



Where will you be in 8 weeks? We hope to see you at EDS!

[EDS 2021](#) | August 30 thru September 2 | Mirage Las Vegas

To see who has already registered, check out [Who's Here](#) on the [EDS website](#). You can search by company or by company type (Manufacturer, Rep, Distributor). Helpful hint: if you want to generate a list of all Manufacturers, Reps or Distributors, just type one of those designations in the search box and you will get a complete list. To protect the privacy of attendees and to discourage unauthorized use of the attendee list, the information is presented in this format and not as an Excel spreadsheet as in the past.

If you have not yet registered, today's the day to take care of that! Registration information is available on the [Registration Overview](#) page of the EDS website. You will need the password that was sent out in an April email from EDS Info. Contact info@edssummit.com for assistance with registration.

E-Learning Initiative Becoming a Reality



We are proud and excited to announce the progress of a new e-learning program for ECIA members!

For the past several years the ECIA Foundation, led by Foundation Chair Jim Kaplan, has envisioned the establishment of basic training for new employees to the electronics industry. Earlier in the year a committee was formed to develop the courses. Thanks to the members of the committee for their guidance: Foundation Board members **Jim Kaplan**, Cornell-Dubilier Electronics; **Bruce Kellar**, Sager Electronics and **Diane Laegeler**, Digi International along with **Jennifer Townsend** and **Todd Martin**, Carlton-Bates Company; **Robert Derringer**, Crouzet; **Laura Rude**, Digi-Key Electronics; **Mark Pierce**, ebm-papst; **Bill Bradford**, Flip Electronics; **Christine Bell**, JF Kilfoil; **Allison Turner**, Laird Thermal Systems; **Dawn Manhart**, Littelfuse; **Caroline Wells**, Omron; **Aubrie Nooney**, PEI-Genesis; **Rochelle Harris**, **Jeremy Lane** and **Kristyn Nicholson**, TTI, Inc. and **Julie Fajardo**, TDK-Lambda. What a team - thank you!

The initial five courses are scheduled to be ready for use by the end of the year. Course material covers: Industry Overview; Terms & Definitions; Components; Taking a Product to Market and The Industry Landscape (covering ancillary companies such as EMS, Design, etc.) Your employees will soon have access to learning options unique to the electronics industry.

Thanks to the generosity of many of our members, this initiative will become a member benefit - open to all ECIA member

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Upcoming Events

Thursday, July 29

- [Employee Retention Credit 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 - 07/06](#).

Member of the Week

[Future Electronics](#) is the ECIA Member of the Week!



Future Electronics has been an association member for almost 30 years! Founded in 1968, the company is a worldwide leader in electronic components distribution, and is recognized as one of the most respected and innovative companies in the industry today.

Headquartered in Montreal and operating in 169 locations in 44 countries around the world, Future

company employees. Stay tuned for more details or contact Debbie Conyers: dconyers@ecianow.org.

Executive Conference: Registration Open

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



The Executive Conference theme **Charting the Course Forward** captures the industry's main challenge: to imagine and prepare for post-pandemic business conditions where continued volatility and supply chain disruption are bound to be the new normal.

The program reflects the enormous task companies face as they map their strategic plan for 2022. The scarcity of skilled labor, component shortages, inflation and continued global geopolitical uncertainty will require leaders to take full advantage of the most current forecast data and innovative thinking.

Register before September 17th for early bird discounts. [Click here for all the conference details.](#)

ECIA's GIPC Design Registration Initiative Update



The ECIA's Global Industry Practices Committee (GIPC) has reached a milestone in its Design Registration program initiative. Design Registration is a program to encourage, reward, and support engineering services in product design and demand creation activity from Authorized Distributors and guaranteeing revenue capture wherever the order is fulfilled. One critical objective of the initiative is to substantially improve the efficiency of the cross-enterprise design registration process by developing a 'Smart' version that can leverage AI and other digital solutions.

Phase 2 began with a newly formed work group of SMEs (Subject Matter Experts). Attributes of a desired-future state registration process were delineated based on the 2020 research, and by building consensus among the key stakeholders, as represented by the GIPC work group. This consensus document was recently completed and accepted. The work group will now begin the process of evaluating trending technology companies for compatibility to the Desired-Future State model.

"The electronic component authorized channel needs a more efficient, smart process that improves the accuracy and speed of information," explained Don Elario, ECIA Vice President of Industry Practices. "It is also critical that we find ways to modernize and normalize the design registration process through the utilization of trending technologies."

For more information about the Design Registration initiative see [Issues & Practices \(ecianow.org\)](#). To learn more about how to participate in this important work, contact Don Elario, delario@ecianow.org

ECIA Research & Analysis



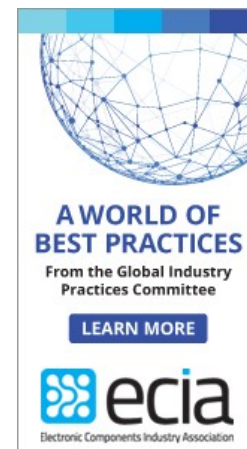
ECIA is pleased to offer its members insight into the industry and a variety of market trends information. Members can log into the website and visit the [Stats & Insights](#) page to access an increasing number of statistical reports. Some are available to the public, some to members and others are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

Electronics has earned an impressive reputation for providing outstanding service and developing efficient, comprehensive global supply chain solutions.

The company's mission to "Delight the Customer" is what drives them to constantly improve. Since day one in 1968, they've revolutionized the world of electronic components distribution thanks to that mindset. It has always been about their customers. With a strong global presence, the company's success is established through world-class supply chain solutions, market intelligence, engineering expertise, a dedicated sales team just a click or call away, and the innovative products to bring product ideas to life.

Future Electronics employees have played an active role in the association for many years serving on various committees and councils. Karim Yasmine, Corporate VP, is a current member of the ECIA Board of Directors and Distribution Council.

With the support of member companies like Future Electronics, ECIA is in capable hands. Thank you to Karim and the team at Future!



Recent Research

- Semiconductor Sales by Region & World Total (WSTS Bluebook) – May 2021 (Participants)
- World and Regional Semiconductor Data by Product Categories (WSTS Bluebook) - May 2021
- World Resistor Trade Statistics with OEM / Distribution Splits – Q1 2021 (Participants)
- World Capacitor Trade Statistics with OEM / Distribution Splits – Q1 2021 (Participants)
- North America Weekly IP&E Components Index – Week 25 (Members)

ECST Monthly Survey | [Respond By July 20](#)

ECIA invites you to participate in the July ECST (Electronic Component Sales Trends) survey. Your participation is vital and makes this research possible.

We ask you to provide your personal input for the [July Monthly ECST](#) survey. We are not asking you to represent your company - the survey asks for your individual perspective. The return on a small investment of time is enormous! [Click here](#) to complete the July Monthly survey by **July 20th**.

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

Did You Know? Service Partner Lectrix Is Industry Expert

LECTRIX The ECIA Services 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. [Lectrix](#) is a partner that delivers measurable ROI on marketing spend for B2B electronics companies.

By working directly with your sales and marketing teams, their electronics industry experts produce the predictable result you've always wanted: *a direct connection between marketing spend and increased sales.*

With their partner mindset and complete solutions ranging from marketing strategy development to deployment to measurement, Lectrix can be an essential part of your sales team.



CHARTING THE COURSE FORWARD

October 24-26, 2021

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