

2023 ECIA Annual Report



Where the Electronics Supply Chain Comes Together

www.ecianow.org

Table of Contents

Letter From the CEO	2
Best Practices, Guidelines and Policies	3
ECIA Website Design	4
PACE Phase II Released	5
New Industry Recruiting Committee	6
EDS Enhancements	7
Executive Conference Updates	8-9
Intelligence Delivered With Stats and Insights	10
Supporting the Authorized Channel	11
ECIA Technical Standards	12
ECIA Advocacy	13
ECIA Member Webinars	14
ECIA Member Engagement Wins	15
What's Next For 2024?	16

Letter From the CEO

Thank you for being a valued member of ECIA! Together, we had a successful and productive 2023.

Our member companies, ECIA staff, our Board of Directors, Councils and Committees have continued the important work of the association “*to improve the business environment for the authorized sale of electronic components.*”

For 2024, we encourage you to get your teams involved – have them visit the ECIA website, [create a profile](#), participate on a committee or webinar, and access [PACE](#) or the [on-demand content available](#). We firmly believe that by working together, our members can solve some of the most difficult problems facing our industry.

Thank you for your membership and for a great 2023. The following pages highlight just a few of the many things we accomplished together in 2023.

David Loftus
President and CEO
ECIA



Best Practices, Guidelines and Policies

The [Global Industry Practices Committee](#) (GIPC) provides a forum to discuss processes in the authorized channel that drive best practices within our industry. The GIPC members on this committee work to identify common global problems and issues, formally organize with Subject Matter Experts to research the issues, provide guidance and areas for consideration, and then help drive adoption with the ECIA Board of Directors and Councils. This activity results in the construction of guidelines, specifications, position papers and best practice documents for the electronic components authorized channel.

GIPC 2023 Accomplishments

- TSCA Data Collection Tool
- Cybersecurity Guidance Documents
- 2D Barcode Review
- AS6496A 5-Year Review
- Date Code Restrictions Document
- Workplace Disruption Group meetings



ECIA Website Redesign

When you visit ecianow.org, you'll find it's easier to navigate! Locating stats and reports as well as best practices and other documents will now be a much simpler process. Take a look for yourself!

For more information, please review the Member Benefits Webinar: Website, Training and More - [Recording](#); [Presentation Deck](#).

The image displays a screenshot of the ECIA website redesign, highlighting key navigation and content elements. A yellow arrow points to the 'Stats & Insights' menu item in the top navigation bar. Below this, a 'Most Recently Published' section lists various topics: Business Operations, Environmental Compliance, International Trade Compliance, IT Security/Privacy Standards, Logistics Services, and Quality. A 'HELLO' message from Mr. Donald E. Elario, President of the Electronic Components Industry Association, is featured. A 'Quick Links' section includes links to 'Join ECIA', '2023 Executive Conference', 'PACE Training', and 'Members Only'. A 'Member Logout' button and a search bar are also visible.

The bottom section of the image shows a detailed view of the 'Semiconductors' category. It includes a 'PACE YOURSELF AND BEGIN' section with a 'PACE' logo and a 'Where the Electronics Supply Chain Comes To' section. The 'Semiconductors' section is divided into three columns: 'ECIA Member', 'Public', and 'Participant'. The 'ECIA Member' column lists links for 'Global Semiconductor Trade Statistics' and 'Semiconductor & Passive Trend Comparisons Exec Summary'. The 'Public' column lists links for 'TPC Semiconductor Market Survey' and 'Semiconductor & Passive Trend Comparisons'. The 'Participant' column lists links for 'WSTS Bluebook Data by Product Category', 'Discrete Semiconductor Americas DTAM', and 'Semiconductor & Passive Trend Comparisons'. A 'Member' section at the bottom right highlights 'Global Semiconductor Trade Statistics' with a 'World Semiconductor Dollar Consumption' table, available in PDF or Excel format.

Connect. Influence. Optimize.

PACE Phase II Released

PACE – Paul Andrews Continuing Education is a training program exclusively for ECIA member companies to offer employees courses explaining key concepts about the industry. Phase I of PACE officially launched in May of 2022. Phase II on Industry Acumen was released in June of 2023 and Phase III is coming soon!

