

# The Source

A weekly newsletter for members of the  
Electronic Components Industry Association.



Wednesday, December 5, 2018

## Upcoming Events

Webinar: [Art of Customer Delight](#)

**December 11**

2:00 - 3:00 p.m. EST

[University of Innovative Distribution](#)

**March 10-13, 2019**

Indianapolis, IN

[EDS Summit](#)

**May 7-10, 2019**

Las Vegas, NV

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

Chief economist Chad Moutray provides weekly analysis of key U.S. government economic data and manufacturing industry trends in the [12/3 Monday Economic Report](#).

## Key Links

[www.ecianow.org](http://www.ecianow.org)

[www.eciaauthorized.com](http://www.eciaauthorized.com)



## New to International Standards Work?

Understanding the stakeholders involved will help maximize your efforts



ECIA's Vice President of Standards and Technology Edward Mikoski recently penned an enlightening article for the publication USNC Current, a publication of the US National Committee of the International Electrotechnical Commission to help those new to international standards committees sort through the process by

focusing on the stakeholders involved. [Read the complete article.](#)

Here's an excerpt:

"Let's assume that you have absolutely no clue concerning the world of standards. Your employer directs you to get involved in the development of an international standard project where it sounds like the scope might affect your company's product or service. That is typically all the specifics you are likely to receive, so where do you even begin? Yes, you can consider simply "diving in," and if you do it would be quite prudent to take advantage of the several online courses, videos, and presentations available. Then begin by identifying as many of the stakeholders as you possibly can. Quickly you will gain a better understanding of just what you are dealing with and where you should consider injecting your energy."

[Read the complete article.](#) For more information on ECIA's domestic and international standards program, please contact [Ed Mikoski](#).

## Webinar December 11 | 2:00 - 3:00 p.m. Eastern Register Today

Back by popular demand: Woo, Wow, and Win Authors  
Thomas A. Stewart and Patricia O'Connell

Join ECIA Executive Conference Speakers Thomas A. Stewart and Patricia O'Connell for a **free** Members-only webinar to continue the discussion on [the art of customer delight](#).

Drawing on deep research and examples from across many industries, Stewart and O'Connell will teach webinar participants



how to use service design to set expectations and meet them in every interaction, across every channel, every time. [Click here to register.](#)

## ECIA D.C. Area Office Move

The ECIA office in the D.C. area has moved!  
 The new address is:  
 13873 Park Center Rd., Suite 315  
 Herndon, VA 20171

## Did You Know? Recruitment Resources Page Provides Fresh Ideas

**The Electronic Components Industry In A Snapshot**

- \$470+ BILLION in revenue
- 1,000,000+ People Employed
- 20,000+ Companies
- 28 Fortune 100 Companies We Serve
- Global Facilities: 30 Sites, 170 Countries

**Where We Play**

All the Market Segments We Touch: Consumer, Medical, Energy, Lighting, IT/Communications, Agriculture, Defense/Military/Aerospace, Industrial/Manufacturing, Automotive, Transportation.

**The Cool Products We Help Build**

IoT, Robotics, Smart Systems, Autonomous Cars, Wearables, Drones, Smart and Connected, 5G.

**Who Are Our Customers?**

Google, Intel, Microsoft, Tesla, Raytheon, fitbit, SpaceX, Johnson & Johnson, Apple, etc.

**How We Give Back**

ECIA's various programs, such as the Hiring Our Heroes, STEM, and other programs, support the industry's workforce and help build the future.

ECIA has a number of resources that can help your team recruit, train and retain employees. Set your company apart - tout your affiliation with associations that give back and provide professional development opportunities. Visit the [Recruitment Resources](#) page for some fresh ideas.



Keep Getting This New sletter. Don't let future editions of The Source go missing. Take a moment to add the new sletter's address to your anti-spam white list: [ECIANews@ecianow.org](mailto:ECIANews@ecianow.org). If you're not sure how to do that, ask your administrator or ISP or check your anti-spam utility's documentation. Thanks.

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