

BUSINESS IMPACT OF RoHS

Who will be affected by RoHS?

The affects of this Directive are widespread. RoHS doesn't just affect those companies involved in the supply chain of the specified categories of electronic equipment; it also has wider implications for the manufacture, distribution and use of components. There are potential implications for manufacturing processes, product design, inventory management, quality control, supplier relationships, purchasing, customer relationships etc.

I manufacture products that aren't affected by RoHS, why should I be interested?

Many components used today are generic and can be found in a wide variety of applications. Component manufacturers typically do not plan to produce compliant and non-compliant versions of their products – eventually only the compliant version will be available. Consequently the companies who do not wish to make transition to the new components should contact their suppliers urgently to understand their plans. Possible consequences may include “last time purchases” of non-compliant components to ensure availability, or identifying alternative suppliers.

What will my customers expect?

If you supply components or sub-assemblies you may be required to provide compliance declarations to your customers. Enquiries may range from simple Yes or No questionnaires to full material composition requests. Prompt and comprehensive answers to these questions will provide your customers with the reassurance they need and prevent disruption to normal business.

Customers may also require compliance information / marking on delivery notes, packaging etc.

Where are these substances found?

The restricted substances may be found in a wide variety of applications, including:

Substance	Potential usage
Lead (Pb)	Solders, Termination coatings, Paint (pigment or drier), PVC (stabiliser)
Cadmium (Cd)	Pigment, PVC (stabiliser), Contacts
Mercury (Hg)	Fluorescent lamps, Sensors, Relays
Hexavalent	Anti corrosion coating (on zinc or aluminium), Corrosion resistant paints
PBB & PBDE	Flame retardants used in plastics (PBB no longer manufactured)