

AT THE SUMMIT

EDS 2024 PROGRAM



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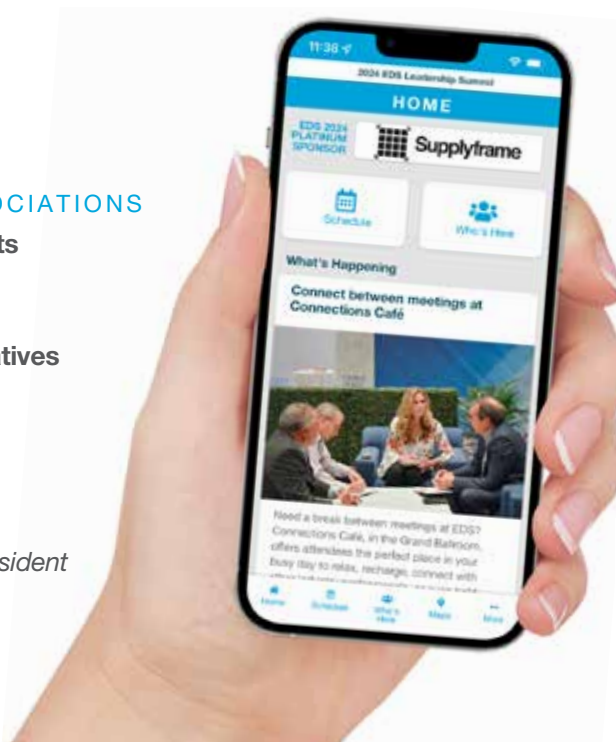
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The New EDS!

What was old is now new! A new venue at Resorts World with all sorts of new and exciting spots to meet old friends and make new ones! EDS 2024 is so excited to be at Resorts World this year. We all enjoyed our years at the Mirage but many of you had asked for a new venue — you asked and we listened!

The transition to Resorts World has been an exciting one, with perhaps a few speed bumps along the way as the RW Management gets its “sea legs” and learns the nuances of EDS. Of course, there is the need for suites that double as meeting rooms; the need for several places to grab lunch in under an hour; and a few choices to grab a post-dinner drink to assess the day’s events and to plan for the next day.

EDS attendees come prepared to be up early and stay up late to get all of the meetings attended, lunches completed and notes taken. The adrenaline that we all generate can be both exciting and draining, but we persevere on! I believe that deep down, we all *love* EDS.

Of course, the success that we have at EDS starts with planning at least 90 days prior to arriving in Las Vegas. All of us get booked up well in advance of the show. As we run from meeting to meeting and suite to suite, we relish running into our industry friends in the hallways and telling them that we’ll call them after the show — and wonder how we could have missed booking a meeting, breakfast, lunch, dinner or drinks with them.

Special recognition needs to be given to the EDS Show Management for pulling off EDS 2024 with barely 90 days’ notice. They have been busy helping RW navigate room bookings, suite assignments and the many specific food and beverage needs. All of us need to give them a huge thanks for a job well done.

So, enjoy the new EDS that comes with plenty of sunshine and windows to look out of, and many places to grab a coffee and quick lunch.

Please make sure to stop by the ERA Member Center inside of the Connections Café to say hello to the ERA National staff. We want to see you and help celebrate the new EDS. EDS would never be the event that it is without your tireless support and friendship.

You can find me looking out the windows...Sunshine in Vegas — who knew?



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



Celebrating the Spirit of Togetherness



Greetings, EDS Summit Attendees!

I hope this message finds you all in great spirits as we gear up for what promises to be an unforgettable experience in Las Vegas! As we prepare to convene for this year's EDS Summit, we're filled with excitement and anticipation, and we can't wait to welcome each and every one of you to this incredible event.

Let's start by acknowledging the fantastic decision to hold our summit at the brand-new Resorts World Las Vegas. This venue is not just another conference space; it's a hub of energy, excitement, and endless possibilities. The move to this beautiful venue symbolizes our resilience and adaptability in the face of change. While change can sometimes be daunting, it also brings with it exciting opportunities for growth and innovation. From the sleek architecture to the world-class amenities, Resorts World sets the stage for an unparalleled gathering that's sure to leave a lasting impression on us all.

Now, onto our theme for this year: "Better Together." Isn't it just perfect? In the ever-evolving landscape of our industry, this theme speaks volumes about the power of collaboration, unity and shared purpose. Over the past few years, we've seen firsthand how coming together, supporting one another and pooling our resources can lead to remarkable achievements. And what better way to celebrate this spirit of togetherness than by immersing ourselves in the vibrant atmosphere of the EDS Summit?

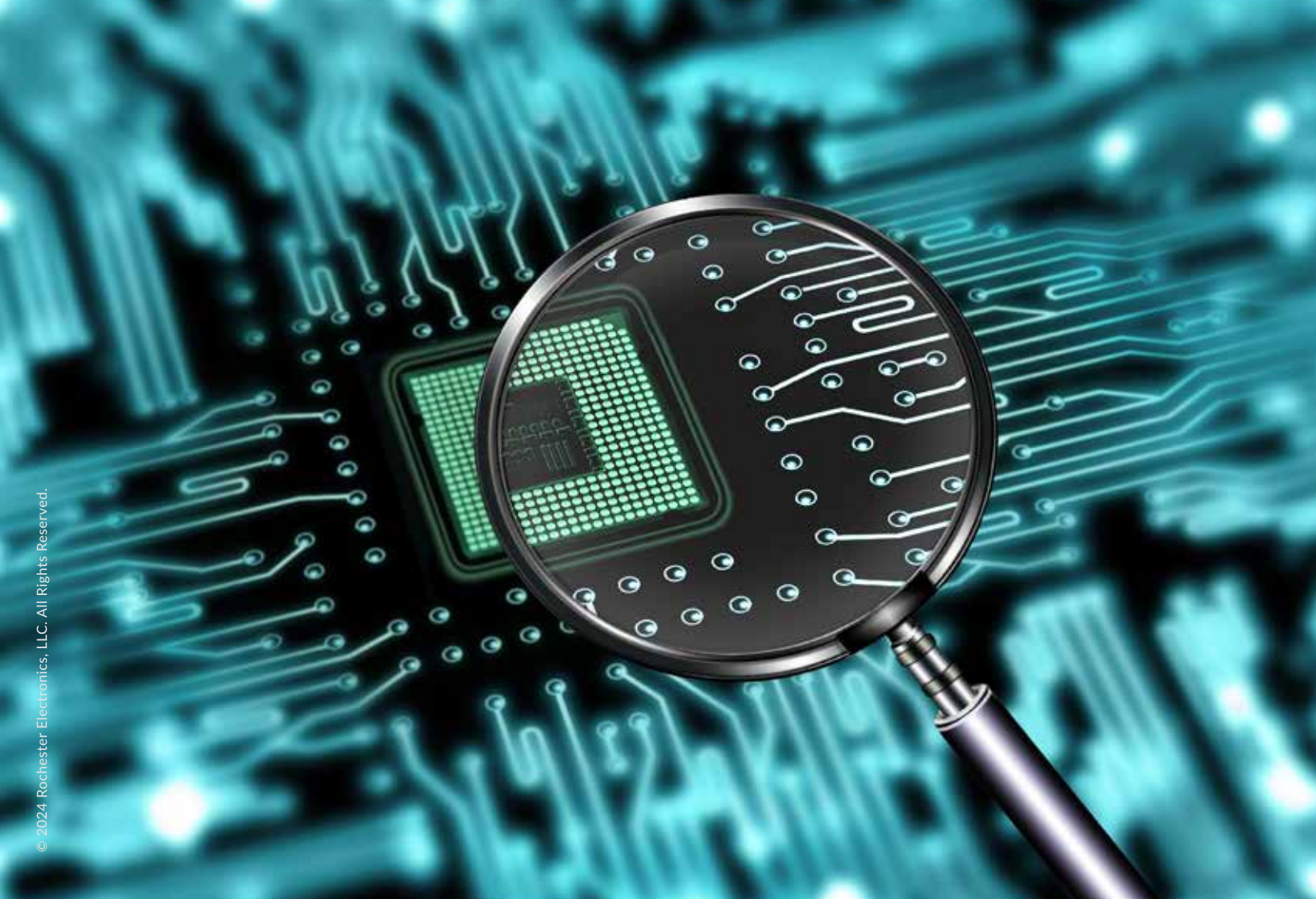
As we embark on this journey together, let's not forget the value of face-to-face interactions. In an age dominated by virtual meetings and digital communication, there's something uniquely special about connecting here in person. Whether it's sharing ideas over coffee, engaging in lively discussions in breakout sessions, or simply catching up with old friends and colleagues, these moments of genuine human connection are what make events like the EDS Summit truly unforgettable. The EDS Summit is not just another conference; it's a platform for us to come together, inspire one another, and drive positive change in our industry.

