

If it was this easy to spot **bad parts** it might be safe to buy from an **unauthorized source.**



Unfortunately it's not. Even parts that look good may be bad inside. But when you buy from a Supplier Authorized Distributor, you don't have to worry about component quality.



To get the genuine parts you specified, handled and delivered with care, and fully warranted by the best manufacturers in the business, look for the Supplier Authorized Distributor logo.

afdec



International Distribution of Electronics Association

www.ideaelectronics.com



International Distribution of Electronics Association

Introduction, Progress Update, Future Aims
Paris - December '14

Introduction by:

Adam Fletcher - Chairman



International Distribution of Electronics Association

www.ideaelectronics.com

IDEA Members...



International Distribution of Electronics Association

www.ideaelectronics.com

Introduction...

- Founded in 1987, Geneva Based, Charitable Status...
- Founders: Gary Kibblewhite & Silvio Baronchelli...
- Management based in Italy...
- Objectives:
 - Share Best Industry Practice...
 - Encourage Industry Collaboration...
 - Influence Decision Makers....
- Gary retired in 2011, Adam elected Chairman...
- Core Membership in EU and US but expanding...
- **IDEA Distributor Members Revenue in 2013 <\$85Bn...**



Progress Update...

- **New IDEA Website...**



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File Edit View History Bookmarks Tools Help

IDEA Electronics - Internati... Taking a screen capture (pr... +


ideaelectronics.com


Google

IDEA

INTERNATIONAL DISTRIBUTORS OF ELECTRONICS ASSOCIATION

HOME ABOUT MEMBERS ACTIVITIES IDEA NEWSLETTER CALENDAR

 **SUSTAINHUB**
for a responsible value chain



SUSTAIN HUB FOR A RESPONSIVE SUPPLY CHAIN

IDEA Electronics supports the SustainHub project that aims at increasing sustainability in the value chain with the user-friendly and customer-oriented Sustainability Data Exchange Hub

NEWS IDEA



International Distribution of Electronics Association

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Progress Update...

- New IDEA Website...
- **IDEA News...**





November 2014

4 - Q3 2014 Billings up 4.6% on same quarter last year

7 - New global accounting standard

8 - LED: the best performing product line, proves that the SSL industry in Italy is growing rapidly

9 - CEDA 2015 Updates

10 - Conflict minerals: a simmering problem for the electronics supply chain

9 - Three special areas at Illuminotecnica 2014

12 - South Africa's electronics Trade Association adopts broader mandate!

13 - India invites the Global Industry to "Make in India"

ASSOCIATIONS

- ADEC - South Africa**
Association of Distributors of Electronic Components
- ASPEC - Russia**
Association of Suppliers of Electronic Components
- ASSODEL - Italy**
Associazione Nazionale Fornitori Elettronica
- CEDA - China**
China Electronics Distributor Alliance
- ECANZ - Australia**
Electronic Components Association Australia and New Zealand
- ECIA - United States**
Electronic Components Industry Association
- ECSN - United Kingdom**
Electronic Components Supply Network
- ELCINA - India**
Electronic Industries Association of India
- FBDI - Germany**
Fachverband der Bauelemente Distribution
- FEDELEC - Tunisia**
Tunisian Federation of Electric and Electronic Industries
- SE - Sweden**
The Swedish Electronics Trade Association
- SPDEI - France**
Syndicat Professionnel de la Distribution en Electronique Industrielle

Can IDEA Members Benefit from "Next Shoring"?

Ecsn provides a synopsis of current thinking and suggests that there is already evidence of structural changes in manufacturing technology and its location, much of which will be helpful to our domestic industry, but some that may be a threat...

by Adam Fletcher
Chairman of IDEA and ECSN
www.ecsn-uk.org



HISTORICAL TREND FOR OFF-SHORING...

In the early-90's many western based organisations started to move manufacturing away from their traditional locations towards the developing economies in the East, primarily in an effort to leverage lower labour costs. Taiwan, Singapore and most importantly mainland China emerged as primary off-shore locations for manufacture of electronic products. It took time but many observers came to realise that an over emphasis on the significant cost reduction per manufactured unit rather than total acquisition cost was more of a problem than a solution.

