



Micro and Nanotechnology  
Commercialization  
Education Foundation ®

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# MANCEF Quarterly Newsletter

Second Quarter 2004, Vol. 2

April 2004

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Roger Grace Associates  
[rgrace@mancef.org](mailto:rgrace@mancef.org)

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University of Twente  
[keijkel@mancef.org](mailto:keijkel@mancef.org)

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University of South Florida  
[csteele@mancef.org](mailto:csteele@mancef.org)

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[dtolfree@mancef.org](mailto:dtolfree@mancef.org)

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IIRD - Victoria  
[jniall@mancef.org](mailto:jniall@mancef.org)

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[Bob Warrington](#)

Michigan Technological University  
[rwarrington@mancef.org](mailto:rwarrington@mancef.org)

## MESSAGE FROM THE PRESIDENT, ROGER GRACE

"May you live in interesting times" is an old Chinese proverb...and it has never been more true than it is today. Indeed we live in interesting times and the activities that surround MANCEF and its over 350 members worldwide are no exception. As in the past, my message will serve as an overview to the activities being pursued by your fellow MANCEF members. The members of the MANCEF Executive Board, MANCEF General Board and Membership at Large have been expanding the foundation's sphere of influence and contributions to worldwide commercialization of micro and nanotechnology. We highlight some three activity areas below.

## MEMBERSHIP

Truly, the best way for us to expand our membership reach is through relationship marketing and strategic affiliations. I encourage all of you to become more involved in the activities currently underway and in the efforts to expand our membership, sponsors and in attendance to the upcoming [COMS 2004](#) in Edmonton Alberta Canada (August 29-September 2).

Our membership committee has been working diligently to create membership benefits providing added incentives to continue your MANCEF membership and to enroll new members. Most significant amongst these benefits are: increased membership for organizations, reduced rates on COMS and other seminars hosted by MANCEF, global networking reach, and discounts on publications like our Roadmap, conference proceedings or even free proceedings. MANCEF would be happy to provide you with any information that you may need. On behalf of the MANCEF Boards of Directors, I thank you in advance for promoting MANCEF membership.

STRATEGIC ALLIANCES...These constitute a major growth opportunity for

**Founding Past President**

[Steve Walsh](#)

University of New Mexico  
[swalsh@mancef.org](mailto:swalsh@mancef.org)

**Treasurer**

[Bill Higdon](#)

[bhigdon@mancef.org](mailto:bhigdon@mancef.org)

**Secretary**

[James Wylde](#)

Bookham Technology  
[jwylde@mancef.org](mailto:jwylde@mancef.org)

**Member**

Joe Brown

Suss Microtec

[jbrown@mancef.org](mailto:jbrown@mancef.org)

**Member**

[Job Elders](#)

C2V

[jelders@mancef.org](mailto:jelders@mancef.org)

**Executive Director**

Scott Bryant

Intl. Tech. & Trade Ventures  
[sbryant@mancef.org](mailto:sbryant@mancef.org)

MANCEF in both a worldwide influence and membership expansion perspective. Our first formal Memorandum of Agreement (MOA) was signed with the American Society of Mechanical Engineers ([ASME](#)) earlier this year. A team spearheaded by [Bob Warrington](#), a long time ASME member, developed this relationship. Under the relationship, there will be collaboration between parties to provide speakers and workshops at each others' conferences, whereby ASME will provide the technical portion and MANCEF provide the commercialization portion.

Currently, the MEMS IV workshop will be held in two weeks, and ASME workshop is scheduled with [COMS 2004](#) and a separate workshop event is planned with ASME in Albuquerque for Oct. 2004. Other Strategic Alliance MOAs are currently being discussed with other groups around the globe. MANCEF members are encouraged to propose other organizations to the Board for their consideration.

COMS 2005/2006 VENUE PROPOSALS...[Carol Steele](#) and the Conferences & Workshops Committee are also soliciting proposals for [COMS 2005](#) (Asia or Europe) and [COMS 2006](#) (Americas) venues. Currently, we have received interest in holding [COMS 2005](#) from Victoria-Australia, Taipei - Taiwan, Berlin-Germany, Vienna-Austria, Flanders-Belgium, Lisbon-Portugal, and Zurich-Switzerland. We are looking to Mexico, Costa Rica, Brazil, Canada, and the USA to make venue proposals for [COMS 2006](#). The call for proposals is posted on the MANCEF website and included in this newsletter. Please solicit your regional economic development authorities to consider support of this prestigious worldwide conference.

