

Welcome Back! It's Time to Reignite!

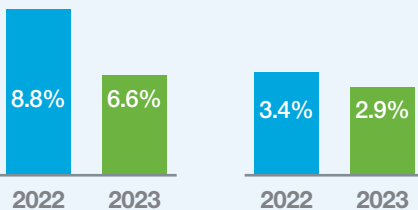
After all these years of uncertainty, it's time to Reignite at the electronic components industry's most important planning event of the year: the 2023 EDS Summit. This year we're reimagining, refreshing and reinventing the Summit to make it even more indispensable. You'll find new ways to connect with channel partners and build your bottom line. Insightful programming. And a big upgrade for the "Crossroad of the Summit – the Connections Cafe.



EDS Board President Chris Wadsworth welcomes EDS first timers to the Leadership Summit

World Economic Outlook Projections

Global Inflation Global Growth



Source: International Monetary Fund

Over 2,700 attendees are here right now. "The energy is just electric," said David Loftus, President and CEO of ECIA. "You have CEOs of major distributors, major suppliers, and leaders of the major rep firms here in one place to talk about business, share and learn from one another." The industry is changing quickly, says Walter Tobin, ERA CEO, and EDS is all about forward thinking. "We're skating to where the puck will be, not where it is."

Smart, innovative and future focused. That's what EDS for 2023 is all about.



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Welcome to 'The New Normal'

By **David Loftus**, President & CEO, Electronic Components Industry Association



Welcome everyone to EDS 2023! It's wonderful to be back with all of our friends and colleagues in Las Vegas! EDS presents a totally unique opportunity to meet efficiently with many partners to discuss strategies and execution plans for the coming quarters. Timing couldn't be better for our get together as so much has changed since we met last May. Covid brought many adjustments to our professional and personal lives and we're collectively trying to understand 'the new normal' if there is such a thing.

Currently, we're experiencing a significant inflection point in the economy with the Fed raising interest rates to tame inflation. Geopolitical tensions have raised additional restrictions on where we can ship our vital technologies and added new non-proliferation responsibilities and challenges. Trade tensions and changing regulations are disrupting supply chains and affecting our ability to access key markets. As business partners, we can collaborate on contingency plans, adjust our operations to minimize impacts of inflation and interest rates, and explore new markets to mitigate the impact on revenue streams. Together we can also address the newer challenges of cybersecurity and ESG.

The power of association and face to face meetings at EDS have never been more important. While we all have busier schedules post-pandemic, we choose together to prioritize this annual EDS Summit to ensure we remain aligned, informed, and agile in the face of changing market conditions. And hopefully share a few drinks and laughs along the way ;-). Have fun and have a great week!

Best,

David

SHORT CIRCUIT



"Apparently, it's the hottest spot in Vegas this week"

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We work directly with our authorized distributors from simple to complicated projects, tailoring custom solutions and designs. Our technical, engineering, and support personnel are well-trained and can help you help your customers with their design selection requirements. With a state-of-the-art test lab in Minnesota, CIT can address custom or standard test requirements under a variety of conditions to validate your application. From small to large projects, we are here to help — we strive to be the best partner to our distributors.

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ITT Cannon presents its *Rep Firm of the Year* award to Spectrum Marketing. Pictured L to R: Ryan Flynn — President ITT Connect and Control Technologies, Rick Catoe — Executive Director Sales ITT Cannon, Carole Dickinson — President and Owner Spectrum Marketing, Lupita Rodriguez — Senior Distribution Sales Manager, Marie Ponce — Distribution Sales Manager, Jason Schoutter — Director of Sales Southwest, Robert Murillo- Director of Sales Mexico



TDK-Lambda presents its *Distributor of the Year* award to Mouser Electronics. L to R: Russell Rasor — VP Global Supplier Marketing, Mouser; Melissa Guerrero — Distribution Marketing Manager, TDK-Lambda; Charles Bourne — Corporate Supplier Manager, Mouser; Joel Zaens, Product Marketing Manager, TDK-Lambda; Kara Stephens — Marketing Manager, Mouser

Kruvand looks forward to EDS

EDS is the magical time of year where our team at Kruvand has the privilege to meet with the executive management team of our valued manufacturers and distributor partners, as well as all of our close Representative and Industry friends from across the country.

