

New! The Channel Channel Podcast with Lynn Torrel



ECIA's latest Channel Channel Podcast features a fascinating discussion with Flex Chief Procurement and Supply Chain Officer Lynn Torrel. Ms. Torrel spent most of her career in the distribution industry before moving to the other side of the negotiating table just over a year ago. Her background gives her a unique perspective on the value of distribution to a global electronics manufacturing organization. In her role at Flex she manages the supply chains of over 1000 customers, including around 16,000 suppliers and one million SKUs.

"This has been an incredibly challenging year for the global supply chain. Flex has been making investments in data analytics since 2015, and we were able to very quickly develop specialized dashboards to see exactly where the trouble spots are located," she explained. "Now we are working with our suppliers to work out long term solutions to optimize opportunities for the distribution channel to avoid disruptions in the future."

To access this episode of ECIA's Channel Channel podcast, please visit www.ecianow.org/podcasts.

Want Stats? Participate in the ECST Surveys!

Only Participants Receive Full Results



ECIA invites you to participate in the:

- [May Monthly ECST](#) (respond by 5/14)
- [Q2 ECST](#) survey (respond by 5/21)

We are not asking you to represent your company - the surveys ask for your individual perspective. Results of these surveys will be sent out shortly after the close of the survey period to all survey participants.

Additional Research & Analysis - Log in For Access

- Americas DTAM Revenue by Region – 2020 (Participants)

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Upcoming Events

Monday, May 24

- [GIPC Webinar](#)

Monday, August 30 - Sept 2

- [EDS Leadership Summit](#)

Sunday, October 24 - 26

- [Executive Conference](#)

[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 - 5/10](#).

Member of the Week

This week we salute [O'Donnell Associates North](#) as ECIA's Member of the Week.



O'Donnell Associates North is a manufacturer's rep for

- North American Sales & Bookings of Inductors – Q1 2021 (Participants)
- North America Monthly IP&E Components Index – April (Members)
- North America Weekly IP&E Components Index – Week 17 (Members)

GIPC Update Webinar

Monday | May 24 | 4:00 EST | [Register Now](#)



ECIA members and non-members are invited to join, learn and submit ideas and suggestions for this upcoming webinar. If you have an interest in industry issues like Design Registration or Environmental Compliance - the Global Industry Practice Committee is a great place to start. [Register today.](#)

Learn about these latest initiative developments:

- Design Registration Study – Phase 2: Desired – Future State
- PCN (Product Change Notification): Technology Advancements
- Workplace – Post Pandemic – How is it Changing?
- Environmental Compliance: New GIPC Advisors
 - EPA PIP 3.1, CA Prop 65, SCIP Database
- General ECIA updates with CEO David Loftus, Chief Analyst Dale Ford
- Growing the SME Pool
- GIPC Succession Planning

More more information, please contact [Don Elario](#).

100 Years of the Channel

[Tell Your Company Story](#)



Many companies in the electronics industry are celebrating milestone anniversaries. With a nod to the industry's start on Radio Row, it is the perfect time to celebrate 100 years of the Distribution Channel and its impact

on the tech industry and society.

ECIA is assisting in the creation of a historical document that recognizes the visionaries and founders of our industry, the companies that made a difference, technology, operational advancements, and the Association - which has helped spur the growth and value of the tech channel. An e-book is being developed – and your company has a chance to tell your story!

Contribute your company history and purchase an ad to help offset the cost of this project. The final publication will be presented at the ECIA Executive Conference in October. [Click here](#) for details or contact ECIA Senior VP Victor Meijers: 678-393-9942.

Did You Know? Connect to NAM Data

world class suppliers. The company has proudly served the Northern California, Hawaii and Nevada marketplaces since 1963 with a mission to be the “Manufacturers’ Representative that customers look to first for their product designs and requirements”. They pride themselves on listening to their customers’ needs and applying their principals’ engineering-oriented products as solutions for the success of all business partners.

Company president Mark Conley has been active in ECIA since its inception. Over the years he served on the ECIA Board and the Regional Series Planning Committee. He is currently a member of the Independent Manufacturer Rep Council. Mark is also the 2021 Executive Conference Chairman with responsibility for leading the Planning Committee and will emcee the event.

“It has always been O’Donnell North’s desire to give back to the industry that has given us so much,” said Mark. “Our active involvement with ECIA started early on with the desire of several of us grizzled veterans wanting to bring together the three “legs of the stool” that deal with our electronics world. I encourage any member of our team to give back to our industry in terms of volunteering for ECIA committee’s and councils.”

The O’Donnell North team has shown true dedication to ECIA. Without support of members like O’Donnell Associates North, ECIA could not achieve our goals. We are grateful for your support!



By special agreement with the National Association of Manufacturers ([NAM](#)); ECIA presents Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the NAM Economic Report. NAM also releases a mid-month Global Manufacturing Economic Update. Visit the ECIA [Stats & Insights](#) page to access each report.

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