



Shortage - the little brother of obsolescence

Dear Members and Friends of IIOM

Well, the New Year has started and it started with shortages: of semiconductors to build cars, of vaccine against Covid, of fresh food in certain regions, all of those shortages have been unexpected and a big surprise to the general public, leading to big headlines.

But not for those who can read data, understand processes, put a little brain power into it and act proactively. We all know that we are the harbingers of doom, the ones with the bad messages, the ones who raise concerns and who are sometimes smiled at or neglected: the obsolescence managers!

But, shortages are important, because shortage is the annoying younger brother of obsolescence, it is temporary obsolescence. Shortage teaches us how complex and vulnerable our supply chains are but it teaches us also that those who understand how to work with data do get the products they need to sustain production, operation and service.

Obsolescence managers must use the shortages to show to their management how important data, processes and methods are to avoid shortage and in particular permanent shortages, obsolescence. What if a shortage turns out to be an obsolescence? What are the contingency plans? How much effort and money is required to spend on risk mitigation in order to avoid bigger losses?

More and more material compliance leads to obsolescence because parts are not allowed to be used depending on the material rules of the regions you are delivering to. With Reach UK and Reach EU and their future divergence this task becomes more and more difficult just in Europe.

In addition the new EU waste frame directive requires from January 2021 the creation of a kind of bill of material with all Reach relevant components and to deliver this into the ECHA/SCIP database. A real challenge for your configuration and data management. Are you prepared?

Another year and many new challenges for Obsolescence Managers! Now more than ever it is important to exchange ideas and to hear how other experts meet those challenges and to learn from their best practice. You can find all the help you need - register for the IIOM Online Conference 2021 on May 20th!

Wolfgang Heinbach
IIOM President

DIARY

01 - 05 March 2021

Embedded World 2021 (Online)

02 - 04 March 2021

Allan Webb - In-Service Support, Cheltenham, UK

09 March 2021

IIOM Webinar - Using FFF solid state disks to replace older disk drives - Solid State Devices

09 March 2021

COGD Online Members Meeting

17 - 18 March 2021

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

23 March 2021

IIOM Webinar - The Obsolescence risk assessment process in accordance with IEC62402 - CMCA(UK)

24 March 2021

IIOM UK Member Meeting Online

25 March 2021

Anticounterfeiting Forum Online Webinar Two

19 - 23 April 2021

Allan Webb - LSA, Product Support Analysis and Supportability Analysis, Cheltenham, UK

20 May 2021

IIOM International Online Conference & Exhibition

08 June 2021

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

15 June 2021

COGD Online Members Meeting

14 - 17 September 2021

DSEI London Excel

21 September 2021

COGD Members Meeting

21 - 23 September 2021

CMCA(UK) - Online AllIOM Training Course

06 - 07 October 2021

Southern Manufacturing and Electronics, Farnborough

03 - 04 November 2021

IIOM UK Member Meeting, Newport, Wales

04 November 2021

RVE Derby

16 - 19 November 2021

Productronica Munich

23 November 2021

COGD Members Meeting

17 - 19 May 2022

IIOM International Conference & Exhibition, Munich, Germany

Update from IOM UK Chapter

Good morning everybody and welcome to this edition of the IOM newsletter, as I sit at home in my office it is -14C outside and the water supply pipe for my newly installed en-suite toilet has frozen. I did insulate it as it's on the outside of the house but with a maritime weather pattern here in the UK I wasn't expecting it to get that cold, of course there have been no mutterings about bad planning from my other half!

It just goes to show that you can plan ahead and we all do but something unexpected like Covid-19, bad weather or manufacturing facilities burning down on the other side of the planet can cause utter chaos to our interconnected lives. Of course you didn't decide that you wanted your components built a very long way away, that decision was made by other people squeezing the very last bit of cash from their product regardless of the consequences. As I have said in many establishments designed for the convivial passing of time with your friends, oh and drinking beer, life is about tolerance, how much tolerance is there in a "Just in Time" manufacturing facility? Not much is the answer but as we all know tolerance and its friend patience are in short supply right now.