Whilst it was possible to achieve a significantly lower unit cost in China many organisations failed to factor in the cost of quality-control, shipping, inventory profile, training, technology transfer and the 'leakage' of highly valuable Intellectual Property. However the larger organisations that started the off-shoring trend were rapidly followed lemming-like by many mid-sized and smaller organisations.

Some plans succeeded but many companies found the impact on their total acquisition cost to be at best marginal and for some, off-shoring became recognised as a vanity project or even a costly mistake. However, once an organisation had committed to reducing its infrastructure in the US / Europe in favour of Asia, the decision was found to be very hard to reverse.

"Next-shoring is not really about moving manufacturing between continents but adapting and preparing for the changing nature of manufacturing globally"

US - A TREND FOR ON-SHORING...

Since the 1960's US based electronics organisations have adopted a practice referred to as "On-Shoring", where essentially manufacturing remains within the greater American continent but is moved to lower labour cost economies, primarily in **Mexico** and **Brazil**. These countries were thought of as being geographically close especially for Californian based




Progress Update...

- New IDEA Website...
- IDEA News...
- **Harmonized International Statistical Reporting Standard...**



Local Country Statistics...

| UK and Eire Collated AFDEC Statistics | | | | | September '14 | | | | |
|---|----------|----------|-----------|----------|-------------------------|---------------------------|------------|----------------|------------------|
| Values are shown in £000's | | | | | | | | | |
| Companies Reporting = | | | 21 | | | Average Working Days 22.5 | | | |
|  | | | | | 12 mth Rolling Billings | | | | |
| | Bookings | Billings | Inventory | Prior Yr | Current Yr | Avg Daily Sales | Stock Turn | Gross Margin % | Turn Earn Factor |
| Semiconductors & Optoelectronics | | | | | | | | | |
| Small Signal | 1,319 | 1,381 | 5,549 | | | | | | |
| RF / MMIC | 768 | 977 | 2,550 | | | | | | |
| Discrete Other | 1,480 | 1,576 | 7,048 | | | | | | |
| Power FET | 1,684 | 1,792 | 6,446 | | | | | | |
| Power IGBT | 372 | 338 | 1,034 | | | | | | |
| Power Rectifiers | 768 | 829 | 4,496 | | | | | | |
| Power Other | 1,631 | 1,872 | 7,049 | | | | | | |
