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FROM THE DESK OF...

John V. Harker, AeA Chairman of the Board and Chairman of the InFocus Corporation



AeA Senior Executive Delegation Gains Insights Into Dynamic Chinese Market

In April, I had the pleasure of leading a delegation of 15 senior executives from AeA member companies for three days of meetings in China.

While I have been to China many times, this trip provided invaluable insights into the rapidly changing economic and political situation. Any chairman or CEO with a serious interest in starting up operations in China or facing competition from Chinese companies should participate in this annual AeA program.

In meetings with U.S. Embassy staff and Chinese officials at the Ministry of Commerce, we received up-to-date assessments of some of the key policy issues of concern to our members such as intellectual property protection and government procurement of software. We were not particularly encouraged by the responses from the Chinese government, but we did get some positive signals on distribution rights that Glenn Norem, CEO of eeParts, will pursue with the deputy to Vice Mayor Yang of Shanghai.

The delegation also heard from a range of business leaders with extensive on-the-ground experience about the challenges and opportunities confronting those doing business in China. Presenters shared their views on practical business issues from hiring good mid-level managers to dealing with energy shortages and pollution liability. They also commented on the impact of relations with Taiwan and the significance of the anti-Japan protests that took place while we were in Beijing.

The imposing architecture of the Shanghai skyline drives home the dynamic nature of the Chinese economy. Even though many members of the delegation have established operations in China and had participated in previous AeA trips, they reaffirmed the value of this visit as a tool for keeping current on a market that is critical to the success of their companies. For those new to China, the experience was even more important. I am convinced that the AeA program will be very useful to member companies for many years to come and encourage those who did not make it this year to not miss the AeA China trip next year.

Sincerely,
John V. Harker
AeA Chairman of the Board

Photo of the Month



AeA's Fourth Annual Chairman's Delegation to China visits Zhangjiang Hi-Tech Park (above) for meetings with Chinese business leaders. Additional meetings were held with Chinese government officials, the U.S. embassy and fellow technology companies.

For more info visit: www.aeanet.org/china2005

April 11-15, 2005
Beijing & Shanghai, China

"I challenge anyone to find an executive program (AeA/Stanford Executive Institute) with faculty who are more interesting, skilled and enthusiastic."

John White,
Director Technology Development,
Dolby Laboratories, Inc

San Francisco, CA

** Dolby has been an AeA member since 1976*

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www.aeanet.org/aemonthlynews

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rhonda_starr@aeenet.org
202.682.4432

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FEDERAL ISSUES AFFECTING YOUR BOTTOM LINE



Stock Options: The Fat Lady is not yet singing

On March 29, the SEC released its much anticipated guidance on stock option expensing. The interpretive guidance does not alter the Financial Accounting Standards Board's (FASB) expensing rule, but does clarify that companies may choose from a number of valuation models, and that the SEC will not object to reasonable fair value estimates made in good faith in accordance with the standard. To view the SEC's press release and SAB 107, please follow this link: <http://www.sec.gov/news/press/2005-43.htm>.

On April 14, the SEC amended the compliance date for the FASB's expensing rule. Companies will now be required to implement the new standard at the beginning of their next *fiscal* year – instead of the next reporting period – beginning after June 15, 2005, or Dec. 15, 2005 for small business issuers. As a result, many, but not all, companies have received a delay.

This issue is not over, and we anticipate the SEC issuing additional guidance within weeks.

The Dreier-Eshoo bill, which would delay implementation of the FASB rule for three years, also continues to pick up cosponsors in the House of Representatives. Legislative action is still a live issue for AeA.

SOX 404: New Guidance coming on May 16

On April 12, the SEC's Smaller Public Company Advisory Committee met for the first time to discuss the impact of Sarbanes-Oxley, and other laws, on smaller companies. AeA member companies were very involved in this meeting.

Participants in the Section 404 roundtable included company executives, auditors, investor advocates, attorneys, and representatives from the SEC and PCAOB. Common themes included:

- *the cost of Section 404 is not aligned to its benefit*
- *auditors need to use professional judgment but they don't believe they may do so*
- *the cost will go down somewhat in Year Two*
- *more guidance is needed*

At one point, PCAOB Chairman McDonough specifically referenced his meeting with AeA and the importance of small and mid-sized companies.

The most valuable moments, however, came at the end of the roundtable when McDonough announced the PCAOB will issue additional staff guidance on May 16. AeA anticipates that this new guidance will bring positive changes to the reporting process. Stay tuned.