Here in the UK we are continuing with our online members meetings and webinars fully supported by everybody which is very heartening to see, thanks to all my friends for working so hard. The lockdown seems interminable but must eventually come to an end, and when it does I look forward to seeing everybody in person again, please remain of good cheer and remember this too shall pass. I will leave you to look up that quote, also Carl von Clausewitz has attracted my attention this month, fascinating stuff I should have read 50 years ago.

Jon Anslow
IOM UK Chairman



Dear IOM Chapter Members,

In Germany the lockdown was extended again and Corona still determines our everyday life.

Accordingly, we have also planned the 1st Quarterly Meeting 2021 online. The event will take place on Tuesday, 09.03.2021 from 10:00 - 12:00 and will deal, among others, with a test program for longevity assessment of consumer products and data storage hardware emulators for legacy system support. Please refer to the [COGD homepage](#) for the full agenda.

Of course, all IOM chapter members are also welcome to join our online event! Please send a request to info@cog-d.de to receive dial-in details.

The dates of the other planned meetings are 15.06.2021, 21.09.2021, 23.11.2021.

We also want to inform you that our new association name is now registered in the association register and therefore legally effective. Please use from now on only COGD (Component Obsolescence Group Deutschland) e.V. and no longer COG (Component Obsolescence Group) Deutschland e.V. Furthermore, we were able to successfully register the abbreviation "COGD" as a word mark in the DPMA register and create a new logo therefore. Please remember to update our logo accordingly, should you use it.

We wish you continued strength and stay healthy!

Stefanie Kölbl
COGD Board Member

IOM India Chapter Update

Progress on chapter membership opening & government approval has been stalled due to the pandemic and the closure of civic offices affecting the chapter tax registration. We are hopeful that we will receive approval from the authorities and be able to open our chapter membership soon.

We are happy to launch our chapter website - please visit the website <https://iomindiachapter.org>, for more information and updates; it is linked to the IOM international website. We will inform you when we are ready to open membership; members will be able to join through the chapter website. For any further information, please feel free to contact us at admin@iomindiachapter.org, we will be happy to answer your questions.

Looking forward to meeting you all virtually at the IOM International online conference!

Siby Vasudevan
IOM India Chairman

Update from IOM US Chapter

Happy New Year from the United States IOM Chapter! Prior to the end of 2020, IOM US successfully held a virtual training class with 10 students all based out of the United States. We turn the page to 2021 and have updated our goals for the US chapter this year:

- Grow chapter membership to at least 50 individual members and start offering corporate memberships
- Expand and upgrade our IOM US Website and social media presence
- Host 4 Quarterly Members Meetings in 2021
- Host our 1st in-person members meeting on the last day of the DMSMS Conference

We are excited to start expanding the US Chapter and will name our IOM US Chapter leadership team in our next newsletter due out in March. Our 1st members meeting will have a training focus with a goal of having all 3 endorsed IOM trainers participating and 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.

Cheers!

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

Professional Development

On 28th January, the UK Engineering Council formally confirmed that IOM had been renewed as a Professional Affiliate for a further four years to 31 October 2025. This is a great vote of confidence in our governance, policies, process and plans for the future.

The Council's revised Guidance on Sustainability, to which IOM has contributed is now available at <https://www.engc.org.uk/standards-guidance/guidance/guidance-on-sustainability/>. During 2021, the Council will review its guidance on Risk and we expect to receive a similar invitation to participate.

Delivery of the AIOM Short Course has continued both online and in the classroom. In recent months there has been enthusiastic take-up in North America where major organisations are supporting their employees in applying to become Associate Members (AIOM). IOM hopes to start processing applications for professional membership at Member (MIOM) and Fellow (FIIOM) grades from April 2021. The criteria and process for this were included in the recent Professional Affiliate review.