So, my friends, as we embark on this adventure together, let's embrace every moment, seize every opportunity, and make the most of this incredible experience. Whether you're a seasoned veteran or a first-time attendee, I encourage you to approach the summit with an open mind, a curious spirit and a willingness to connect with others.

Welcome to the EDS Summit at Resorts World Las Vegas—a place where friendships are forged, ideas are born and dreams become reality. Here's to a successful, inspiring and truly memorable event!

Warmest regards,

David Loftus, President & CEO, ECIA



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WELCOME TO THE 2024 EDS SUMMIT

Welcome to the 2024 EDS Leadership Summit! This year, you'll find the industry's premier annual event is even better: a sparkling new venue, state-of-the-art facilities and a more convenient layout. But EDS is not just better — it's *Better Together*. Here's why:

We're in the Perfect Location.

What better place for being "Better Together" than at the stunning Resorts World Las Vegas. After nine great years at the Mirage, we have an absolutely outstanding new venue for our event. Opened just three years ago, Resorts World has everything you can think of to make this EDS something very special – from stylish, modern guest rooms and meeting suites to top-of-the-line food service and state-of-the-art conference facilities.



Collaboration is the glue that holds supply chains together, and it's what we foster at EDS: robust, person-to-person business relationships based on mutually aligned goals. Because we believe that conversation and conference lead to commerce.

Better Together



AT THE 2024 EDS LEADERSHIP SUMMIT

There's Nothing Else Like It.

With a legacy dating back decades, EDS is absolutely unique in the conference and event business. Why? Because it functions as both a high-level, meeting-based event and a vibrant marketplace of ideas.

The Industry's Top Talent Is Here.

For four productive days, EDS brings together industry experts and decision-makers from the world's leading manufacturers, representatives and distributors to share insights, focus resources, make plans and build new business. At the heart of EDS is idea exchange, which takes place at strategic meetings, planned events, and informal gatherings.

It's Sponsored by ECIA and ERA.

EDS is a combined effort and strongly supported by the industry's leading member organizations – Electronic Components Industry Association (ECIA) and Electronics Representatives Association (ERA).

You're in the Right Place to Make Connections.

Because EDS brings manufacturers, representatives and distributors together in one place, you will have opportunities to interact with decision-makers and build new business relationships, including:

Connections Café: Located in the Lilly Ballroom, you can network and recharge in-between meetings. The Café is also the perfect spot for informal meetings. You'll find a matchmaking service to connect you with other attendees.

The All-Industry Reception: This "do not miss" event on Tuesday, May 21 in the Connections Café, provides an energetic start to the week ahead. Network and reconnect in a casual setting. Enjoy hors d'oeuvres, refreshments and music. And participate in the popular EDS raffle to win cutting-edge electronic prizes.

So, get ready to build your business, advance your brand and stay ahead of the curve at an event that's like no other. Because we're *Better Together* at the 2024 EDS Summit.



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Top 50 Americas Authorized Distributors Perform Essential Role Managing 2023 Supply Chain Challenges

By Dale Ford, Chief Analyst, ECIA



After two years of back-to-back unprecedented growth, the Top 50 Americas Authorized Electronic Component Distributors hit a bump in the road in 2023. Despite the challenging environment distributors encountered in 2023, they were able to limit the overall decline in Americas revenues to -7.2%. Revenues for 2023 still came in above the 2021 level and were \$7.9 billion above 2020 combined revenues. In addition, an impressive 44% of the Top 50 companies achieved positive revenue growth in 2023.

The results of ECIA's monthly and quarterly Electronic Components Sales Trends (ECST) are registering the best results in nearly two years, as optimism for growth re-emerged in early 2024. In spite of a relatively weak start to the year, there is reason to hope for a return to overall positive distributor revenue growth in 2024. It will be difficult to match the revenue leaps in 2021 and 2022, but it may be possible to return to the high-water mark in revenue set in 2022. There are still troubling clouds on the economic horizon that could hinder 2024 performance and there is always

An impressive 44% of the Top 50 companies achieved positive revenue growth in 2023.

the possibility of another black swan event. However, it is worth remembering that the most common word used to describe distributors and the distribution industry in the interviews for this article last year was "Resilient." If

anything, distributors have shown their strength in the face of adverse circumstances in 2023 and they appear to be prepared to move to the next performance level with the lessons they have learned.

Total Americas revenue for the Top 50 authorized distributors in 2023 declined by -7.2%, from \$33.1B to \$30.7B. This same group of Top 50 companies saw their combined worldwide revenue fall by -8.4%, from \$136.0B to \$124.6B between 2022 and 2023. Worldwide revenues took a major hit from difficulties in the Asia/Pacific region which suffered a -12.5% decline. In a pleasant result, EMEA revenue actually grew by 2.4% in this time period. The Americas share of revenues for these 50 companies increased slightly from 24.4% to 24.7% in 2023.

Americas revenues for the Top 50 distributors grew for two component categories in 2023, led by Power & Battery with a 10.3% growth, followed by Passive Components with a 0.5% growth. The largest component category, Semiconductors, saw its share of the total Americas market slip again from 52.3% to 50.9%. Over the five-year period from 2018 to 2023, total Americas distribution revenue grew by 4.2% Compound Annual Growth Rate (CAGR) with Passive components leading the way. Electro-Mechanical components followed at 6.7% and 5.3% CAGR, respectively. Semiconductors grew by 3.9% CAGR and Interconnect components achieved a 2.2% CAGR growth. Power & Battery was added as a separate category for the first time in 2021.



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Remembering Chuck Tanzola

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

As we all gather at EDS 2024, we give pause to remember our beloved Chuck Tanzola, past President of the EDS Board of Directors, who passed away last December.

As his colleagues and friends, we had the immense privilege of working alongside Chuck. His brilliance, thoughtfulness and principled approach to his profession made him not just an exceptional leader, but also a wonderful man. We will miss him dearly.

Beyond his professional achievements, Chuck was a man of faith. He was actively involved in his community as a Deacon/Trustee and Treasurer of the Asbury Church Assembly of God. He was also an avid golfer and doting grandfather.

Chuck's absence will be deeply felt across our industry and by everyone who had the honor of knowing him. He will certainly be missed at EDS 2024 as he never missed this show. He was passionate about the EDS Summit, loved to see his old friends and make new ones!

So, as we run around the Summit to not be late for our next meeting, think of Chuck and how much we all miss him. Let's continue striving for the excellence he consistently demonstrated throughout his career.

“His brilliance, thoughtfulness and principled approach to his profession made him not just an exceptional leader, but also a wonderful man.”