- John Palafoutas, Sr. Vice President of Domestic Policy and Congressional Affairs

STATE ISSUES AFFECTING YOUR BOTTOM LINE



Anti-RFID Legislation Heating up in California

California Senator Simitian (D-11th) has recently introduced legislation, CA SB 682, to prohibit the use of "contactless integrated circuits" (better known as RFID chips), that can broadcast personal information from being included in identification documents issued by a state, county or municipal government. This legislation has the potential to greatly affect the national roll-out of an innovative technology that could mean a great deal to national security, drug safety, and interstate commerce.

Radio Frequency Identification, or RFID, has burst into the national awareness in the past year, thanks to WalMart's insistence on its 100 largest suppliers to implement it for supply chain management purposes. Although this "new" technology has been around since World War II, new advances in chip manufacturing and a greater understanding of radio frequency (RF) physics has opened the door for a myriad number of uses. Beyond that of supply chain management, uses being implemented right now include intellectual property protection, tracking the chain-of-custody for pharmaceuticals (thus helping to ensure drug purity and safety), homeland security and border protection applications, as well as a number of pilot programs to help in the expediting of customs clearances at ports world-wide.

If your company is interested in hearing more about this legislation, please contact Marc-Anthony Signorino, AeA's Counsel & Director of Technology Policy, about how you can get involved. He can be reached at 202.682.4428 or via the world's longest email address: Marc-Anthony_Signorino@aeenet.org.

- Marc-Anthony Signorino, AeA's Counsel & Director of Technology Policy

INTERNATIONAL ISSUES AFFECTING YOUR BOTTOM LINE



AeA Environment Programs Present to Packed Rooms

AeA held three interactive programs to discuss upcoming implementation of the European Directives on waste recycling (WEEE) and restrictions on hazardous substances (RoHS) with leading government, legal and industry representatives the week of April 11, 2005 in Chicago, IL; Dallas, TX; and San Jose, CA. Interest in these issues generated large turnouts at each event with over 125 people packing the room in California and 400+ high-tech leaders attending environment programs since March.

With the Directives' implementation deadlines fast approaching, companies were anxious to hear Steve Andrews, head of the Eco-design and Product Policy Unit United Kingdom Department of Trade and Industry, provide an update on RoHS implementation and surrounding issues in the 25 Member States. Steve highlighted the Member States' compliance and enforcement efforts, possible RoHS scope expansion and the Technical Adaptation Committee activities, including the ongoing and upcoming RoHS exemption requests.

Jean-Philippe Brisson and Ken Rivlin, with Allen & Overy, LLP presented an overview of the WEEE and RoHS Directives, company responsibilities and the evolving implementation, compliance and enforcement issues. Becky Linder, AeA Director International Trade Policy, discussed the extensive impact the European Union WEEE and RoHS Directives are having on legislators all around the world.

During this same week the European Parliament added to the uncertainty over these regulations by passing a resolution challenging the European Commission's actions on approval of exemptions to the RoHS that are critical to many AeA members. AeA Europe has responded quickly to these developments in consulting members and engaging European officials in the Parliament and Commission on the necessity for the exemptions in areas that cannot currently meet the RoHS standards for sound scientific reasons. These critical implementation issues will continue to confront companies for at least the next two years while additional environmental issues are emerging such as the proposed directives on chemical registration (REACH) and energy efficiency.

The RoHS / WEEE Roadshow continues to Philadelphia, PA on May 10; Rochester, NY on May 11; and concludes in Andover, MA on May 12. Register today or contact Becky Linder, AeA's Director of International Trade Policy, at 202.692.4455 or becky_linder@aeenet.org for more info.

- Rob Mulligan, Sr. Vice President International

WORKING FOR YOU: MEET YOUR AeA STAFFER



Jason Langsner

Manager, Internet Communications

Contributing to AeA's mission of *Advancing the Business of Technology*, Jason Langsner brings years of non-profit and public sector IT and marketing experience to AeA.

Jason is responsible for the daily operations of AeA's corporate website, AeANET, whose duties include overseeing all online communications to members and the public. Additionally, he is a member of the AeA Government Market Team that hosts educational procurement events throughout the U.S. Jason assists member companies in maximizing their free listing in the member directory, which has unique IDs for 500+ government contracting officials.

Currently, he is working closely on AeA's Radio Frequency Identification (RFID) Policy and Procurement Initiative and managing this national e-Newsletter.

Jason studied Information Technology & Telecommunications Policy at The American University in Washington, DC, and also graduated with honors from La Salle University with a degree in Digital Arts & Multimedia Design. While at La Salle he also double minored in English and IT.

A native of New Jersey, Jason Langsner currently resides in Bethesda, MD.