Philip Wardle
IOM Head of Professional Development and Certification

IOM REACH Update

Some important deadlines for notification might affect UK businesses under UK REACH.

If you use* a material containing a substance subject to authorisation, you must have reported that use to HSE by 1st March. See <https://www.hse.gov.uk/reach/authorisation127h.htm> for more information.

If you previously imported a substance in a quantity more than 1 tonne/year from an EU supplier, and still do, then you need to notify HSE using a 'Downstream User Import Notification' or 'DUIN'. Whilst the deadline for this is 27th October, it is important that you do this as soon as possible, to allow you to later communicate with other importers of that substance to undertake a 'Joint Registration'. Depending on the volume and hazard, you will then have between 2 to 6 years to complete the formal registration. See <https://www.hse.gov.uk/reach/duin.htm>

If you are planning to import from outside the EU or start importing from the EU, you will have to register the substance before imports start. See <https://www.hse.gov.uk/reach/new-registration.htm>

(* Use means physically using the substance in a process or putting into a product at your facility.)

Finally, we are aware of some defence export licence validity issues having happened with EU suppliers. In addition, some customers are requesting 'preference of origin' statements with deliveries to mitigate their payment of duties. These could cause delays to deliveries in both directions, as any issues will need to be resolved before delivery can be made.

Terry Rees-Pedlar
IOM UK Council

Standards Update

IEC 62402 Obsolescence Management is the standard that IOM is promoting as the most recognised standard for obsolescence management. This international standard continues to be developed by IOM members with further guidance and cost reduction. It is being proposed by the BSI national committee on Obsolescence Management (BSI DS/1/2) to create two new parts to IEC62402.

The proposed titles are;

'IEC62402-1 Obsolescence Management: Part 1 - Policy and Plan Process' based on IEC62402:Ed2, the current standard.

'IEC62402-2 Obsolescence Management: Part 2 - Forecasting obsolescence cost' which will include guidance on resolutions based on BSI PD6614;

'IEC62402-3 Obsolescence Management: Part 3 - Data repository and exchange of information regarding change and discontinuance of products and items' which will include guidance on based on BSI PD6615 Parts database, BSI PD6667 Code of Practice and VDMA24903 XML Notices.

The SAE had adopted 'TechAmerica STD0016 DMSMS Plans' back in 2014. I am a member of the SAE committee currently working on revision A.

SAE have also been asked by the US DoD to create a new standard (AS7124) replacing the standard MIL-STD-1556C Government Industry Data Exchange Program (GIDEP).

Graham Goring
IOM Head of Standards and Accreditation

Chief Technical Officer Updates



Website Development

I am working with a couple of IOM members to select the designer for the new International Website that will allow us to have separate websites for IOM International and IOM UK.

The content About IOM, Chapter Development, Professional Development, and Conference will be on the International site; other content from theiom.org will move to the UK site.

It is intended to have an operational site before the International Conference in May 2021.

Solution Providers pages

Solution provider pages, for companies that sell products and services related to obsolescence management, are currently on theiom.org and are among the most looked at pages on that website. Solution providers will in future have the option of being on the International site or the UK site; overseas members should contact me (iblackman@theiom.org) if they are interested in having a solution provider page.

Contribution to International Newsletter

The International Board have asked me to ask for volunteer support to create content and support the production of the quarterly newsletter. If you would like to discuss what this entails, please contact me.

IOM Followers and Potential New Members

The IOM LinkedIn company page now has more than 550 followers from all around the globe. Are you following IOM yet?

Thank you to individuals who have invited their contacts to join. Thanks to Stuart Broadbent, Luciano Lustosa de Siquiera, Jamie Knight and members of the overseas chapters that have supported this effort.

I will be following up with non-members to encourage them to consider joining local chapters to grow their interest in useful practical knowledge and perhaps personal development.

