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July
2025

Under Pressure, But Still Moving:

**APAC Distributors
Soldier On**



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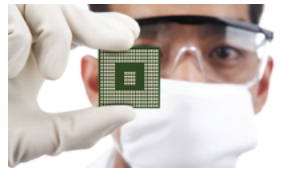
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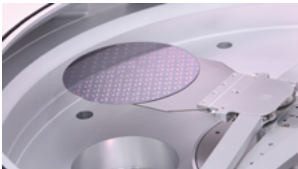
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From Back Office to Boardroom: How Tariffs Transformed Supply Chain Leadership [\(Page 28-29\)](#)

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Under Pressure, But Still Moving: APAC Distributors Soldier On

Survey results and trade data reveal how APAC distributors are adapting to volatility, rising tariffs and shifting global supply strategies.

Like many other industry sectors right now APAC’s electronic component distribution landscape is navigating an environment where supply uncertainty, demand volatility and trade disruption have become the norm. According to the 2025 Top APAC Distributors report, top distributors in the region are also managing allocation issues and long lead times even as some global supply chains show signs of recovery.

Consolidation among suppliers is tightening sourcing options while at the same time customer expectations for speed and availability continue to escalate. Of course, tariffs remain a key wild card in this environment, where policy decisions and agreements seem to fluctuate daily. For example, while Vietnam was once seen as a safe hedge, it’s now facing tariffs of up to 46%. At the other end of the scale, India and Singapore may emerge as relative winners thanks to steady/lower rates and ongoing trade negotiations.

From Headwinds to Opportunity

Based on responses from leading APAC electronic component distributors, the 2025 Top APAC Distributors report uncovered the core challenges currently shaping the business landscape and putting increased pressure on profitability, planning and resilience. Allocation issues and long lead times for components continue to top the list.

And while some global supply chain disruptions are easing, APAC distributors report continuing delays in sourcing critical parts. These constraints are compounded by the ongoing consolidation of suppliers, which is narrowing sourcing options and impacting buyer leverage in numerous product categories.

This year, nearly all survey respondents cited “margin erosion” and “demand changes/forecasting” as their most pressing concerns. As prices remain volatile and customer expectations

rise, distributors are working to balance profitability with accurate demand predictions. The tariff situation is only adding fuel to the fire by straining cross-border operations and increasing landed costs.

Other challenges cited by survey respondents include the growing influx of counterfeit parts, the rise of low-cost “internet distributors” and pressure to address sustainability and security requirements. These issues represent both operational and reputational risks, as companies work to maintain customer trust, ensure product integrity and adapt to emerging regulatory and environmental expectations. Collectively, these challenges underscore the need for greater agility, transparency and long-term strategy in the APAC distribution landscape.

Supply Strains and Demand Swings

On a broader level, the APAC region’s economic and trade backdrop isn’t doing much to ease distributors’ concerns as they move into the second half of the year. For example, *The Guardian* reports that manufacturing activity in China—the region’s largest exporter—contracted for the third straight month in June 2025.

This could be a signal that ongoing trade disruptions and tariff uncertainty are weighing on industrial output. China’s Purchasing Managers’ Index (PMI) fell below the critical 50-point mark, the publication reports, reflecting contraction for the first time since 2023. “Anything below the 50-point mark signifies a contraction,” *The Guardian* says.

At the same time, stock markets across the APAC region are reacting in real-time to all of the uncertainty that’s swirling around right now. While Japan’s Nikkei and South Korea’s KOSPI posted modest gains in late June, India’s Sensex and Nifty both declined as investor sentiment shifted with each new data release and policy signal, *CNBC* reports. In China, the CSI 300 index ticked up slightly, but only after steep losses in April tied to heightened trade tensions and manufacturing slowdown.

New Rules, New Routes

Looking ahead to the rest of the year, *ING THINK* says that while the latest round of U.S. tariffs put renewed pressure on many Asian economies, some countries are well-positioned to turn that disruption into opportunity. For example, India, Singapore and the Philippines were left off the most recent tariff list, it says, and are now “actively pursuing or finalizing trade deals” with the U.S., a move that could give them a competitive edge in the months ahead.

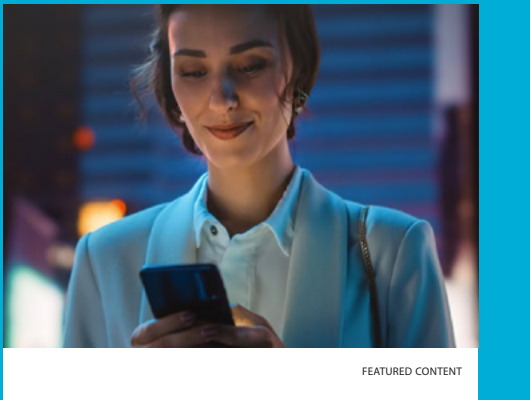
“Singapore, in particular, stands to benefit significantly if the 10% rate is maintained,” *ING* points out. “As one of the most trade-dependent economies in the region, preserving low-tariff access to the U.S. market is critical. Additionally, the U.S. currently runs a trade surplus with Singapore, and Singapore has the lowest reliance on Chinese imports among its regional peers. These factors enhance the likelihood of Singapore securing a concessionary or preferential tariff arrangement going forward.”

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Navigating AI with RingCentral

The meteoric rise of artificial intelligence (AI) is reshaping today’s IT paradigms. No longer relegated to the domain of data scientists, AI now stands at the forefront of human- machine interactions, accessible to both the broader workforce and consumers alike. This paper’s aim is to shed light onto the evolving landscape of AI.

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1 What new market trend are you seeing so far in 2025?

As we enter 2025, electronics manufacturers are doubling down on supply chain resilience. In particular, customers in North America and Europe are increasingly favoring distributors that can offer local responsiveness and flexible delivery. We're also seeing sustained demand growth in segments such as industrial automation, AI inference chips, and new energy automotive electronics—driving concentrated procurement of high-reliability components in these areas.

2 How are geopolitical events, the rising costs of business and the labor shortage impacting your organization?

Geopolitical uncertainty has prompted us to strategically strengthen our multi-regional warehousing and delivery capabilities, with a particular focus on accelerating localized operations in North America and Europe. This helps enhance both the stability and resilience of our overall supply network.

Amid continued fluctuations in global logistics costs, we have worked to optimize transportation channels and coordinate regional resources to help reduce the impact on customer lead times and cost predictability. On the workforce side, we continue to invest in automation systems while promoting hybrid work models and cross-regional collaboration—ensuring steady gains in operational efficiency and service responsiveness.

3 What new ESG (environmental, social, and governance) initiatives or plans have you put in place?

This year, WIN SOURCE has made continued progress in both sustainability and supply chain governance. We have long supported environmental initiatives and recently sponsored the “Trees for the Future” program, with plans to continue backing meaningful environmental efforts in the future.

As part of our efforts to support responsible resource use, our Excess Store platform helps customers efficiently manage surplus inventory—reducing waste and encouraging circularity in the supply chain. On the digital governance front, we offer API solutions that allows customers to connect directly with our database—accessing real-time pricing, inventory availability, and product specifications, and submitting inquiries automatically to streamline procurement.

We also partner with universities to support the development of young engineering talent and promote industry-wide knowledge sharing.

4 What other challenges are you working through and how are you overcoming them?

One ongoing challenge is adapting to evolving procurement behavior. Customers are placing smaller, more frequent orders and expecting faster turnaround, which places higher demands on inventory planning and responsiveness. We're continuously refining our inventory structure and regional resource allocation to improve agility and ensure the availability of critical components.

We've also enhanced our in-house digital platform, WinLink Solution Hub, designed specifically to support engineers and procurement professionals. WinLink provides real-time access to inventory, product data, and pricing updates, enabling users to efficiently build BOMs and address sourcing challenges. For complex projects or specific customer needs, we also offer tailored support to ensure our services align with real-world requirements.

5 What do you see ahead for the rest of the year (any new trends, challenges, opportunities, etc.)?

Looking ahead to the second half of the year, we anticipate continued demand growth in AI server infrastructure and automotive electronics. This is likely to create new supply pressures on high-end components such as high-speed connectors and power management ICs.

At the same time, global trade policy remains uncertain. We're responding by investing further in supply chain flexibility and expanding our local service teams—especially in key customer regions—to accelerate responsiveness and reduce risk.

About WIN SOURCE :

WIN SOURCE is a leading electronic components supplier, offering innovative procurement solutions that ensure rapid access to real-time product insights and seamless support for customers worldwide. With a mission to redefine exceptional customer service, WIN SOURCE combines advanced e-procurement systems with a customer-first approach to eliminate delays and simplify global sourcing challenges.