| (1.04,1.05,1.06,1.07) Power Total | 4,454 | 4,831 | 19,026 | | | | | | |
| Sensors & actuators | 718 | 1,077 | 3,126 | | | | | | |
| LED Lighting (Semiconductor only) | 2,574 | 2,710 | 9,376 | | | | | | |
| OpAmps & Comparators | 2,142 | 2,538 | 6,789 | | | | | | |
| Analogue Interface | 1,564 | 1,883 | 6,569 | | | | | | |
| VREG & VREF | 2,516 | 2,812 | 6,581 | | | | | | |
| Analogue Convertors | 1,601 | 1,739 | 3,316 | | | | | | |
| (1.10,1.11,1.12,1.13) Standard Analogue Total | 7,823 | 8,872 | 23,255 | | | | | | |
| Advanced Analogue | 1,666 | 2,318 | 6,609 | | | | | | |
| (1.14,1.15) Analogue Total | 9,489 | 11,290 | 29,864 | | | | | | |
| Flash Memory | 633 | 728 | 1,097 | | | | | | |
| EPROM | 219 | 228 | 178 | | | | | | |
| EEPROM | 235 | 434 | 1,632 | | | | | | |
| DRAM | 3,537 | 997 | 1,095 | | | | | | |
| SRAM | 662 | 656 | 1,803 | | | | | | |
| Other Memories | 281 | 405 | 676 | | | | | | |
| (1.15,1.16,1.17,1.18,1.19,1.20) Memory Total | 5,567 | 3,448 | 6,481 | | | | | | |
| Microprocessors | 942 | 1,366 | 2,992 | | | | | | |
| 4 & 8 bit MCU's | 2,533 | 2,716 | 10,347 | | | | | | |
| 16 bit MCU's | 1,775 | 1,919 | 1,974 | | | | | | |
| 32 & 64 bit MCU's | 4,328 | 3,506 | 5,477 | | | | | | |
| (1.21,1.22,1.23,1.24) MCU Total | 9,578 | 9,507 | 20,790 | | | | | | |
| DSP's | 1,276 | 1,435 | 2,114 | | | | | | |
| (1MCU,1.25) MOS Micrologic Total | 10,854 | 10,942 | 22,904 | | | | | | |
| Programmable Logic | 4,858 | 5,761 | 5,311 | | | | | | |
| Standard Logic | 694 | 754 | 4,120 | | | | | | |
| Other logic (Bi-Polar, Digital IC's, ASIC, Gate Array, SOC) | 3,210 | 3,771 | 3,794 | | | | | | |
| Semiconductor Total | 45,985 | 48,519 | 119,150 | | | | | | |
| Lasers | 65 | 57 | 28 | | | | | | |
| Couplers | 404 | 442 | 2,095 | | | | | | |
| Fibre Optics | 349 | 251 | 1,184 | | | | | | |
| Other Opto | 708 | 667 | 878 | | | | | | |
| Optoelectronics Total | 1,526 | 1,417 | 4,185 | | | | | | |
| Semiconductor & Optoelectronics Total | 47,510 | 49,936 | 123,335 | 481,032 | 513,188 | 105.6 | 2.2 | 22.7% | 49.2 |
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| % Change in Ave Daily Sales and Sales per Month | | | ADS | SPM | | | | | |
| Last Month | | | 9.0% | 21.9% | | | | | |
| Same month prior year | | | 2.0% | 6.3% | | | | | |
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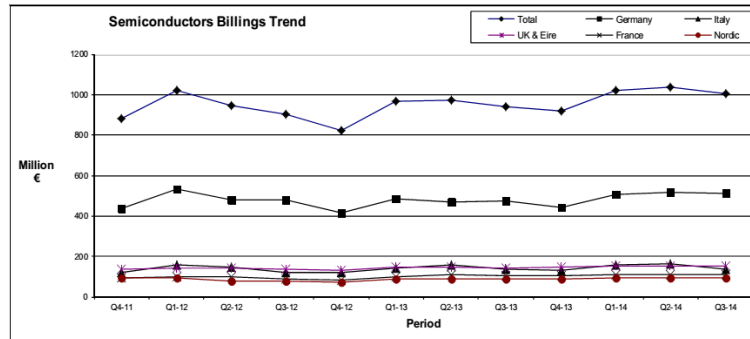
European Statistics...