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The “Serving Salesperson:” Moving from a Selling Mindset to a Serving Mindset

By Dr. Daniel McQuiston

Note: This is a shortened excerpt of a full article that was originally published in the Winter 2024 issue of The Representor.

B2B customers need help. Their vendors are inundating them with information. Buying groups have gotten larger. The duration of purchase process has increased. The customers want a B2C digital purchase experience in a B2B setting. Vendors are lagging behind in providing that experience. And then there’s the impact of AI and other technologies.

Research by Gartner has found that 55% of B2B customers¹ say they receive an overwhelming amount of information and 77% reported that the purchase process² has become very complex and that they need assistance with navigating the purchase process. Unfortunately, research from Salesforce³ has shown that many vendors are not offering that assistance: 80% of customers were more likely to make a purchase if the sales professional demonstrated an understanding of their goals. However, 71% say most sales interactions feel transactional. 87% of B2B buyers expect sales reps to act as trusted advisors. However, only 61% say they generally trust sales representatives.

Clearly, salespeople have some work to do in this area.

Research

Professor Adam Grant of the Wharton Business School has conducted several research studies examining behaviors that help individuals be more successful in their dealings with others in the workplace. He found that success in the workplace depends largely on the type of reciprocity styles that individuals employ in their interactions with others. He defined three types of reciprocity styles: Takers – those who put their own interests ahead of others’ needs; Matchers – those who strive to preserve an equal balance of giving and taking; and Givers – those who prefer to give more than they take.

In a study of salespeople in optician practices, Grant found that givers brought in 30% more annual revenue than matchers and 68% more revenue than takers. He found that across cultures, there is one style that is truly universal: when we reflect on our guiding principles in life, the majority of us are intuitively drawn to giving. The Israeli psychologist Shalom Schwartz surveyed thousands of adults in 70 countries by asking respondents to rate the importance of both giver and

taker values. The majority of people in each country rated giving as their single most important value, rating higher than power, achievement, excitement, freedom, tradition, conformity, security and pleasure.

Survey findings

My colleagues at Butler University and I conducted our own research – consisting of personal interviews with B2B customers and an electronic questionnaire – to discover more how salespeople can provide B2B customers a more positive experience. We analyzed 411 usable responses from B2B customers. The results indicated that B2B customers are indeed desiring more from their salespeople than simply helping them navigate through their purchase journey. We found that B2B customers are attracted to salespeople who exhibit more of a serving mindset during the sales interaction. We have designated this new role for salespeople as the “Serving Salesperson.”

(Continued on page 13)

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(Continued from page 11)

The Serving Salesperson

The following are seven factors that describe the mindset and behaviors exhibited by a Serving Salesperson that help create a more positive sales experience:

Set serving your customers as your “True North.”

The True North for a successful Serving Salesperson is embracing the value of giving and having an enduring dedication to serve the needs of their customers to the best of their ability. Acting differently requires thinking differently. A Serving Salesperson must proactively and intentionally create a mindset that moves from a selling strategy to a serving strategy. Salespeople can set serving as their True North by being authentic in their sales approach, working to truly understand the customer’s needs and seeking to develop a relationship that will benefit both parties.

Blend passion and perseverance. The blend of passion and perseverance is known as “grit.” Gritty people maintain their determination and motivation to achieve that long-term goal over extended periods of time, despite experiencing failure and adversity along the way. Salespeople could show grit by having a passion for the products they sell, setting a defined course for the sales process and exhibiting grit throughout the sales process all the way to its completion.

Sharpen your EQ. The results of this survey found that having high emotional intelligence — emotional quotient or ‘EQ’ — is a contributing factor to success in sales as well as in life. Salespeople can sharpen their EQs by resisting the desire to speak when it does not help the situation, truly listening to the customer’s needs and recognizing the customers’ emotions as they are happening.

Facilitate the process. The level of complexity in the B2B purchase process will continue to increase. Salespeople need to understand the tasks that their customers undertake in their buying journey and then assist them in completing those tasks. A salesperson can facilitate the purchase process first by collating, summarizing and interpreting information that can assist their customers. Proactive vendors can also build content libraries of industry and competitive information, establish customer portals, increase the use of CRM tools and employ virtual reality.

Grow the trust through human touch. The majority of modern-day B2B customers grew up purchasing products online, and as a result they expect a B2C purchase experience in their B2B interactions. However, many suppliers are not yet equipped to provide that experience. A salesperson could grow trust through human touch as well as create credibility for themselves by acting in the customer’s best interest, giving examples of how this product was successful elsewhere and helping the decision process run more smoothly.

Engage in brain-friendly communication. There are two systems that the brain uses to make decisions. The reflective system (left brain) processes logical information and the reactive system (right brain) processes emotional information. Salespeople need to pay particular attention to understanding the importance of the emotional reactive system. Evolution-wise, this is the oldest part of the brain and controls the ‘fight or flight’ behaviors dating back to our earliest ancestors. There are a significant number of threat networks in the reactive part of the brain. Salespeople can work to develop a personal, as well as an emotional connection with the customer to diffuse the negative reactions these threat networks create. Once that connection has been established, the customer will be much more receptive and more likely to process the information the salesperson is providing in a positive light. A salesperson needs to develop a personal connection early in the process, show they genuinely care about the customer as an individual and understand how the emotions the buyers are experiencing affect how they approach the purchase process.

Create the wins. Creating the wins expands the benefits achieved by the sales transaction to all relevant stakeholders affected by the purchase, such as the customer’s customer, employees of the vendor and customer organizations, suppliers, stockholders and society in general. Salespeople can endeavor to ensure that all relevant stakeholders succeed, assist in making the customer’s operations more effective and create an atmosphere that promotes a more effective collaboration with the salesperson that results in a successful solution.

About the Author

Dr. Daniel McQuiston is professor emeritus of marketing at the Lacy School of Business at Butler University. He has a master’s degree in business administration from Bowling Green State University and received his Ph.D. in marketing from The Ohio State University. McQuiston has previously served on the faculty of the Kelley School of Business at Indiana University. He has won several teaching awards at Ohio State, Indiana University and Butler University, as well as from several different executive development certification programs.

McQuiston has served as faculty and taught numerous marketing, executive education, executive development, business analytics and information programs. He is well-versed in the manufacturer’s representative function as he assisted in the development of the CPMR program and has taught in every CPMR session since its beginning in 1989.

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The Power of Master Distribution in IP&E World

Waldom Electronics, known as “the Distributor’s Distributor,” has had an exceptional year under the guidance of CEO Don Akery. Despite facing strong market headwinds and challenging industry conditions, the company has achieved significant accomplishments and positioned itself for continued success in the years to come.

In an unprecedented move to expand its offerings, Waldom successfully signed 15 new manufacturer lines in 2023. This expansion is a testament to its dedication to meeting the diverse needs of its distributors. As a result, Waldom’s inventory soared beyond \$500 million, a clear indicator of its readiness to serve the ever-evolving electronics market.

Further cementing its dedication to sustainability, Waldom launched its ESG goals and forged a meaningful partnership with veritree. For every order on Waldom Green Stock, a tree will be planted, showcasing its commitment to the planet and inspiring distributors to partake in environmental stewardship.

At the heart of Waldom’s success are its people. In the last year, Waldom focused on building a strong global team, hiring many professionals with extensive industry experience and solidifying its supplier and distributor teams, emphasizing customer experience as the cornerstone of its sales strategy. Its board of directors welcomed new members, enhancing its



“Waldom Electronics continues its 75-year legacy of a Master Distributor selling exclusively to distributors, never to OEMs or end users”

— Don Akery, CEO

2024 marked a pivotal year for Waldom in emphasizing sustainability. Waldom has celebrated a significant milestone of exceeding over 5 billion components saved from landfills since the inception of the Waldom Stock Recovery Program. This achievement is a powerful reflection of Waldom’s commitment to reducing electronic waste and fostering a circular economy within the industry.

