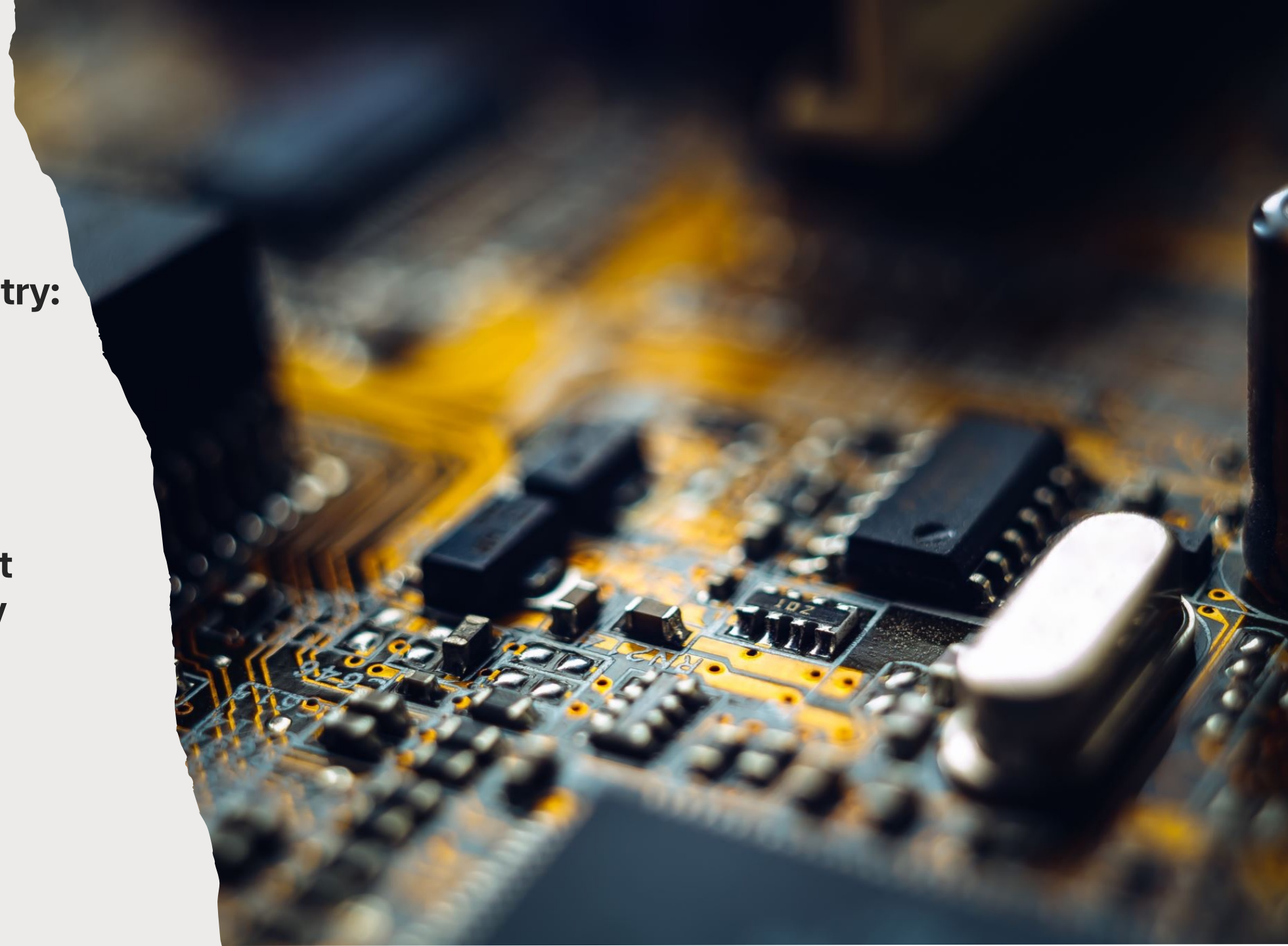
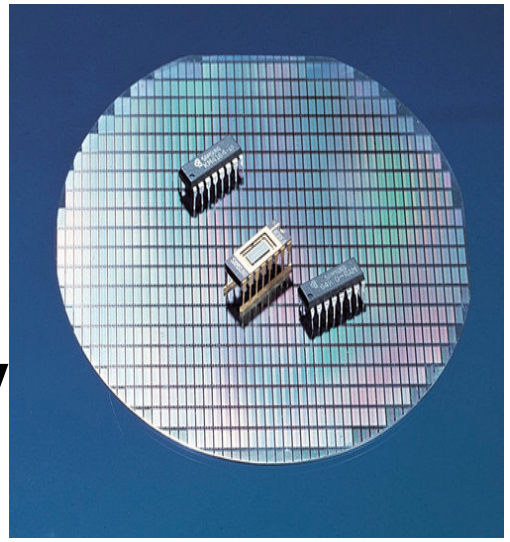
The Electronic Components Industry:

How It Began

How It Works

Why It Offers Great Career Opportunity





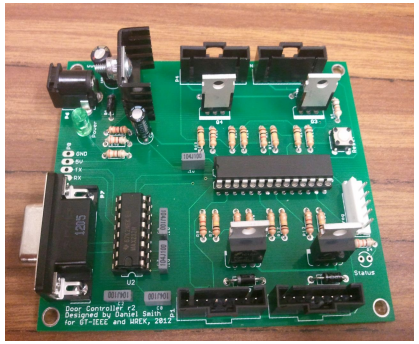
The Electronic Components Industry

How It Began, How It Works, and Opportunities for You!

[Presenter Name]

[Company / Organization]

[Date]



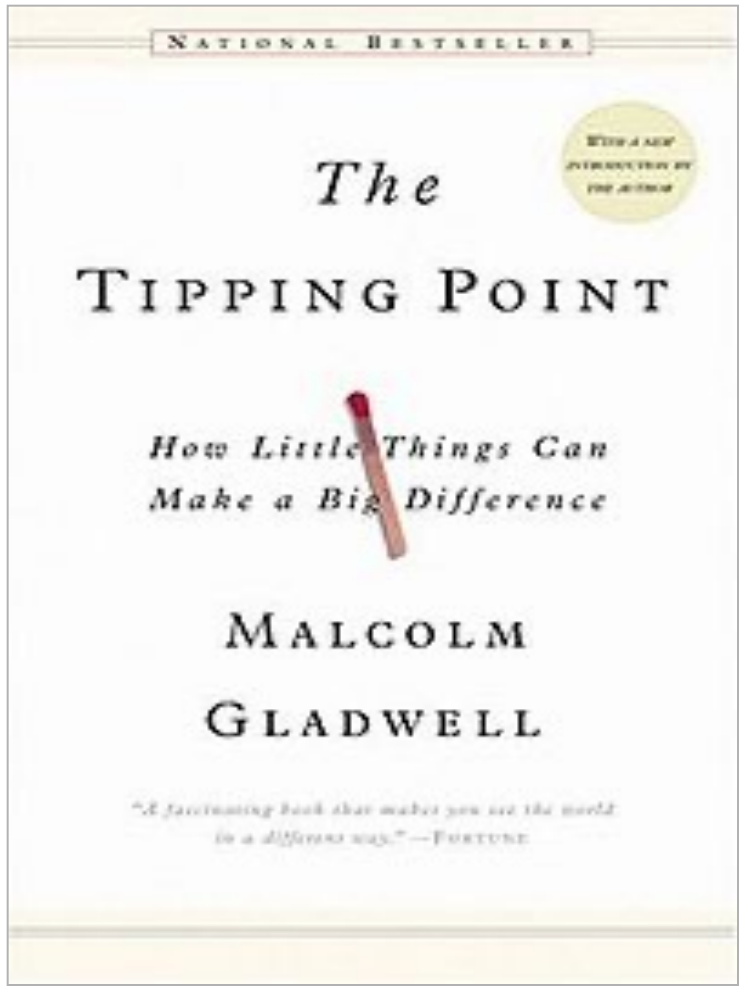
Agenda

What We'll Cover:

- Where the industry started
- How it grew
- What components are
- How products are made
- How products are sold
- Why this is a strong career path

Where It Began:
The Industry's Early Roots

- Modern electronics began taking shape in the mid-1930s
- Home radio helped create broad consumer demand
- Demand created need for:
  - parts
  - distribution
  - sales coverage
  - technical support

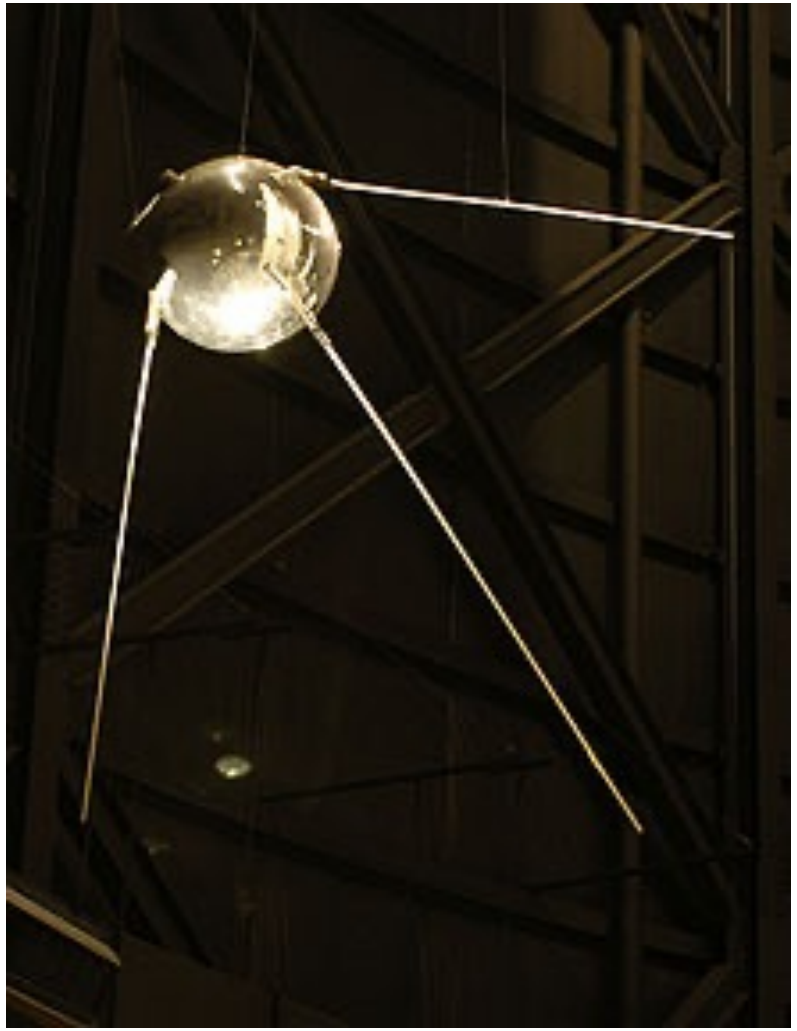


Was there a “tipping point” for electronic components?

If so, what was it?