**Sales of Electronic Components
via Distribution**
A statistical service from IDEA

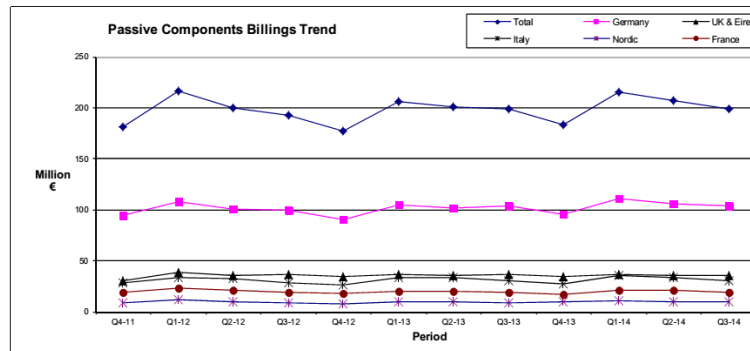
4



International
Distribution of
Electronics
Association



| | Q4-11 | Q1-12 | Q2-12 | Q3-12 | Q4-12 | Q1-13 | Q2-13 | Q3-13 | Q4-13 | Q1-14 | Q2-14 | Q3-14 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 882 | 1023 | 946 | 904 | 824 | 966 | 973 | 942 | 916 | 1022 | 1038 | 1005 |
| Germany | 435 | 531 | 481 | 479 | 417 | 487 | 469 | 472 | 443 | 505 | 517 | 510 |
| Italy | 122 | 156 | 146 | 122 | 123 | 143 | 159 | 136 | 134 | 158 | 163 | 139 |
| UK & Eire | 138 | 142 | 141 | 137 | 131 | 148 | 146 | 141 | 146 | 154 | 152 | 152 |
| France | 92 | 100 | 100 | 88 | 83 | 97 | 110 | 104 | 105 | 111 | 111 | 110 |
| Nordic | 95 | 95 | 78 | 78 | 70 | 90 | 89 | 90 | 89 | 94 | 96 | 95 |



| | Q4-11 | Q1-12 | Q2-12 | Q3-12 | Q4-12 | Q1-13 | Q2-13 | Q3-13 | Q4-13 | Q1-14 | Q2-14 | Q3-14 |
|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Total | 181 | 216 | 200 | 193 | 177 | 206 | 201 | 199 | 184 | 215 | 207 | 198 |
| Germany | 95 | 108 | 101 | 100 | 90 | 105 | 102 | 104 | 96 | 111 | 106 | 104 |
| UK & Eire | 30 | 39 | 36 | 36 | 34 | 37 | 35 | 37 | 34 | 37 | 35 | 35 |
| Italy | 29 | 34 | 32 | 28 | 27 | 34 | 34 | 30 | 27 | 36 | 34 | 30 |
| Nordic | 8 | 12 | 10 | 9 | 8 | 10 | 9 | 9 | 9 | 11 | 10 | 10 |
| France | 19 | 23 | 21 | 19 | 18 | 20 | 20 | 19 | 17 | 21 | 21 | 20 |

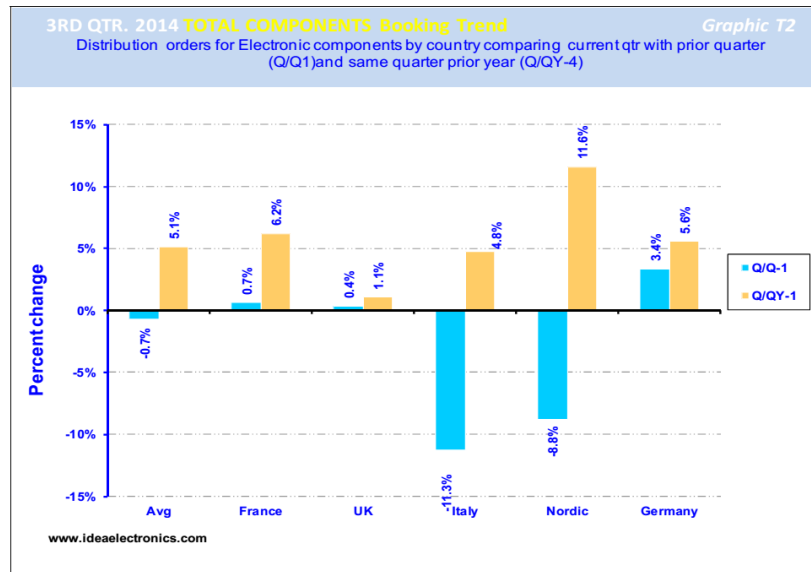
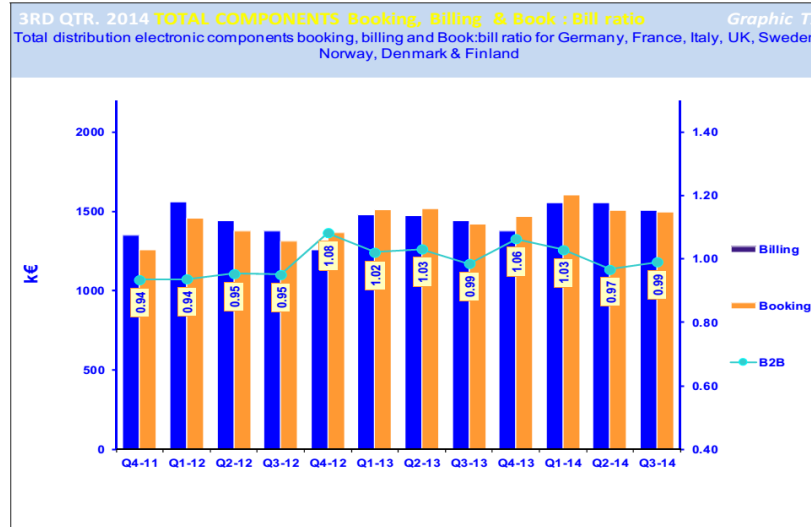
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Fax +39 02 210 111 222
secretaria@ideaelectronics.com
<http://www.ideaelectronics.com>



