



# Corporate Overview



# Corporate Overview

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- Established in 1989
- D&B rated 5A2
- One of the world's largest semiconductor distributors
  - Over 3 billion components in stock and ready to ship
  - Components from over 1,900 manufacturers
- Average 14 years tenure for each member of the leadership team
- ISO 9001:2008 Cert. and ANSI/ESD-S20.20 2007 Std.
- CCAP-101 Certified™ in counterfeit avoidance and detection
- In-house 3<sup>rd</sup> party test facility ensures a secure supply chain
- Global commitment with facilities around the world
- Electronic components include:
  - Active, passive and electromechanical components
  - Allocated and obsolete products



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**ELECTRONICS** Inc.  
Quality inventory. people. Making a difference.





Quality, inventory, people. Making a Difference.



## Quality

At the heart of America II lies a commitment to total customer satisfaction with a foundation in a secure quality system. With state-of-the-art equipment and experienced industry experts, America II is committed to fulfilling the quality needs of our customers.

- ISO 9001 and ANSI S20.20 certified
- CCAP-101 certified in counterfeit detection and avoidance
- C-TPAT Certification
- Third-party inhouse test facility
- Member of I.D.E.A. and E.R.A.I.
- 10-year guarantee on all parts sold





## Inventory

America II Electronics is one of the world's largest independent semiconductor distributors. The company stocks components from more than 1,900 manufacturers, while providing value-added services and inventory solutions from its 420,000 square foot North American distribution facility.

- More than three billion components in stock and ready to ship
- Hard-to-find and allocated parts
- Active, passive and electromechanical components
- Exclusive authorized lines
- Excess purchasing and inventory solution programs





## People

America II is committed to providing courteous, responsive, quality service to all of our worldwide customers. Our sales representatives, customer service agents, quality inspectors and component engineers strive to exceed customer expectations.

- Experienced sales and customer service support
- Global component engineer team
- IDEA-ICE 3000 quality control inspectors
- Six Sigma Green Belt Certified Component Engineers
- NARTE Certified E.S.D. Technician



# Why America II?

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- Flexibility
  - We offer a variety of programs to fit your needs
  - We return your excess inventory bid within 72 hours
- Proven marketing channels to move your product
  - One of the largest sales forces in independent distribution
  - Global operations
  - Daily inventory upload to all major online inventory exchanges
  - Visibility to your product via [www.americaii.com](http://www.americaii.com)

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# Why America II?

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*Aerial view of America II Electronics' headquarters and distribution facility in St. Petersburg, Florida*



*Inside one of America II Electronics' warehouses in St. Petersburg, Florida*

- The logistics power to handle your excess
  - 420,000 sq. ft. distribution facilities can store 2,000 pallets of inventory at a time
- The industry's inventory solutions experts
  - Inventory programs with 6 semiconductor manufacturers and over 322 OEMs
  - 35-person Inventory Solutions Team devoted to handling administrative and logistics needs of our partners

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# A Global Presence

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- America II employs 600+ individuals around the world
  - US
  - Canada
  - Mexico
  - United Kingdom
  - Belgium
  - Germany
  - Israel
  - Hungary
  - Romania
  - China
  - Japan
  - Taiwan
  - Hong Kong
  - Thailand
  - Singapore
  - Malaysia
- In addition, America II services additional countries from our St. Petersburg headquarters
  - Brazil
  - Sweden
  - Poland
  - Italy



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# The Right Solution for You

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- **Inventory Solutions include:**
  - Line Item Purchasing
  - Lot Purchasing
  - Consignment
  - Asset Management
  - End-of-Life Buys



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## Advantages

- Allows for individual line item accountability
- Offers a “quick fix”

## Disadvantages

- High maintenance as it necessitates phone calls and the task of updating your company’s available list
- Creates a full-time job for at least two people
- Typically gives a low return on investment
- Your company is still carrying dollars in inventory