In conclusion and to paraphrase, we live in interesting times indeed and I think that it is safe to say that the last year has been one of great growth for MANCEF in a organizational, as well as in a sponsored activity perspective...Hannover Fair, World Nanoeconomic Congress, Semicon Europa, Semicon West, Transducers03, Asia-Pacific Forum, Nanotech2004 -Tokyo. These efforts have and will continue to help create the brand of MANCEF as the premier organization that supports the worldwide commercialization of micro and nanotechnology. I deputize you to help support these efforts. We must work together to bring MANCEF to everyone, who can benefit from it. I thank you for your support as MANCEF members/ past members.

## COMS2004 – Interview with Chris Lumb, President & CEO of Micralyne



[Micralyne](#) has been a huge part of the behind-the-scenes planning of [COMS2004](#). With such a large investment in the success of the conference, we thought we would let Micralyne's Chris Lumb tell you why COMS2004 is such a winner for Canada and for those who attend. Remember, THE premier Micro-Nano commercialization event is only a few weeks away, register early for the best prices and exhibit spaces.



### What excites you about COMS?

Micralyne is proud to see COMS return to Alberta, Canada where the conference series first began 10 years ago. COMS is exciting due to its draw from around the world, which creates an excellent environment to learn new strategies and hear different perspectives related to the commercialization of small tech. I believe Canada is establishing a critical mass of small tech activity. Thus, it's a perfect time to bring COMS to assist Canadian firms in tapping into new networks, allowing the organizations and individuals in this region to interact with leaders in the world's MEMS and Nano community, ultimately fostering continued commercialization growth for all.

### What do you hope to accomplish by supporting the COMS Conference Series?

I think the challenge faced by Canadian firms is the lack of awareness internationally on the great work happening in Small tech in this country. COMS2004 will help open peoples eyes to start looking towards Canada for innovation and expertise. When you look at it from a global perspective, Edmonton is one of the few regions worldwide that offers strong research, prototyping and volume manufacturing capabilities all from a single location.

### Why should non-Canadian organizations and individuals join us in Edmonton?

Canada has some great stories to share in regard to MEMS and Nano innovation and commercial success. Micralyne is one example of such a story, since privatization in 1998 we have achieved revenue growth and profitability each year. However, the excellent organizing committee is also working hard to bring in top industry speakers from around the globe, so COMS will truly be an international affair. I am confident small tech firms from any corner of the world will leave COMS with valuable new insight into the issues surrounding commercialization of MEMS and Nanotechnology.

### What results can exhibitors expect to get out of this event?

COMS is one of the few opportunities of the year that a group of like-minded people can get together to discuss the business of MEMS and Nano. I think the exhibitors can expect to have a great show due to the fact that the individuals attending are the key MEMS decision makers in their organizations. The quality of interactions the exhibitors will have will be excellent and they will have the opportunity to touch base with end-users, leading researchers, vendors, government officials, and venture capitalists.

### What kinds of Canadian commercialization will COMS enable or further?

- The list of Canadian innovations that COMS will assist in their commercialization is long so I can just speak to Micralyne's activities. One example I can provide is Micralyne's current R&D project on developing manufacturing methods for polymer MEMS devices. We have taken simple devices such as microfluidic chips and transformed them into more complex tools that include such elements as heaters, sensors and electrodes. These integrated thin film components change a static device into an active component that can interface with the macroscopic world. COMS will provide a great forum for Micralyne to share our new polymer MEMS capabilities and meet potential end-users who could apply such manufacturing methods to enhance their products.

Also, Edmonton is the home of the University of Alberta and the Canadian National Institute for Nanotechnology. Both of these organizations are developing a critical mass of R&D activities. We know that COMS will serve as an opportunity for the world community to know what is going on here and I'm confident that will lead to further commercialization down the road.

## **Do you think some local micro-nano companies will find venture funding at COMS?**

The COMS organizing committee is focused on inviting key small tech investors to the conference, which will no doubt allow local firms the opportunity to network and make their pitch to individuals they usually would not get the opportunity to meet. I can almost guarantee that there will be start-ups, who meet the key individuals at COMS that will lead to future investment in their firm.

## **Describe the mix of participants and how that helps commercialization.**

The fact that COMS participants will hear and interact with industry experts including researchers, suppliers, policy-makers, end-users and venture capitalists creates a powerful forum for developing the necessary multi-stakeholder collaborations required for successful commercialization.

