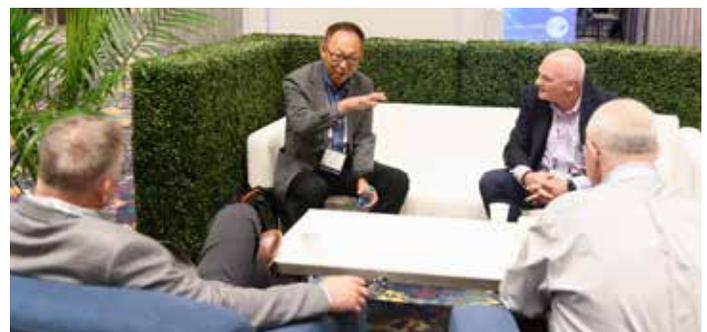


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Months of virtual meetings can't come close to what you can accomplish in four dynamic days at EDS. Because this is the only event in the world where top decision-makers of electronic components manufacturers, distributors and representatives come together to meet, collaborate, build relationships and share ideas and strategies that will drive our industry further. At EDS, the scale is personal. The scope is global. And conversation leads to commerce.



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Back to the Summit!

By **Walter E. Tobin**, CEO and Executive Vice President, ERA



“Back to the Summit” ... If there was ever a tagline that truly captures the spirit of an event, this is it!

It has been such a trying 24 months since we had to hunker down; work from home (or, as some say, live at work); learn the art of video conferencing; establish an effective work environment while sharing home offices with our spouses, partners and children; and try to keep our companies up to speed with our customers' needs.

We pivoted and got the job done! We showed our resiliency and strength by not only keeping our existing customers happy but ALSO finding NEW ones — all in a virtual world.

However, as demonstrated by your attendance at this year's Summit, it is time to climb out of our cubby holes, put on our business attire and see our industry reps, manufacturers and distributors IN PERSON once again.

We are delighted with the support that all of you have given to EDS 2022. Your commitment to the Summit and our industry is a testimony to the camaraderie, respect and professional affection that all of us have for each other.

So, enjoy the 2022 EDS Leadership Summit. I know I share your excitement and enthusiasm to see one another once again. Be sure to stop by the ERA Welcome Center for a coffee and cookie — to bump fists and maybe even shake hands.

It is so good to see you all — “Back at the Summit.”



Walter E. Tobin

SHORT CIRCUIT



After three years, it's **Back to the Summit!**

ECIA and EDS welcome Ryan Riesterer.

Ryan joins ECIA as the new General Counsel, taking over responsibilities from Robin Gray. Ryan brings over 16 years of experience as a Regulatory Counsel, Lobbyist and General Counsel for the National Association of Mortgage Brokers.

If you see Ryan, say hello and welcome him to our EDS family!



Ryan Riesterer with Robin Gray, COO & General Counsel, ECIA



Welcome to EDS Vicki Hagler and V-Sources, our new Show Manager. Pictured with Vicki are Bob Dion and Adam Sporrer of Davis Harrison Dion, our marketing partner.



A big thank you to our registration team. Registration has never been smoother. L to R: Cindy Smith, Margaret Patton, Juliana Jeffery and Laura Donohoe



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ARROW
Five Years Out

Virtual Spark 1.0 Kicks Off May 18th!

The Spark Professional Development Program starts Wednesday, May 18 with the first of five weekly online sessions. In case you're not familiar, Spark is an intensive educational and networking program for up-and-coming professionals. Spark offers career-building seminars and workshops led by top industry professionals. You'll find more information about the Spark program at edsspark.com.



Professional Development Group

“There is a huge benefit in having your high potential employees attend Spark. Personally, our employees that have attended have been promoted to managerial positions now.”

—Fred Bell, Molex

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DIVERSITY DRIVES OUR BUSINESS FORWARD

Diversity is key to our culture. Rutronik's unmatched product breadth ensures that our customers' needs are optimally covered. Our individually unique employees come together to form a team of dynamic solution providers. We are rapidly expanding in North America.

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WE ARE HIRING!



Reach out to learn more!



TIME FOR A NEW HEADSHOT?



1976 1986 Low Resolution

It's all about looking good. Make sure you're in the picture at EDS.

EDS marketing partner, Davis Harrison Dion will have a photographer available throughout the Summit for free headshots, awards and team photos!

The headshot photographer will be set up in the Connections Café. Email adams@dhdchicago.com to schedule. And stop by the DHD booth, 107 to pick up a limited-edition EDS lapel pin.