International Distribution of Electronics Association

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European Statistics – Graphical Pack...



Progress Update...

- New IDEA Website...
- IDEA News...
- Harmonized International Statistical Reporting Standard...
- **Expansion of Geographic Membership:**
 - Russia... ASPEC...




File Edit View History Bookmarks Tools Help

ASPEC - Russia IDEA Electr... Ассоциация Поставщиков...

www.aspecrf.org

English



Новости

Аналитика и публикации

Назначение

История

Устав

Кодекс

Члены


Условия членства

Календарь

Форум

Контакты

Действительный член IDEA



Ассоциация поставщиков электронных компонентов

развитие цивилизованного рынка электронных компонентов в России

Новости

17.11.2014

Квартальное собрание дистрибьюторов электронных компонентов 11 декабря

Приглашаем Вас принять участие в квартальном собрании дистрибьюторов электронных компонентов 11 декабря в Санкт-Петербурге.

В собраниях регулярно принимают участие 15-20 руководителей ведущих дистрибьюторских компаний.

Адрес: БЦ "Нептун", набережная Обводного канала, 93 корп.А. Время: 10.00 - 14.00

Основное обсуждение будет посвящено подведению предварительных итогов года, прогнозам и планам на 2015 год.

Мы продолжим обсуждение изменений рынка под влиянием экспортных ограничений, а также влияние курсовых колебаний.

Предложения и заявки на участие присылайте на электронную почту info@aspecrf.org.

24.10.2014

Совещание по мерам таможенно-тарифного стимулирования производителей электроники.

24 октября 2014 г с 12-00 в здании Минпромторга пройдет совещание по мерам таможенно-тарифного стимулирования производителей электроники.

Адрес: Китайгородский проезд, д. 2, зал № 2054.

[Приглашение на Совещание.](#)

[Запрос предложений по мерам таможенно-тарифного стимулирования производителей электроники.](#)

[Предложения АСПЭК](#)

[Обсуждение темы в сети профессиональных контактов LinkedIn](#)



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Trade in Military Electronics...



Progress Update...

- New IDEA Website...
- IDEA News...
- Harmonized International Statistical Reporting Standard...
- **Expansion of Geographic Membership:**
 - Russia... ASPEC...
 - **India... ELCINA...**



www.elcina.com

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Indian Electronic Industry

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ELCINA News

ELCINA has taken early initiatives for establishing the first two Electronic Manufacturing Clusters in India- the first in NCR (proposed in Bhiwadi, Rajasthan) and the second at Chennai - Andhra Pradesh (55 kms from Chennai on NH 5)

[more...](#)

Fortnightly Newsletter
15th November

ESSCI eSkills Bimonthly



[ELCINA M-SIPS Services to the Industry](#) **new**

[ELCINA Manufacturing Cluster Vision](#) **new**

[National Electronics Policy - 2012](#)

[Bhiwadi \(Rajasthan, Near New Delhi\)](#)

[Ananthapur \(Andhra Pradesh, Near Bengaluru\)](#)

[Coimbatore \(Tamil Nadu, Near Coimbatore city\)](#)

6th ELCINA 2015 Source-India
Electronics Supply Chain
5th February, 2015
Chennai Trade Centre, Chennai, India