## **How is Micralyne leading and contributing to commercialization in Canada?**

I think a key contribution Micralyne is making for Canada's Small Tech Industry is being an example for Nano and MEMS companies that to survive you need to "Build a culture of profitability and customer orientation from day one." Since its inception in 1998, Micralyne has had both strong top line growth, an average increase of 17% per year, and annual profitability. This is unheard-of in the MEMS industry! We are currently "choosing" what customers to take on. Micralyne is doing its best to share its experience with other Canadian firms and entrepreneurs to ensure they follow this same sustainable path.

Chris, it's going to be a great event! Thank you so much for your time to tell us how this is shaping up. MANCEF thanks you and all the other COMS2004 organizers immensely for your dedication and support.

**Remember: MANCEF members receive discounts on attendance and exhibit at [COMS2004](#).**

## **For more information on exhibiting, please contact:**

**Joe Brown**, Co-Chair Exhibition Committee, +1 860 767 7891, [jbrown@mancef.org](mailto:jbrown@mancef.org)

**Leigh Hill**, Conference Manager, +1 780 917 7642, [lhill@edmonton.com](mailto:lhill@edmonton.com)

## [COMS 2004](#)

**29 August - 2 September, 2004**  
**Edmonton, Alberta, Canada**

## [CALL FOR PAPERS](#)

**Abstract Submission Deadline: 21 May 2004**

You are invited to [submit abstracts](#) for the 9th International Conference on the Commercialization of Micro and Nanosystems: [COMS 2004](#).

COMS is the leading international conference on the commercialization of MEMS/MST/micromachining & nanotechnology and addresses commercialization issues unique to these emerging and disruptive technologies.

### **Scope of Topics**

COMS 2004 will focus on recent advances and emerging futures in micro/nanoscale technologies for physical, chemical and biological systems and their current and downstream impact on key commercial markets:

- Energy
- Biomedical and -health
- Industrial
- Consumer
- Communications
- Environmental
- Security and homeland defense

An Exhibition of world leading equipment suppliers, service providers, product suppliers and consultants will be held in conjunction with the Conference.

### **Abstract Submission**

All submissions must be sent electronically and can be submitted in Microsoft Word (\*.doc) or Adobe Portable Document Format (\*.pdf). An abstract must not exceed 500 words.

The subject line of the mail should contain "**COMS 2004 Abstract**" and **the name of the principal author**.

### **Send to:**

[COMS2004Papers@nanomems.org](mailto:COMS2004Papers@nanomems.org)

### **Key Dates**

**Abstract Submission Deadline:**

21 May 2004

**Author Notification:**

07 June 2004

**Manuscript Deadline:**

09 July 2004

## Sponsors

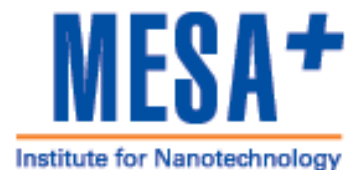
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For More Information

Information on [COMS 2004](#)

## COMS 2005

### Request for COMS 2005 and COMS 2006 Venue Proposals

Planning has already begun for [COMS 2005](#)! The 2005 conference will be held outside North America and the 2006 conference will be held in the Americas. Proposals for Europe and Asia-Pacific sites have already started. The venue proposal deadline for [COMS 2005](#) is **17 May 2004** and for [COMS 2006](#) is **15 August 2004**.

### Selection Criteria

Site must be available for four days between **August 28 - September 1, 2005/2006** or between **September 7 - 11, 2005/2006**. All conference proposals must include:

- A resort-like or interesting location
- A facility within 50 km that can demonstrate the successful commercialization of micro/nano technology
- Adequate conference hall facilities
- Adequate hotel and room facilities
- Adequate airport/train facilities
- Adequate exhibition facilities
- Interesting side trips
- Proximity to a golf course
- Significant industrial sponsorship, subject to contract
- Each location must pay a licensing fee for the conference, subject to contract
- MANCEF receives a membership fee from each attendee

**Note:** These criteria are intended as a guide only and will be described in a contract with successful bids.

### Schedule of COMS 2005 Venue Selection

<b>17 May 2004</b>	Proposals due
<b>7 June 2004</b>	Proposals reviewed by committee
<b>9 July 2004</b>	Site visits completed
<b>16 July 2004</b>	COMS 2005 site selected
<b>20 August 2004</b>	COMS 2005 contracting completed