Continued.

Conference Marketing 2021

I am currently working with the Conference development working group to get adverts and articles published in electronics and sector specific magazines. For this conference we will be adding recorded interviews and e-casts as well as a larger social media campaign. Please help us by liking and sharing posts. You can also help by telling your contacts to consider attending. Since this is a virtual event costs to attend are significantly lower and so allow more people from a company to attend.

Ian Blackman
IOM International Chief Technical Officer

Building the IOM Brand

Why does IOM need brand management, you say – surely that is for food and fashion.

In the digital world, users are looking for organisations that they recognise and trust, and therefore the tech companies running the big internet platforms build this into their algorithms by recognising traffic and links to internet sites, and likes and reposts on platforms such as Facebook, LinkedIn and Twitter.

IOM's vision is to become the world's leading, recognised and accepted organisation for Obsolescence Management, and its internet presence needs to promote this vision so that IOM can grow globally. The starting point is of course the IOM website www.theiom.org. The website today has some limitations which means that there are some limitations to how it can be kept up to date and searched, and some of the content is out of reach of search engines because it is behind the member paywall. It also combines the functions of IOM and IOM UK website, and so actions are underway to separate the site into two parts.

To attract new members, IOM is using LinkedIn, an online business and employment oriented site, with two distinct entries

- [A Company page for IOM](#) that is used to publicise IOM and its events, with more than 550 followers
 - By following IOM, IOM posts will appear in your LinkedIn feed, and be seen by your followers when you **comment** or **like**
- [A Discussion Group](#) for Obsolescence Management with 194 members
 - To be a member, you have to request membership, or be invited. It is of course open to non-IOM members and therefore a way to grow membership. Group members can share posts to (with) the group, but posts in the group are not visible to non-group members

If you are on LinkedIn, please follow IOM – let's see if we can get to 1000 followers this year – and request membership of the group (will not be unreasonably withheld!).

[IOM also has a Twitter account](#), and this will be used to promote the Online Conference – again, if you are on Twitter, please follow, like, comment and retweet.

IOM now has a [YouTube channel](#) – we know that the younger generation get a lot of their information from YouTube, and therefore this is a way of bringing in younger members. Of course, YouTube needs content, and we will therefore need to find suitable material. We will publish videos about IOM and SmartPCN, presentations from IOM webinars and from member contributions. If you have made and recorded a presentation, we would like to publish it, and for people wanting to become AIOM, MIOM and FIIOM, this will be evidence to show your professional development; the TED Talk format of a maximum of 18 minutes is a good standard.

[Luciano Lustosa de Siqueira](#) from Alstom France has been working with Ian and me to develop our social media offering and policy and has developed a Social Media Guideline for IOM, which you can view on the IOM website. It describes best practice for sharing content and reaching our audience on each one of the social media platforms described above.

Ian and Luciano are working on an IOM Wikipedia page – the idea is that the history of COG and IOM will be stored in a neutral place and in a way that anybody can update to add their part of that history. There will also be a wiki page for Obsolescence Management – of course it has to be neutral, so there won't be a special mention of IOM, and again anybody is able to develop the page.

Wherever you post on social media, use the [#obsolescence](#) and mention [@IOM](#), and help to develop the IOM brand.

Happy posting!

Stuart Broadbent
IOM UK Vice Chairman



The 4th International Institute of Obsolescence Management will take place online. The Advance Programme has been announced and includes speakers from five countries. The presentations cover commercial, strategic, and technical subjects from the perspective of different sectors, and with speakers coming from IIOm's membership in academia, industry, and obsolescence solution providers.

The online conference schedule has been planned to accommodate different time zones, with the first group of presentations repeated at the end of the day.

Please [click here](#) to download the Advance Programme or [click here](#) to visit the event page for full event details.

Registration Rates

Registration for delegates and exhibitors is now open. Details can be found below.

