 5 day ASD/AIA S-Series Training. The course covers each of the standards from 1000D to 6000T, including practical examples and a supporting workbook. Our first classroom session is scheduled for **13-17 September** in Cheltenham.

For more information, or to book a place on any of our courses, visit www.allanwebb.co.uk/services/training/ or contact us via training@allanwebb.co.uk or +44 (0) 1453 824581.

The next Newsletter will be published on 1st September 2021; entries should be submitted to

admin@theiiom.org by 15th August 2021

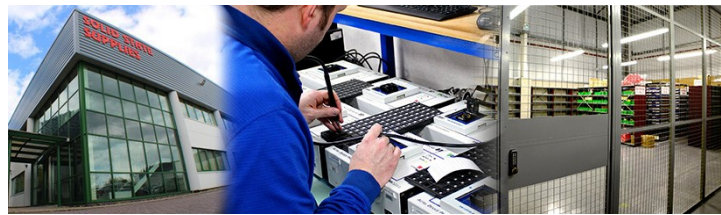


CTG is pleased to announce that we have been granted the AS9100 certification, ensuring CTG continues to meet customers' expectations for quality, cost and delivery, and expanding our platforms for robust engineering support and unique kitting capabilities tailored for Aerospace and Defense platforms.



CTG is known as a best-in-class, certified, trusted supplier receiving numerous awards from Boeing, Sikorsky, and Lockheed for service excellence and maintains an in-house Counterfeit Avoidance Lab unsurpassed by its competitors. CTG is the first company in its industry to be awarded the CAAP, Counterfeit Avoidance Accreditation Program - AC4702 certification. This accreditation alongside AS6081, AS9100, AS9120 & ISO9001 not only ensures that CTG can fully support legacy systems by sourcing hard to find components but also demonstrates the high level of integrity that is required to ensure counterfeit electronics do not enter its customers supply chain and equipment.

Listen to CTG's Defense Industry Experts speak about how CTG delivers hard-to-find and obsolete parts to the military avoiding long-lead times and meeting cost, schedule and performance goals. <https://www.youtube.com/watch?v=KC9CtfoQY3k>



Solid State Supplies – Announcements, Awards and Acquisitions

Solid State Supplies has been recognized by BAE Systems as a Silver Tier Supplier for exceptional performance and contributions to supply chain success in 2020.

The achievement was the result of a lot of hard work and dedication as the team succeeded in meeting the high standards set by BAE Systems – an especially demanding challenge during this unprecedented year.

The Solid State group acquired Willow Technologies Ltd and its US based subsidiary American Electronic Components Inc. Both companies bolster the group's value-added services division, providing electro-mechanical products for the electric vehicle, EV charging, green technology, medical and military markets.

A new strategic partnership with Industrial IoT specialist TT Electronics enhances design and delivery of complete IoT solutions from sensor to cloud. TT's smart hubs and sensors are used in asset tracking, smart home and industrial IoT systems.

Solid State Supplies and Pacer Components have merged their sales and distribution businesses, to accelerate growth and provide a more complete value-added solution. Pacer's UK manufacturing facility continues to provide specialist optoelectronics and display services.

www.sssltd.com

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Editor: Ian Blackman, Elan Business Support Ltd
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IOM Office
Unit 3, Curo Park, Frogmore, St. Albans, Herts, AL2 2DD
+44(0) 1727 876029 admin@theiom.org