### Schedule of COMS 2006 Venue Selection

**15 August 2004** COMS 2006 Proposals due

**For more information, contact:**

**Carol Steele**

Conferences and Workshops Committee Chair

[csteele@mancef.org](mailto:csteele@mancef.org)

Telephone: (727) 553-3975

Fax: (727) 553-3967

## COMS 2004 Exhibition

### Great Facilities, Favorable Exchange Rates

For [COMS 2004](#), we expect to host over 400 international business leaders, small tech users and suppliers, venture capitalists, and technology managers. Over 60 exhibits can be accommodated in the State of the art Shaw Conference Center in downtown Edmonton, Alberta, Canada with complete exhibition facilities including High Speed Internet Access, accessible and open exhibit hall, and close proximity to the sessional talks and lunch facilities. Because the conference will be held in Canada, which has a favorable exchange rate, this will be one of the lowest cost exhibits in the COMS series.

### For more information on exhibiting, please contact:

Joe Brown, Co-Chair Exhibition Committee, +1 860 767 7891, [jbrown@mancef.org](mailto:jbrown@mancef.org)

Leigh Hill, Conference Manager, +1 780 917 7642, [lhill@edmonton.com](mailto:lhill@edmonton.com)

## Members

MANCEF would like to thank and 'Welcome' our newest members, whether individual, corporate, academic, or government. Please [renew your membership](#) now.





Advertisement

### [Commercialization of Micro and Nano Systems \(COMS\) Conference Proceedings](#)

COMS 2003 provides you with the resources to compete, to collaborate, to find customers, and to further your commercialization process. If you didn't make it to COMS 2003, you can get a hard copy of the proceedings. Compact disk versions will be available later in 2004.

MANCEF members pay no shipping & handling for proceedings.

[Order your copy of the COMS 2003 or COMS 2002 proceedings today \(.pdf\).](#)



## MANCEF ANSYS/ROI Engineering Inc. Special Membership Offer

ROI Engineering of Canada has generously allowed MANCEF to offer **ANSYS/ED MEMS design software** version 8.0 (valued at \$250) to promote a type of educational tool critical to commercialization, namely design.



Between March 1 and June 1, 2004, MANCEF will deliver one CD copy of the academic version of the ANSYS/ED software to Micro-Nano faculty who join MANCEF along with two Micro-Nano oriented, degree-path students.

As a special incentive, MANCEF will offer these three special memberships for the price of one individual membership (US\$150 plus S&H for the ANSYS/ED CD). Proof of current faculty and student status will be required.

**Please fax the special membership application (.pdf) to MANCEF at +1.505.255.1827.**

Please use only this special form for this offer.

(\*Offer open to technical, vocational, science & engineering, MEMS design faculty and students only.)

## MANCEF and Rutgers University Conduct National Study of the Micro

## and Nanotechnology Sector

We want to thank all who participated in the survey. The results of this study will be made available to all respondents and MANCEF members. Only summary statistics will be reported in subsequent presentations and publications, no specific company information.

### Background to the Study:

Rutgers University and MANCEF hope that by identifying the factors leading to effective resource utilization and market success among firms in the micro and nanotechnology sector, we may assist firms in successfully introducing micro and nanotechnology-based innovations to the marketplace.

Please direct any questions or comments to doctoral candidate and director of the study, Scott L. Newbert, at (973) 353-1393 or email him at [snewbert@pegasus.rutgers.edu](mailto:snewbert@pegasus.rutgers.edu).

Promoted Event:

### **MEMS IV** **26-28 April 2004** **Hyatt Regency, Los Angeles, CA, USA**

MANCEF is pleased to support the [ASME International's 4th Annual MEMS Technology Seminar, MEMS IV](#). MANCEF's Past President, [Dr. Steven Walsh](#), opens the event by providing an overview of compared and contrasted MEMS and nanotechnologies, the commercialization issues affecting nanotechnology, and possible solutions to accelerate nanotech commercialization.



Two new courses have been added for 2004, and two 3-hour nanotechnology tutorials will be presented on Sunday, 25 April to introduce and familiarize attendees with nanotechnology and show its integration with MEMS.