The launch of the Waldom Green Stock Initiative represents a significant step forward in promoting conscious buying decisions among distributors. By making it easier to identify components that have been acquired from other distributors and diverted from landfills, Waldom is not only enhancing transparency but also encouraging distributor partners to contribute to their ESG goals.

strategic capabilities with more industry expertise. The growth strategy also placed a strong emphasis on China, upgrading its offices and team to position themselves for expansion in this vital market.

Waldom will continue its expansion with the goal of signing new manufacturer lines and reaching 1 billion dollars in inventory. With its unwavering dedication to growth, sustainability, and innovation, Waldom is set to further solidify its position as a leader in the industry, driving forward with initiatives that not only benefit its partners but also contribute positively to the global community.



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Professional Development Group

Better in Person: Spark Returns to EDS 2024!

After four years online, the SPARK 1.0 Professional Development Program returns to EDS in-person, with sessions running from May 21–23.

Co-sponsored by ECIA and ERA, Spark 1.0 is designed to help up-and-coming professionals grow their abilities and advance their careers in the electronic components industry. Focused on industry education, networking opportunities and personal development, Spark participants gain valuable new insights, fresh competencies and industry connections that can last a lifetime.



Here's a brief look at this year's programming:

Day 1: An introduction to the electronic components industry, emerging markets, personal development assessments, building a personal brand, and an introduction to industry associations.

Day 2: Personal development and leadership skills, "Meet A Leader" seminar, and industry marketing.

Day 3: Industry trends and personal development.

Limited to a class of 30, the Spark 1.0 program is filled for this year.



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It's Better in the Lily Ballroom

The designated hub for the 2024 EDS Summit will be the beautiful Lily Ballroom. Located in the second-floor conference area, this spacious venue features floor-to-ceiling windows with stunning views of the Vegas skyline and a private outdoor terrace.



Stop by the Connections Café and take advantage of massage chairs courtesy of our Gold Sponsors.

Connections Café

Our move to Resorts World for 2024 would not be complete without our super-popular “Crossroads of the Summit.” Unwind, charge your devices, catch up with colleagues and prepare for your next meeting, and this year you can relax and unwind with massage chairs courtesy of our Gold Sponsors.

Arrival Lounge (Monday, May 20, 3:00-8:00 pm)

To welcome early-arriving attendees, our *Arrival Lounge* event will feature refreshments and a cash bar and is the perfect spot to decompress from your flight, watch a game and mingle.

All-Industry Reception (Tuesday, May 21, 4:00-5:30 pm)

Kick off the week in style at this “do-not-miss” event. Network and reconnect in a casual setting. Enjoy refreshments and music. And be sure to enter the exciting EDS raffle to win cutting-edge electronics.

Meeting Spaces

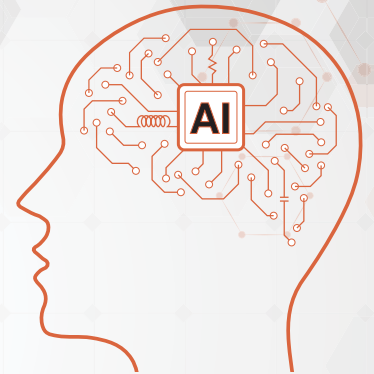
Conveniently located next to the Connections Café, you’ll find our conference units, display booths and Euro Suites. By the way, there’s still limited space available. Please check at the registration desk for availability.

Matchmaking Board

First time at EDS? Our matchmaking board in the Connections Café will help you connect with other attendees.

YAGEO Group stands at the forefront, embedded in the very fabric of AI technology. Our components are not just parts; they are the backbone of the AI revolution, enhancing the power density and operational efficiency of the critical infrastructure that powers AI.

CAPACITORS	INDUCTORS	RESISTORS	CIRCUIT PROTECTION	SENSORS
CONNECTORS & ICMS	ANTENNAS & RF COMPONENTS	EMC	MOSFETS	PIEZOELECTRIC DEVICES



YAGEO GROUP

Built into Everything, Built into AI.

Kruvand Associates congratulates CEO Robert Logan for receiving the ECIA Distinguished Service Award in 2023.

Robert was joined on stage by the other recipients of this prestigious award. We are honored to be a part of ECIA and to continue to serve and give back to our industry! Congratulations to Robert, and the other recipients!

ECIA's Distinguished Service Award recognizes exceptional individuals who served the industry through ECIA's committees/councils, board, EDS and conference work.

"The following five individuals received unanimous approval from ECIA's Board of Directors for the ECIA Distinguished Service Award in 2023," ECIA's CEO and President David Loftus revealed at the awards ceremony in Chicago last week. "The Association could not function without leadership and participation from members, and these recipients went above and beyond expectations."

Congratulations to Gregory Pace, Robert Logan, Darin Glenn, Russell Dzielak and Robert Derringer.

Read the full press release: <https://lnkd.in/gBg36HMR>



Top: ECIA Distinguished Service Award winners for 2023: Greg Pace, Ohmite Manufacturing; Robert Logan, Kruvand Associates; Darin Glenn, Vishay; Russell Dzielak, Phoenix Contact; Robert Derringer, Crouzet.

Left: Robert Logan, Kruvand Associates.



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Retail at Resorts World

Resorts World Las Vegas offers a collection of exciting retail brands and shopping experiences. With approximately 70,000 square feet of dedicated retail space, the resort presents two levels of unique shopping experiences catering to all tastes, ranging from renowned luxury and lifestyle apparel brands to cutting-edge experiential venues.

Aubi & Ramsa – Boozy ice cream selections

Black Clover – Premium lifestyle apparel company

Corso – Artisan jewelry brand

Fred Segal – Specialty lifestyle retail

Lady M – Luxury cake experience blending French refinement with Japan's aesthetic

Maceoo Cutz – Men's tailored clothing

Majorwavez Lab – Sewing and painting workshop classes for customizing sneakers

Miss Behave Beauty Salon – Hair, nail, lash and makeup services

Nectar Bath Treats – Handcrafted bath and beauty confections

O Bag – Customizable Italian handbags

Racing Miami Las Vegas – Official Formula 1 teams and drivers merchandise

Reset IV – Wide range of IV hydration packages

RW Stores – Snacks, refreshments, wine and spirits and apparel in Hilton Lobby, Conrad Lobby and The District

Sugarfina – Luxury candy boutique

Theatre Retail Store – Artist merchandise for Resorts World Theatre residents

Twila True – Fine jewelry and watches

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Molex is grateful to our distribution partners for their steadfast dedication and teamwork which is fundamental to our shared success.

Where to Eat

Dining at Resorts World

The property features an extensive food and beverage portfolio offering a wide range of cuisine — from authentic street food to fine dining by award-winning chefs from around the globe.