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Smarter Component Sourcing Starts with the NEXUS™ Solution

WIN SOURCE is more than just an electronic component supplier; it is a vital strategic partner for global enterprises. Through the NEXUS solution, we provide efficient, flexible procurement support, ensuring supply chain stability, resilience, and continuity. Our solutions help clients achieve lower procurement costs and shorter lead times, driving the sustained growth and success of their global businesses.

Visit us online at win-source.net | win-source.group





Top Risks Keeping CPOs Up at Night in 2025

Chief procurement officers battle rising costs, compliance hurdles and supply chain fragility in 2025's uncertain business landscape.

As demand for electronic components increases, the opportunity to develop and sell fake ones is also proliferating. Last year, [Electronic Resellers Association International \(ERAI\)](#) reported a total of 1,055 suspect counterfeit and nonconforming parts—a 25% increase over the previous year and the highest number of parts reported by the organization since 2015.

Shifting trade policy announcements, rising costs and new regulatory compliance requirements are just a few of the main issues impacting companies' operations and performance this year. Chief procurement officers (CPOs) are feeling the pinch and many of them are focusing on a basket of risks that Deloitte uncovers in its [2025 Global Chief Procurement Officer Survey](#).

"The risk landscape continues to evolve and has shifted from supply assurance to profit assurance, as rising costs and inflation are placing increased pressure on margin attainment," Deloitte points out in its report. "However, this data understates the commercial risk present in the current global trade environment, given the shifting tariff policy announcements from the US administration."

Right now, the top risk impact areas identified by CPOs are

- Rising cost/spend pressures
- Regulatory compliance issues
- Supply shortages and constraints
- Intellectual protocol/cyberattacks
- Loss of critical talent

Deloitte says many organizations are also struggling to keep pace with the increasing size, complexity and criticality of third parties within their supply chains—as well as the inherent risks that these third parties create. "The impact of any failure by such third parties, embedded in delivering critical organizational functions such as sourcing," it explains, "also continues to increase amid growing risks and geopolitical uncertainty in the macroeconomic environment."

The survey also found that 74% of CPOs see "maintaining active alternative sources" as the most effective mitigation strategy and 64% want to enable greater visibility into the supply chain. Additionally, 61% of CPOs are focused on enhancing supplier information sharing and collaboration.

Deloitte says CPOs are also worried about cost pressure from suppliers that are either attempting to pass on tariff costs or restricting the supply of unprofitable items due to their similarly increased costs. "Both of these areas can be affected by internal and external policy changes, as well as uncontrollable forces," it adds.

The AI Conversation Gets Louder

Artificial intelligence (AI) and generative AI (Gen AI) are increasingly becoming part of the procurement process, and CPOs are embracing these and other technologies. According to Deloitte:

- Despite low maturity levels, this year's survey respondents are "ambitious" about embracing intelligent automation, while managing both the risks of AI within their organizations and those arising from third-party AI usage.
- The business case for doing so is primarily driven by the need to be more cost-effective while being agile and resilient in their navigation of the ever-changing external environment.
- The data shows that inherent risk determination on a dynamic basis and due diligence activities present the greatest potential for using intelligent automation and AI for efficiency and effectiveness.
- The potential of AI in contract management for proactive risk mitigation should not be overlooked. However, data quality and integration must be prioritized to maximize the effectiveness of AI usage in these areas.

"We believe that sophisticated risk intelligence platforms combining AI, analytics and data visualization to provide real-time insights and actionable recommendations will emerge," Deloitte predicts. It also says that while larger organizations may invest in their own AI-powered platforms and upskilling their teams, smaller organizations "can benefit from more holistic managed service solutions."

Mitigating Tariff Impacts

Looking ahead, Deloitte says the inflationary concerns and geopolitical uncertainty are both pervasive, and that "stagflation is a massive concern right now." And with geopolitical uncertainty intensifying—and the tariff situation fluctuating almost daily—effective risk mitigation strategies have become increasingly important for procurement teams.

"CPOs and other leaders are grappling with the operational effects of these policy measures, implementing strike teams in their organization to understand new legal and customs requirements and change their processes to implement mitigation strategies," Deloitte says. "The daily cost of a wait-and-see approach rapidly outstrips the cost to stand up these teams, leading organizations to rapidly assemble both triage and operational teams to mitigate their tariff exposure in a way that has never before been seen."

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Connector Solutions for the HVAC Industry

Changes in HVAC systems for residential and commercial buildings are influencing the kinds of connectors needed. It is important to understand what is new in the field and how the right combination of connectors can deliver high performance systems.

This e-book visits the HVAC trends shaping the industry and how that momentum links to connector solutions. The factors affecting demand for certain kinds of components might be different today than they were a decade ago, but market demand and customer satisfaction have always been the key drivers for changing connector designs.



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Tariff Pressures Keep Supply Chains on Edge

What the new double-digit tariffs could mean for U.S. supply chains.

Tariff uncertainty continues to pose new challenges for U.S. supply chains, industry sectors and individual businesses. While some of the turmoil seems to have calmed in the last month or so, there are still 30% tariffs on imports from Mexico and the European Union scheduled to take effect Aug. 1. And just last week, [President Trump announced his intention](#) to set tariffs for 150 small countries. This may effectively bump the “additional baseline tariff” rate to 15-20% (up from a current 10%).

Companies are now preparing for potentially higher costs and supply chain disruptions that could ensue, should new or higher tariffs go into effect. The proposed tariffs would impact a wide range of goods, including produce, electronics, medical equipment and alcoholic beverages.

As the trade environment continues to shift, businesses are also working to adjust sourcing, pricing and inventory strategies in real-time. They’re speeding up shipments, stockpiling goods, passing some additional costs onto their customers and generally working to maintain stability. With limited clarity on what the next round of tariffs will look like or how long they’ll remain in place, many supply chain operators remain in a state of flux at this midpoint in the year.

Rising Tariffs, Shifting Strategies

Tariffs clearly remain a moving target and may remain that way for the foreseeable future. Last weekend, for example, the president called for 30% levies on Mexico and the EU. According to [CNN](#), the tariffs are set to take effect Aug. 1, “unless either party inks a trade deal or takes other measures that cause the president to reverse course. If that does not happen, Americans could get stuck paying more for an extensive list of goods.”

Electronics imports are firmly in the crosshairs of the new tariffs on Mexico, the U.S.’s biggest trading partner. “The top foreign source of electronic goods that came into the U.S. last year was Mexico,” CNN reports. “That includes \$49 billion worth of computers, \$20 billion worth of electrical equipment and \$13 billion worth of audio and video equipment.”

Bracing for More Uncertainty

The U.S. Bureau of Labor Statistics’ consumer price index (CPI) of goods and services revealed that annual inflation rose to 2.7% in June, an increase from 2.4% the previous month. Core CPI, which excludes energy and food prices, ticked up

to 2.9%, compared with 2.8% in May. “While sentiment was mixed among analysts on the degree of impact, the consensus was that tariffs were evident in the data,” [Inside Supply Management®](#) reports.

The publication goes on to say that the CPI and producer price index (PPI), though they ticked up in May, had been cooler than expected in recent months. “Markets have hovered near all-time highs as investors continue to bet that the White House’s actions on tariffs won’t match its words,” it adds. Some of the newer tariff announcements that ISM is tracking include:

- A 50% tariff on copper imports, effective Aug. 1.
- A duty of 50% on imports from Brazil, starting Aug. 1.
- A new tariff of 17% on Mexican tomatoes.

“According to The Budget Lab at Yale University,” the publication adds, “the current average effective tariff rate paid by U.S. consumers is 18.7%, the highest since 1933.”

Supply Chains in a Holding Pattern

With the latest round of tariffs set to take effect soon, businesses are watching closely for any last-minute negotiations or policy shifts. In the meantime, they’re also preparing for higher input costs, tighter margins and more pricing pressure across sectors.

And while forecasting the long-term impact remains difficult, some companies may shift sourcing or adopt new financing strategies to manage cash flow, while others may have to pass costs on to customers or cut back in other areas.

Until the trade environment stabilizes, supply chains will likely remain in a holding pattern, with many organizations delaying investment, watching the situation closely and waiting for more clarity before making any big moves.

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Wired to Procure: What Engineers Wish Procurement Teams Knew

Find success through engineering and procurement collaboration.

In this video, technology correspondent Ana Berry discusses how engineering and procurement collaboration is essential for business success.