## Advantages

- Moves volume of product quickly at one time
- Generates quick cash flow
- Eliminates carrying costs associated with excess inventory
- Eliminates time and effort spent selling unmarketable and custom inventory

## Disadvantages

- Return on investment (ROI) is typically lower than other methods



## Advantages

- We arrange the shipment of your materials to our facility
- We record and report all sales of your product and the amount remaining in stock
- We return a minimum of 50% of the sale price to you
- All information and inventory details are available online
- Contractual agreement allows full audit privileges of sales and inventory records
- Program secures a high ROI
- Dedicated supply chain manager gets your asset recovery program started easily

## Disadvantages

- ROI not realized until inventory is sold
- Longer sale process



## Advantages

- Offered as an added service to our client customers
- Allows for the disposal of your electronic obsolescence in an environmentally and economically sound way

## Disadvantages

- Potential profits are minimal



- **When you receive an EOL notice, America II will invest in inventory support for you to build your mature product**
- **America II service:**
  - Inventory 2 – 3 years of product to support a mature product for your business
  - Cost of carrying this inventory is approximately 10% per year
  - Per contractual agreement, we ship product to your schedule with a reasonable mark-up
- **Customer benefits:**
  - Eliminate carrying costs (18% – 22% per year for most manufacturers)
  - Money is no longer tied up, allowing you to invest in other areas of growth
  - You receive product according to your schedule
  - Eliminate the need for a design change on your mature product

# A Secure Supply Chain

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- We protect the integrity of your product
  - ISO 9001:2008 and ANSI/ESD S20.20 quality management system\*
  - 24/7 manned onsite security

*\* Reference current registration information at [www.americaii.com](http://www.americaii.com)*

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- The first component distributor in North America to achieve ANSI/ESD-S20.20 Certification
- One of the first independent distributors to receive ISO 9002 Certification (1994)
- Certified to the ISO 9001:2008\* standard in 2003
- CCAP-101 Certified™
- C-TPAT Certified
- Component Engineer Team on staff
- NARTE-certified ESD technician on staff
- 24-hour onsite security
- 28 Global Quality Control Inspectors
  - Certified to IDEA-ICE 3000 professional inspectors exam
- Member of IDEA and ERAI

\* Reference current registration information at [www.americaii.com](http://www.americaii.com)



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# Component Engineer Team

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- **The right experts**
  - Six Sigma Green Belt Certified Component Engineers
  - Over 35 years combined experience
  - IDEA Certified quality control
  - A total commitment to quality assurance



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## CERTIFICATE OF REGISTRATION

This is to certify that

**America II Corporation-HQ**  
Component Services and Logistics, Inc.  
11701 28th Street North, Distribution Facilities 1 and 2, St. Petersburg, Florida 33716 USA

operates a  
**Quality Management System**

which complies with the requirements of  
**ISO 9001:2008**

for the following scope of registration  
**The registration covers the Quality Management System for the handling, inspection storage, packaging and shipping of electronic components**

Certificate No: CERT-0043491	Original Certification Date: January 12, 2001
File No: 011675	Current Certification Date: August 6, 2009
Issue Date: January 7, 2011	Certificate Expiry Date: August 5, 2012

  
Chris Jouppi  
President,  
QMI-SAI Canada Limited

  
Alex Ezralzhovich  
General Manager,  
SAI Global Certification Services Pty Ltd



Certified System  
ISO 9001

Registered by:  
SAI Global Certification Services Pty Ltd, 206 Greenway Street, Sydney NSW 2000 Australia with QMI-SAI Canada Limited, 20 Carbon Court, Suite 100,  
Toronto, Ontario M9W 7G9 Canada (SAI GLOBAL). This registration is subject to the SAI Global Terms and Conditions for Certification. While all due care  
and skill was exercised in carrying out the assessment, SAI Global accepts responsibility only for proven negligence. This certificate remains the property  
of SAI Global and must be returned to them upon request.  
To verify that this certificate is current, please refer to the SAI Global On-Line Certification Register: [www.sai-global.com/online\\_certification\\_register](http://www.sai-global.com/online_certification_register)