FAMOUS FOODS STREET EATS

Ah Chun Shandong Dumpling –

Traditional Shandong dumplings and hand-pulled noodle dishes — \$\$

Blood Bros BBQ – Classic

Texas BBQ — \$\$

Boon Tong Kee – Hainanese chicken

rice cooked in chicken broth — \$\$

Burger Barn – Deluxe

burger options — \$\$\$

Famous Foods Center Bar – Bar with

innovative self-pour beer system — \$\$

Famous Pho – Traditional

pho selections — \$-\$\$

FUHU Cha Chaan Teng – Dim

sum, congee, rice, noodle dishes, soups and more — \$\$-\$\$\$

FUHU Shack – Peking

duck burritos — \$\$

Geylang Claypot Rice – Traditional

Southeast Asian rice dishes — \$\$

Googlee Man's Char Kuey Teow –

Rice and egg noodles dishes — \$\$

Han's Fish & Chips - Traditional

U.K. dishes with cod or haddock and fries — \$

Harajuku Ramen – Specialty

ramen dishes — \$\$

Kuru Kuru Pa Yakitori – Yakitori,

kushiyaki and yaki ongiri by DJ Steve Aoki and his restaurateur brother Kevin Aoki — \$\$

Michos Tacos - Street tacos,

aguas frescas and other Mexican favorites — \$\$

Nori Bar – Authentic sushi dishes — \$\$

Pepita's Kitchen – Lechon staples

by owner Dedet de la Fuente — \$\$

Streetbird Las Vegas – Fried

chicken dishes by Chef

Marcus Samuelsson — \$\$

Sweet Eats – Sweet treats from

around the world — \$-\$\$

Ten Suns Braised Beef – Thai

beef noodle dishes — \$\$

Tiger Sugar – Taiwanese

bubble tea shop — \$\$

Wu Zhang Artisan Noodles –

Hand-pulled thin noodles with minced pork gravy — \$\$

FINE DINING

Aqua Seafood & Caviar Restaurant

– A fine-dining experience

helmed by Michelin starred Chef

Shaun Hergatt centered around

seafood and caviar — \$\$\$\$

Bar Zazu – A vibrant, chic café

showcasing the spirit and flavors

of Europe in a festive and stylish

atmosphere serving European

tapas, brews, wine and cocktails

by Chef Nicole Brisson — \$\$\$

Brezza – Modern coastal Italian fare

from Chef Nicole Brisson — \$\$\$



Dawg House Saloon & Sportsbook is sure to be a favorite after-hours gathering spot for EDS attendees.

Carversteak – A reimagining of the classic steakhouse experience offering dry-aged American steaks from artisan producers, Japanese-certified Wagyu steaks and playful vegan selections in a modern environment — \$\$\$\$

Crossroads Kitchen – The first fine-dining fully plant-based restaurant on the Las Vegas Strip from Chef Tal Ronnen — \$\$-\$\$\$

FUHU – High-energy, contemporary Asian cuisine from Zouk Group — \$\$-\$\$\$

Genting Palace – Authentic Chinese cuisine, seafood and dim sum — \$\$\$\$

Kusa Nori – Sushi bar and teppanyaki grill — \$\$\$

Stubborn Seed – Coveted Miami-based restaurant featuring seasonal and local tasting menus brought to life by Chef Jeremy Ford — \$\$\$\$

¡VIVA! – Mexican cuisine created by Chef Ray Garcia — \$\$\$

Wally's Wine & Spirits – Restaurant, wine bar and specialty gourmet market — \$\$\$-\$\$\$\$

CASUAL EATERIES

Agave Bar & Grill – Poolside Mediterranean fare and seafood — \$\$

Bites – Traditional snack bar at the pool — \$\$-\$\$

Junior's – Full-service breakfast, lunch, dinner and late-night menu along with its legendary cheesecake offerings — \$\$

Sun's Out Bun's Out – Innovative comfort food — \$\$

The Co-Op Frosé and Eatery – Over 60 rotating flavors of frosé, gourmet sandwiches and salads — \$\$

Richie Palmer's Mulberry Street Pizzeria of Beverly Hills – Authentic pizza slices and whole pies — \$\$

BARS AND LOUNGES

Allē Lounge on 66 – Luxury cocktail lounge with views of the Strip — \$\$\$

Baccarat Bar – Luxury cocktails and spirits located in Crockfords Club — \$\$\$

Bimini Bar – Poolside bar — \$\$

Conrad Lobby Bar – Expertly curated cocktails at the upscale, contemporary lounge and bar — \$\$

Crystal Bar – Handcrafted cocktails and curated spirits — \$\$

Crockfords Club Lobby Bar – Luxury cocktails and spirits — \$\$\$

Dawg House Saloon & Sportsbook – Classic Nashville sports bar — \$\$

Eight Lounge – A modern and vibrant cocktail lounge with more than 150 premium cigars on hand in its custom-built humidor — \$\$

Gatsby's Cocktail Lounge – Cocktails, wines and rare champagnes from Clique Hospitality — \$\$

Golden Monkey Tiki Lounge – Tropical escape with a modern take on classic Tiki bar concepts — \$\$

Here Kitty Kitty Vice Den – Laidback speakeasy with an expertly crafted mixology program — \$\$\$

High Limit Bar – Luxury cocktails and spirits — \$\$\$

Jalisco Underground – Underground experience featuring cocktails inspired by bold Mexican flavors — \$\$-\$\$\$

RedTail – Social gaming bar by Zouk Group — \$\$

VIP Pool Bar – Located by the Athena Infinity Ultra Pool — \$\$\$\$



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Swing by Booth 103 in the Lily Ballroom, adjacent to the Connections Café, or email Ryan Lorenzo at ryanl@dhdchicago.com to schedule.

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SCHEDULE

2024 EDS Summit Schedule

Sunday, May 19

8am–5pm: Booths, Conference Units & Euro Suites set-up — *Lily Ballroom*

Monday, May 20

8am–3pm: Booths, Conference Units & Euro Suites set-up — *Lily Ballroom*

10am–7pm: Registration Desk — *Promenade*

3pm–8pm: Arrival Lounge — *Lily Ballroom*

Tuesday, May 21

All Day: Manufacturer, Distributer & Rep meetings as scheduled in Suites and Meeting Rooms

8am–10am: Booths, Conference Units & Euro Suites set-up — *Lily Ballroom*

10am–7pm: Registration Desk — *Promenade*

10am–7pm: Connections Café — *Lily Ballroom*

4pm–5:30pm: All Industry Reception — *Lily Ballroom*

Wednesday, May 22

All Day: Manufacturer, Distributer & Rep meetings as scheduled in Suites and Meeting Rooms

7am–5pm: Registration Desk — *Promenade*

7am–7pm: Connections Café — *Lily Ballroom*

Thursday, May 23

All Day: Manufacturer, Distributer & Rep meetings as scheduled in Suites and Meeting Rooms

7am–5pm: Registration Desk — *Promenade*

7am–7pm: Connections Café — *Lily Ballroom*

Friday, May 24

Half Day: Manufacturer, Distributer & Rep meetings as scheduled in Suites and Meeting Rooms

8am–11am: Registration Desk — *Promenade*

7am–12pm: Connections Café — *Lily Ballroom*

Build

Our OEM Solutions team is proud to be attending the 2024 EDS Leadership Summit in Las Vegas, Nevada

We look forward to discussing your business goals and working with you to implement solutions that help you realize better outcomes.