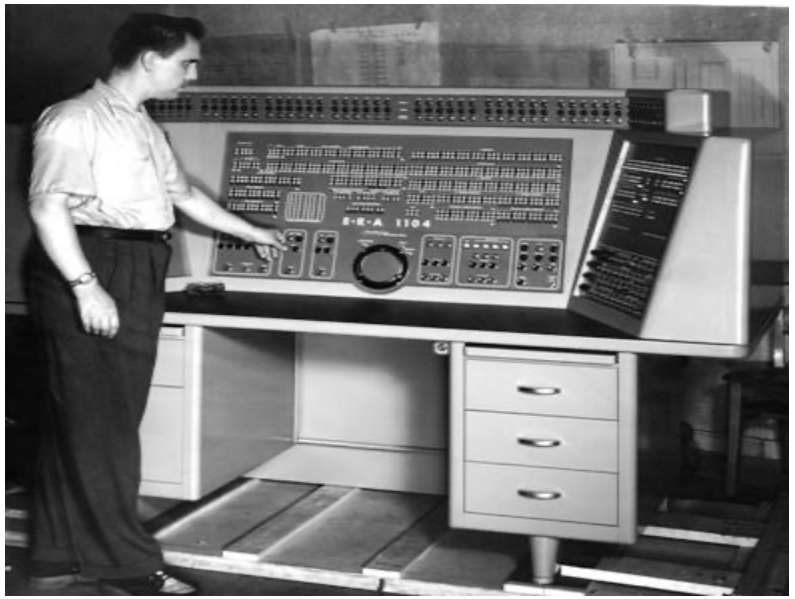
Russia launches

Sputnik on Oct. 4, 1957



How it all started…

- Westinghouse, GE, RCA, Raytheon, Sylvania, Transitron, etc helped build the U.S. space program
- Computers took this technology – birth of DEC, Prime Computer, Wang Labs, EMC, Teradyne, LTX, Foxboro, General Radio, Cabletron…
- When products were designed, bought, manufactured and shipped at ONE location and from one territory



Apollo Moon Landing – July 20, 1969
47 years ago!

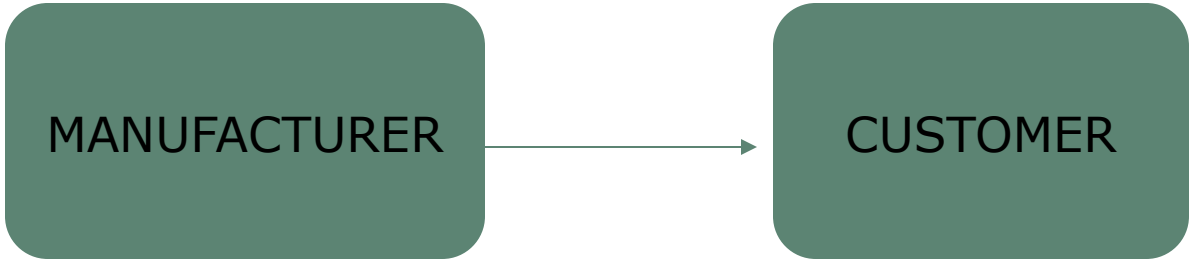
Do you think electronic components had anything to do with this event?

From Radio to a Connected World:

How the Industry Expanded

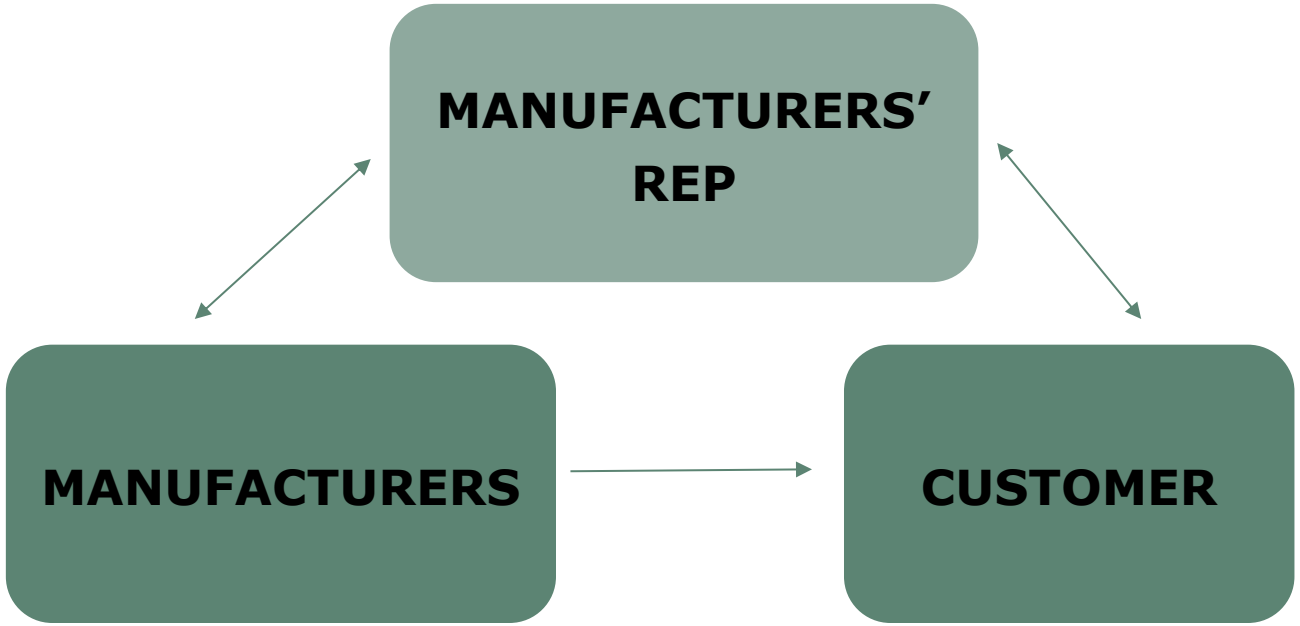
- Radio and early consumer electronics
- Industrial controls and telecom
- Computing and embedded systems
- Mobile devices and networking
- EVs, robotics, AI, medical, IoT