**Keynote: Monday, April 26, 12:15 pm**

### **A Presidential Perspective on the Commercialization of Nanotechnologies: "A Fantastic Voyage"**

[Dr. Steven Walsh](#), [Dr. Kees Eijkel](#), [Mr. Roger H. Grace](#), and [Dr. Robert Warrington](#)

Presented by [Steven Walsh](#)

[MEMS IV brochures](#) (.pdf)

### **Top 5 Reasons You Should Attend the MEMS IV MEMS Technology Seminar:**

1. Learn from and network with recognized [leaders](#) (both industry & academic) in the MEMS community.
2. Attend [courses](#) that will help you return to work with insight and a new perspective.
3. Get an understanding of nanotechnology with our [Nano Tutorials](#).
4. Go on the [plant tour](#).
5. **Discounts & Specials**
  - a. Group Discounts: [Register 2 or more people for the same course to receive a discount](#).
  - b. **1st year ASME membership FREE** for individuals who have not previously applied to ASME, when registering at the non-member rate
  - c. Graduate students who are also ASME members, will receive a 20% discount off the \$1095 ASME Academic Member rate. Call 1.800.243.2763 to register at this rate.
  - d. **Graduate students attending with a faculty member are eligible to receive an academic version of ANSYS/Multiphysics software** (valued at US\$250) available to promote design tools for commercialization. Courtesy of MANCEF and ROI Engineering Inc. and ANSYS Inc.

For more information: <http://www.asme.org/education/techsem/mems/>

## Conference Summaries

From Tokyo, Japan – [Robert Haak](#) and Scott Bryant

### Nanotech 2004

Following on the December 2003 Forum and Workshop on the "Commercialisation of Small Technologies in the Asia Pacific – Is there BIG money in small things?" held in Melbourne, Australia, MANCEF made a Japanese debut at the largest nanotechnology conference in Asia, [Nanotech 2004](#), held in Tokyo this past March 17-19. This annual show draws more than 30,000 attendees; corporations, universities, governments, and investors alike have booths to showcase their nanotechnology activities. The show was well-attended by not just Japanese visitors, but also Korean, Chinese, Taiwanese, and other countries in Asia. This year, many European and American organizations were represented as well. This conference was so successful that many firms have already reserved a booth for Nanotech 2005.

At Nanotech 2004, MANCEF's Board member, [Robert Haak](#), made sure that MANCEF would be a presence at the event as it moves into the Asian commercialization arena. Through a generous offer, [Asian Technology Information Program](#) (ATIP) hosted MANCEF marketing materials at the ATIP booth. ATIP is a US non-profit, based in Albuquerque, New Mexico, with extensive operations throughout the Pacific. ATIP serves as an "information bridge" between East and West by monitoring and reporting on science and technology developments and trends throughout Asia. One of ATIP's primary technology coverage areas is nano/MEMS.

MANCEF would like to gratefully acknowledge Robert for taking the time to represent MANCEF at the exhibit booth, as well as delivering a 30-minute MANCEF presentation during the Nikkei Business Forum program aimed at recruiting more Micro-Nano members from Japan and other Asian economies.



MANCEF Board Member [Robert Haak](#) (ATIP) delivering a MANCEF presentation at the Nikkei Business Forum, at Nanotech 2004

Copies of presentations, issues and challenges and outcomes from the December 2003 are available here:

[Commercialisation of Small Technologies in the Asia Pacific Forum and Workshop](#)

Advertisement

### [International MEMS/MST/Top Down Nano Roadmap](#)

What is Microsystems? How can we go from conceptualization to real products and profits? Where are the major markets for MEMS? Over 400 contributors from Asia, Australia, Europe, & North America give you the answers you need.

[Purchase the Micro-Nano Roadmap now](#)

**MANCEF members receive a \$200 discount.**



## Conference Summaries

From Toronto, Canada – James Wylde

## Engineering Innovations Forum

The Toronto Chapter of the Association of Professional Engineers of Ontario, in conjunction with Ontario Association of Certified Engineering Technicians and Technologists, hosted a public access forum on 04 Mar 2004 to discuss advances in Nanotechnology. A group of approximately 200 filled the auditorium at the Ontario Science Center to hear talk from Canadian leaders in micro and nanotechnology. The event was held as part of the National Engineering Week and served to deliver an informal set of talk and panel discussions to the community at large.