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## CERTIFICATE OF CONFORMANCE

This is to certify that  
**America II Corporation-HQ**  
operates a  
**Quality Management System**  
which complies with the requirements of  
**ANSI/ESD-S20.20-2007**  
for the following scope of conformance  
**The certification covers the Quality Management System for the handling, inspection, storage, packaging and shipping of electronic components.**

<b>Registered Sites:</b>	<b>America II Corporation-HQ Component Services and Logistics, Inc. 11701 28th Street North Distribution Facilities 1 and 2 St. Petersburg, Florida 33716 USA</b>	<b>America II Corporation Component Services and Logistics, Inc. 2260 118th Ave. N. St Petersburg, Florida 33716-1929 USA</b>
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<b>Certificate Number:</b>	CERT-0057846	CERT-0057846
<b>File Number:</b>	011675	025063
<b>Issue Date:</b>	February 6, 2012	February 6, 2012
<b>Original Certification Date:</b>	March 18, 2002	March 18, 2002
<b>Current Certification Date:</b>	February 23, 2012	February 23, 2012
<b>Certificate Expiry Date:</b>	February 22, 2013	February 22, 2013



Chris Jouppi  
President,  
QMI-SAI Canada Limited



Guillaume Gignac, Ing.†  
Vice President, Corporate Operations, Accreditation & Quality  
QMI-SAI Canada Limited





**ANSI/ESD-S20.20**

Registered by:  
SAI Global Certification Services Pty Ltd, 200 Sussex Street, Sydney NSW 2000 Australia with QMI-SAI Canada Limited, 20 Colton Court, Suite 100,  
Toronto, Ontario M9W 7Y5 Canada (SAI GLOBAL). This registration is subject to the SAI Global Terms and Conditions for Certification. While all due care  
and skill are exercised in carrying out this assessment, SAI Global accepts responsibility only for process negligence. This certificate remains the property  
of SAI Global and must be returned to them upon request.  
To verify that this certificate is current, please refer to the SAI Global On-Line Certification Register: [www.sai-global.com/online\\_certification\\_register](http://www.sai-global.com/online_certification_register)







# The America II Guarantee

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- Industry-standard warranty is one year for electronic components
- America II guarantees all components for **10 years!**
- If a part supplied by America II fails, we replace it or refund the cost of the component
- See terms and conditions at [www.americaii.com/guarantee](http://www.americaii.com/guarantee)



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- A member of our Global Sales Team will connect you to our inventory of commodity and consigned components in stock
- How do we do it?
  - Our global team of commodity specialists sources components 24 hours a day worldwide



- Proprietary tracking system connects you to \$1 billion component inventory in stock
  - Over 165,000 unique parts in inventory
  - 3 billion components in inventory
  - More than 1,900 manufacturers
  - Additional sourcing via a proprietary global inventory locator with available inventory valued at \$10 billion
- Put America II's stock and sourcing capabilities to work for you!



# Line Card

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3M Corp.  
[Advanced Micro Devices \(AMD\)](#)  
Agere  
Agilent  
Alcoswitch  
Allegro  
Alliance Semiconductor Corp.  
[All World Technologies](#)  
Alpha Industries, Inc.  
ALPS Electric  
[Altera](#)  
AMCC  
[AMIC Technology, Inc.](#)  
AMP  
Amphenol  
[Analog Devices](#)  
Aromat  
Atmel  
Augat  
[Aviel Electronics](#)  
[AVX](#)  
BC Components  
Berg  
Bourns  
[Broadcom Corp.](#)  
Burr-Brown Corp.  
C&K  
California Eastern Labs  
Catalyst Semiconductor  
Central Semiconductor Corp.  
Central Technologies  
Chicago Miniature  
Cirrus Logic, Inc.  
Coilcraft, Inc.  
Conexant Systems, Inc.  
[Cooltron](#)