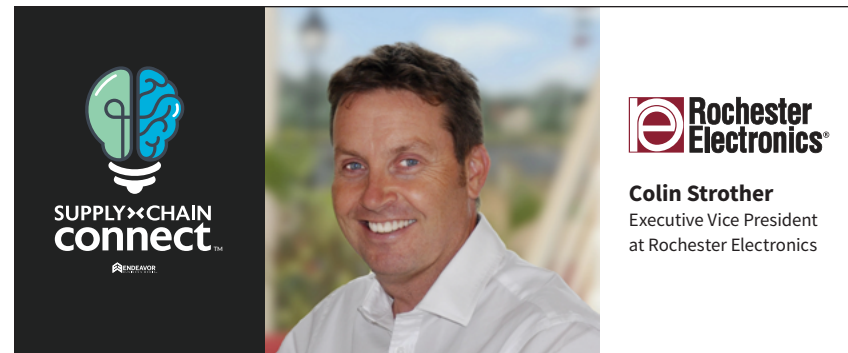


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Supply Chain Connect provides supply chain and purchasing professionals with essential news, information and analysis about the technology and business trends that impact the global supply chain industry.



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The People Behind the Parts: A Look at Modern Distribution

From pandemic-era panic buying to the future of digital transformation, discover how resilient supply chains are navigating today's challenges and why human connections matter more than ever in a world increasingly driven by technology.



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How to Attract, Hire and Retain Top Supply Chain Talent

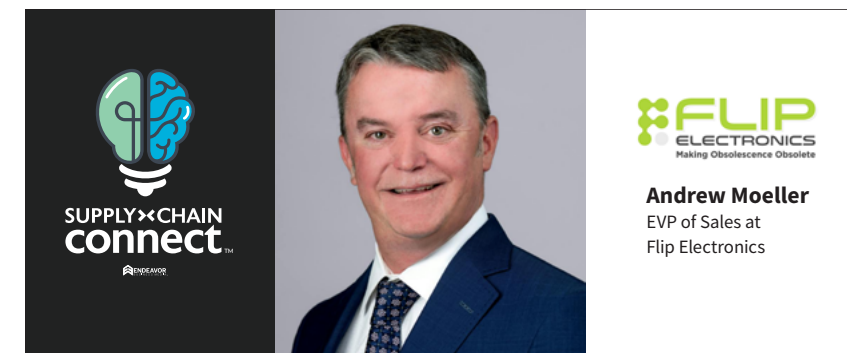
Experts reveal the critical strategies companies need to deploy to attract, hire and retain top supply chain talent.



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Geopolitics and Opportunity: A Deep Dive into Southeast Asian Supply Chains

China, India and Southeast Asia have seen rapid change following COVID and the Trump administration's trade policies when it comes to electronic component manufacturing and distribution. How has the APAC region traversed the tumultuous landscape?

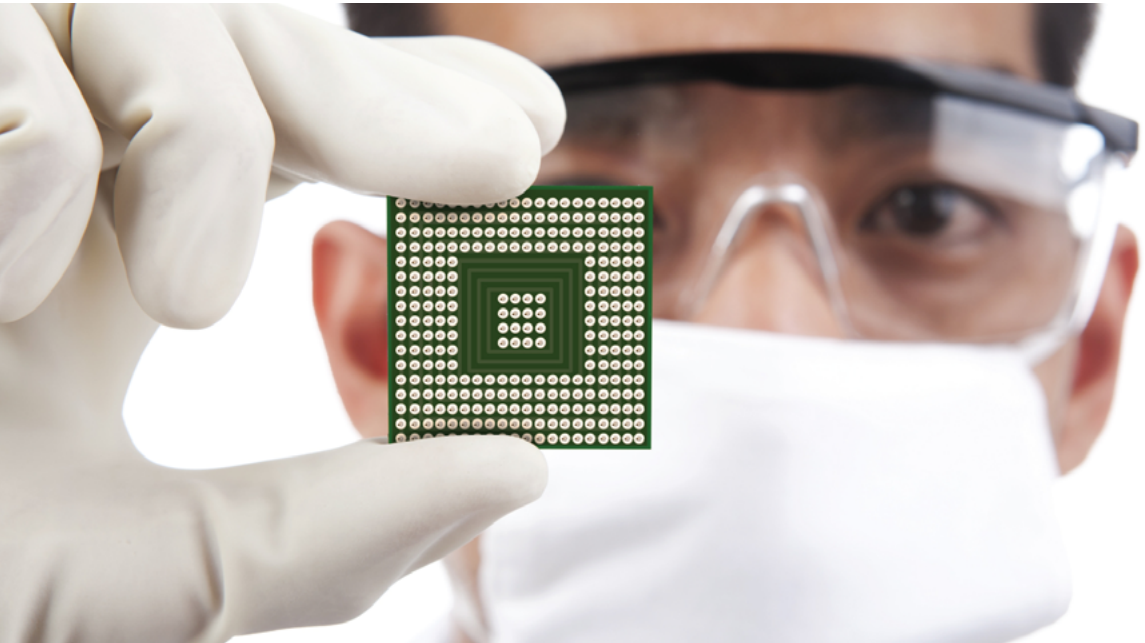


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From Legacy to Emerging Technologies: Navigating the Evolving Electronic Components Industry

How emerging technologies, global challenges and strategic adaptations are reshaping electronic component distribution.

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Don't Get Fooled: How Procurement Can Spot Counterfeit Components

Fake and conforming parts continue to flood the market. Here are four ways procurement teams can stop them.

As demand for electronic components increases, the opportunity to develop and sell fake ones is also proliferating. Last year, [Electronic Resellers Association International \(ERAI\)](#) reported a total of 1,055 suspect counterfeit and nonconforming parts—a 25% increase over the previous year and the highest number of parts reported by the organization since 2015.

“The demand for electronic components is steadily increasing as we advance in the development of new technologies, particularly in areas such as consumer electronics, automotive innovations, and industrial automation,” Suntsu Electronics points out in [Counterfeit Component Detection: A Guide to Visual Inspection](#). “This growth has led to a rise in counterfeit components, infiltrating even secure supply chains and posing significant risks to manufacturers and consumers.”

The double-digit increase in counterfeits is being driven by two factors: an increase in reporting correlating to higher global semiconductor sales from 2023 to 2024 (\$588 billion in 2024 vs. \$526 billion in 2023) and one batch of parts (248)

reported by the U.S. government in 2024. “When excluding the batch report, [it reveals] a 3% increase from 2023 to 2024,” ERAI reports. “This 3% increase mirrors the increase in reporting from 2022 through 2023.”

Creating a Strong Defense

With counterfeit electronic components on the rise, a strong defense is crucial. Detection can happen at various points in the supply chain, with procurement often serving as the first and best line of defense. By putting smart strategies in place and staying vigilant, procurement teams can reduce the risk of buying these harmful fakes and nonconforming parts.

“While sophisticated techniques like X-ray analysis and electrical testing are valuable tools in the fight against counterfeits, visual inspection remains the first and most accessible line of defense,” Suntsu says. “A trained eye can often spot telltale signs of counterfeiting, allowing you to quickly identify suspect components and take appropriate action.”

Here are four more steps that procurement departments can take to strengthen their defenses and make sure they’re only buying genuine, quality components:

1) Make your visual inspections count. Suntsu recommends reviewing the font used for component markings. “Ensure it aligns with the manufacturer’s standard font, as counterfeits often display blurry, mismatched, or irregular fonts,” it says. “Pay attention to inconsistencies in kerning (the spacing between letters) and stroke weight.” Also check part numbers, logos, date codes, and look for any missing or obscured markings.

2) Look beneath the surface. In some cases, components could be faked internally. If components pass visual inspection and basic chemical inspections, it may be worth looking internally to see if the component has been faked. In [Telltale Signs of Counterfeit Electronic Components](#), Zachariah Peterson says some of the measures counterfeiters will take to fake components include:

- Removing a die from a package
- Using the wrong die in a package
- Shipping a part with a defective die but appears intact externally
- Use of leaded components when lead-free parts were requested

3) Ramp up your testing process. “The consequences of missing a counterfeit component could range from minor annoyance to early failure of a system,” Peterson writes, “so consider what kind of testing regime would be needed for your components.” More specialized inspection requires looking beneath the surface, for example, using approaches like decapsulation (destructive inspection), X-ray inspection, chemical inspection and power-on inspection with a test circuit.

4) Buying online? Do the due diligence first. [According to the CBP](#), online sales have contributed to large volumes of low-value, small packages being imported into the U.S. In fact, it says over 90% of all counterfeit seizures occur in the international mail and express environments, which are channels that small, e-commerce packages destined for the U.S. travel through. “Many of these shipments contain counterfeit goods that pose the same health, safety, and economic security risks as large, containerized shipments,” the CBP adds.

