

# The Source

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



Wednesday, December 12, 2018

## Upcoming Events

[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 [12/10 Monday Economic Report](#).

## Key Links

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

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



## Manufacturing Council Monthly Call

Friday, December 14 | 11:00 - 12:00 EST

ECIA councils welcome the involvement of all ECIA members from their constituent group. The Manufacturer Council meets monthly via conference call with the next meeting scheduled for Friday, December 14th.

For the manufacturer group, the periodic calls supplement two, in-person meetings held each year. The meetings and calls allow for non-voting participation by interested members, with an opportunity to comment on a variety of topics, and volunteer to work on committees that may be chartered for specific initiatives.

If interested in participating, please contact [Debbie Conyers](#). For logistical reasons, participation is limited to one executive representative from each member company.

## ECIAauthorized.com Continues to Gain Users

 **ecia**  
**AUTHORIZED**  
Search. Find. Buy.

[ECIAauthorized.com](#) was created by ECIA, in collaboration with its members, to support the authorized electronic components industry. The site provides a free service to purchasing professionals, design engineers and anyone in need of electronic components price and availability information from authorized distributors.

The site boasts some pretty impressive monthly numbers:

- 160,000 Real Users
- 600,000 clicks to members' sites
- Over 35M Total Searches
- 75M+ products displayed from 4K manufacturers
- Global with local language/local currency

While other inventory aggregation sites may include data from sources that are not authorized by the manufacturer, ECIA works extensively on an ongoing basis to verify that price and availability data displayed on [ECIAauthorized.com](#) is only for products for which the distributors are authorized.

Manufacturers can use the Distributor Stock Search (DSS) widget or API to give customers access to [ECIAauthorized.com](#) directly from their website. Manufacturer rep members can also use the DSS widget. Distributors that participate on the site are required to



be members of ECIA. Contact [Victor Meijers](#) for more detailed information.

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## Professional Development Training Opportunity

### March 10-12th University of Innovative Distribution

### Registration Now Open



Known worldwide for excellence in education since 1994, the University of Innovative Distribution (UID) is focused on the unique needs of the wholesale-distribution industry. UID is sponsored by the leading distribution trade associations, in cooperation with the Innovative Distribution Program at Purdue University.

Your ECIA membership provides you a discounted fee at registration. The early bird rate for members is \$1,095, which remains in effect until January 9, 2019. [Registration is now open](#) - and space sells out quickly.

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## Webinar Reviewed Keys to Customer Experience Success

Authors Patricia O'Connell and Thomas A. Stewart yesterday explained to webinar attendees how to "Woo Wow and Win" by carefully managing the customer experience. They offered tools and examples that illustrated the fundamental principles of customer service design. ECIA members that couldn't make it to the Executive Conference in October were able to hear one of the highest rated presentations in an interactive webinar platform. This message is particularly critical for companies that have traditionally offered manufactured products, but are expanding their services offerings in response to changing market dynamics. Attendees have access to the webinar slides.

ECIA will expand webinar offerings in 2019 to touch on issues facing member companies. If you have a suggestion of topics, please send to [Debbie Conyers](#). Look for announcements in the weekly newsletter.

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## Did You Know?

### Members Have Exclusive Opportunities to Participate on ECIA Committees

As an ECIA member, you have many opportunities to join ECIA committees based on your interests. Choose from [Statistics and Industry Data](#) to [EIA Standards](#) and [Global Industry Practices](#). Create new friendships and enhance your professional development all while making a positive impact in the industry.

[Click here](#) to learn more about the different committees and how to get involved. For general inquiries, please call ECIA at: 678-393-9990. We need you!

[Keep Getting This Newsletter](#). Don't let future editions of The Source go missing. Take a moment to add the newsletter'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.