We look forward to this week each year to reconnect with everyone in the electronic industry, and to get aligned with the tactical strategies that we mutually agree will continue to drive growth for the rest of the year and future years ahead.

We are so grateful to be a part of this great electronics industry and excited about all of the innovative products and emerging technologies that will be discussed this week.



We acknowledge that our success would not be possible without the strong relationships we have and value with each and every one of you.

The Kruvand team wishes for an amazing week at EDS, and may it be productive, enjoyable, and successful for all who attend.



EDS kicked off Monday afternoon with the Women in Electronics Reception.

Top: Diane Haynes, Sensirion; Diane Harris, Taiwan Semiconductor Co.; Jackie Mattox, President — Women in Electronics.

Bottom: Monica Highfill, Women in Electronics; Debbie Cea, Kyocera AVX; Jani Duffy, American Bright Optoelectronics.



EDS - Newsletter 2023



The PANCON LAT-CON 1.27 series.
Compact design, full performance

Pancon GmbH, as a manufacturer of various connector - systems, has expanded its product portfolio with the series LAT-CON127. The origin of this series lies in the connectors of DIN 41612/IEC60603-2 and corresponds to half the pitch of this series, i.e. 1.27 mm. This is in response to the industry's desire to make connector designs ever smaller.

Pancon GmbH
Kaiser-Friedrich-Promenade 4
61348 Bad Homburg v. d. Höhe
Germany

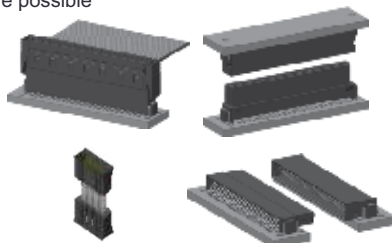
Phone: +49 6172 9180157
E-Mail: customer-service@pancon.de

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www.pancon-connectors.com

The LAT-CON 1.27 Benefits at a glance:

- small size, thus smaller pack sizes are possible
- 100 % protection against mismatching
- High precision, 0.1 mm coplanarity
- 2.5 mm contact overlap
- Two-leg contact
- Resistance to vibration and shock



Fields of application:

- industrial controls
- automation technology
- building services
- automotive industry
- medical technology
- consumer products



Our experienced team of experts is always at your disposal – with extensive engineering expertise for customerspecific product and process development.

The connectors of the LAT-CON127 series are available as male, female, IDC-spring and distance adapters in different heights. Very compact 90°, 180° and 360° connections as well as flexible connections can be realized with this product family. The double row series LAT-CON127 is offered as SMD version.

Top 50 Authorized Distributor Americas Revenues Soar to New Heights

By **Dale Ford**, Chief Analyst, Electronic Components Industry Association

Every day presents a new challenge for distributors as they strive to deliver outstanding support to their customers and partners up and down the supply chain. Gauging by the revenue growth achieved over the past two years it appears that distributors are delivering the vital support and services that are in high demand. Delivering the support customers needed was not easy in 2022 as lead times stretched out to historic levels. Procurement teams all scrambled to secure components critical for their businesses and distributors became essential partners. The proof of the benefits delivered by distribution was highlighted over the past two years as industries and companies that did not engage with distribution experienced painful outcomes as they had to shut down production lines or redesign products for lack of components. The systems and processes that have been refined by distributors over the years formed a strong backbone for the industry as the growing challenges seemed to have no end in sight. As always, industry leaders are identifying lessons learned in order to develop solutions that will be essential for tomorrow's challenges.

It seems that participants in the electronic components supply chain are playing whack-a-mole. The minute one issue is resolved two more pop up that must be addressed. It's enough to cause whiplash! While lead time issues have abated as the industry entered 2023, new challenges have taken their place as inflation, rising costs, and banking concerns come to the fore. However, in the midst of a chaotic and ever-changing world, distributors were well positioned to deliver stable support across the supply chain. In interviews with industry executives the word "Resilience" was used to describe the performance of distributors. Indeed, the industry has not only survived but thrived in many ways. Delivering Americas revenue growth of 21.4% and 20% in sequential years is an amazing achievement. As described here, there will be no end to challenges moving forward. The good news is that supply chain participants can turn to their distribution partners for strength and stability in a highly dynamic world.