- Dr. Uri Sagman of C-Sixty presented a interesting talk on how nanotechnology can be used to reduce the cost and improve the quality of water systems in developing nations.
- Neil Gordon of the Canadian Nanobusiness Alliance presented a summary of the status of nanotechnology investment in Canada and issued a "Call to Arms" to the Canadian Government to increase the funding and exposure for nanotechnology research.
- [Dr. James Wylde](#) of MANCEF and Bookham Technology shared his thoughts on the lesson's to be learned from microtechnology commercialization as it applied to nanotechnology and the challenges of commercialization
- Professor Robert Prince, York University, presented his groups' work in developing nano-material based coatings for increased wear resistance in machine tools.

MANCEF would like to thank André Rudnicky, City of Toronto Works Department, for arranging the event and including MANCEF in its public education program.

## Promoted Event:

### High-Desert MEMS Regional Workshop

October 12-13, 2004

Albuquerque, NM USA

MANCEF and the Technical Vocational Institute – Albuquerque are pleased to announce a regional Microsystems workshop will be held in Albuquerque, New Mexico.



We encourage those from New Mexico, surrounding U.S. states (AZ, CO, TX, UT) and Mexican border states to be a participant.

Although this is a regional workshop focusing on the needs and issues of the High Desert Microsystems community, anyone who would like to attend are invited to register.

Early sponsors behind the conference include Sandia National Laboratories and New Mexico Economic Development Department.

The event will be hosted at the Workforce Training Center following the final weekend of the [Albuquerque Balloon Fiesta](#), the world's premier hot-air balloon event.

The workshop program will focus on Microsystems Technical Education, Workforce Training, New Mexico Economic Development, and Micro-Nano Commercialization.

More information will be distributed via the website and regional mailings.

## MANCEF Offers Online Micro-Nano Glossary

- Feeling bewildered by some of the technical terms used in the Micro-Nano industry?
- Need to check your definitions before turning in a marketing analysis or newspaper article?
- Are you doing technical research and want to use the appropriate business language to describe your commercialization plan?
- Perhaps you need a handy glossary of technical terms for the appendix of your business plan?

Representing the culmination of ten years of industry discussion about the need to standardize references, the foundation is offering an [online glossary of Micro-Nano terms](#).

Developed for the [MANCEF International Microsystems-Top Down Nano Roadmap](#), the foundation hopes this will be helpful to all stakeholders across the commercialization process. The Glossary can be found at: [www.mancef.org/glossary.htm](http://www.mancef.org/glossary.htm). Tell your colleagues about this free resource.

## Promoted Events:

MANCEF will be exhibiting in Europe in April at two key Micro-Nano events.

### [Hannover Messe: 19 – 24 April 2004 in Hannover, Germany](#)

MicroTechnology at the [HANNOVER MESSE](#) will focus on all the key trends and technologies, with special emphasis on practical applications. This is your chance to discover the enormous potential of microtechnology for your business. MANCEF will exhibit with IVAM and the MESA+ Institute, both long-time supporters of the foundation and the COMS conference series. MANCEF thanks Board member [Christine Neuy](#) and the rest of the IVAM team, President-Elect [Kees Eijkel](#) and the University of Twente team, and [Patric Salomon](#) of Enabling MNT for their support. Come by and visit with MANCEF members to explore how MANCEF can help your commercialization efforts.

### [Semicon Europa: 19-23 April in Munich, Germany](#)

The European semiconductor and microelectronics communities will come together to access a showcase of emerging technologies, gain the latest market intelligence through business programs, find solutions to challenges through in-depth technical programs, network, and benefit from the overall information exchange opportunities.

MANCEF will exhibit at [SEMICON](#) with the tremendous assistance of Board member, [Peter Podesser](#) and the EVGroup team, Board member, Walter Roessger and the SEMI team, and [Henne van Heeren](#) of EnablingMNT, for their support of the exhibit booth and the [COMS2004](#) conference. Come by and visit with these MANCEF members to explore how MANCEF can be a part of your commercialization pathway.

## MANCEF website redesign

As part of the [new site redesign](#), the foundation welcomes helpful comments about improving the website for users. Please forward constructive suggestions to: [webmaster@mancef.org](mailto:webmaster@mancef.org).

## Mailings

We send brief information on MANCEF activities, events, and developments periodically during each month, usually no more than once a week. The mailing list is password-protected and is only used for one-way announcements from MANCEF. No spam, no discussions. [Sign up for the MANCEF e-information list](#). Messages will arrive from [dbase@mancef.org](mailto:dbase@mancef.org) and simple instructions are encoded at the bottom of each MANCEF message should you desire to unsubscribe from the MANCEF information list.