For event details, please visit Edssummit.com

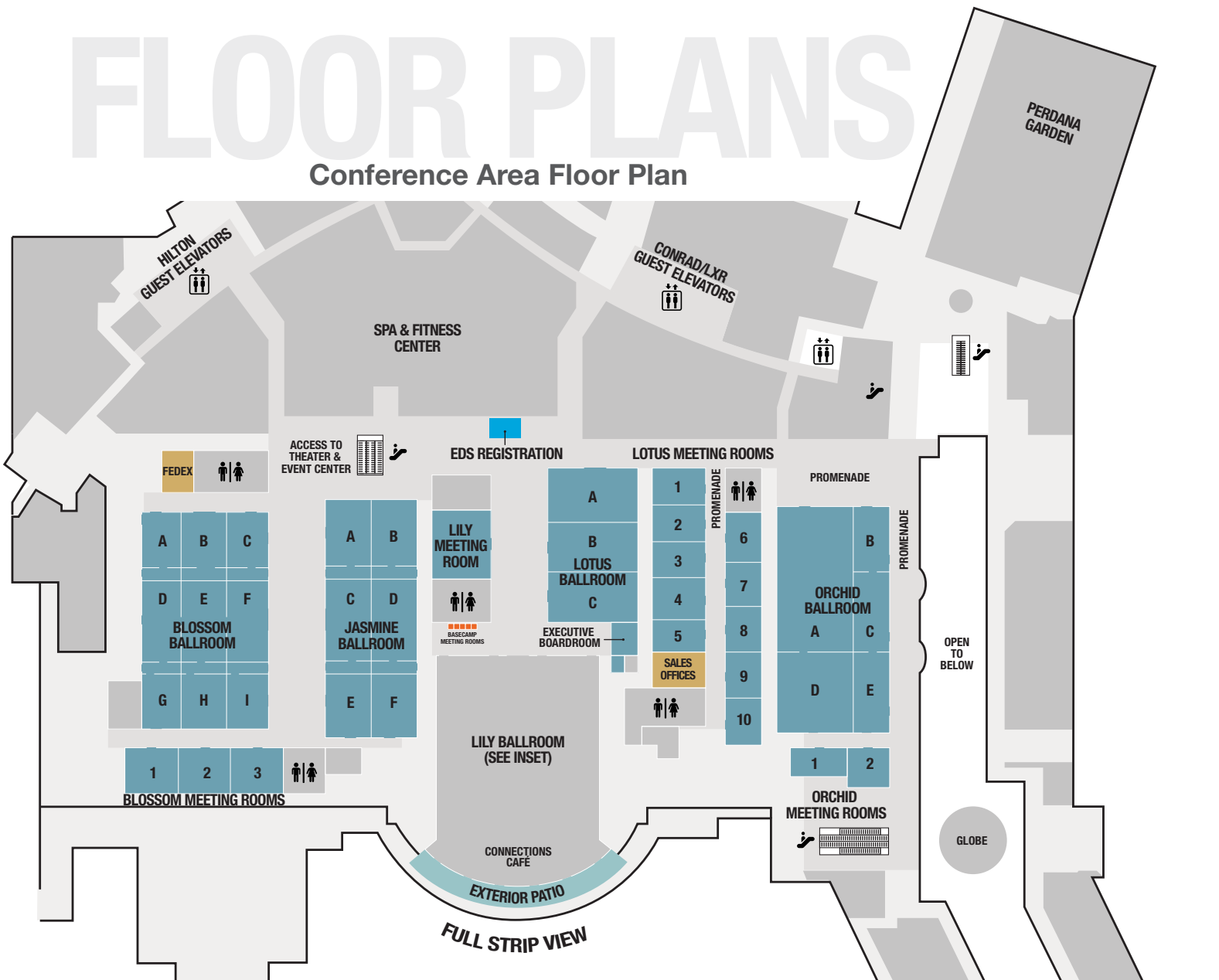
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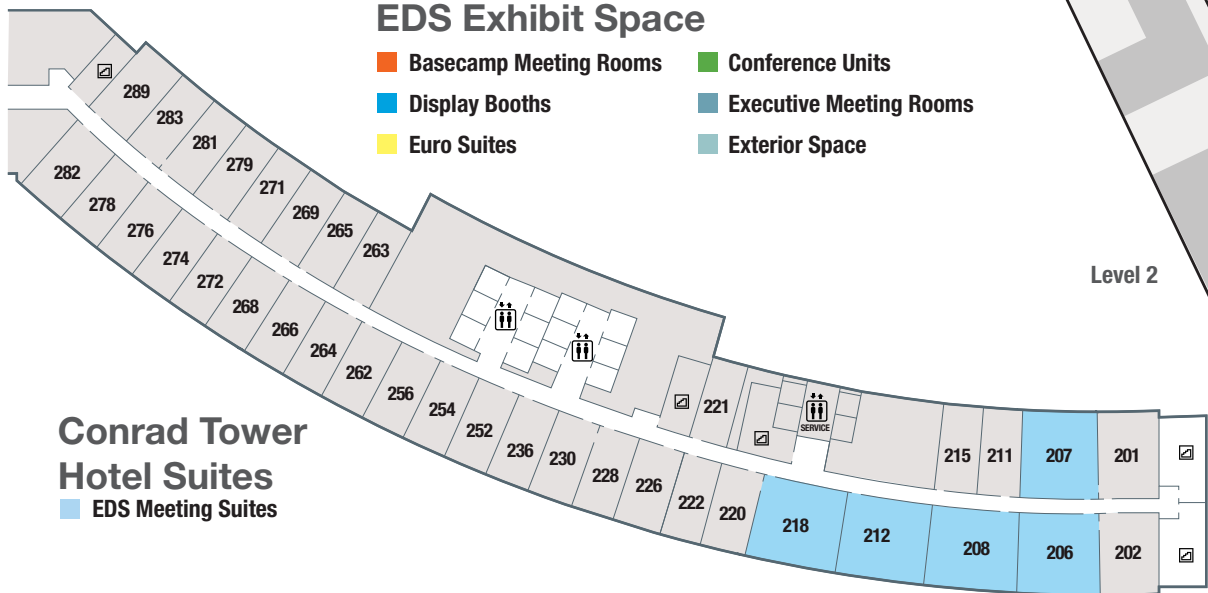
FLOOR PLANS