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ERA Resources at EDS.

Use ERA's Business Center as your EDS headquarters for small meetings, coffee breaks, networking and R&R time. You'll also have the opportunity to consult with ERA Recognized Resource Providers. And if you're not yet an ERA member, take advantage of our EDS-only membership offer: Join ERA during EDS and receive a \$100 discount off your first-year dues.



Pancon Connectors is back at the EDS Summit



At the EDS Summit Pancon Connectors offers the opportunity to win attractive prizes.

- 1st prize **Apple iPad Air**
- 2nd prize **Golf Gift Card for \$250**
- 3rd prize **Pancon Golf Balls (3)**



What do you have to do for it? A simple registration on our EDS page is enough: eds-summit.pancon-connectors.com

The prize-giving ceremony will take place on May 16, 2022. Winners will be notified in the short term.

If you have any questions or are interested, contact us:

Bruce Westcott
Vice President of Sales and Marketing
Pancon Connectors
Phone: +1 413 231 7064
bruce.westcott@pancon-connectors.com

Pancon, based in Germany, is producing and distributing electromechanical components since 1968.

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Visit the ERA Business & Hospitality Center located in the Mirage Grand Ballroom, Booth #102.

Use the Business Center as your EDS headquarters for small meetings, networking and coffee breaks.

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The force behind reps, manufacturers and distributors in the electronics industry.
Join ERA today at era.org.

It's all about who you know.



Randy Reed, John Smith and Ron Kendzior of Trumeter

EDS is all about business relationships: strengthening existing ones and building new ones. Time and time again, research demonstrates how important these one-on-one connections are.

Personal connections (business and educational) between suppliers and vendors prove successful in the following ways:

- Increase a vendor's chance of being selected as a supplier
- Relax procurement-contract terms
- Improve operating efficiency
- Smooth out exchanges of information
- Expand geographical areas to choose supply-chain partners when there are limited choices nearby



Pamela Cheng, seated left, and the Micro Commercial Components team presented the *Outstanding Channel Partner Award* to Anthony Alberga, Richard Betanzos and Georgia Genovezos of Future Electronics.





Jim Clark, Tobi Cornell, Rob Curtiss and Robert Logan of Kruvand Associates.



Mark Holcomb and Sherry Varela of O'Donnell Associates North with Dan Hollowell of Sunland Associates

Simply put, when businesses know one another, it enables them to make a more accurate assessment of supply-chain risks, helps to reduce costs, facilitates more timely updates and improves the effectiveness of monitoring along the chain.

One out of every four contracts studied were between connected parties, and on average, the contracts lasted six months longer in duration than two parties with no connection. In addition, personal connections increased the likelihood a vendor would select a supplier 60% over baseline probability.



And EDS is how you know.

Waldom names Don Akery Global CEO.

Waldom is pleased to announce that Don Akery has been appointed as our new Global CEO.

Don brings to Waldom 30+ years of industry experience, having served at Future Electronics, Pioneer Standard Electronics, Arrow Electronics and most recently TTI Inc, as President of the Americas.

Waldom is delighted to have attracted someone as talented as Don to lead our organization and execute our core values. We are confident that in Don we have found someone who will help us grow Waldom Electronics.

Waldom Electronics, celebrating its 75th year Anniversary, is a global, world-class wholesale distributor of electronic and electrical components (www.waldom.com) with sales offices and global distribution centers located throughout North America, Europe and Asia. We offer “Best-in-Class” inventory solutions, sales, delivery, quality and customer service.

Waldom is a neutral party, selling exclusively to distributors. We offer our 2500 global Distributors immediate availability and low MOQs on 250K parts (\$350M value), with the option to integrate our inventory with their e-commerce site. Our line card includes 40+ world-class electronic Suppliers, such as TE Connectivity, Molex, Panasonic, ABB, Omron and more.

Waldom is proud to offer unique supply-chain solutions that help our partners reduce costs and increase profits while protecting your brand. Waldom provides value to both Suppliers and Distributors helping them recover value on their Slow Moving and Excess Inventory. Our most popular solution, the Stock Recovery Program, has helped dozens of Suppliers turn their distributor scrap allowance and stock rotation returns into pure profit. We also provide solutions on Long Tail parts, simultaneously reducing Supplier manufacturing runs while increasing availability for Distributors.

Need help? Reach out to Waldom today.



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CIT Relay & Switch offers Picker Components brand solid-state and signal relays with superior performance. Our solid-state relays do not have any moving components, thus exponentially increasing the long-term reliability.