PACE now celebrates more than 1,200 learners actively participating in the training. To access PACE, ECIA members with profiles on the ECIA website must log in to gain access to the courses. For others, create a profile on the ECIA website first, then access. For more information, please visit www.ecianow.org/PACE.



NEW! Industry Recruiting Committee

In the second quarter of 2023, a NEW committee was formed out of a project that came out of the joint council meetings in March. This committee went right to work on valuable research for our members on what qualities new talent finds attractive in our industry.

TWO focus groups were conducted with 25 participants (less than 5 years in the industry). The committee then formed a white paper with insights on how to retain employees and how to keep talent motivated. Members can log in to find this research on the [ECIA website](#).



EDS Enhancements

EDS 2023 celebrated another successful return to the Mirage! EDS is a leadership summit and an important gathering of the movers, shakers, and brightest minds that electronic component manufacturers, distributors and representatives have to offer.

This year, there were over 2,500 attendees with more than 400 participating companies. Meeting rooms sold out and suites and the Connections Café both increased space occupation.



Executive Conference Achievements

The 2023 Executive Conference marked substantial progress and growth this year! With a theme of “Making Waves: The Power of You,” the committees were sure to secure exceptional speakers and content.

The event was once again sold out with record breaking sponsorships. And NEW this year, the core committee added two subcommittees – speaker vetting and sponsorship subcommittees.

Many thanks to our planning committees for their hard work and creative ideas as they put together this highly anticipated industry event.

Committee Members:

Tobi Cornell (Chair), Kruvand Associates; Ken Bello (Co-Chair), Schaffner; Juliet Fajardo, TDK; Bob Garcia, Ferrari Technical Sales; Nicole Ladouceur, ROHM Semiconductor; Sam Read, Cornell Dubilier Electronics; Heather Fulara, DigiKey Electronics; Maryellen Stack, Sager Electronics; Robert Derringer, Crouzet

Speaker Vetting Subcommittee Members:

Robert Derringer (Chair) Crouzet; Maryellen Stack (Co-Chair), Sager Electronics; Pam Berigan, Sager Electronics; Regina Denbow, Mouser Electronics; David Gannon, Murata Electronics; Joel Zaens, TDK Electronics

Sponsorship Subcommittee Members:

Bob Garcia (Co-Chair), Ferrari Technical Sales; Sam Read (Co-Chair), Cornell Dubilier Electronics; Doug Gilbey, Waldom Electronics; Tim Kilfoil, JF Kilfoil; John Eckart, FHS; Dave Norris, Norris Associates; Heather Fulara, DigiKey; Greg Pace, Ohmite; Mike Swenson, Mel Foster Group; Rick Rejnert, Waldom Electronics



Executive Conference Continued



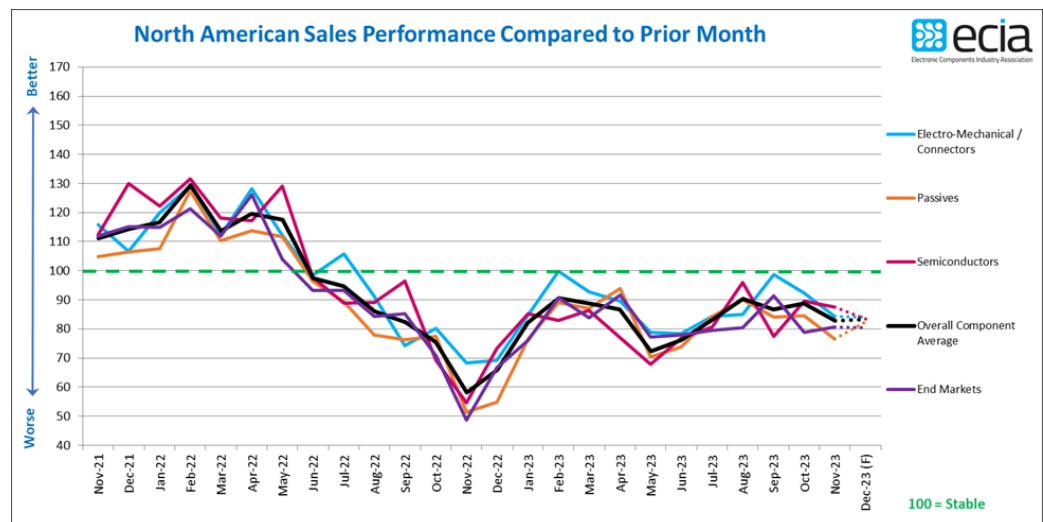
Intelligence Delivered with Stats and Research

ECIA offers 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.