Conference Area Floor Plan



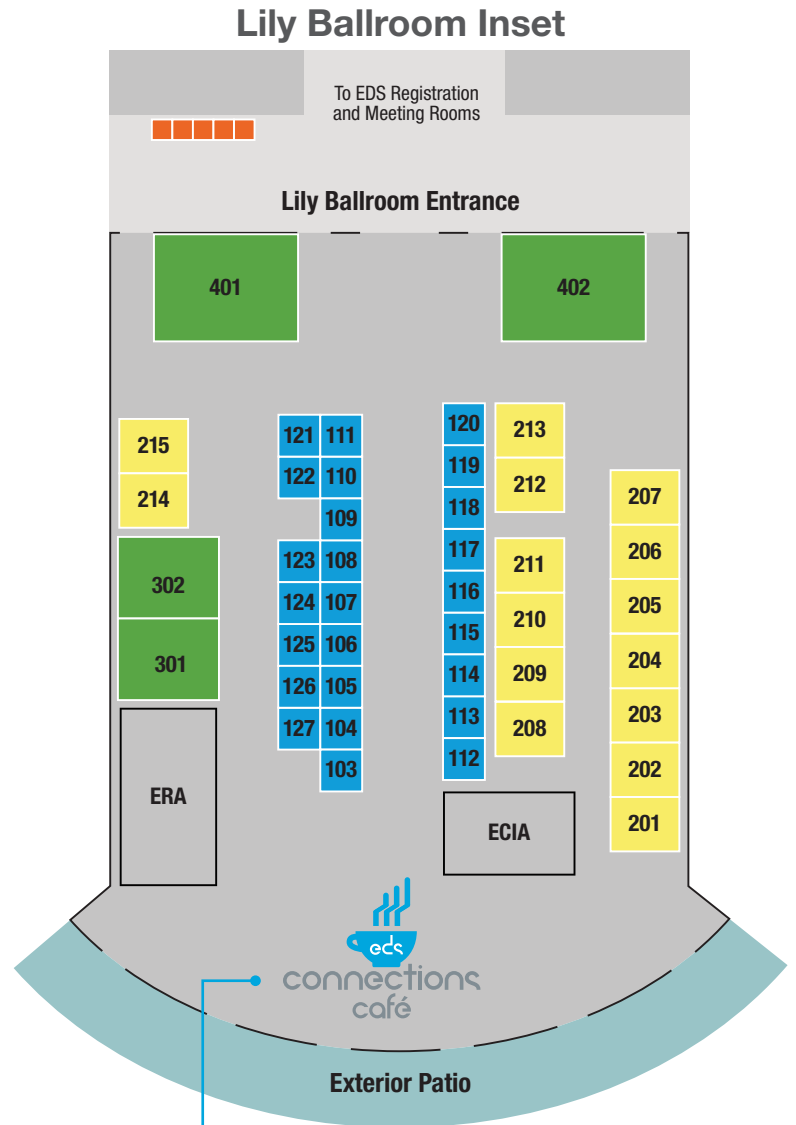
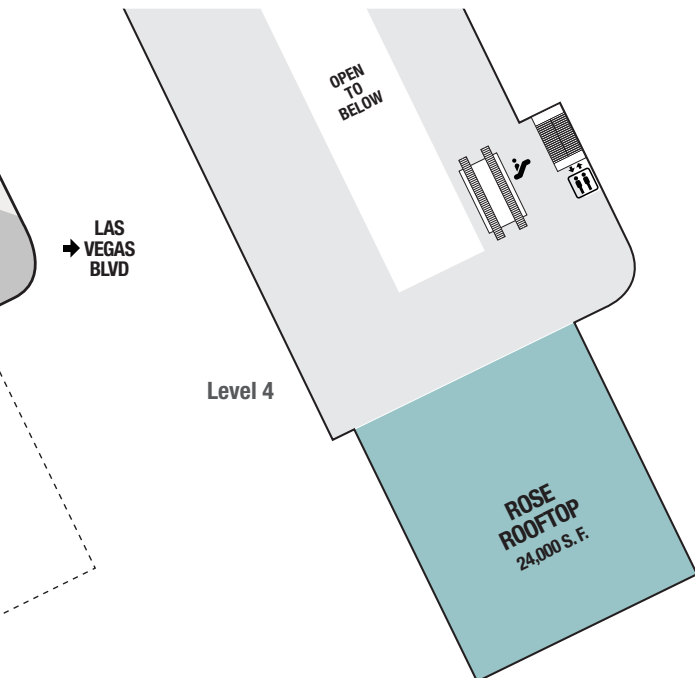
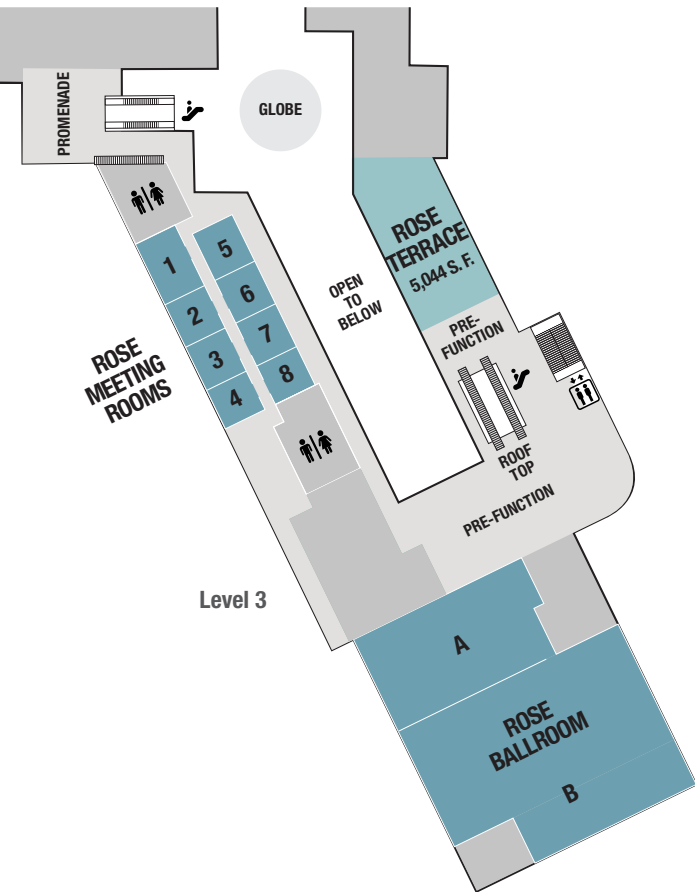
EDS Exhibit Space

- Basecamp Meeting Rooms
- Display Booths
- Euro Suites
- Conference Units
- Executive Meeting Rooms
- Exterior Space



Level 2

GET TO KNOW EDS at Resorts World



EDS Arrival Lounge

Monday 3:00pm – 8:00pm

All-Industry Reception

Tuesday 4:00pm – 5:30pm

Connections Café Hours

Monday: 3:00pm – 8:00pm

Tuesday: 10:00am – 7:00pm

Wednesday: 7:00am – 7:00pm

Thursday: 7:00am – 7:00pm

Friday: 7:00am – 12:00pm

Summit Directory

Company:	Space Location at EDS	Company:	Space Location at EDS
ABBATRON HH SMITH	Suite 16218	Delevan	Suite 28212
ABRACON, LLC	Suite 14218	Delta Electronics (Americas) Ltd.	Suite 29218
Adam Tech	Suite 17212	Davis Harrison Dion	Display Booth 103
Allegro	Conf Unit A - 301	Dialight Corporation	Suite 27207
Alps Alpine, North America, Inc.	Suite 15212	DIGI-KEY ELECTRONICS	Suites 09208, 09212 & 09218
Amazing Micro	Lotus Meeting Room 7	Dwyer Instruments	Suite 21212
AMERICAN BRIGHT OPTOELECTRONICS CORP.	Suite 11218	EAO	Blossom F
American Opto	Display Booth 111	EATON/SOURIAU USA	Suite 16208
AMETHERM, INC.	Suite 18212	ebm-papst Inc.	Suite 28208
Amphenol Corporation	Suites 06208, 06212, 06218 & 06207	eBom.com	Display Booth 114
ams OSRAM	Suite 33218	EDAC INC.	Suite 17208
ANDERSON POWER PRODUCTS	Suite 27212	EETech Media & Marketing	Suite 21208
Arrow Digital	Suite 11208	ELECTRONIC COMPONENTS INDUSTRY ASSOCIATION (ECIA)	Booth 100
ARROW ELECTRONICS INC	Lotus Meeting Room 4, Suite 11212	ELECTRONIC HARDWARE CORPORATION	Suite 15208
Astrodyne	Rose Meeting Room 2 (Tues)	Electronic Sourcing	Display Booth 113
Atek	Basecamp A3	Electronic Specifier	Display Booth 109
AVNET	Blossom C, Jasmine A	ELECTRONICS REPRESENTATIVES ASSOCIATION (ERA)	Booth 101
Axiom	Suite 33206	Electroswitch	Basecamp A2
BEL FUSE	Jasmine B	Elytone	Display Booth 118
Bernier Connect	Display Booth 123	Empowering Systems	Display Booth 105
bisco industries	Suite 31208	Endeavor Business Media - Supply Chain Connect	Suite 18207
Bivar, Inc.	Suite 29212	EPSON AMERICA, INC.	Suite 30212
BOURNS INC.	Blossom D	E-T-A	Rose Meeting Room 2 (Wed)
Boyd Corporation	Suite 16206	EVERLIGHT AMERICAS INC.	Suite 31212
Brady Corporation	Suite 18206	EVERSTAR	Display Booth 107
Bright Toward	Display Booth 122	Exponential Technology Group	Suite 29208
Brightek	Display Booth 124	FAIR-RITE PRODUCTS CORP	Suite 07206
BUDDE	Display Booth 104	FDH Electronics	Suite 27218
BULGIN (ELEKTRON TECHNOLOGY)	Suite 25218	FIBOX ENCLOSURES	Suite 26207
Carlisle Interconnect Technologies	Suite 25207	Flip Electronics	Suite 33212
CCPIT ELECT (EUMAX)	Euro Suite 201	Flytronics Europe B.V.	Euro Suite 206
CENTRAL SEMICONDUCTOR CORP.	Suite 10208	Glenair, Inc.	Suite 33208
CHINASOUND	Euro Suite 209	GLOBALSPEC	Suite 27206
Chogori	Euro Suite 204	GPI	Basecamp A1
CINCON	Euro Suite 202	GRAYHILL, INC.	Blossom A, Suites 34208 & 34212
CIT RELAY & SWITCH	Suites 20208 & 20212	GREENCONN	Display Booth 116
CML Microcircuits	Suite 18218	HALO ELECTRONICS, INC.	Suite 07207
CODACA	Display Booth 117	HAMMOND	Lotus Meeting Room 9
Coherent	Blossom E (Wed PM)	HARWIN, INC.	Suite 08208
Comchip	Rose Meeting Room 7 (Tues PM), Euro Suite 208	HellermannTyton	Suite 08207
COPARTNER	Display Booth 106	HIROSE ELECTRIC AMERICAS	Orchid D (Thurs AM), Suite 10218
CROUZET NORTH AMERICA, INC.	Suite 28207	HJC Electronic (HK) Limited	Euro Suite 207
CTS ELECTRONIC COMPONENTS	Suite 28218	Huizhou Click	Euro Suite 205
CURTIS INDUSTRIES	Suite 27208	INFINEON	Blossom I
CviLux	Euro Suite 203	InvenSense, a TDK Group	Suite 19212
Degson	Lotus Meeting Room 8	Italtronic	Euro Suite 215

