

ECIA Board Chair Announced: Frank Flynn, Sager Electronics



ECIA is pleased to announce Frank Flynn, President of Sager Electronics, begins his term as [ECIA Board](#) Chairman this month. ECIA Board Chairpersons serve a two-year term.

"I am a great believer in the association and am honored to serve the electronic component industry as ECIA's Board Chairman," said Flynn. "ECIA's mission of bringing the component supply chain together to work on the issues

the industry faces has never been more critical, and I will work alongside David Loftus, his team and my fellow association members to address the challenges before us."

"We are all looking forward to working with Frank as the association continues to evolve in response to the Covid-19 crisis and the expected supply and demand volatility in the coming months as the industry recovers," commented David Loftus, ECIA President and CEO. "Frank brings a wealth of experience and knowledge which we will directly draw upon to bring new efficiencies and value to the electronic component supply chain."

Industry Training Opportunity Goes Virtual for 2021

March 15-17 | [Program Information and Registration](#)



The University of Innovative Distribution is a concentrated educational program focused on the unique needs of the wholesale distribution industry.

Since its inception in 1994, UID has become known worldwide for excellence in education.

UID is sponsored by the Association Education Alliance (AEA) a consortium of 40+ distribution professional associations, in cooperation with the Department of Technology Leadership and Innovation of Purdue University. Working together, these groups take great pride in providing a superior learning experience. ECIA is a member of the consortium and our members reap the benefits.

[Click here to review the course selection.](#) Take advantage of the reduced rates - even a 1-day pass - to learn more about this yearly training opportunity with tracks designed for sales, management, operations, marketing and more! No travel costs and access to a full menu of courses.

Registration Deadline: Wednesday, March 10, 2021

GIPC Webinar - Q1 Update

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Upcoming Events

Monday, February 8

- [Q1 GIPC Update](#)

Mon. - Wed. March 15-17

- [UID Training](#)

[Weekly Economic Trends
National Association of
Manufacturers](#)

By special agreement ECIA is pleased to present NAM Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the [NAM Economic Report - 01/25](#).

Member of the Week

Congratulations to **Tech-Trek Ltd**, ECIA's Member of the Week!

Founded in 1982, Tech-Trek Ltd is a leading Canadian Electronic Component Manufacturer Representative with coast to coast coverage across Canada. TTL is committed to supplying both their Customer and Distributor Partners with the highest level of technical and customer support, all while meeting the objectives of their Principal Partners.

Tech-Trek's president Adam Grigor is an active member of ECIA's Independent Manufacturer Rep Council.

"Being part of the ECIA Independent Manufacturer Rep Council has brought great value to me working alongside industry peers. It

February 8 | 4 PM EST | [Register Here](#)

The Global Industry Practices Committee has been extremely productive over the past few months. ECIA's Vice President of Industry Practices Don Elario will host the quarterly webinar which will feature an association update with CEO David Loftus and the latest information on key initiatives:

- Market Update / Business Review Project with Dale Ford
- GIPC Review with Committee Co-Chair Pete Shopp, Mouser Electronics
 - Design Registration, Closing out Phase 1 and moving forward with Phase 2
 - Best Practices for the Listing of Authorized Distributors and Manufacturer Reps on Manufacturers Websites
- Monitoring of activity around the SCIP Database, which went live on January 5th

Learn the details on adopting the best practices and commit to getting involved! [Register today.](#)

ECST Survey Results Published

2021 Jumps Out To A Strong Start



Following a typical monthly slowdown in December 2020, ECIA's Electronic Component Sales Trend (ECST) monthly survey reveals strong month-to-month growth in January to start 2021 and expectations for stronger performance in February. Industry executives and analysts had anticipated a strong start to the year and the results in the early

stages are validating those expectations. Every component category – semiconductors, passives, and electro-mechanical – saw a strong January rebound following the December lull. [Click here to read the full analysis.](#)

To access the full breadth of ECIA's market data, members should log in to the ECIA website and visit the [Stats & Insights page](#). Contact Chief Analyst [Dale Ford](#) with any questions regarding the research and analysis.

- North American Electronic Component Monthly Sales Trends (ECST-MNTH) – January 2021 (Members)
- North America Weekly IP&E Components Index – Week 2 (Members)

Did You Know? Access to Members-Only Content is Available

If you are looking for recordings of the recent ITR Economic presentation and the Stimulus Act webinar - members must log in to the ECIA website then visit the [Members Only](#) page.

And [register today](#) for the next installment of the ITR Economic series on February 17th.

is rewarding that our groups effort, together with Distribution and Manufacturer councils, are helping to optimize the Electronic component industry.”

Thanks to Adam and Tech-Trek Ltd for their contributions and support!