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RingCentral Trends 2025: The state of AI in business communications

88% of teams are now using AI tools weekly.

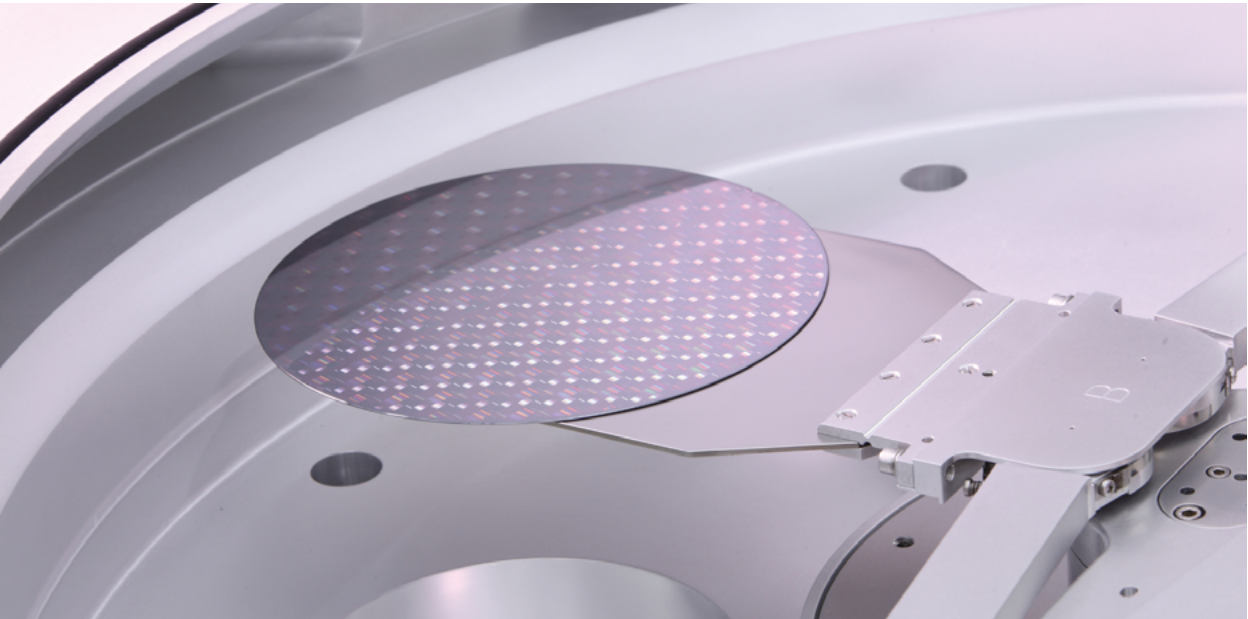
For those leveraging AI for voice data analysis, they’re seeing faster resolution times, improved customer satisfaction, and reduced agent burnout.

Looking for more exclusive insights? Download our report, [The state of AI in business communications](#), to discover key 2025 trends and investment priorities to help inform your AI strategy.



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Made in America: Historic Investments Drive Chip Production Surge

Domestic chip manufacturing sees historic investment focused on securing future tech innovation and job growth.

After surpassing the \$627 billion sales mark in 2024, the global semiconductor industry is on track for another record-breaking year in 2025, when sales are expected to hit \$697 billion. Deloitte says this will not only set a new high-water mark for the sector, but it will also put it on the path to reach \$1 trillion in sales by 2030 (and then potentially doubling by 2040).

“Despite challenges like wafer capacity constraints and high R&D costs, the industry remains resilient,” Deloitte notes in its *2025 Global Semiconductor Outlook*. “PC and smartphone sales are set to grow, driving demand for communication and computer chips, which dominate the market. Advanced packaging technologies and innovations in gen AI chips are expected to fuel further growth.”

While the U.S. leads the world in semiconductor design, its overall share of chip manufacturing hovers around 10-12% (most of the chips are made in East Asia). That tide may be turning as more manufacturers make commitments to building new fabs in the U.S. over the next few years.

By the *Semiconductor Industry Association’s* (SIA) latest count, companies in the semiconductor ecosystem had announced more than 90 new manufacturing projects in the U.S. since the CHIPS Act was first introduced, totaling nearly \$450 billion in announced investments across 28 states.

In the decade following CHIPS enactment (2022 to 2032), in fact, SIA says the U.S. is projected to more than triple its semiconductor manufacturing capacity. “These investments are projected to create tens of thousands of direct jobs and support hundreds of thousands of additional jobs throughout the U.S. economy,” SIA adds.

TI’s \$60 Billion Investment

Texas Instruments (TI) is the latest semiconductor producer to announce a major investment in U.S. chip manufacturing. Headquartered in Dallas, the company just announced a more than \$60 billion investment that will include seven U.S. semiconductor fabs in Texas and Utah.

The company announced plans to expand its U.S. manufacturing capacity to “supply the growing need for semiconductors that will advance critical innovations from vehicles to smartphones to data centers.” Combined, TI’s new manufacturing megasites in Texas and Utah will support more than 60,000 U.S. jobs.

TI is the largest foundational semiconductor manufacturer in the U.S. It produces analog and embedded processing chips for smartphones, vehicles, data centers, satellites and other electronic devices. To meet the steadily growing demand for its chips, TI says it’s “building on its legacy of technology leadership and expanding its U.S. manufacturing presence to help its customers pioneer the next wave of technological breakthroughs.”

More to Come?

According to *Technology Magazine*, TI’s commitment to building new fabs in the U.S. is important because the company’s analog and embedded chips are foundational to nearly every modern electronic system—from mobile devices and EVs to MRI machines and satellite communications. “This investment represents a significant reshoring of critical semiconductor infrastructure,” it says.

“By producing hundreds of millions of U.S.-made chips daily, TI’s seven fabs across Texas and Utah will serve as the bedrock of a revitalized U.S. industrial base,” *Technology Magazine* adds, “accelerating breakthroughs and job creation across sectors.”

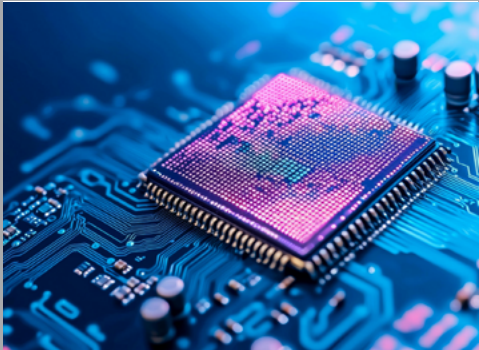
Looking ahead, SIA says that for the semiconductor industry to grow and innovate at its full potential, and for domestic investment projections to be fully realized, government leaders must advance policies that “build on our industry’s long-standing workforce development efforts, expand the pipeline of STEM graduates in America, and retain and attract more of the top engineers and scientists from around the world.”

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Smart Digital Upgrades for the Electronics Supply Chain

Tired of slow processes and data silos holding back your electronics distribution business? You’re not alone. While much of the business world embraces digital transformation, many electronics distributors continue to grapple with outdated legacy systems, disconnected software platforms, and excessive manual workflows.

Discover how smart API integration and strategic supply chain optimization tools can revolutionize your operations through:



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What's On Tap for the Second Half of 2025?

A new PwC survey finds that about 50% of business executives expect today's uncertainty to last less than a year, with some anticipating issues to extend through the next presidential election.

We're just about to wrap up the first half of 2025, which makes now a great time to start preparing for the rest of the year. Procurement and supply chain professionals have been dealing with more than their fair share of volatility and uncertainty this year, but there are also some new opportunity areas opening up as organizations assess their strategies and adjust accordingly.

In its new [Pulse Survey](#), PwC recognizes the current challenges businesses are facing and offers a glimpse into what's coming next. "While nearly half (48%) of the business executives surveyed expect today's uncertainty to last less than a year, many anticipate it could extend through the next presidential election," PwC says in its report.

At this point, the key variables include:

- Mixed signals regarding consumer and business confidence
- The on-again, off-again trade policies coming from the administration

- Potential tax changes
- Artificial intelligence (AI) regulation

Despite the uncertainty, PwC says nearly a third (32%) of executives expect more opportunities in the next 12 months even as 23% of them anticipate more challenges. It also says that many executives are starting to lay the foundations for future opportunities, with 62% focused on reducing costs; 59% adjusting financial forecasts and budgets; and 58% diversifying suppliers (58%).