Cooper Bussmann  
Cornell Dubilier Electronics  
CTS Corp.  
[Cypress Semiconductor](#)  
Dale  
Dallas Semiconductor Corp.  
Delta  
Dialight  
Diodes, Inc.  
Elantec  
EPCOS  
Epson Electronics America  
Exar  
[Fairchild Semiconductor](#)  
Fox  
Foxconn Electronics  
Framatome Connectors  
Freescale  
Fujitsu  
General Semiconductor  
GlobeSpan Semiconductor, Inc.  
[Goodsky](#)  
Harris Semiconductor  
Hewlett-Packard  
Hitachi America, Ltd.  
[Holy Stone International](#)  
Honeywell  
Hyundai/Hynix  
IBM Microelectronics  
ICS (Integrated Circuit Systems)  
IDT (Integrated Device Technology)  
Infineon Technologies AG  
Intel  
International Rectifier Corp.  
Intersil

[Isocom Components](#)  
ITT Semiconductor  
ITT/Canon  
Johanson  
Kemet Corp.  
[KEC](#)  
KOA Corp.  
Kyocera  
Lattice Semiconductor Corp.  
Level One Communications  
[Linear Technology Corp.](#)  
Lite-On Optoelectronics  
Littelfuse  
Lucent  
Lumex, Inc.  
M/A-COM, Inc.  
Matsushita Electronics  
[Maxim Integrated Products, Inc.](#)  
Mepco  
[Micrel Semiconductor, Inc.](#)  
Microchip Technology, Inc.  
[Micron Technology](#)  
Microsemi  
Mini-Circuits  
Mitel  
Mitsubishi  
Molex  
Mosel Vitelic  
[Motorola](#)  
[Murata](#)  
[National Semiconductor](#)  
[NEC Electronics](#)  
Nais  
NIC Components Corp.  
Nichicon

Nippon Precision/Chemicon  
NXP  
OKI Semiconductor  
OMRON  
[ON Semiconductor](#)  
Osram Opto  
Panasonic  
Pericom Semiconductor Corp.  
[Philips Semiconductor](#)  
Plessey  
PLX Technology  
[PMC-Sierra, Inc.](#)  
Pulse Engineering, Inc.  
QT Optoelectronics  
Raltron  
Raychem  
Renesas  
Robinson Nugent  
Rockwell  
ROHM  
[Samsung](#)  
Samtec  
Sanyo Semiconductor  
Seiko Instruments  
Semtech  
SGS-ThomsonSharp  
Microelectronics  
Siemens Microelectronics  
Siliconix  
Sipex  
Solid State  
Sony  
Spansion  
Sprague  
[STMMicroelectronics](#)

Sumida Corp.  
Taiyo Yuden  
TDK Semiconductor  
Teccor  
[Tekmos](#)  
Temic  
[Texas Instruments](#)  
[TGS, Inc.](#)  
Thomas & Betts  
Toko America, Inc.  
Toshiba  
[Tyco Electronics](#)  
[Union Semiconductor](#)  
United Chemi-Con  
Unitrode  
[Va Opto](#)  
VLSI  
[Vishay](#)  
Vitesse Semi  
Vitramon  
[Walsin](#)  
[Xicor, Inc.](#)  
[Xilinx](#)  
Zetex Semiconductors  
Zilog

As an Independent Distributor, America II Electronics, Inc. is not affiliated with the manufacturers of the products it sells except as expressly noted otherwise. Any and all trademark rights associated with the manufacturers' names and products are owned by the respective manufacturers. *Lines in red represent our authorized suppliers. Lines in blue represent our top selling lines.*

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# Member Services

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- Search component tracking system at www.americaii.com
- Register for our free Member Services:
  - Access your account balance
  - View your America II representative's profile
  - View consigned inventory (if you are a consigned partner)
  - Access lead-free information from a variety of manufacturer's in one centralized location