Contact Information:

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For a listing of AeA's 2500 member companies visit:
www.aeenet.org/members

NEW & RENEWING MEMBERS

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EVENTS CALENDAR: MAY 2005

- 5.03: HR Committee Meeting(Woburn, MA)
- 5.05: CEO Forum(Gold River, CA)
- 5.05: Finding Your Strategic Sales Advantage(Ft. Lauderdale, FL)
- 5.05: Keeping Your Balance on the Executive Tightrope(Portland, OR)
- 5.05: Keeping Your Company Trade Compliant(Andover, MA)
- 5.10: Creative Retention Strategies .(Portland, OR)
- 5.10: E-Waste: Complying With EU & China Mandates(Philadelphia, PA)
- 5.10: Executive Committee Meeting(Via Conference Call, FL)
- 5.10: HR Roundtable: Update on AeA Trust Renewal(Santa Clara, CA)
- 5.11: AeA Customs Committee - Quarterly Meeting(Washington, DC)
- 5.11: E-Waste: Complying With EU & China Mandates(Rochester, NY)
- 5.11: Spirit of Endeavor Awards Banquet(Atlanta, GA)
- 5.12: AeA Export Controls Committee - Quarterly Meeting(Washington, DC)
- 5.12: CEO Forum(Portland, OR)
- 5.12: E-Waste: Complying With EU & China Mandates(Andover, MA)
- 5.12: Sacramento Executive Council Meeting(May Gold River, CA)
- 5.15 - 5.17: 2005 Micro Cap Financial Conference(Monterey, CA)
- 5.17: Tech Summit 2005(Sacramento, CA)
- 5.18: Maximizing the Value from Equity Compensation: To Shareholders(Richardson, TX)
- 5.18: Performance Management - Panel Discussion(Bellevue, WA)
- 5.19: AeA Texas CEO Forum(Dallas, TX)
- 5.19: LA Council Executive Committee Meeting(Woodland Hills, CA)
- 5.19: Maximizing the Value From Equity Compensation: To Shareholders .(Austin, TX)
- 5.19: Midwest Federal, State and Local Procurement(Chicago, IL)
- 5.20: M&A Post Deal Integration - Success or Failure?(Waltham, MA)
- 5.23: Partnering for Success in CA & Federal Govt Sales(Mountain View, CA)
- 5.24: 'Ready to Commercialize 2005' Conference(Austin, TX)
- 5.24: AeA Texas CFO Forum (Dallas)(Richardson, TX)
- 5.24: Tax Update(Portland, OR)
- 5.26: NJ-PA Government Affairs Committee(Via Telephone Conference Call, NJ)
- 5.26: Partnering for Success in Government Sales(Cambridge, MA)
- 5.27: NJ-PA Executive Committee Meeting(TBD, NJ)

For a full listing of events visit
www.aeanet.org/events

ASA HUTCHINSON SPEAKS AT AeA POTOMAC COUNCIL EVENT

60+ Executives Attend Presentation by the Former Under Secretary for Border and Transportation, DHS



The Honorable Asa Hutchinson, three-term congressman from Arkansas, and former Under Secretary for Border and Transportation Security (BTS) at the Department of Homeland Security (DHS), visited AeA's David Packard Conference Center (DPCC) in Washington, DC, to speak to a group of 60+ high-tech executives on April 19.

Mr. Hutchinson was confirmed by the U.S. Senate as Under Secretary of Homeland Security in January 2003, shortly after the department was created. During his presentation, he discussed his experiences as one of the nation's top-ranking homeland security officials, his responsibilities managing more than 110,000 federal employees, and spoke on various successes in current DHS programs and future endeavors.

AeA Potomac Council member company executives in attendance asked pointed questions about border screening securities, the future of RFID within DHS, and his opinions on specific DHS programs.



Asa Hutchinson speaks with William T. Archey, AeA President & CEO (L to R)



Mr. Hutchinson addresses the 60+ high-tech executives in AeA's conference center



Panos Anastassiadis, President & CEO of Cyveillance, Asa Hutchinson, and Gregory Poersch, AeA Potomac Council Executive Director (L to R)

For more information visit
www.aeanet.org/potomac

PRIVATE FINANCIAL CONFERENCES RETURN TO CALIFORNIA



AeA Venture Forum
Investment, Technology, Success.

AeA Fall Venture Forum and Golf Tournament For Private Companies

September 20-21, 2005

AeA is excited to announce that we are re-establishing our Bay Area financial conference for early stage technology companies. Following the success of the AeA Venture Forum and Golf Event held in Georgia this past March, it is evident that private company conferences are in demand.