About ELCINA

ELCINA was established in 1967 when India's Electronic industry was still in its infancy. Since then, ELCINA has been well known as an interactive forum for electronics and IT manufacturers. ELCINA has always remained committed to the promotion of electronics manufacturing culture in the country focusing on





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CEDA - China IDEA Electro... x CEDA - 电子分销商联盟 x +

www.cedachina.org/public/

Google

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中国电子分销商联盟

China Electronics Distributor Alliance



中国电子分销商联盟西部高层论坛

CEDA West China Executive Meeting
时间/Time: August 26, 2011
地点/Location: 西安/Xi'an



中国电子分销商联盟成立午餐

CEDA Founding Meeting and Luncheon
时间/Time: March 4, 2011
地点/Location: 深圳/Shenzhen

2012年CEDA赞助和支持的活动

2013中国电子分销商领袖峰会成功召开

CEDA Board Member

ID:

Password:

联盟使命 CEDA Mission

整合资源，推广电子元器件分销服务价值；提高知名度和影响力，取得政府，银行和社会的支持；建立行业信息共享；客户信用和员工信用的共享，协助CEDA成员做强做大。

- Integrate all resources and best use all possible resources to promote CEDA and value of franchised distribution service;
- Gain support from government and bank;
- Establish information sharing system among CEDA members especially customer credit and stuff credit;
- Assist CEDA members to win business success.

联盟任务 CEDA Tasks

在政府和电子元器件分销服务之间发挥桥梁纽带作用，把国家给科技服务业、现代物流业和商贸服务的政策资源导入到电子元器件供应链，改善行业增值能力和降低运营成本。组织区域政府与会员见面会，解决海关、保税区和高科技企业认证等实际运作问题。

To bridge government and electronics distribution chain in China; Leverage successful government policies applied in

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 - China... CEDA...
- **Legislation...**



Collaboration on Legislation...

- RoHS...
- WEE...
- REACH...
- EUP...
- CE Marking...
- Conflict Minerals...





Are counterfeit components hiding in plain sight?



You bet your life, and maybe others', too. Faulty, fake components that often pass initial tests are boldly making their way into consumer products, medical products, even military products, threatening lives and livelihoods every day.



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Collaboration Counterfeit Avoidance...

- Sharing of Information
- Conferences...
- Advertising Materials...



How To Avoid Counterfeit Components...



This will not help!!