Here are some of the other key survey findings that may help companies firm up their plans for the second half of the year:

- Nearly half of the business executives (48%) predict the current volatility will last less than a year, while roughly the same percentage say it will last longer.
- One-third of executives (32%) say there will be more opportunities 12 months from now, while 23% say there will be more challenges.
- The top factor prompting strategic change over the next 1-2 years is U.S. economic policy, with 48% ranking it in the top three.

- Two-thirds (65%) of the executives say they're renegotiating pricing with suppliers or plan to, and 60% are passing tariff-related costs on to customers or plan to.
- More than half of the executives (57%) say they're missing opportunities because they can't make decisions quickly enough.

5 Steps to Take Now

Drilling down into specific industries, PwC says survey respondents from consumer markets and industrial products companies rank trade policy higher. Technology executives are more focused on AI and data regulation, "reflecting both the investment potential of new technology and the complexity of meeting related compliance requirements," it says.

PwC also offers a range of recommendations that span the various "pain points" that surfaced in the survey. Here are five steps it says companies can take now to prepare for what's coming next:

- 1. Improve scenario-planning capabilities.** Change is a constant now, so it's essential to have some core skills in looking ahead—like thinking through possible outcomes and building what-if scenarios.
- 2. Make faster, data-driven decisions.** The ability to respond quickly—without overreacting—requires real-time insights, cross-functional alignment and tools like risk modeling and scenario planning.
- 3. Don't lose sight of the forest for the trees.** Trimming expenses might deliver quick wins, but if those cuts end up sacrificing long-term investments, they can stunt future growth, stall innovation and leave your business less resilient when challenges hit.
- 4. Segment customers to understand their price sensitivity.** This can help you identify which customers are likely to stay loyal and which ones might cut back or switch if they feel they're not getting their money's worth.
- 5. Get smarter about customs and duty strategies.** A strong tariff and customs duties strategy can help companies legally reduce costs by improving product classifications, sourcing decisions and packaging.

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Wired to Procure: Feeling Secure About Your Procurement

Learn how to make informed decisions about electronic component sourcing.

In this video, technology correspondent Ana Berry shares helpful information on how to feel secure in your procurement strategies.



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Is Your Rail Supply Chain One Storm Away from Collapse?

Much of the nation's rail infrastructure is aging, and climate change will worsen its risks. Discover how supply chains can adapt to these shifting threats.

Railway infrastructure maintenance is critical to ensuring the nation's supply chains run smoothly. While most rail companies understand this, fewer may realize that the changing climate amplifies care and repair concerns. Climate change adaptation must become part of supply chain planning, especially for rail transport.

Many railways throughout the country are already aging. As environmental threats grow, businesses and government authorities can no longer ignore the need for better maintenance and resilience planning.

How Climate Change Threatens Rail Infrastructure

Climate change is an indisputable reality. Scientists have discovered that as greenhouse gas emissions have risen, extreme weather has become more frequent and severe. This trend will likely continue even if the world takes steps to avoid the worst long-term effects, making near-term adaptation essential.

Virtually all inclement weather events may worsen amid rising climate change, and many directly impact supply chains. Flooding, wildfires, extreme temperatures, heavy precipitation and tropical storms have all become more common and damaging over recent decades. Failure to account for similar changes in the future can put railways at particular risk.

Freeze-thaw cycles, high heat and heavy rain can degrade and deform railways, and all of these conditions will grow amid a shifting climate. Consequently, infrastructure will age and wear down faster than it has in the past. Without climate change adaptation, warping and similar damage may become more common and appear unexpectedly, potentially disrupting rail shipments.

A worst-case scenario may lead to derailments and crashes as trains struggle with worn tracks. However, even a less extreme future can be disruptive. Excessive vibrations from moving over poorly maintained tracks could damage cargo or impact railcar maintenance, demanding more frequent repairs.

While railroad accidents have decreased over time, climate change could threaten that positive trend. Track defects are the second most common cause of derailments and may be a more prominent risk if railway infrastructure maintenance does not adapt to changing weather patterns.

The Value of Technology in Rail Resilience

One of the most crucial steps in climate change adaptation for rail companies is to embrace technology. Innovations like the Internet of Things (IoT) and artificial intelligence (AI) offer several key advantages for maintaining infrastructure amid extreme weather.

Some tech-driven improvements are relatively straightforward, such as AI forecasting. Researchers have developed machine learning models that outperform conventional weather models in both prediction accuracy and lead times at a fraction of the computational cost. Using such tools allows logistics organizations to see extreme weather coming with more time to reschedule shipments or repairs as necessary.

AI models may also prove valuable in analyzing nationwide infrastructure to highlight which sections demand the most attention. Resolving all maintenance concerns simultaneously is not economically or logistically feasible, so stakeholders must determine which repairs to prioritize. Machine learning can consider complex interrelated factors to suggest which fixes will produce the largest impact given current weather trends.

IoT solutions can further improve railway infrastructure maintenance by providing real-time performance data. Connected sensors on trains and throughout a railroad can alert businesses as soon as concerning trends arise that may suggest defects or signs of wear. Teams can then resolve the issue to prevent accidents before extreme weather worsens them. Such functionality is also vital when responding to a storm, the effects of which may not be immediately evident.

Workflow Adaptations for Better Maintenance

Climate change adaptation must also include workflow-related changes. On a management level, rail companies should recognize that the most important weather events to prepare for vary between locations. Wildfires damaged over 24,000 structures in 2018 alone, but California saw far more of these events than other states. Elsewhere, precipitation defenses and responses may demand more attention.

Monitoring and proactive maintenance must also become organizational priorities. Logistics businesses cannot afford to run trains or the infrastructure they rely on to failure. Regular preventive repairs should become the norm, unless companies use IoT systems to drive predictive needs-based care.

Employees will likely need training to adapt to new tech-centric maintenance practices. As many as 60% of companies today cite tech talent shortages as a key barrier to digital transformation. The outside tech expert market is competitive, so the better solution is to upskill the current workforce to use new technologies. Training operators to access and understand IoT devices and teaching repair technicians to use predictive systems are among the most crucial changes.

On a larger scale, supply chain leaders should consider how they can restructure their networks to avoid the largest rail

risks. Finding suppliers outside of areas heavily affected by climate change—such as those near coasts or in arid regions—can offset some weather-related concerns.

Remaining Challenges in Climate Change Adaptation

Adapting railway infrastructure maintenance to new climate concerns is essential, but it is not easy. Leadership must also consider the challenges many organizations face in these efforts to guide more effective strategies.

Only 30% of large-scale tech projects fully meet all expectations, and the difference between success and failure is often a matter of project management. While nine out of 10 high performers say clarity of scope and business objective make the biggest difference, most digital laggards cite poor planning as their biggest roadblock.

This discrepancy highlights the need for thorough planning before using new technologies to improve railway maintenance. Effective management starts with identifying which innovation is most relevant to the specific supply chain in question. Some rail systems will benefit more from predictive maintenance, while others may find AI weather forecasting more relevant. Extensive research and investment planning can help companies navigate these considerations.

As railways implement more IoT and AI solutions, they must also pay greater attention to cybersecurity. Attacks against critical infrastructure rose by 30% between 2022 and 2023 and may continue to rise as attack surfaces grow. Failure to protect digital platforms may make climate resilience investments more hazardous than advantageous. Any technical defenses must come alongside cybersecurity training for all employees.

Railway Infrastructure Maintenance Must Adapt to Climate Change

Rail-dependent supply chains cannot avoid the effects of climate change. Consequently, their maintenance and planning strategies must shift in response. The only way to remain productive and safe amid shifting weather patterns is to prepare before disaster strikes.

New technology and workflow adaptations can prepare railways for climate-related threats, but only if organizations act soon and plan ahead. Action today is necessary to prevent a worst-case scenario tomorrow.



About Us

Ersa Electronics is meticulously sourcing and distributing electronic components through refined supply-chain processes, exceptional service, extensive product portfolios, and strategic global investments. Established in 2012, Ersas Electronics has evolved from a robust network of brick-and-mortar distribution hubs into a leading one-stop e-commerce platform serving buyers in over 190 countries.

Cost-effectiveness is a cornerstone of Ersas's service philosophy. By optimizing procurement workflows and forging direct partnerships with original manufacturers in Hong Kong and China, we guarantee customers access to authentic, commonly used parts at highly competitive prices-empowering you to respond flexibly to market shifts without sacrificing quality.

Ersa Electronics is a treasure trove of electronic parts, offering tens of thousands of SKUs across more than 40 categories. Our catalog spans integrated circuits, discrete semiconductors, sensors, transducers, passives, connectors, and more-serving industries from consumer electronics and automotive to aerospace, industrial, and medical applications.

