



Where will you be in 7 weeks? We hope to see you at EDS!

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

Early registration for EDS 2021 closes on August 6, 2021, at which time the price for Non Member Attendees goes up from \$199 to \$250, so register soon! If you are already registered, please make sure you have ordered a badge for yourself – badges can be picked up in the Registration area outside the Grand Ballrooms and are required for entry to all EDS venues and events. If you are a Rep or Distributor and you used the online registration system – you are all set. If you are a Manufacturer, Service Provider, Authorized Provider, Press or Affiliate, please check your company's record to confirm that all attending staff are listed. Instructions for accessing your company record are in your confirmation email. *Please remember that badges will not be mailed out this year and lost badges will incur a \$25 reprint fee.*

Contact info@edssummit.com for assistance with registration.

Executive Conference: Time to Register!



[Register](#)

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.](#)

Webinar: Employee Retention Credits

Thursday | July 29 | 11:00 AM Eastern | [Register Today](#)

alliantgroup 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.

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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 - 07/12](#) and [Global Economic Impact Report](#).

Member of the Week

The spotlight is on [Spectrum Marketing Associates](#) as the ECIA Member of the Week!



Spectrum Marketing Associates is an electronics manufacturer's representative company. The organization was founded in August of 1992 and has grown to cover Arizona, New Mexico, West Texas (El Paso), Nevada and Mexico with two sales offices and resident sales representatives. The company prides itself on "doing what's right" and has a track record filled with "right" turns. They've done what's right for their principals, customers and distributors - and have seen everyone win. Spectrum has been an active association member for over 10 years.

Join **alliantgroup's** technical director Tyler Noesser 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 this 30-minute presentation that could help you reinvest significant funds back into your operations. [Register Here!](#)

TPC Semiconductor Survey



The most recent TPC monthly survey polled ~9,800 respondents. It shows the majority of responses still see growth in both C2Q and C3Q, though weakened. Availability of critical parts has reversed direction this month with availability in most categories' seeing slight improvement. Capacitors continue to be the most problematic area. [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.

ECIA Research & Analysis

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**.

Recent Research

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.

- TPC Semiconductor Market Survey – June 2021 (Members)
- North America Weekly IP&E Components Index – Week 26 (Members)
- North America Monthly IP&E Components Index – June (Members)

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

Distributors - Are You Listed on TrustedParts? Sign Up Now for the Enhanced Distributor Portal



Distributors participating on TrustedParts.com have a new reason to access the [Distributor Portal](#) on the site. We have added the ability for participating distributors to offer proof of authorization for a manufacturer directly from the portal. All participating distributors should request access to the distributor portal to take advantage of this new feature. Read [the latest blog entry](#) to learn about this and other recent enhancements.

To learn about participating on the site, contact ECIA Sr. VP Victor Meijers: vmeijers@ecianow.org. Not yet a registered user of TrustedParts.com? [Sign up here for a free account.](#)

"There is no doubt that it is through associations such as ECIA that my organization as well as that of my fellow reps remain informed, engaged, and relevant in this ever-changing business climate," said Carole Dickinson, company president. "In addition, I have no doubt that it was through the camaraderie and wisdom of the relationships we have made in the industry, which allowed all of us to remain grounded and connected through what had to be the most challenging time any of us have experienced personally and as an industry in our lifetimes."

The company is represented on the ECIA Independent Manufacturer Rep Council by Robert Murillo, Director of Mexico Sales and a partner in the firm. He has been with Spectrum since 1993. He provides valued feedback on conditions affecting electronics in Mexico.

We appreciate the company's continued support – thanks to Carole, Robert and the whole Spectrum team!

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ecia
Electronic Components Industry Association

EXECUTIVE CONFERENCE

CHARTING THE COURSE FORWARD
October 24-26, 2021
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