How Selling Began

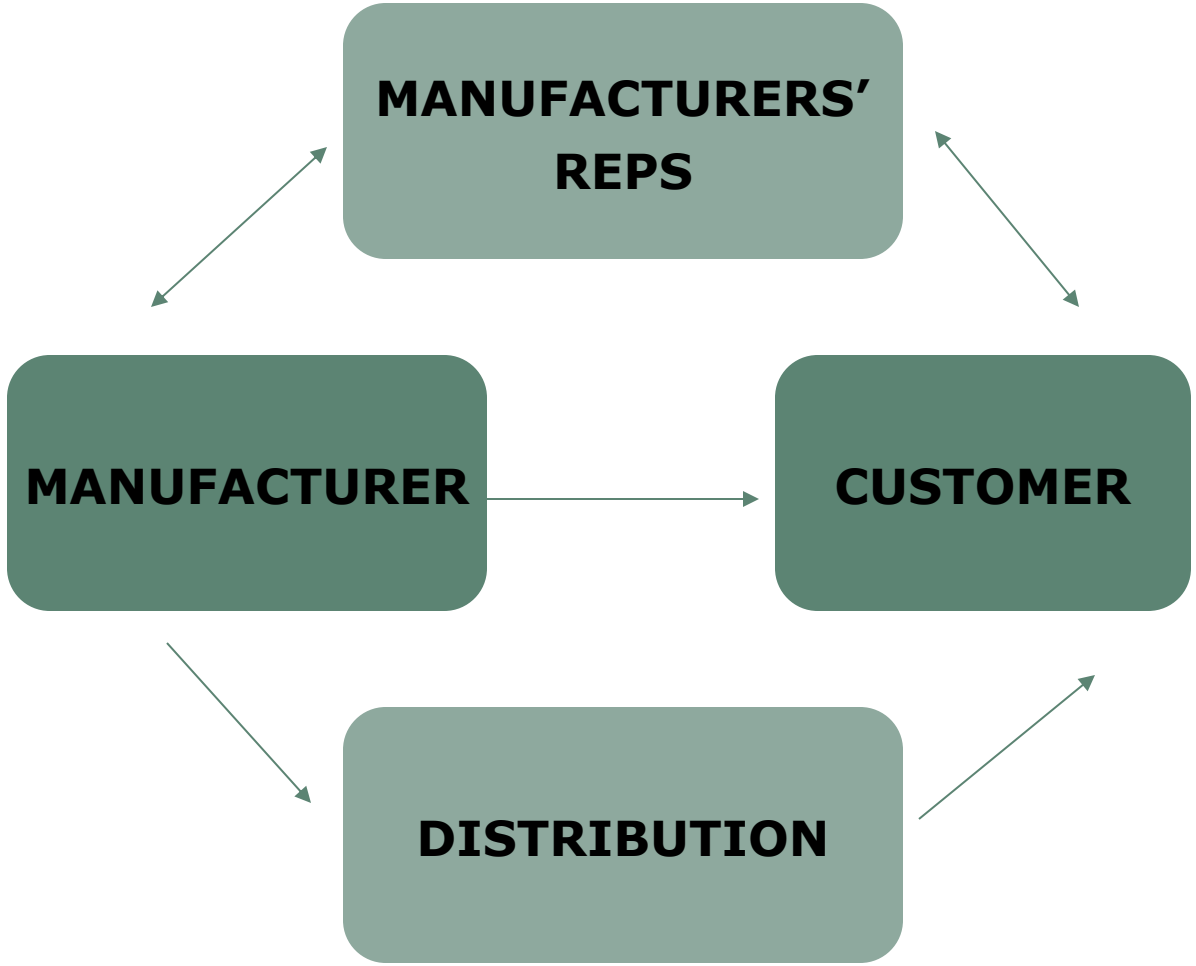


Pretty clean – no confusion – dedicated sales team – all trained

Introduction of Manufacturers' Reps



Then, distribution was introduced… Why?