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- Start a personal profile so shipment and contact info are always on file
- Create a “Kit” of your select parts to be saved for easy submission directly to your representative as an RFQ
- View tracking numbers
- Track your shipped orders using your internal P.O. numbers
- Track your open orders and shipments (FedEx or UPS)

**AMERICA II**.com  
*Member Services*

Search results for part(s): [EPF10K30AQC2402]

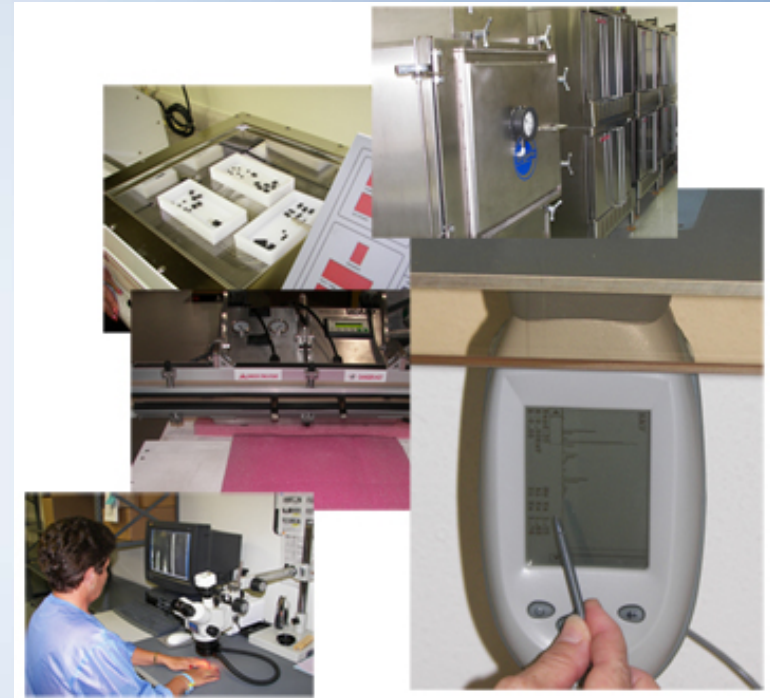
No.	Mfr. part	Mfr. code	Base	Qty		RFQ
1	EPF10K30AQC240-	ALT	10K30AQC2402	272	STOCK	<input checked="" type="checkbox"/>
2	EPF10K30AQC-	ALL	10K30AQC2402	4	AVAILABLE/CONSIGNMENT	<input type="checkbox"/>
3	EPF10K30AQC240-	ALT	10K30AQC2402	10	AVAILABLE/CONSIGNMENT	<input checked="" type="checkbox"/>
2						
4	EPF10K30AQC2402	ALT	10K30AQC2402	24	AVAILABLE/CONSIGNMENT	<input type="checkbox"/>
5	EPF10K30AQC2402	ALT	10K30AQC2402	99	AVAILABLE/CONSIGNMENT	<input checked="" type="checkbox"/>
6	EPF10K30AQC240-	ALT	10K30AQC2402	17	AVAILABLE	<input type="checkbox"/>
2						



# Additional Value-Added Services

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- Solderability testing
- RoHS element analysis with the Niton XIt
- Baking and dry-packing of components onsite to JEDEC specifications
- Bonded inventory
- Importing
- JIT delivery
- Kitting
- Purchasing services
- Market analysis
- Tape and reel
- Vacuum sealing
- Customer-specific Instructions
- Certificate of destruction for disposed inventory
- Full return policy per sales terms
- Customer/supplier corrective action for all service defaults
- No shipping minimums
- Decapsulation
- I.C. Programming
- CCAP counterfeit test requirements
- X-ray Fluorescence Technology (X.R.F.)