DELEGATE	Early Booking Rate Paid by 31 st March 2021*	Full Rate
IIOm Member	£250	£300
Non-Member	£350	£400
EXHIBITOR STAND	Early Rate Expired	Full Rate
IIOm Corporate Member		£900
Non-Member		£1100

The above fees are subject to UK VAT @ 20% where applicable

Register Now

[Click here](#) to visit the event page and follow the relevant link to register dependant on location.

Exhibitor Package

Virtual exhibitors' stands are available for organisations that provide services or products related to obsolescence management – including monitoring and reporting, mitigation, component storage, software applications and solutions. Book now to secure your stand.

The stand will be capable of brochure download, embedded video link, company profile, image gallery as well as links to your website and social media pages. Exhibitors will be able to set up 1:1 video meetings with delegates.

The exhibitor package will allow two members of your staff to have full conference access and man the stand. Additional staff can be added at an additional cost. A virtual stand will be built for you using your logo and promotional material.

Sponsorship

For details on packages available please visit the [event page](#).

Further Information

If you require any further information please contact admin@theiiom.org or [click here](#) to visit the event page on the IIOm website.

Other Event Sponsors



CMCA(UK) to Launch COMPaSSWeb OM Tool

For almost 20 years CMCA(UK) has been developing and delivering bespoke Obsolescence Management packages designed to meet the specific needs of our customers. As trusted Obsolescence Management experts supporting many clients around the globe we cover all aspects of IEC 62402:2019 from strategy, planning and risk assessment through to monitoring, reporting and resolution. As we continue to develop and grow CMCA(UK) is now proud to announce the forthcoming launch of COMPaSSWeb, available from Quarter 2 of 2021. Designed for use across all industries and budgets and with 24/7 online access, COMPaSSWeb combines a comprehensive set of IEC 62402:2019 compliant Obsolescence Management support tools with an unparalleled level of managed service integration that leverages CMCA(UK)'s market-leading experience. An insight into the benefits of COMPaSSWeb will be presented as part of the IOM Webinar on 23rd March 2020.

www.cmcauk.co.uk



Semiconductor Shortages Jump in Q1

Over the past three months significant semiconductor shortages have emerged in the component supply chain. These supply chain constraints have impacted the automotive industry with many global manufacturers shutting down factories or limiting production. As a result, Bloomberg estimates that the automakers could see a \$61 billion USDs loss in auto sales in 2021. Other technology sectors are getting impacted as well with chip shortages reported for mobile phones and game consoles.

In analyzing the lead time data received from leading global distributors, for semiconductors it is apparent that chip shortages are reflected in lead time increases. In fact, over the past year, 11% of all semiconductor parts had more than 10 weeks added to lead times, 18% increased from 5 to 10 weeks and 75% had an overall increase, with most lead time increases coming in the past three months. Additionally, 16 manufacturers have experienced a lead time increase over 15 weeks and 5 over 20 weeks for part types they manufacture.

By Greg Wood



Atec Management Buyout

Atec Engineering Solutions (AT Engine Controls Limited) are pleased to announce the sale of the business and assets of Atec to an internal management buyout.

From its site in Worsley, Manchester, Atec design, manufacture, maintain, repair and overhaul safety critical products and systems used in defence (Land, Sea and Air) and Industrial applications (Oil and gas and nuclear). Providing specialist legacy support and life extension of products, including obsolescence management services.

Atec continues to be led by the existing senior management team and is headed by John Bowden as Managing Director (Previously Technical Director).

John will be supported by Andrea Hough OBE who remains in the Business as Chairman.

Atec would also like to welcome Ibrar Mahmood to the business who joins as Strategic Business Development Manager. Ibrar's role is to oversee the Sales and Customer Account Management function of the business and to explore new opportunities to support the business' Growth Strategy.