The AeA Fall Venture Forum & Golf Tournament will begin on September 20th with the AeA Bay Area Council Golf Tournament, held at the beautiful Course at Wente Vineyards in Livermore. The Venture Forum will be held at the Crown Plaza Cabana in Palo Alto, California, on September 21st and will include an industry workshop and an opportunity for investors to hear presentations from 25-30 promising companies from across the U.S.

For more info on presentation or sponsorship opportunities available, contact Tina Morais at 408.987.4234, or visit www.aeanet.org/fallventureforum



Industry Giants to Speak at this Summer's AeA Executive Education Programs

AeA and Stanford University are pleased to announce that Bill Jasper, Jr., President, Director, and CEO of Dolby Laboratories, and Aart de Geus, Chairman and CEO of Synopsys, will speak at the 2005 AeA/Stanford Executive Institute, August 7-18th. Each year, AeA selects two top CEO guest speakers to share their insight and leadership perspectives with the more than 100 high-tech senior executives who attend the annual Institute. Each selected CEO speaker is at the top of their game and key to the continued success of their companies.

The AeA/Stanford Executive Institute is designed to expand the skills, perspectives, and knowledge of senior leaders in technology companies, and for 30 years has advanced the careers of more than 3,200 high tech executives. Offered in partnership with Stanford's Graduate School of Business and Department of Management Science and Engineering, the Institute assembles renowned faculty who share powerful tech based case studies, applicable research, and practical solutions to the critical business and leadership challenges of technology companies today.

For new managers, AeA and Santa Clara University offer the AeA/Santa Clara Management Development Program, an intensive four day course providing a broad overview of key business skills and team management techniques. This year, guest speaker and leadership guru Dr. Barry Posner, author of The Leadership Challenge, will introduce participants to the 5 practices of exemplary leadership.

To reserve seats in either program call Jeannine Seremi-Banayat at 408.987.4276 or visit www.aeanet.org/education for more information.



The AeA Trust
Healthcare Insurance Services

In an era of steadily rising healthcare costs, it is vital to manage health care dollars and increase employee productivity. Employers need innovative products that help empower employees to become more involved in their own health care choices.

Recent research estimates that more than 25 percent of total healthcare expenditures are attributable to 11 lifestyle risk factors. Changing these higher risk behaviors can improve quality of life for employees, increase productivity, and lower healthcare costs.¹

In fact, one U.S. employer attributed \$2 million in annual healthcare cost savings to employees voluntarily decreasing lifestyle health risks.²

Promoting positive lifestyle choices such as quitting smoking, controlling weight, improving exercise and dietary habits, monitoring blood pressure and others are all important to managing healthcare costs.

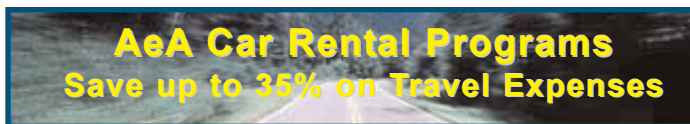
In July 1, 2005, the AeA Trust will add **Aetna's Simple Steps to a Healthier Life**[®], to the many health resources available to Trust members. This wellness program incorporates information on disease prevention, condition education, behavior change programs, and health promotion services into a web-based product that employers can offer at no extra cost!

To receive more information about **Simple Steps to a Healthier Life**[®] or about the AeA Trust, please contact Veronica Franco, AeA's Insurance Program Manager, at 202.682.4459 or veronica_franco@aeant.org.

1. Anderson DR, Whitmer WR, Goetzel RZ, Ozminkowski RJ, Wasserman J, and et al. American Journal of Health Promotion, September/October 2000; 15(1): 45-52.

2. Atkinson W. Business & Health, May 2001; 19(5): 23-24, 26-27.

SAVE SIGNIFICANTLY WITH AeA CAR RENTAL PROGRAMS



Participating Tech Companies Saved Over \$1 Million with AeA Car Rental Discounts

AeA's Car Rental Program saved technology companies more than \$1 million in car rental expenses in 2004! Take advantage of your company's AeA membership and save up to 35% off your business and leisure rentals and receive free rewards such as car class upgrades, bonus miles, and fee-waived entry into preferred renter programs. Watch for "Free Weekend Day" and other valuable coupons in the mail from Hertz and Avis that you can combine with your Car Rental Program discounts! Cash in and earn your company credits toward their AeA membership dues while you save.