Company:	Space Location at EDS
ITT CANNON	Lotus A, Lotus Meeting Room 1
ITW ELECTRONIC COMPONENT SOLUTIONS	Suite 10207
Jaro Thermal	Display Booth 126
JINGQI TECH	Euro Suite 210
Keystone Electronics	Conf Unit B - 401
Kingbright America LLC	Blossom E (Mon PM), Suite 17218
KNIGHT ELECTRONICS/ORION FANS	Suites 07208 & 07212
KNOWELS/CORNELL DUB.	Orchid B
KOA SPEER ELECTRONICS	Suite 12208
KYOCERA AVX	Jasmine D
LEMO USA	Suite 19208
LITTELFUSE	Lotus Meeting Rooms 2 & 3
Lumberg	Euro Suite 213
Malico	Display Booth 119
MARATHON SPECIAL PRODUCTS	Suite 26218
Master Electronics	Jasmine E
MAX ECHO	Display Booth 108
Mechatronics	Orchid D (Wed)
MELEXIS	Suites 24206 & 24207
MERITEK ELECTRONICS CORP	Suite 18208
Mersen	Suite 07218
METZ CONNECT	Suite 23207
MICRO COMMERCIAL COMPONENTS	Suite 24218
Model N	Suite 25208
MOLEX	Jasmine F
MOUSER ELECTRONICS	Suites 14206, 14207 & 14208
MRC	Display Booth 110
MURATA ELECTRONICS N.A. INC.	Suite 16207
Nanjing Shiheng Electronics.LTD.	Euro Suite 212
netCOMPONENTS	Suite 22218
NEUTRIK USA, INC.	Suite 26206
Nexperia	Suite 28206
NIC COMPONENTS CORP.	Suite 20206
NICHICON (AMERICA) CORPORATION	Suite 25212
NINGBO KEPO ELECTRONICS CO.,LTD	Euro Suite 211
Nisshinbo Micro Devices Americas, Inc.	Suite 21206
NKK Switches	Suite 20218
NMB	Suite 29207
NorComp	Suite 22206
Octopart	Suite 16212
OKAYA ELECTRIC AMERICA	Suite 24208
OmniOn	Suite 21218
OMRON	Lotus Meeting Room 6
OTTO	Blossom B
OUPHIN	Suite 12207
PANASONIC	Lotus B & C
PANDUIT CORP.	Suite 10212

Company:	Space Location at EDS
Panjit International Inc.	Suite 26208
PARA LIGHT CORP USA	Basecamp A4
PHX CONTACT	Rose Meeting Room 5
PUI AUDIO (Div of Projects Unlimited)	Suite 35206
Quell Corporation	Suite 15218
RAFI USA, Inc.	Suite 23208
ROHM SEMICONDUCTOR	Suite 24212
SAMSUNG ELECTRO-MECHANICS AMERICA, INC.	Suite 11206
Samtec	Suite 23218
Samwha	Conf Unit B - 402
Sanyo Denki	Blossom Meeting Room 2
SCHURTER, INC.	Suite 14212
SENSIRION - the sensor company	Suite 22207
SiliconExpert	Rose Meeting Room 2 (Mon PM), Suite 23206
Snap Magic	Display Booth 121
Song Chuan Precision Americas	Suite 21207
SPARK	Orchid A
SPECTRUM CONTROL	Orchid C
SunLED Company, LLC	Orchid D (Tues AM), Suite 12218
SUNON INC.	Suite 10206
SUNS INTERNATIONAL, LLC	Suite 17207
SUPPLYFRAME	Suites 15206 & 15207
Switchcraft	Orchid D (Tues PM), Suite 35212
TAIWAN SEMICONDUCTOR CO	Suite 12212
Taiyo Yuden (USA), Inc.	Suite 20207
TDK	Rose Meeting Room 4
TDK LAMBDA AMERICAS INC.	Suite 19218
TRUMETER	Basecamp A5
TrustedParts	Display Booth 112
TT Electronics	Suite 26212
TTI	Orchid Meeting Rooms 1 & 2
Turbo India Interconnect Solutions LLP	Display Booth 125
Ultra Librarian	Display Booth 120
UNITED CHEMI-CON	Suite 25206
VARTA MICROBATTERY INC.	Suite 17206
VIKING TECH	Display Booth 115
VISHAY	Rose Meeting Room 6
Waldom	Lotus Meeting Room 5 Rose Meeting Room 7 (Mon PM & Thurs)
WEIDMULLER, Inc.	Suite 23212
Win-Source	Conf Unit A - 302, Euro Suite 214
Wizzer AI	Display Booth 127
WORLD PRODUCTS, INC.	Suite 22208
YAGEO	Blossom Meeting Room 3
Zephyr Technologies	Suite 22212

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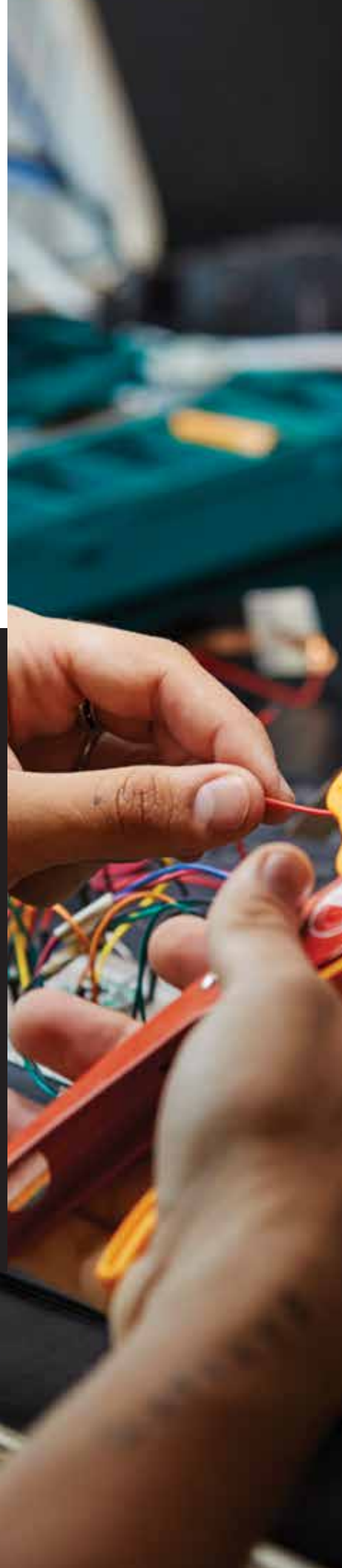
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