Rochester Electronics Launches New Polish Website

Rochester Electronics, the world's largest continuous source of semiconductors, is pleased to announce the launch of a new website supporting the Polish language – www.rocelec.pl.

After months of hard work, Rochester is delighted to officially launch a digital platform focused on providing clients in Poland with the best possible customer experience in the local language.



On the new website launch, Stephen Morris, GM, EMEA, states, "From the very beginning we believed in reaching out to the overall EMEA market while understanding the importance of best serving each region. Exceptional customer service is core of our business and we are excited to further facilitate customer engagement in Poland."

The Polish site provides comprehensive information in a user-friendly format on Rochester's products and services including technical-whitepapers, case-studies, and product-datasheets. It's your window into Rochester's database of in-stock and build-to-order parts and "go-to" source for up-to-date company news, industry articles and featured products. Users may direct questions to our dedicated team of regional specialists via "Contact Us" online form.

Visit www.rocelec.pl to experience Rochester online in Polish.



Charcroft acquire ICW and appoint new Director

Charcroft Electronics Ltd. have recently acquired ICW, including ClarityCap audio capacitors, from BorgWarner Wrexham. The full range of metallised plastic film capacitors will continue to be manufactured in Wrexham, Wales.

"The acquisition of ICW and ClarityCap will enable Charcroft to deliver field-based technical support for customers looking to achieve high levels of quality," comments Debbie Rowland, Director. "The ICW capacitors have been used in audio, industrial and military applications for over 30 years and Charcroft has been a franchised distributor for the same period. The focus will also be to ensure that the capacitors will continue to be 'Made in Britain'."



January 2021 also saw Vicky Mellor join Charcroft as a Director.

"This is an exciting time to join Charcroft Electronics," explains Vicky Mellor. "Despite the challenges posed by Covid, Charcroft has continued to flourish, adapting its operations to ensure that customer service is not compromised. With the recent acquisition of ICW and growing market share in existing sectors, I am looking forward to becoming part of this established and forward-thinking business."

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

admin@theiiom.org by 15th May 2021



Allan Webb is excited to welcome Tim Elliott as our new Head of Obsolescence Management.



Tim is an APM Chartered Senior Project Manager who has excelled in delivering complex end-to-end technical engineering programmes, capabilities and support solutions across the Aerospace & Defence, Energy and Nuclear sectors. As an Obsolescence Specialist, he will be using his expertise to provide guidance and deliver best practice on through-life plans and obsolescence risk mitigation strategies across the supply chain, including platform availability and whole life costs. Tim's accomplishments include: development of the Support Solution Obsolescence Management Service for the UK Nuclear Deterrent Dreadnought Submarine Programme and creating a strategic collaboration with the Industrial Partner, Key Army HQ and DE&S teams to deliver the Warrior Capability Sustainment Programme support solution vision and implementation plan.

Tim is interested in utilising OM analytics, including other data sources, to develop asset management whole life costings. Thereby, improving the provision of support services and ultimately delivering a significant benefit for the End User.

To find out more about our services check out: <https://www.allanwebb.co.uk/services/> or call +44(0)1453 824581.

IOM Welcomes New Members



iLenSys Technologies Pvt Ltd.

iLenSys Technologies is a new age, Integrated Engineering, Digital and Design services company focused on transforming ideas into market-ready products for the organizations across industries and geographies. Our key business drivers are innovation, design thinking combined with engineering excellence, faster time-to-market, and solutions that create tangible business impact.

Website: www.ilensys.com



SMITH

As the leading independent distributor of electronic components, Smith is always moving: helping manufacturers navigate market shifts; customizing supply chain solutions; testing components using cutting-edge technology. The support of Smith's flexible Intelligent Distribution™ model optimizes customers' supply chains from beginning to end, including offering customized options for IT asset disposition that deliver maximum ROI, sustainability, and security.

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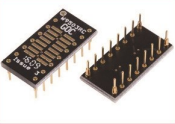
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