Original & Genuine Goods in Stock

Leveraging deep technical expertise and a superior market network, Ersas strictly sources from factory-authorized channels to eliminate counterfeits. We maintain ample original stock in Hong Kong and China, ensuring rapid fulfillment of urgent orders.

One-Stop Procurement

From critical ICs to specialty components, our platform enables buyers to complete their entire BOM in a single session. With tens of thousands of parts just a few clicks away, procurement has never been easier.

Security & Packaging

All items are packaged in anti-static bags with full ESD shielding. Each package is clearly labeled with part number, brand, and quantity, guaranteeing integrity throughout transit.

After-Sales Service

We stand behind every component we supply. If any part fails or is damaged through non-human causes, our team will reach out within 24 hours to arrange replacement or technical support.

Our History

2012: Built a robust network of physical locations and distribution hubs across key regions, laying the groundwork for fast local delivery.

2020: Launched our global e-commerce platform, empowering customers to browse and purchase components online with ease.

2022: Introduced Ersas Electronics Mall - complete with an integrated ERP and IT system - to streamline ordering, inventory, and project management.

2023: Expanded our offline footprint by opening subsidiaries in major cities, offering clients a distinctive and engaging in-person experience.

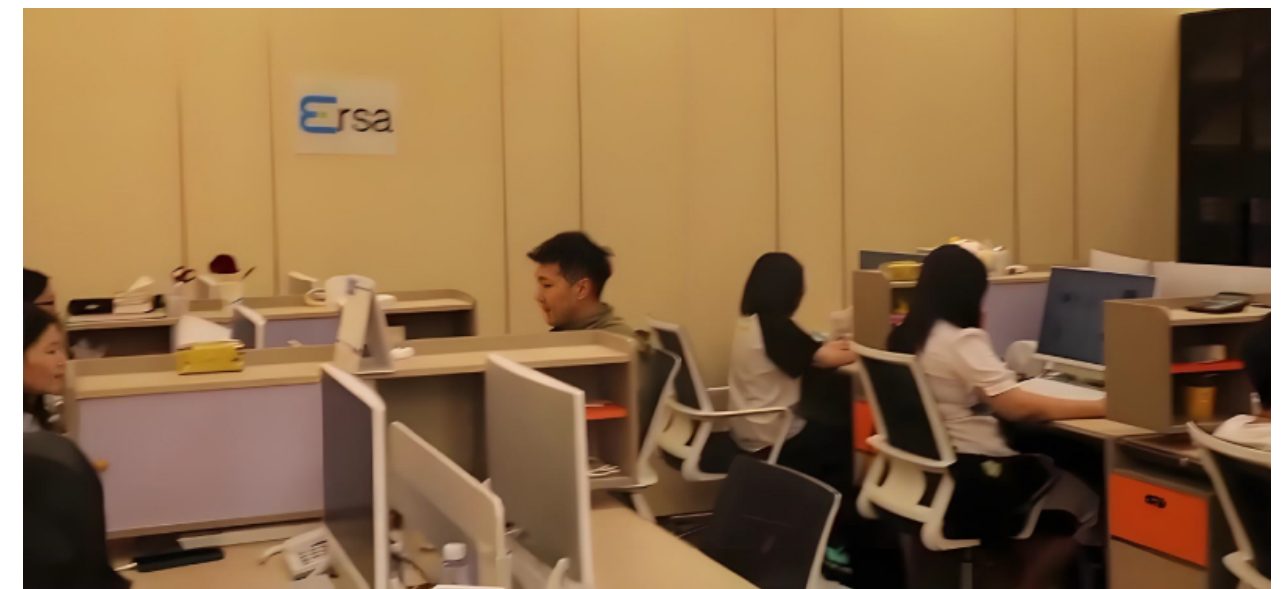
Global Transportation

Committed to forging lasting partnerships worldwide, Ersas Electronics provides reliable logistics solutions-ensuring your orders arrive safely and on time, no matter where you are.

Certifications & Recognition

Our dedication to quality is validated by numerous third-party certifications and industry endorsements. Rigorous supplier audits and quality controls ensure every component meets or exceeds your expectations.

Ersa Electronics is your trusted partner in the competitive world of electronic component procurement. With efficient supply management, cost-saving strategies, and an unwavering commitment to authenticity and service, we empower you to innovate without limits.



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Navigating Supply Chain Uncertainty: The Role of Predictive Maintenance

Explore the impact of trade uncertainty on supply chains and the role of predictive maintenance in mitigating disruptions and increasing resilience.

In a perfect world, supply chains would run like clockwork. There would be predictable lead times, steady demand and minimal surprises. But today's world isn't that tidy.

Tariffs, once background noise in the rhythm of global trade, have now taken center stage as emerging policies reshape the flow of goods worldwide. While trade strategies remain hazy and ever-changing, supply chain stakeholders have been forced to navigate uncertainties such as fluctuating import costs, rapid supplier reshuffles and more, potentially leading to increased expenses and disruptions. Inflation, workforce constraints, trade route instability and commodity fluctuations collectively introduce significant volatility into the system, increasing the likelihood of operational disruptions.

Expecting efficiency is no longer enough for manufacturing leaders, operations executives and supply chain strategists. Today's turbulence reminds us that the supply chain is a delicate global system that can come under fire at any time, making it necessary for stakeholders to plan for disruption. Any

natural disaster, labor shortage, technological disruption or event can disturb operations in the blink of an eye, just like we learned during the COVID-19 pandemic, the Suez Canal blockage and countless other wake-up calls.

With no control over external disruptors, supply chain stakeholders can only focus on one thing: building resiliency. But how? While supplier diversification, nearshoring and digital logistics tools have all helped improve agility, there's a foundational element often overlooked, and that is the reliability of plant-level operations. Amid macro-level volatility, it's what happens inside the facility, specifically with production assets, that determines success.

Sensors, Savings, Stability and Predictive Maintenance

As the impacts of tariffs and trade uncertainty continue to surface, investing in reliability has never been more important. In an era of heightened operational risk, the cost of doing busi-

ness rises fast, lead times rapidly extend, inventories become stressed and suppliers sometimes get knocked offline altogether. In this environment, a single unexpected machine failure is more than just a headache; it's an operational risk that can quickly compound already tight margins and complex delivery schedules.

Imagine the part you used to replace in three days now takes 12 weeks to source. On top of that, it's also likely that the part is more expensive or is only available through a secondary market. In many cases, this would force teams into an emergency response mode: reprioritizing production, pulling in resources from other locations or expediting parts at a premium. That is not just inefficient, it is unsustainable.

Predictive maintenance can serve as a strategy that shifts that power dynamic. By using sensors, AI and human expertise, predictive maintenance can spot failure indicators—a change in a vibration signature or a change in temperature—before they snowball into catastrophic breakdowns. This maintenance strategy is taking the crisis out of machine upkeep, flagging early signs of trouble long before failure occurs.

Instead of reacting to problems as they arise, predictive maintenance equips teams with ample lead time to get maintenance done. Today—especially as economic volatility threatens the supply chain—that lead time is leverage. As the supply chain faces another stressor in the form of tariffs, predictive maintenance stands out as a strategy that can increase resilience and stability from sourcing all the way to delivery.

Case Study: Owens Corning

Downtime is one of the biggest sources of lost productivity in the supply chain. After all, no movement equals no revenue. As tariffs and other uncertainties only increase manufacturing costs, it's never been more important to ensure that every part of the supply chain is optimized for efficiency with near-zero chance of failure. With the foresight of predictive maintenance, supply chain stakeholders can plan smarter by scheduling maintenance during low-production windows, accurately forecasting spare parts needs and preempting other business stressors.

Because the supply chain is complex and interconnected, disruption at any level will have a direct impact on all subsequent steps. To avoid cascading effects of downtime, supply chain stakeholders can't cross their fingers and hope a setback doesn't occur; they must adopt solutions that work quickly.

Global manufacturing company Owens Corning leveraged predictive maintenance technology to uncover critical damage to one of the ball mills at its Tessenlo Plant, including a cracked non-drive-end shaft and a damaged white metal bearing shell. Even though this damage was serious, sensors flagged the impairments before the mill completely shut down. With this insight, the company had enough time to weather the 17-week lead time needed to order and receive replacement parts, saving more than \$11.2 million in production losses and repair costs.

Owens Corning's resilience is an example of utilizing sensor-driven insights for emergency avoidance, something that will only become more useful as manufacturers work to mitigate additional costs.