To get started:

- ✓ Email or Call AeA's Hertz Specialist at 877.257.9461 or AeA's Avis Specialist at 1.800.331.1221 x1114 to obtain your company's discount code.
- ✓ Sign up for the fee-waived Hertz Club Gold[®] or Avis Preferred Renter[®] Programs providing hassle-free travel – your keys will be waiting for you as soon as you arrive.
- ✓ Watch for "Free Weekend Day" Coupons in the mail and plan your upcoming business trip or vacation.

For more information on AeA's Car Rental Programs, or to request coupons, visit www.aeanet.org/carrental



ATTEND THE PREMIER DC GOVERNMENT DINNER & INTELLIGENCE EVENTS



Current Sponsors



Government Procurement Education and Networking Events this June

Wednesday, June 8, 2005: AeA invites you to register today for the annual AeA High-Tech Government Dinner on Wednesday, June 8, keynoted by Anne M. Mulcahy, Chairman and CEO of Xerox Corporation. This annual event brings hundreds of industry, congressional, and government leaders together at one venue. Last year, more than 400 people attended the dinner including Members of Congress, 30 CIOs, procurement officials from over 20 different Federal agencies, officials from the Bush Administration, and dozens of CEO's representing high-tech companies.

This will be a widely attended event that you won't want to miss! For more information and to register, please visit www.aeanet.org/governmentdinner

Thursday, June 9, 2005: Following the Annual High-Tech Government Dinner, AeA and FSI (Federal Sources, Inc) will be offering a half-day government procurement event discussing President Bush's proposed FY06 Information Technology Budget of \$65.2 billion. This event, "Market Intelligence: A Tactical Approach," is designed for senior government account executives, senior management, business development professionals, and sales and marketing executives interested in enhancing their ability to do business with the Federal government and its system integrators.

Additionally, speakers from GSA SmartBUY, DoD's Enterprise Software Initiative (ESI), and others will also be discussing FY06 trends. This will be a very exclusive event! For more information and discounts for attending both events contact Rhonda Starr, AeA's Director of Procurement Programs, at 202.682.4432 or rhonda_starr@aeaneet.org.

ABOUT AeA

AeA, founded in 1943, is a nationwide non-profit trade association that represents all segments of the technology industry and is dedicated solely to helping our members' top line and bottom line. We do this in partnership with our small, medium, and large member companies by lobbying governments at the state, federal, and international levels; providing access to capital and business opportunities; and offering select business services and networking programs.

AeA is the largest association of high-tech companies in the United States with about 2500 companies, representing all segments of the industry and 1.8 million employees.

ABOUT THIS NEWSLETTER

For questions or information about this newsletter, please contact the AeA Monthly News Staff, via email, aeamonthlynews@aeaneet.org or at 202.682.4458

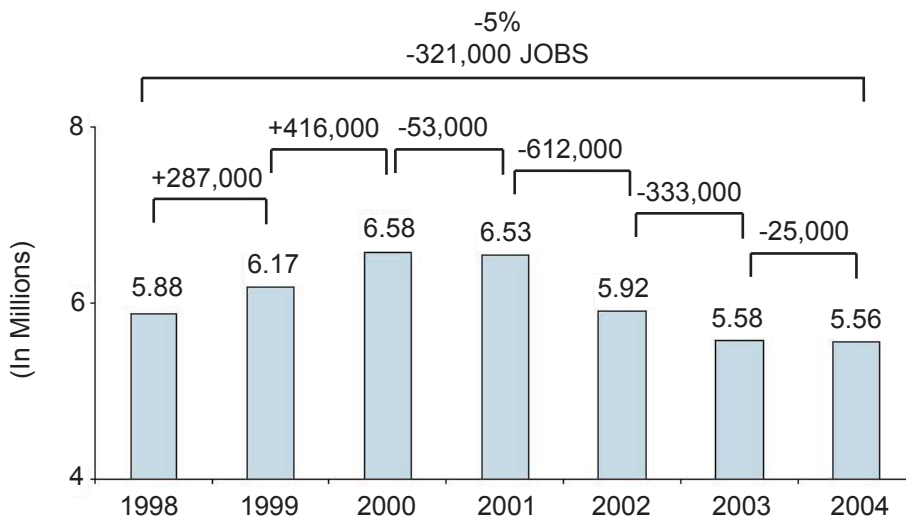
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MONTHLY CyberSTAT

U.S. High-Tech Employment Losses Slow 1998 - 2004



For a detailed state-by-state overview of the high-tech industry in the United States, read AeA's Cyberstates 2005. The report offers the most current national data on high-tech employment, wages, trade, and venture capital investments.

Source: U.S. Bureau of Labor Statistics

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