Total Americas revenue for the Top 50 authorized distributors in 2022 grew by 20% to \$32.4 B from \$27.0 B. This same group

of Top 50 companies grew their combined worldwide revenue by only 3.3% from \$129.4 B to \$133.6 B between 2021 and 2022, a growth of 3.3%. Worldwide revenues were depressed by a 6.3% decline in Asia sales. EMEA revenue growth almost matched the Americas growth as they increased by 19.9%. As a result, the Americas share of revenues jumped to 24.3% in 2022 and EMEA grew to 18.0% of worldwide revenues.

Americas revenues for the Top 50 distributors grew for every component category in 2022. Among the major segments, Passive Components achieved the highest growth in 2022 at 22.1% followed closely by Electro-Mechanical at 21.3% growth. The largest component category, semiconductors, saw its share of the total Americas market slip from 55.0% to 53.5%. Over the five-year period from 2017 to 2022 total Americas distribution revenue grew by 8.0% Compound Annual Growth Rate (CAGR).



SAVE THE DATE

October 22-24, 2023 – Loews Chicago O'Hare Hotel

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Electronic Components Industry Association



WHY EDS?
It's an incredible networking opportunity.
EDS focuses on professional relationships: strengthening existing relationships and building new ones. The majority of EDS attendees are senior executives. You'll have opportunities to find new, channel partners. Engage with decision-makers. And mingle with your peers.



WHY EDS?

It's time to get personal.

Collaboration is the “glue” that holds supply chains together. And that’s what we foster at EDS: robust, person-to-person business relationships based on mutually aligned goals.



WHY EDS?

Better business.

Nothing comes close to what you can accomplish at EDS. In just four days of meetings, you can accelerate your sales cycle and boost your bottom line for the rest of the year.



Spark 2.0 is coming this fall!

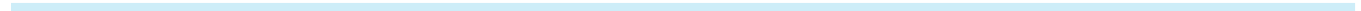
Do you have employees who've previously participated in the Spark 1.0 Professional Development Group? Take the next step in advancing their careers. Register them for Spark 2.0 – an advanced program focused on developing leadership skills and abilities. Give your up-and-comers the tools to navigate the future of the electronic components industry. Participating in Spark 2.0, your employees will gain insights into market dynamics; a broadened perspective on the innovations driving new products and services; and a deeper understanding of cross-enterprise challenges.

Spark 2.0 will be held virtually Wednesdays, from September 13 to October 11. Slots are extremely limited. For registration information and scheduling contact Jennifer Smith at jennifer.smith@jmssynergy.com



Maintaining Relevance
"We need to outthink the future... we aren't going to be able to out work it."

Q: What problems were we built to solve for our customers and suppliers?
 Q: Are these problems still meaningful today?
 Q: Are there new ways of solving those problems that are going to obsolete our way?
 Q: What are the prime problems of the future that we can create stakeholder value in solving?



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- See who's here
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Just visit edssummit.com on your phone during the summit, and be sure to save it to your home screen for easy access.

Scan to access





Scott Franco, Sam Read and Jim Kaplan of Cornell Dubilier Electronics



**Stay Connected.
Be Involved.
Make an Impact.**



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.

Interested in learning about the many benefits of being an ERA member? Come chat with the ERA staff!

Ask us about the new ERA SearchLink.ai tool and STEP training this fall!



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Lunch is now on the menu at the Connections Cafe!



For 2023, we're refreshing our industry's premier annual event to make it even more productive and engaging. And that includes the ever-popular Connections Cafe, located in the Grand Ballroom. This year, the Café is getting a big upgrade — starting with lunch.



As EDS veterans know, the words “fast” and “lunch” have never gone together at the Mirage. Now they will. And not just fast, but delicious. On the new “grab-and-go” menu, you’ll find a great selection of fresh salads, wraps, fruit plates – even sushi.

You’ll avoid the crowds at Starbucks and the Roasted Bean, too, because the Café will feature its own coffee bar serving made-to-order mochas, lattes and espresso drinks throughout the day.

The coffee bar and grab-and-go breakfast and lunch will be available Wednesday and Thursday from 7 am to 3 pm.

We’ve also reconfigured the Cafe’s layout to make it more meeting-friendly. And there’s a “matchmaking” service to connect first-timers with other attendees.