Navigating Uncertainty

Uncertainty is the only constant in today's high-stakes supply chain landscape, underscoring the need for proactivity rather than reactivity. As external disruptors like trade shifts threaten to slow the movement of goods, supply chain leaders must pivot to strategies that deliver foresight and resiliency while cutting back on tariff-related expenses.

Today, predictive maintenance is helping stakeholders align asset criticality, production bottlenecks, lead time and sourcing strategies, trade-related procurement restraints and risk mitigation plans, reflecting a shift toward coordinated resilience.

Even though tariffs are just the latest development in supply chain instability, tomorrow could bring something new. Because uncertainty is never going away, the most successful companies will be those that control what they can and build buffers against what they can't. Predictive maintenance may not influence global trade policies, but it does give manufacturers the insight to keep going when external forces are making everything else harder.

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Digital Freight Matching: The Tech Behind Faster, Smarter Loads

Learn how digital freight matching platforms offer supply chain and purchasing professionals a solution for optimizing transportation strategies through speed, accuracy, cost-effectiveness and real-time visibility.

In an era defined by rapid advancements in technology, the logistics and supply chain sectors are undergoing significant transformations. One of the most impactful innovations in freight logistics is the rise of digital freight matching (DFM) platforms. These platforms leverage sophisticated algorithms and real-time data to streamline the process of connecting shippers with carriers, resulting in faster, more efficient and cost-effective load management. For supply chain and purchasing professionals, understanding how these systems work and the benefits they offer can be a game-changer in optimizing transportation strategies.

The Evolution of Freight Logistics

Traditional freight logistics relied heavily on manual processes, including phone calls, emails and fax communications, to arrange shipments. These methods were not only time-consuming but also prone to human error, leading to inefficiencies and increased operational costs. With the growth of

e-commerce and the increasing demand for faster delivery times, the logistics industry needed a solution that could keep pace with changing customer expectations.

Digital freight matching emerged as a response to these challenges. The technology behind DFM platforms integrates a range of tools and systems designed to automate and optimize the connection between shippers looking to move freight and carriers available to transport those loads. By doing so, DFM platforms help to eliminate delays and reduce costs associated with manual load matching, offering a smarter alternative to traditional methods.

How Digital Freight Matching Works

At its core, load matching software automates the process of finding suitable carriers for specific freight. Shippers enter the details of their shipment—such as the type of goods, weight, dimensions and destination—into the platform. The software

then scans its network of carriers to identify those that meet the requirements for the load. The system uses real-time data, such as location, availability and performance history, to recommend the best match.

Advanced DFM platforms also integrate dynamic pricing models, allowing shippers to access competitive rates based on current market conditions. This pricing flexibility benefits both shippers and carriers by ensuring that transportation costs remain competitive and fair. Additionally, these platforms often provide features such as real-time tracking, automatic updates and predictive analytics, further enhancing visibility and control throughout the shipment process.

Benefits of Digital Freight Matching

For supply chain and purchasing professionals, the advantages of adopting digital freight matching technology are clear. Some of the most significant benefits include:

Speed

Digital freight matching platforms enable near-instantaneous connections between shippers and carriers. This significantly accelerates the booking process, reducing the time required to finalize shipments and speeding up overall transit times.

Improved Accuracy

Unlike manual methods, digital platforms utilize sophisticated algorithms to analyze various data points, such as location, carrier capacity and shipment requirements. This reduces errors related to miscommunication, incorrect details or missed shipments, ensuring smoother operations.

Cost-Effectiveness

Digital freight matching helps eliminate inefficiencies in traditional methods, such as underutilized trucks or excess capacity. By optimizing routes and improving fuel efficiency, these platforms help to lower transportation costs and reduce empty miles.

Transparency and Real-Time Visibility

Shippers and carriers can track shipments in real time, offering better visibility into the status of deliveries. This transparency allows both parties to anticipate potential delays and adjust proactively, ensuring smoother operations and fewer disruptions.

Optimizing Transportation Strategies

For supply chain and purchasing professionals, leveraging digital freight matching platforms is a strategic move toward optimizing transportation operations. This shift can lead to smarter load management and better collaboration between shippers and carriers. The benefits include:

- Enhanced logistics efficiency
- Reduced costs
- Timely and accurate deliveries
- Real-time data and predictive analytics
- Informed decision-making

Digital freight matching is revolutionizing the logistics industry, providing faster, smarter solutions for load management. As technology continues to evolve, the role of load matching software in transforming freight logistics will only become more pronounced. Supply chain and purchasing professionals who recognize the potential of DFM platforms can unlock new levels of efficiency, cost savings and operational excellence.

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From Back Office to Boardroom: How Tariffs Transformed Supply Chain Leadership

The strategic elevation of supply chain and trade expertise may be the new price of admission for competing effectively in a world where tariffs, regulatory requirements and supply volatility have permanently altered the competitive landscape.

The executive boardroom of today looks markedly different than it did just a few years ago. Finance, marketing and operations once dominated strategic conversations, but now supply chain and trade leadership have earned a permanent seat at the table. This transformation—accelerated by the recent wave of tariffs reshaping global trade—represents a significant pivot in how corporations approach their team structure.

Supply Chain and Trade & Customs Leadership Elevation

These organizational shifts appear across industries. Manufacturing firms that positioned supply chain roles three levels below the C-suite now include Chief Supply Chain Officers, Chief Trade Officers or Senior Trade Officials in critical strategic discussions. Consumer goods companies that previously viewed supply chain and trade & customs as a cost center now recognize it as a core competitive differentiator. And boards

that rarely engaged in these matters now regularly seek this expertise in their governance decisions.

Creating Value Through Supply Chain Expertise

This evolution reflects a fundamental reframing of management within organizations—creating value through supply chain expertise. With tariffs significantly impacting costs, supply chain knowledge has become central to preserving margins and competitive pricing. Supply chain expertise is no longer specific to operational efficiency—it is essential to financial performance and market positioning.

Anticipating Market Shifts

As policy changes create market uncertainty, supply chain leadership provides critical guidance on scenario planning and risk management. With the help of data and analysis, the ability to anticipate disruptions and develop resilient

networks directly strengthens corporate strategy and financial sustainability.

Mastering Regulatory Complexity

The intricate landscape of trade regulations has transformed compliance knowledge from a technical necessity to a strategic benefit. Leaders in supply chain and trade & customs who have regulatory expertise are finding new opportunities in changing frameworks that provide their companies with a significant competitive advantage.

Driving Competitive Advantage

Organizations effectively adapting their supply networks in response to tariff changes are gaining market share. This performance advantage demonstrates how staying ahead of the curve directly translates to business results and customer retention.

Shaping Investment Strategy

Capital allocation decisions now require sophisticated understanding of tariff impacts across multiple scenarios. Supply chain expertise increasingly influences investment strategies that shape companies' long-term market positions and global footprint.

For business leaders across functions, this organizational shift carries important implications. Finance teams must develop stronger partnerships with supply chain and trade & customs to accurately forecast tariff impacts on financial performance. Marketing strategies must align with evolving cost structures and supply capabilities. At the highest level, boards are recognizing that this expertise has become an essential component of effective governance.

From Operational Necessity to Strategic Imperative

The current trade environment has created a watershed moment that highlights the strategic value supply chain leaders bring to organizations. By integrating tariff mitigation planning, forward-thinking companies are turning potential disruption into competitive advantage, positioning themselves for success in an increasingly complex global marketplace.

Perhaps the most revealing indicator of this transformation isn't which companies have elevated their supply chain and trade & customs leadership, but rather what happens to those that haven't. In today's interconnected global economy, organizations maintaining traditional structures are finding

themselves increasingly vulnerable to disruption, margin erosion and competitive displacement. The strategic elevation of supply chain and trade expertise may be the new price of admission for competing effectively in a world where tariffs, regulatory requirements and supply volatility have permanently altered the competitive landscape. In this new reality, the question becomes: Can your organization afford not to elevate these functions from operational necessities to strategic imperatives?

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More Than Efficiency: Why Automation Is Reshaping Electronics Procurement

Automation enables procurement teams to move beyond reactive, day-to-day tasks and focus on proactive, strategic planning.

The electronics industry is undergoing a profound transformation. With increasingly volatile supply chains and shrinking product lifecycles, procurement is no longer a back-office function—it's a core driver of operational success. In this environment, automation is emerging not just as a useful tool, but as a strategic imperative.



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1. What new market trends are you seeing so far in 2025?