Recent projects include:

- North America Sentiment Surveys
- Americas TAM/DTAM
- Top 50 Authorized Distributor Research (Americas and Worldwide)
- “The Value Delivered by Authorized Channel Partners for Electronic Components” with Texas A&M University - study updated after 20 years. Distribution Value Model and Power BI Calculator included.



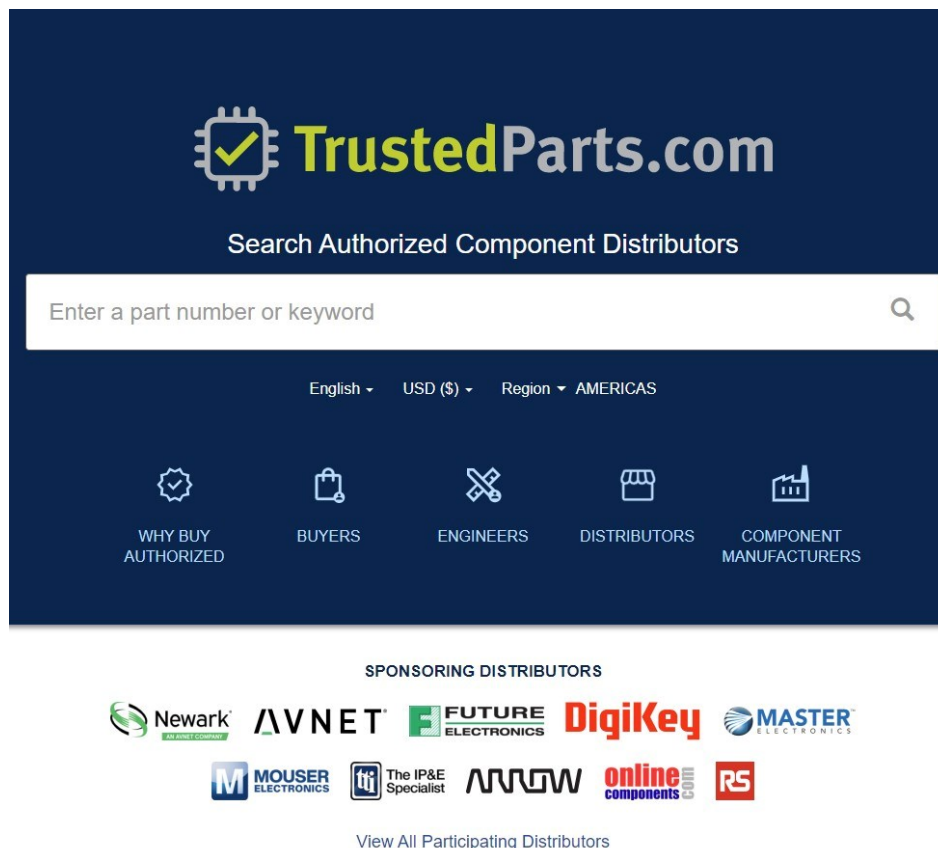
Supporting the Authorized Channel

It was a year of progress for TrustedParts.com!

The site now has updated homepage with new features including:

- Search by part number or product category
- Design and supply chain risk analysis data
- Automated alerts to notify users
- Lead Time Tool – delivers access to data for 161 component categories and sub-categories
- Provides both monthly and weekly resolution

TrustedParts.com was created as a free service to purchasing professionals, design engineers and anyone in need of electronic components price and availability information from franchised distributors. Membership in ECIA is not required to participate on the site. Check it out.