SHORT CIRCUIT



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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 ryanl@dhdchicago.com to schedule.



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Tobi Cornell, Rob Curtiss, Robert Logan and Felix Cabanas of Kruvand Associates



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Members, be sure to pick up your ECIA member pin!

Stop in and learn about training and development, TrustedParts.com, how to influence policies, industry intelligence, technical industry standards, the ECIA Foundation/FIRST Robotics fundraising and more!

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Jackie Roschmann and Jim Banovich of Marsh Electronics

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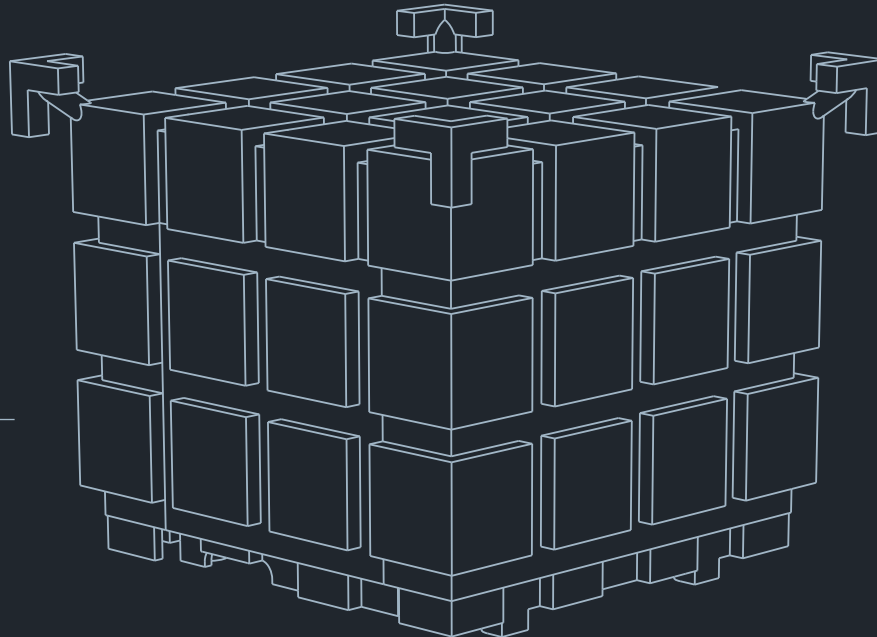
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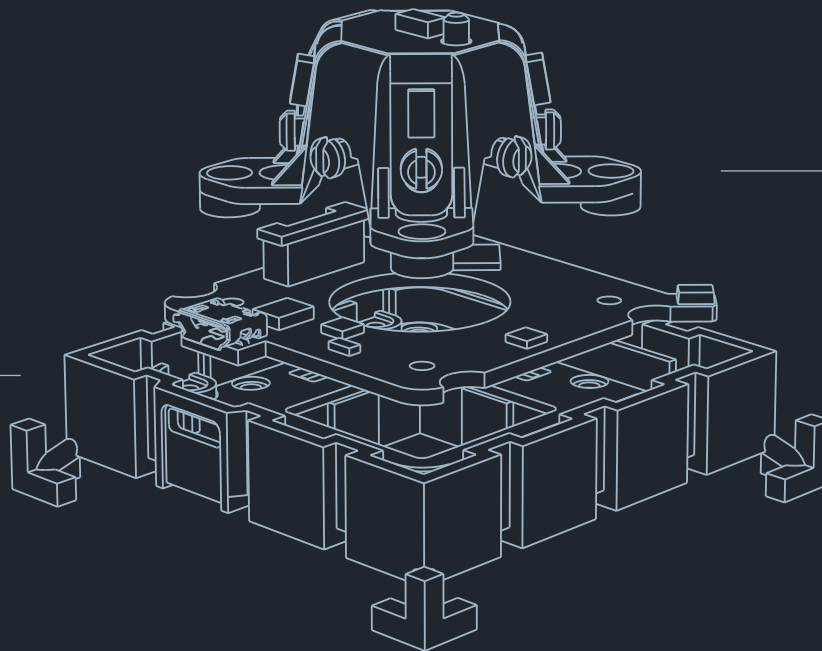
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33.92% ↑
Year-to-year



Lead Time
30 weeks ▼

Life Cycle
Active



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