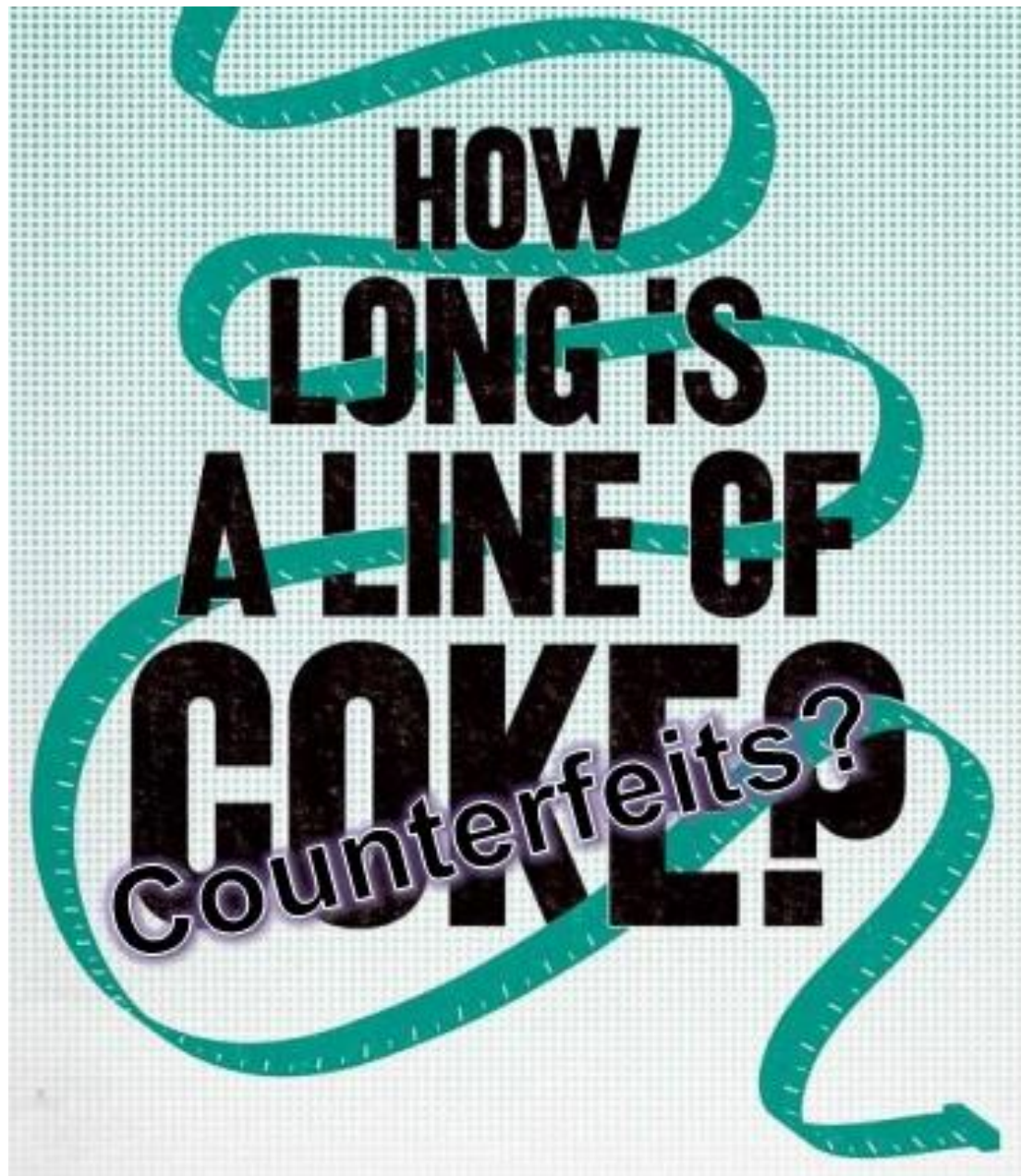
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Counterfeit Avoidance