As of mid-2025, several market trends are shaping the landscape for electronic components distributors. These trends are influenced by macroeconomic shifts, technological innovation, supply chain realignment, and evolving customer demands. Here's a breakdown from a distributor's perspective:

- **Diversified and Resilient Supply Chains:**
Post-pandemic and geopolitical disruptions (e.g., U.S.-China tensions, Taiwan semiconductor dependency) continue to drive reshoring, nearshoring, and multi-sourcing strategies.
- **Rising Demand from AI and Edge Computing:**
Massive growth in AI (especially edge AI), requiring specialized semiconductors (e.g., GPUs, TPUs, FPGAs, high-bandwidth memory, low-power MCUs).
- **EV, Power Electronics, and Energy Transition:**
Explosive growth in electric vehicles (EVs), charging infrastructure, and renewable energy systems (especially solar in Asia, Europe, and the U.S.).
- **Sustainability and Green Electronics:**
Regulatory and consumer pressure pushing OEMs toward environmentally sustainable and circular economy models.
- **Digital Transformation of Distribution:**
Digitization of procurement, sales, and design assistance through self-service portals, APIs, and AI-powered design tools.
- **Data-Driven Sales and Predictive Analytics:**
Use of AI for demand forecasting, inventory optimization, and customer behavior analysis.
- **Growth in Aerospace, Defense & Space Electronics:**
Geopolitical tensions and increased space investments (commercial satellites, defense systems).

2. How are geopolitical events, the rising costs of business and the labor shortage impacting your organization?

Geopolitical events are causing supply chain disruptions, tariffs, and longer lead times, making sourcing components tougher and more expensive. Rising business costs from inflation, logistics, and labor are squeezing margins, while the ongoing labor shortage is delaying production and increasing wage pressures. Distributors are responding by diversifying suppliers, investing in automation & AI, and using digital tools to stay resilient and competitive.

3. What new ESG (environmental, social, and governance) initiatives or plans have you put in place?

As an electronic components distributor, we are adopting ESG initiatives like:

- Reducing carbon footprint via optimized logistics and renewable energy
- Supporting circular economy by managing excess inventory and refurbishing components
- Using eco-friendly packaging and sustainable inventory forecasting
- Promoting fair labor, diversity, and ethical governance practices
- Strict adherence to AS6081/AS6171 anti-counterfeit standards

4. What other challenges are you working through and how are you overcoming them?

Some big challenges right now are supply chain disruptions, rising costs, and complex compliance due to tariffs and geopolitical issues. Distributors are overcoming these by diversifying suppliers, improving inventory management, using data analysis for demand forecasting, and expanding local service teams to stay flexible and responsive.

5. Where do the opportunities lie right now and how is your company leveraging them?

We do find opportunities for electronic components distributors lie in supply chain resilience, digital platforms, and booming sectors like automotive, industrial automation, and renewable energy. Companies are leveraging AI for smarter inventory, expanding e-commerce, and building regional warehouses to handle disruptions and meet faster delivery needs. The focus is on being agile, transparent, and customer-centric—using tech and local presence to stay ahead.

6. What specific challenges are you facing due to tariffs and how are you navigating them?

Tariffs are making things tough for not only electronic component distributors, but the entire supply chain to the end users—costs are up, supply chains are more complex, and lead times are longer. Many are dealing by diversifying suppliers outside tariff-heavy countries, using tariff engineering (importing parts separately to lower duties), and renegotiating contracts to share extra costs. Staying flexible and keeping a close eye on supply chain quality is key to surviving all these changes.

Cytech Systems Limited, with the motto "Excellent Distribution, Connecting More", is a leading distributor of electronic components in Asia with global reach. We have a global presence and are committed to providing customers with immediate, reliable, and high-value supply chain solutions.

We are also a demand creation electronic component distributor, specializing in identifying customer needs and driving new product designs by supplying innovative components. Our technical expertise and global reach help customers bring smarter, more connected products to market faster.

SERVICES & SOLUTIONS

IPO Procurement

PPV Services

Shortage Material Support

Redundant Inventory Management

Innovative Design-in Solutions

Demand Creation via Franchise Product Lines

✉ sales@cytechsystems.com

🌐 www.cytechsystems.com

2025 TOP ASIA PACIFIC Distributors



SUPPLY CHAIN
connect™

Company	Locations	Employees	Founded	Headquarters	2024 Global Revenue
1. Win Source Electronics	13	318+	1999	Shenzhen	\$568,000,000
2. Amble Electronics Asia Limited	18	280+	2010	Hong Kong	\$450,000,000
3. Shenzhen Unibetter Technology Co.,Ltd.	7	244	2009	Shenzhen	\$240,000,000
4. Shenzhen Shengyu Electronics Technology Ltd.	4		2016	Shenzhen	\$235,211,831
5. LCSC Electronics			2011	Hong Kong	Publisher Estimate
6. ARS Electronics Company Ltd.	10	220	1998	JiNing	\$200,000,000
7. Flying Technology Co., Ltd.	10	270	2010	Hong Kong	\$150,000,000
8. Icsole Technology Limited	3	95	2016	Shenzhen	\$135,000,000
9. Cytech Systems Limited	6	120	2013	Shenzhen	\$125,000,000
10. Özdisan Elektronik A.S.	6	315	1980	Istanbul	\$118,000,000
11. Chip Source Co., Limited	2	50-100	2007	Shenzhen	\$100,000,000
12. Ample Solutions	8	253	2008	Singapore	\$95,000,000
13. THJ(HK) Technology Limited	3	30+	2012	Shenzhen	\$52,000,000
14. DGT Technology (HK) Co., Limited	4	105	2010	Shenzhen	\$50,000,000
15. Supreme Components International Pte Ltd.	14	75	2001	Singapore	\$44,995,406
16. RX Electronics Limited	2	30+	2004	Hong Kong	\$36,000,000
17. Ersa Electronics	4	80-90	2012	Singapore	\$32,570,000
18. All True Tech Electronic Co.,Ltd.	4	50+	2011	Shenzhen	\$30,000,000
19. Compo Electronics Asia Limited	16	375+	2003	Shenzhen	Publisher Estimate
20. Digisino Electronics Limited	3	85	2018	Kowloon	\$24,244,523
21. RYX Electronic (HK) Limited	4	50-60	2010	Shenzhen	\$23,000,000
22. Lixinc Electronics Co., Limited	2	20-50	2018	Shenzhen	\$20,000,000
23. JAK Electronics		20-50	2018	Hong Kong	\$18,000,000
24. AI Chiplink Limited	4	96	2017	Shatin, N.T.	\$17,772,917
25. Utmel Electronic	2	200+	2017	Kowloon	Publisher Estimate
26. Bison Technologies Limited	1	10+	2006	Shenzhen	\$12,000,000
27. Hantech		20+	1973	Shenzhen	Publisher Estimate
28. Heisener Electronics			2014	Hong Kong	Publisher Estimate
29. Finestock Electronics			2015	Hong Kong	Publisher Estimate
30. Kehuite Technology Dev. (HK) Ltd.			2004	Hong Kong	Publisher Estimate
31. Bonase Electronics Co., Ltd.	2	87	2006	ShenZhen	\$5,000,000
32. CH Global Co.,Ltd.	3	15	2005	Pusan	\$5,000,000
33. Fairstock hk limited	3	106	2013	Hong Kong	\$4,070,000
34. New Strength Electronic Co., Limited			2005	Shenzhen	Publisher Estimate
35. Chipmall Electronics			2006	Shenzhen	Publisher Estimate
36. Fixchips Technology			2011	Singapore	Publisher Estimate
37. CJJ HK Technology Limited			2013	Hong Kong	Publisher Estimate
38. Interine Comonents Co., Limited			1987		Publisher Estimate
39. Fly-Wing Technology (HK) Co., Ltd.			2012	Hong Kong	Publisher Estimate
40. Fudatonghe Limited			2017	Hong Kong	Publisher Estimate
41. Shenzhen Augswan Electronics			2019	Shenzhen	Publisher Estimate
42. Perceptive Components Limited			2019	Hong Kong	Publisher Estimate
43. Bostock Electronics (HK) Limited			2015	Hong Kong	Publisher Estimate
44. Pneda Technology			2009	Hong Kong	Publisher Estimate
45. Nova Technology (HK) Co., Ltd.		Less than 20	2000	Hong Kong	Publisher Estimate
46. ODG (Origin Data Global)			2011	Shenzhen	Publisher Estimate
47. IC Components Limited	2	35	2001	Hong Kong	\$2,850,000
48. Ariat Technology Limited	2	30	1996	Hong Kong	\$2,500,000
49. Smart Pioneer Electronics Co.,Ltd.	2	12	2021	Hong Kong	\$1,800,000
50. China Golden Sun Technology Ltd.			2015	Shenzhen	\$1,000,000