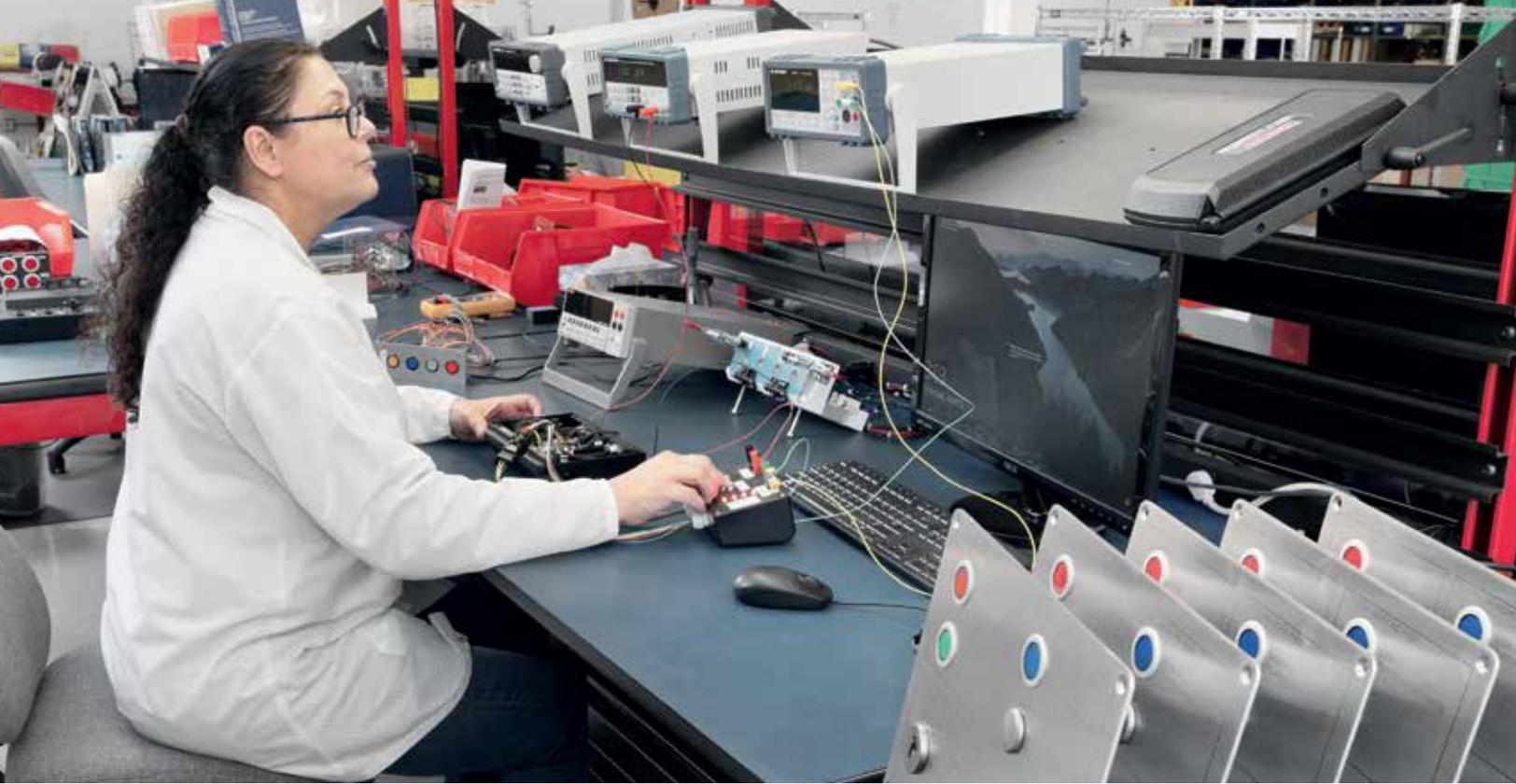
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Center, from left: Mike Morton, CEO, TTI; Fred Bell, VP, Molex; Joe Nelligan, CEO, Molex.



Terence Murphy, Matthew McClary, Glenn Bridgers and Mike Laquin of Solid State, Inc.



SHORT CIRCUIT



"Wow, it's been three years! So good to see you...
What's your name again?"

Meet you at the “crossroads.”

You could sense the energy of EDS at the Connections Café on Tuesday. The seats were filled with attendees relaxing, catching up or conducting an impromptu meeting with colleagues. No wonder it’s known as the EDS “crossroads.” See some of the live-action here!





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