



## ARROW HELPS GET THE LEAD OUT

***It is clear that lead-free environmental regulations will affect the entire electronics industry. With no time to waste, manufacturers can count on Arrow's Component Selection and Management Services.***



Environmental issues have been at the forefront of the electronics industry recently with the implementation of new legislation requirements—specifically those related to lead-free components. Manufacturing companies around the globe are finding that the transition to environmentally compliant end products presents a significant challenge. Access to reliable sources of information—and a well-designed transition plan—will be key to their success, and in this capacity, Arrow is pleased to announce a solution designed to fill critical information needs of engineers and procurement professionals alike.

For years, Arrow has offered customers its Component Selection and Management Services, a unique suite of tools, information, and services. These tools, which include Arrow Risk Manager, Global Explorer™, and Arrow Alert, help customers reduce the risks associated with potential supply disruptions and costs associated with procurement obsolescence. These services have been—and continue to be—industry leading. But due to recent enhancements, they are more effective than ever in helping customers meet the current challenge of environmental compliancy.

### **A Complex Issue for Manufacturers**

In 2003, the European Union passed the Restriction of Hazardous Substances (RoHS) legislation establishing restrictive limits on the use of six substances in electrical and electronic equipment sold in Europe by July 1, 2006. Although mercury, cadmium, and others are included in the list of restricted substances, the electronics industry will be most affected by the ban on lead.

 Other regions, including China and specific states within the U.S., are following Europe with environmental regulations of their own. California passed Senate Bill 50 into law in September of 2004 and imposes both recycling and RoHS-like restrictions on products sold within its borders. Although exemptions to the current regulations exist

in some regions, these are inconsistent and, in certain regions, are already scheduled for review with the potential for removal.

As a result, all electronic component suppliers are actively planning their response to these legislative requirements. Many are working to transition to compliant versions of their parts. End of life announcements on components containing lead are already impacting supply lines.

The message is clear—these regulations will affect most, if not all, manufacturers regardless of the location of their manufacturing facility or end market. To avoid possible penalties, lost revenue, or supply disruptions, manufacturers must begin developing transition plans now to get their end products into compliance on time.

The challenge to manage the transition to lead-free components is complex. Currently, there is no standard approach by the component suppliers. As customers attempt to manage their transition to compliancy, they need to consider:

- The compliancy status of components in current designs
- The variability of timing and approach by each component supplier
- The level of manufacturing and testing compatibility among alternative lead-free parts
- The challenge of managing clean BOMs and separate inventories when component suppliers choose not to issue new part numbers for lead-free parts

Both engineers and procurement professionals responsible for transitioning to environmental compliancy are struggling to find one reliable source of data for the status of the myriad components used in their end-product designs. That's where Arrow comes in. As a supply chain partner of more than 600 global suppliers, Arrow is in the unique position to deliver this critical information with the timeliness, breadth of coverage, and ease of use that customers need.



## Accessing Data Quickly

Customers who subscribe to Arrow Risk Manager and Global Explorer have visibility into the RoHS and/or lead-free compliancy status of nearly three million components—a figure that will grow significantly as the information becomes available from Arrow's supplier partners.

Users of Global Explorer are able to identify the compliancy status of multiple parts on their Approved Vendor Lists (AVLs) at once—or view the detailed parametrics of individual parts one at a time.

## Global Explorer Parametrics Data

Parametrics	
Supplier Part Number	SN74LS023
Supplier	Texas Instruments
Description	QUAD 2-INPUT POSITIVE-NOR...
Function	GATES & INVERTERS
<b>Most Common Parameters:</b>	
Logical Function	NOR
Logic Family	LS
Pin Count	14
Package Type	DIP
Mounting	Through Hole
Operating Temperature Classification	Commercial
Lead-Free Status	Contains Lead
RoHS Compliance	Not Compliant
Packaging	Rail/Tube/Bulk
Specification	Commercial

The availability of status information is, however, just the beginning. Arrow's Cross Reference feature can help customers identify and compare alternative, available, functionally similar lead-free parts. Procurement risk data found in Risk Manager provides insight on actual availability of selected components. Arrow's Find Similar function provides ultimate search control by allowing users to dictate acceptable parametric attributes, including environmental compliancy status, in times where exact cross references are unavailable. Links to supplier data sheets provide immediate access to additional technical and environmental information as required.

For years, Arrow Alert subscribers have been enjoying customized delivery of supplier-issued end of life and part change notifications for the components on their monitored parts lists. These notifications, available to subscribers within hours of receipt by Arrow, have covered changes in the manufacturing status and procurement

## Arrow Alert Email Announcement

Part Change Alerts	
Customer Part Number:	12XX3455
Supplier Part Number:	HF55BTL3.5X8R
Manufacturer:	TDK Semiconductor Corporation
Issue Date:	May 11, 2004
Effective Date:	September 30, 2004
Type of Change:	LEAD FREE
Recommended Replacement:	HF55BTL3.5X8RAG
Description of Change:	Please note that Pb plating will be replaced with Tin (Sn) plating.
Projects Affected:	Falcon 2

risk factors for the components of hundreds of global component suppliers. Now, subscribers can also receive email announcements on changes to the environmental or lead-free status of those same monitored components.

## The Ubiquidata Difference



One of the main qualities that sets Arrow apart from other information services is the source of our data. Ubiquidata™, Arrow's proprietary database of more than 20 million components, fuels our solutions with the broadest set of technical, commerce, and now environmental information available in the industry. Its breadth, reliability, and freshness of data are unmatched because it is continuously updated. It needs to be. Arrow uses this database to manage its own multi-billion-dollar business, so it has a vested interest in ensuring the database is as accurate and timely as possible. No other information service provider can say the same.

Having centralized access to timely information and updates is exactly what manufacturers need to manage and coordinate the transition to environmentally compliant products. Arrow Risk Manager, Arrow Alert, and Global Explorer from Arrow's Component Selection and Management Services have all been designed with our customers' workflow and project management needs in mind. Providing this kind of technical and commercial information to customers has proven valuable to companies working to reduce obsolescence risks and improve their design for manufacturability results.



Arrow's Component Selection and Management Services continue to evolve—especially with the addition of the critical environmental data needed to help our customers meet emerging industry challenges.

**Access lead-free parts information today. For details, or to subscribe to Arrow's Component Selection and Management Services, including Arrow Alert, Arrow Risk Manager, and Global Explorer, visit [www.arrow.com/leadfree](http://www.arrow.com/leadfree), or contact your local Arrow representative at 800-777-2776.**

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