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# Meet the Executive Sales Team

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***Chuck Magee***  
***Executive Vice President***

Chuck Magee began his career in electronic distribution with Hamilton Avnet in 1973, then the largest name in franchised distribution. During his 22 year tenure with Avnet, his career path ranged from inside sales, product marketing and field sales. In addition, Chuck held management positions for Avnet that included Inside Sales Manager, Product Marketing Director, Corporate Product Line Director for Intel, Regional Inside Sales and Service Center Manager and National Director for Telesales. He was recruited to join America II in 1995 as Vice President of sales and established a new direction for the company's sales and marketing team. Through his hands-on brand of leadership, America II has become one of the industry's top ranking Independent distributors dedicated to quality and customer service.



***Brian Ellison***  
***Executive Vice President***

Brian Ellison began his career in the electronics industry in 1990 after serving four years in the U.S. Army. Over the years, he held several positions at leading electronic franchise distribution companies. His roles included: Field Sales Representative, Strategic Accounts Manager, Operations Manager, and Regional Manager. Brian joined America II in 2003, taking the position of EMS Sales Manager. In 2005, he was promoted to Global Accounts Manager supporting Tier 1 EMS customers. Success and growth in this position earned Brian the Independent Distributor of the Year Award from one of the Tier 1 EMS customers in 2007. He was also awarded the America II Award of Excellence in that same year. In 2008, Brian was promoted to Director of EMS Sales. In this current role, he grew and developed the Global EMS Sales department into a 20-person team supporting sales and inventory supply chain solutions for EMS customers globally. As a result of these accomplishments, he was promoted to Executive Vice President in November 2011. Brian holds degrees in Business Management and Digital Electronic Theory.

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# Meet the Executive Sales Team

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## **Pat O'Brien**

### **Vice President, Global Supply Chain Solutions**

In 2001, Pat O'Brien brought over 18 years of sales and strategic experience within the electronics industry to the newly created position of Global Director of Supply Chain Solutions for America II. After just one year of working with customers on a global basis to innovate ROI-focused excess inventory management solutions and leverage the sell-side of America II's business, Pat was promoted to Vice President of Global Supply Chain Solutions. He currently oversees the company's excess inventory management services, strategic sales, and contract manufacturing partnerships. Prior to joining America II, Pat multiplied sales revenues six times in five years while growing personnel, penetrating large accounts, and establishing operations in the Carolinas, Atlanta, and Huntsville as the Southeast Regional Vice President for Future/FAI Electronics. Prior to joining Future, Pat doubled sales in four years as a Field Sales Manager based out of Hallmark's Philadelphia office, then the distributor with the largest market share in the region. In sales for this branch, he consistently ranked at the top of his group. Pat attended Pennsylvania's Villanova University on a football scholarship where he made his mark as a communication major and four-year starting quarterback for the school's Division 1 team.



## **Dan Havican**

### **Director of Eastern Strategic Sales**

Commissioned to service and develop strategic accounts, Dan Havican was named America II's Director of Strategic Sales, reporting to Vice President of Global Supply Chain Solutions Pat O'Brien. Preparing him for the position, Dan most recently logged five and a half years with a major franchised distributor as General Manager over south Florida and Puerto Rico. Prior to this experience, Dan served as a Field Sales Manager for Anthem Electronics in south Florida. Dan holds a degree in economics from Florida State University.

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# Meet the Executive Sales Team

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***Pete A. Rosati***

***Director of Central Strategic Sales***

Pete Rosati joined America II Electronics in 2004 to oversee sales activity in the central U.S. and Mexico. His 25-plus year career in electronics distribution includes opening the FAI Dallas branch as a new division of Future Electronics in 1993. There, he grew his position into a Regional Manager role, overseeing 12 branches throughout central and southwestern U.S. Originally from Dayton, Ohio, Pete was transferred by Pioneer-Standard to Dallas in 1986 to serve as General Manager. Pete has an MBA from the University of Dayton and a degree in management from Wright State University where he played four years of Division 1 baseball.

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