

## Automated Data Exchange - A Rep Council Initiative

### [ECIA Rep Council Completes Successful Project](#)

We are pleased to announce that detailed information about the Automated Data Exchange Initiative has been posted to the ECIA website. The unique digital solution helps eliminate the inefficiencies of B2B communications among electronic component manufacturers, distributors and independent manufacturers reps through CRM systems. The solution has been successfully demonstrated between several CRM systems and is ready for broader adoption.

"Information, and its associated accuracy, is critical to every company's core business, profitability, future planning, and overall success," explained **Alan Ahern**, Chairman of the ECIA Independent Manufacturer Rep Council. "In February of 2019, the Council initiated a process to address the inefficiencies of manually entering data multiple times due to disparate CRM systems used by Representatives, Manufacturers and Distributors. We now have the results of that initiative, explained in a white paper and a video on a dedicated ECIA webpage."

[Click here](#) to review the information on this innovative new solution designed to optimize your sales team's efforts!

- **Product & Process Video** - video demonstration of the technology used to update NBO's
- **Explanatory Power Point** - outlines the path of product development
- **White Paper - Automated Data Exchange Initiative** - a guide to inform readers concisely about this complex issue/solution
- **Potential Pricing Model** - review the proposed pricing from MetalHub.

ECIA thanks all involved for their guidance and persistence in moving this important initiative forward!

## ECIA Board of Directors Meeting

The ECIA Board of Directors met Monday, February 1. Chaired by Frank Flynn, Sager Electronics, the group tackled administrative activities and reviewed a number of association endeavors:

- Mark Shiring, ebm-papst, Inc., was voted Chair-Elect.
- Avnet's Tony Roybal was welcomed to the Board.
- The GIPC's [Best Practices for Listing Authorized Distributors and Manufacturer Representatives on Manufacturers' Websites](#) was approved.
- The ECIA Foundation will develop industry e-learning modules focused on providing a solid basis of industry knowledge to employees.

[Councils](#) meet regularly via conference call, members are encouraged to participate. Contact your respective Council Chair or [ECIA](#) to be notified of future meetings.

## GIPC Webinar - Q1 Update

### In this Issue...

1. [Automated Data Exchange](#)
2. [ECIA Board Meeting](#)
3. [GIPC Update Webinar](#)
4. [EIA Meetings](#)
5. [Research & Analysis](#)
6. [Did You Know? ITR Webinar](#)

### Upcoming Events

Monday, February 8

- [Q1 GIPC Update](#)

Wednesday, February 17

- [ITR Webinar](#)

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 - 02/01](#).

### Member of the Week

This week we are pleased to honor [ebm-papst, Inc.](#) as the ECIA Member of the Week!

# ebmpapst

A long-time ECIA member, ebm-papst is a worldwide innovation leader in fans and motors, with over 15,000 different products. The company has offices in major cities throughout North America with a highly skilled and experienced team of professionals ready to tackle the most difficult air moving challenges. They serve all markets including Agriculture, Air-conditioning and Ventilation, Appliance,

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

The GIPC will report on important initiatives and ECIA members and non-members alike are welcome to join, learn and submit ideas and suggestions. Topics will include:

- Design Registration Study
- Paperless Manufacturers COC
- Best Practices for the Listing of Authorized Distributors and Independent Manufacturer Reps on Manufacturers Websites
- SCIP Database
- General ECIA updates with CEO David Loftus, Chief Analyst Dale Ford

Join us **Monday, February 8th** and learn about the important work being done by the dedicated members of the GIPC. [Click here](#) to register.

---

## EIA Standards Committee Virtual Meetings Announced

[CE-2](#) | March 24 | 1:00 - 5:00 PM EST

[Spring Engineering Summit](#) | March 31 & April 1 | 8:00 AM - 5:00 PM EST

Due to the continuing pandemic and restrictions on travel, the spring meetings of the CE-2 committee and the Spring Engineering Summit will take place via web conference.

Ongoing and new EIA standards projects will be discussed, as well as an overview of the ECIA international standards program. Anyone with a material interest in the subject matter is eligible to attend. If you are interested in calling into the meeting and are not currently active on one of the standards committees, please contact [Ed Mikoski](#) or [Laura Donohoe](#) for an invitation link.

---

## Research & Analysis Published this Week

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.

- Executive Analysis – 2021 Begins with a Chip Shortage; What is Driving It? What is the impact? (Members, Public)
- ECST Outlook Report: 2021 Jumps Out to Strong Start in Monthly Electronic Component Sales Growth (Public)
- North American Sales & Bookings of Capacitors – Q4 2020 (Participants, Members)
- North American Sales & Bookings of Inductors – Q4 2020 (Participants, Members)
- AFDEC UK & Ireland Monthly Statistics – December 2020 (Members)
- North America Weekly IP&E Components Index – Week 3 (Members)

---

## Did You Know? Members - Only ITR Webinar Series Continues February 17th

There is no denying it - 2020 was quite a year. In this webinar, economist and forecasting expert [Alex Chausovsky, Senior Business Advisor, ITR Economics](#), will assess the impact on the distribution industry and provide an outlook for the future. The latest data for Wholesale Trade, both durable and non-durable, will be examined. [Register today!](#)

Automotive, Commercial Refrigeration, Heating, Industrial, Lighting, IT / Telecom, Medical, Transportation and more.

Company president Mark Shiring has been an active member of the ECIA Manufacturer's Council and the ECIA Board of Directors. He was recently voted Chairman-Elect of the Board.

*"Our involvement with ECIA spans several decades. Our company and employees are active participants in the association," said Mark. "ECIA provides a platform to develop industry best practices drawing from the collective knowledge and experience from its members. It is a forum to share ideas and develop solutions that enable member companies to improve their business environment. It is about educating and developing the people needed to serve this critical industry. No place else will you find so many industry leading companies and people that collaborate on issues to improve the industry and markets we serve."*

Congratulations and thanks to the ebm-papst team. We appreciate the many contributions you each make to the association and industry!





**A WORLD OF  
BEST PRACTICES**  
From the Global Industry  
Practices Committee

[LEARN MORE](#)



**ecia**  
Electronic Components Industry Association