



Bradford's Exchange
April 2019

Get Ready for EDS Leadership Summit 2019!

It's almost May, which means it's almost time to head to Vegas for the 2019 EDS Leadership Summit to connect with our business partners in the electronic component supply chain! This event, for industry leaders to exchange ideas, is sponsored by the ECIA and ERA and will be held May 7-10, 2019 at the Mirage.

The EDS Summit is a unique event. By bringing together all the various participants in our supply chain -- Manufacturers, Distributors, and Independent Manufacturer Representatives -- in a few short days (OK, in some cases very LONG days) executives are able to meet with literally dozens of their business partners, to hold business reviews, discuss go-to-market strategies, assess the market, and grow their sales. This concentration of meetings can save weeks of travel time and thousands of travel dollars.

Bringing the electronic component supply chain together to advance our industry is what we do at ECIA. Most notably, our Global Industry Practices Committee (GIPC) forms teams of subject matter experts (SMEs) from our member companies to tackle our most pressing issues. Recently, for example, the International Trade Compliance SME Group helped members urge freight carriers to create solutions to reduce tariff issues ([Article](#)). The Environmental Compliance SME Group has provided education and resources to help members deal with the recent expansion of RoHS (Restriction of Hazardous Substances) legislation from the EU ([Article](#)).

Newcomers will find that this is not a traditional trade show, where you can meander the show floor for days engaging with your peers. Most of the meetings are conducted off the floor, in meeting rooms and suites, making it imperative that you plan ahead to fill your schedule. Many executives fill their calendars with meetings at EDS weeks in advance! The EDS Summit website, www.edssummit.com contains many valuable tips and resources to get the most of your experience, as well as the official EDS 2019 app.

Also, on Wednesday May 8, Walter Tobin of ERA and myself will be hosting a session *called EDS Made Easy* to help new attendees and others to get the most out of the summit. We will cover:

- What's new at EDS 2019
- How to navigate the summit
- How to maximize your experience
- How to find out who is attending

This session will be held from **10-11 a.m. in Grand Ballroom D**.

Even with rigorous surveying of participants each year, the overall proven formula for EDS has not changed much. It remains a method of "speed dating" between business partners and bringing industry leaders together to address our most challenging issues. So plan ahead, rest up and don't forget to register for the EDS Leadership Summit!