



President's Message

David Loftus Reports on Recent Joint Council and Board Meeting



At ECIA our work promoting and improving the business environment for the authorized sale of electronic components continues unabated. The recent Board and Council meetings were virtual, and I thank all those who participated on those somewhat onerous zoom meetings, which, let's face it, are not as fun as getting together in person. The good news is that our next set of meetings will be in person in Chicago, after the Executive Conference.

Here's what a fly on the virtual wall at our recent meetings would have heard about: [Click here to read the complete report.](#)

New Podcast with Economist Cliff Waldman

ECIA's Chief Analyst Dale Ford interviews economist Cliff Waldman CEO of New World Economics and host of "Manufacturing Matters" podcast. The two discuss the broader economy and global trends that will impact growth in the electronic components industry. The discussion ranges from technology's role as a solution to the challenges of changing global demographics, the impact of the pandemic, his recommendations for where research funding needs to be

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Upcoming Events

Wednesday, June 23

- [Employee Retention Credit Webinar](#)

Thursday, June 24

- [Dale Ford: 2021 Midpoint Status & Outlook Webinar](#)

Monday, Aug 30 - Sept 2

- [EDS Leadership Summit](#)

Sunday, October 24 - 26

- [Executive Conference](#)

[Weekly Economic Trends](#)
[National Association of Manufacturers](#)

By special agreement ECIA is pleased to present NAM Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the [NAM Economic Report - 06/14](#). They also



invested, and much more. Tune in to listen from the [ECIA podcasts page](#) or wherever you download your podcasts. Cliff will be presenting at the [ECIA Executive Conference](#) in October.

Upcoming Webinars

Wednesday | June 23 | 11:00 AM Eastern | [Register](#)

What ECIA Members Need to Know About the Employee Retention Credit

The latest relief package has greatly expanded the cash funds available to American businesses but there is a lot of misinformation surrounding its provisions. Guidance was just released by the Service, however, and businesses that thought they do not qualify for relief incentives need to take another look. Join [alliantgroup's](#) technical director who will discuss the power the Employee Retention Credit can have for your business and why all ECIA members not claiming it need to seriously reconsider. Register for a short presentation that could help you reinvest significant funds back into your operations.

Thursday | June 24 | 1:00 PM Eastern | [Register](#)

Electronic Components - 2021 Midpoint Status and Outlook with Dale Ford

Join ECIA's Chief Analyst Dale Ford for a midyear industry economic outlook. ECIA is engaged in continuous research covering the electronics components supply chain. As the electronics industry approaches mid-2021 it has transitioned from a global crisis to a series of new and related challenges. At the same time, the adoption and expansion of new technologies is driving exciting growth opportunities across a range of markets. This webinar will present the latest ECIA statistics related to market growth and trends as well as industry sentiment and outlook.

ECIA Research & Analysis



ECIA is pleased to offer its members greater insight into the industry in addition to a variety of market trends information. Members can log into the website and visit the [Stats & Insights](#) page to access an increasing number of statistical reports. Some are available to the public, some to members and others are only accessible to those who participate in the survey.

Recent Research

provide a monthly [Global Economic Impact](#) report.

Member of the Week

We salute [Carlton-Bates Company](#), ECIA's Member of the Week.



For more than 50 years, Carlton-Bates Company (CBC) has been a trusted provider of specialized services and solutions and a leading distributor of automation controls and electronic and electromechanical solutions.

Carlton-Bates Company (CBC), is a part of the Fortune 250 WESCO International, Inc. family of companies. CBC focuses on Industrial, Automation, Electrical and Electronic machine builder original equipment manufacturers (OEM's) from coast to coast. CBC operates more than 30 sales and distribution offices in North America and international markets, providing a local presence for customers and a global network to serve multi-location businesses and multi-national corporations. The company carries more than 100,000 products, but is also a recognized leader in customized assembled solutions. They are a trusted partner to many of today's leading manufacturers who rely on their expertise to deliver creative solutions and financially measurable value to their business.

Carlton-Bates had been a strong supporter of the association since 1997! Company executives and

- North American Sales & Bookings of Capacitors – Q1 2021 (Participants & Members)
- North America Distributor Point-of-Sale Capacitors by State – Q1 2021 (Participants & Members)
- Component Lead Time Report – May 2021 (Members & Public)
- TPC Semiconductor Market Survey – May 2021 (Members)
- North America Weekly IP&E Components Index – Week 22 (Members)

TPC Semiconductor Survey



The most recent TPC monthly survey polled ~10,500 respondents. It shows slight decreases in both C2Q21 and C3Q21 growth; but still improving seasonality expectations. Availability of critical parts continues to trend towards less availability while pricing has been on

a trend of increasing due to the tighter product availability. [Click here to review the survey report.](#)

Technology Partners Consulting, (TPC) provides independent third party consulting to electronics suppliers and financial services firms. TPC provides ECIA with a monthly report on a market trends survey administered by Glenn Hitchcock, TPC founder and president.

Did You Know? JJM Search Offers Industry-Specific Expertise



Many recruiters claim they are electronics industry experts, but ECIA Service Partner [JJM Search](#) offers the expertise of someone who is a proven and accomplished leader with over 20 years experience.

[Visit JJM Search](#) and contact Carla Mahrt for assistance:

- Candidate Search
- Job Description Development
- Salary Benchmarking

team members have held Board of Director positions, served on various committees, sponsored the annual Executive Conference and have a place on the Distributors Council.

We appreciate this dedication to ECIA's programs and are grateful for the many contributions.

**24 MILLION +
UNIQUE PART
NUMBERS**

**100%
AUTHORIZED
SOURCES**

Search authorized
distributors now 🔍