ECIA Technical Standards Highlights

ECIA, through its EIA Standards Committee (ESC), provides a unique forum for the discussion of technical issues and development of industry standards that drive the manufacture, application and use of electronic component products and systems on a global basis. These voluntary industry standards carry the “EIA Standards” trademark and are developed in accordance with, and accredited by, the American National Standards Institute (ANSI).

In addition, EIA Standards Committees have the flexibility to produce guidelines, handbooks and other documents to address industry issues when the formal standards process is not required. EIA Technical Standards can be purchased at the ECIA Store.

EIA Standards 2023 Accomplishments included maintaining over 200 American National Standards for passive components and related technologies with 32 domestic projects in progress. EIA Standards are also currently involved in 226 International Standards Projects.



ECIA Advocacy

ECIA collaborates with key organizations as an industry champion dedicated to safeguarding North American Electronics.

ECIA has worked with the National Association of Manufacturers (NAM) and the Manufacturers for Sensible Regulations (MFSR) Coalition to actively promote the interests of the electronic components industry.

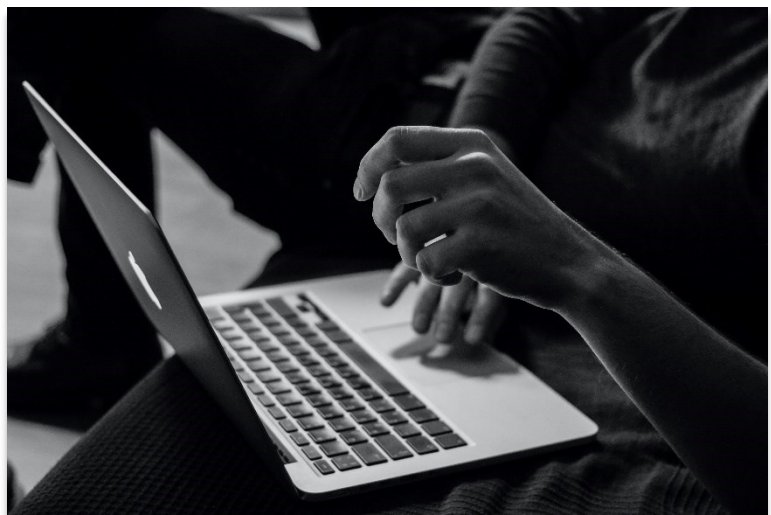
ECIA also maintained close relationships with governmental institutions. ECIA has hosted members of the FBI, US Department of Commerce – Bureau of Industry and Security and the US Department of Homeland Security to address members at various events.



ECIA Member Webinars

ECIA hosted a variety of educational webinars on various topics affecting the industry in 2023. Hot topics included: ChatGPT, Midjourney and Generative AI: How the Components Industry Can Supplement its Sales and Marketing Tactics; Preventing Shipments to Russia and Other Bad Actors; Recruiting Best Practices with LinkedIn; Macro Economics and more.

Listen to past webinars [here](#).



ECIA Member Engagement Wins

ECIA members are dedicated to serving in various councils and industry activities. In fact, 70% of ECIA Members are highly engaged in the Association. Congratulations to the [2023 Booster Club inductees!](#)

[ECIA congratulates these 27 member companies on their high engagement and loyalty to ECIA and the industry.](#)

These members have shown exceptional engagement levels for 2023! ECIA measures member engagement with various criteria that we score on a Member Engagement Scorecard.



What's Next For 2024?

As we move into 2024, we have some critical goals including:

- Improve intra/extra council communication
- Industry Recruiting Committee – Videos and collateral
- Finalize and publish Texas A&M Study on Value of Authorized Channel & Reps
- PACE Phase III
- Foundation project with FIRST Robotics – beat 2023 fundraising
- GIPC - Cybersecurity developments, new International Trade Compliance Work Group
- TrustedParts continued upgrades
- EDS innovations
- Executive Conference 2024 – ***Continued improvements and increased sponsorship***

ECIA harnesses the expertise and skills of diverse industry leaders and professionals across the entire spectrum of the electronics components industry. ECIA facilitates both individual connections and collaborative efforts on an industry-wide scale. ECIA stands as a crucial focal point for enhancement and advancement in the industry. We are looking forward to the big strides we'll make together in 2024.

Thank you for being a valued ECIA member.