What Electronic Components Are

The Building Blocks of Electronics

Semiconductors

- ICs
- processors
- sensors

Specialty

- LEDs
- protection
- wireless modules

Passives

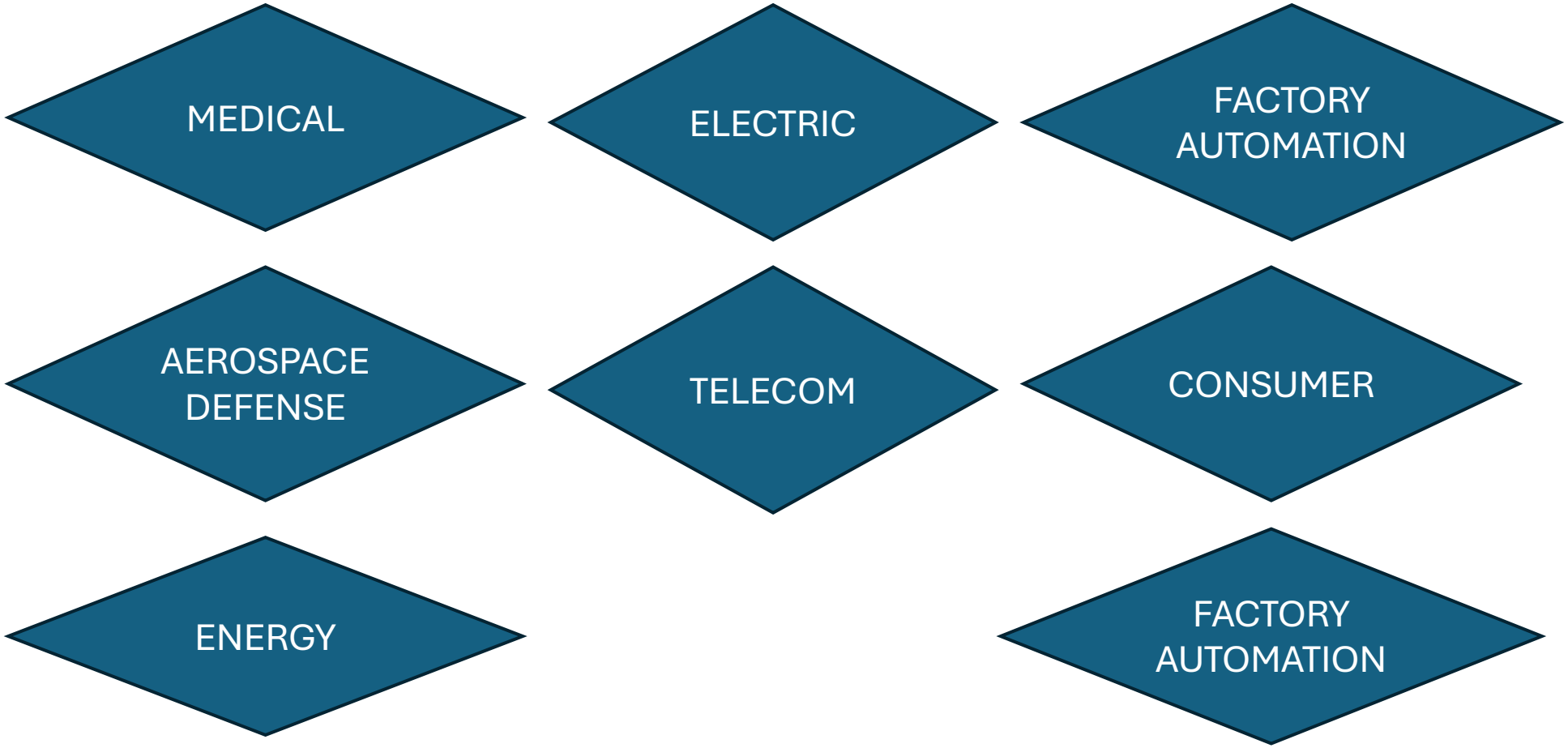
- capacitors
- resistors
- inductors

Electromechanical

- connectors
- switches
- relays

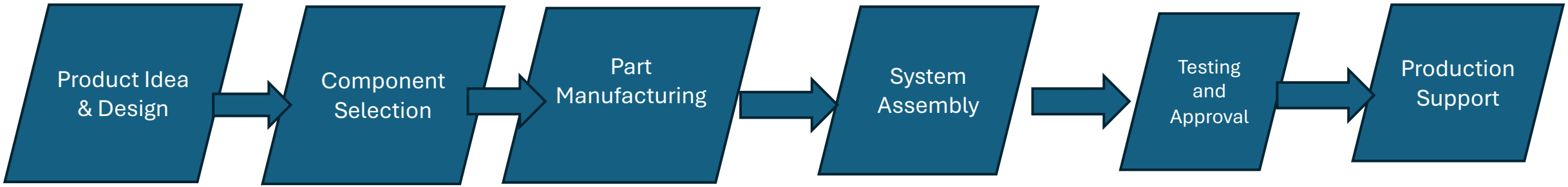
Where Components Show Up

Components Power Nearly Every Major Market



How an Electronic Product Gets Made:

From Concept to Production



How the Business Is Sold

How the Sales Channel Works

Manufacturers build the parts

OEMs design and buy

Reps create local coverage and demand

EMS builds for OEM Customers

Distributors provide inventory and logistics

Why the Rep Model Matters

What the Reps Bring to the Table!

- Local customer relationships
- Faster market access
- Technical and commercial support
- Territory insight
- Design-in support
- Flexible selling model

What the Industry Faces in Today's Reality

- Supply chain swings
- Lead-time pressure
- Forecast volatility
- Pricing pressure
- Technical complexity
- Higher customer expectations
- Need for younger talent

A Strong Career Path:

Why New Graduates Should Choose Electronic Components as a Career

- Technology plus business
- Real products, real impact
- Many entry points
- Strong learning curve
- Relationship-driven work
- Long-term career growth

What Success Looks Like

Traits That Win in This Business

- Curiosity
- Listening
- Follow-through
- Humility
- Persistence
- Technical confidence
- Trust-building

Closing

An Industry Built on Innovation, Relationships, and Opportunity

- **It began with early electronics demand**
- **It grew through technology and market access**
- **It depends on manufacturers, reps, distributors, OEMs, and EMS**
- **It powers modern life**
- **It needs the next generation**

Optional Final Slide

Questions and Discussion

What part of the electronics components industry would you like to explore further?