



Now more than ever, we need you at EDS! If you haven't registered yet, don't wait!

This year, the electronic components industry's premier event has become even more indispensable. We need stronger relationship building, less distraction and better decision making. Join your colleagues and peers at the Summit: [click here to register.](#)

## Quarterly Americas DTAM

### Dale Ford, ECIA Chief Analyst, Provides the Latest Data on Americas DTAM



ECIA members have identified research on the Americas DTAM market as a top priority. In response ECIA has developed and published detailed TAM and DTAM data for North America, Americas and Worldwide with regional splits for Capacitors, Resistors, and Inductors. The worldwide data publication is a joint effort with other regional associations that comprise the World Passive Trade Statistics (WPTS) organization.

More recently, ECIA has developed detailed Americas DTAM data for Discrete Semiconductors. All of this research is provided exclusively to the companies that participate in the surveys. [Click here](#) to read a report synopsis; members may log onto the ECIA website then [Stats & Insight](#) page to access the more complete report. [Register here](#) for Dale's Midpoint Status & Outlook webinar this Thursday.

### In this Issue...

1. [EDS](#)
2. [Americas DTAM](#)
3. [ECIA Research](#)
4. [Big Zeta](#)
5. [Executive Conference Sponsorship](#)
6. [Did You Know? Fidelity Solutions](#)

### Upcoming Events

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 - 06/21.](#)

### Member of the Week

# 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

- Executive Analysis Quarterly DTAM Quarterly Americas DTAM Estimates (Members)
- North American Electronic Component Monthly Sales Trends (ECST-MNTH) Report– June 2021 (Members)
- Semiconductor & Passive Comparisons Full Reports – Q1 2021 (Participants)
- Semiconductor & Passive Trends - Executive Summary – Q1 2021 (Members)
- Discrete Semiconductor Americas DTAM Report – Q1 2019 to Q4 2020 (Participants)
- North America Weekly IP&E Components Index – Week 23 (Members)

If you have questions or wish to participate in particular surveys, contact Dale Ford: [dford@ecianow.org](mailto:dford@ecianow.org).

## Big Zeta Joins ECIA Service Partner Program



ECIA is pleased to announce the addition of digital transformation consultant Big Zeta to its roster of Service Partners. The ECIA Service Partner (ESP) program was established to extend the value and offering of the Association to its members. By leveraging outside organizations that have a proven track record of working with our industry, ECIA can offer additional

benefits to our members in addressing business needs that are deemed to not be part of the Association's core functions.

"It is our honor to be a service partner with ECIA," said Steve Cholas, Big Zeta's VP Global Business. "Big Zeta was built to service the electronics industry, exclusively providing the 'Full Stack' of assets, services and consulting that make for an easier digital transformation and an elevated level of customer experience and engagement. Big Zeta is at the ready to make these transformations as smooth as possible."

For more information about the ESP, visit [ecianow.org](http://ecianow.org).

Congratulations to [English Technical Sales](#), ECIA's Member of the Week.



## English Technical Sales

For almost 50 years, English Technical Sales has focused on creating engineering value and delivering quality and professional technology to their customers. They have made it a priority to serve customers and suppliers with integrity and professionalism. The company owns and maintains a corporate office in Mission Viejo, California. Their literature room, network software, and combined coverage of the entire Southwest Region make English Technical Sales uniquely positioned to offer more than the typical Sales firm. ETS also makes it a priority to invest in their people and business management systems. They differentiate their approach to professionalism through superior management strategies.

*"ECIA is the organization that unifies all the various segments of the Electronics Components Industry,"* commented Cameron English, ETS President. *"Leaders from the industry gather to identify the challenges and issues that impact us on a macro-economic level. So many initiatives have brought our industry to an elevated level of professionalism, resulting in a more effective connection between the channel partners."* He

# Executive Conference Sponsorship Opportunities

October 24 - 26 | Loews Chicago O'Hare | [Conference Site](#)



ECIA events bring you face-to-face with the leaders of the authorized electronics components industry. We bring the industry together to focus on trends, best practices and pertinent issues.

Thank you to our sponsors for your generosity and support: Allied Electronics & Automation; Avnet

Electronics; Budde Marketing; Carlton-Bates Company; CatalystUnity Solutions; Cornell-Dubilier Electronics; Digi-Key Electronics; ebm-papst; GlobalSpec; Kruvand Associates; Littelfuse; Molex; Murata; Newark Electronics; Schaffner; TDK; TDK-Lambda; TE Connectivity; TTI Family of Companies; Waldom Electronics. Join these companies and [become a sponsor for this premier industry event!](#)

New this year, there is a unique opportunity to join Dean Kamen, Founder of FIRST®, for dinner Monday night! Seating is very limited and will provide unprecedented access to discuss topics like STEM education, technology, etc. In addition, there are a few premium sponsorships still available. Contact [Debbie Conyers](#) for questions or details!

## Did You Know? Fidelity Solutions Is A Trusted Service Partner



ECIA Service Partner [Fidelity Solutions](#) specializes in mission critical, highly transactional web and mobile applications. They take an innovative approach to software solutions by implementing modern application

development practices that include serverless computing, containerized applications, and virtualization.

Their expertise also includes big data storage and retrieval; data analytics and dashboards; API development; multi-language connectivity, discrete, SoC and custom devices. They craft practical and cost-effective solutions to complex problems using their architecture, engineering, design and development expertise. Let Fidelity Solutions help your company optimize its data feed or API for TrustedParts.com.

added, "I am proud to be a part of that effort and see the many positive benefits of participating in the industry development."

Cameron English has served on the Independent Manufacturer Rep Council and members of the ETS team assisted with planning ECIA's Regional Events in the Phoenix area. Their membership support is greatly appreciated!

A dark blue vertical banner for TrustedParts.com. At the top is the TrustedParts.com logo, which includes a checkmark icon and the text 'TrustedParts.com'. Below the logo, the text '24 MILLION + UNIQUE PART NUMBERS' is displayed in large, bold, yellow and white letters. Underneath that, '100% AUTHORIZED SOURCES' is written in large, bold, yellow and white letters. At the bottom, the text 'Search authorized distributors now' is shown in yellow, followed by a magnifying glass icon.