**KEEP
CALM
AND
JUST SAY
No**







**PROUD
TO BE
COUNTERFEIT FREE**

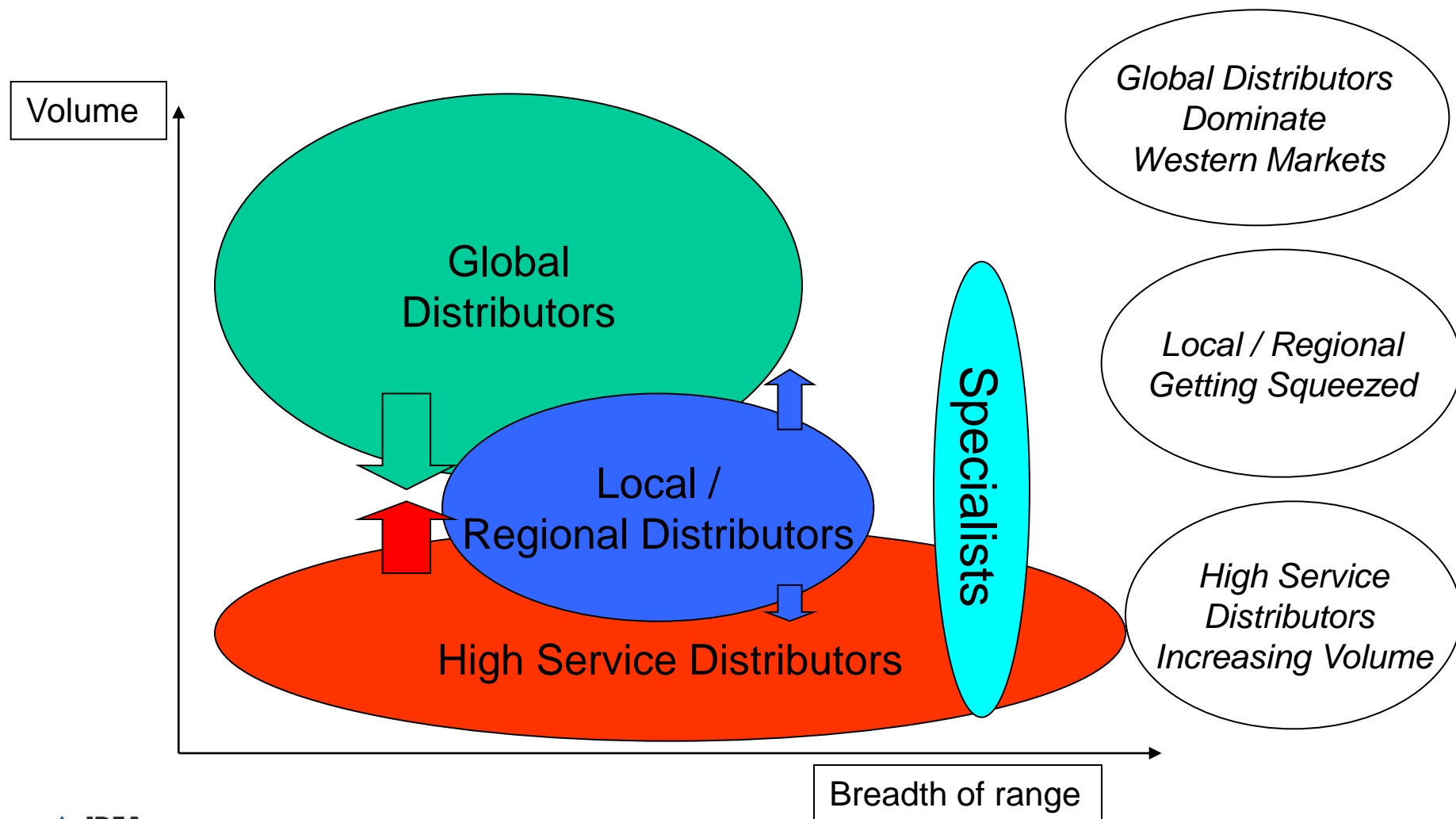


Events / Executive Conferences...

- Forum Electronique – Paris...
- Electronica – Munich...
- ECIA Executive Conference – Chicago...
- EDS – Las Vegas...
- European Executive Conference – Milan / Munich...
- Europartners Seminars – Paris / Milan / London...
- World Electronics Forum – Moscow...



Global Distribution Network...



Global Electronic Components Markets...

- Europe...
 - Strong 1H'14, Weak 2H'14...
 - 2014 – 5% to 6% Growth... 2015F – 4% to 6% Growth...
- Americas...
 - US Remains Buoyant / Brazil Weakening / Mexico Low Growth...
 - 2014 – 4% to 6% Growth... / 2015F - 5% to 7% Growth...
- Japan...
 - Struggling to pull out...
 - 2014 – 1% to 3% Growth... / 2015F 2% to 3% Growth...
- China...(SE Asia)
 - Growth well below expectations...
 - 2014 – 3% to 4% Growth... / 2015F 5% to 7% Growth...



Future Aims...

- More Members... Brazil / Mexico...
- Greater Regionalisation...
- Greater Focus on Political Influence... Legislation...
- Encourage Wider Participation from Member's Member's...
- Add Manufacturers into IDEA Membership...
- Rebrand...



Conclusions...

- A Reasonable First 27 Years...
- Need to “Raise The Bar”...
- Great Leadership Team...
- Secure the Next 30 Years...





If it was this easy to spot **bad parts** it might be safe to buy from an **unauthorized source**.



Unfortunately it's not. Even parts that look good may be bad inside. But when you buy from a Supplier Authorized Distributor, you don't have to worry about component quality.



To get the genuine parts you specified, handled and delivered with care, and fully warranted by the best manufacturers in the business, look for the Supplier Authorized Distributor logo.

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