

Electronic Components Value Chain

Dale Ford, ECIA Chief Analyst presents: The Need for an Updated Assessment of Distribution Value



Technology and the electronics industry are a powerful force driving direct and indirect markets and economies around the world.

The area of electronics components distribution presents an important area where in-depth analysis of the value created has not been studied for many years. The value of distribution in most views is completely overlooked. This is a serious oversight given the significant value enabled by distribution services. The first phase of the January Market Trends Report provides a brief review of key aspects of the value of electronic components distribution. The opportunity to create an updated understanding of the value of the electronic component distribution/rep model is also highlighted.

ECIA has teamed up with Texas A&M University to create an update of the analysis of distribution value in a 2020 study. This updated study will deliver a valuable new dimension. Sponsors are currently being invited to support the study which will deliver focused and meaningful data and analysis targeted to all participants in the electronic components supply chain. Contact [Dale Ford](#) for details.

[Click here to read Dale's January Market Trends Executive Summary](#) and learn more about the study. The full Executive Analysis is available to members only. Log into the website to access.

Tracking the Impact of the Coronavirus



The rapid development of the Coronavirus and the concerns it has triggered around the world make this a topic of significant current interest to the electronics, electronics components and electronics component distribution industries. Potential impact includes:

- Travel to and from China
- Travel within China
- Shut down of manufacturing facilities within China
- Disruption of components supply chain

In order to provide timely information to ECIA members, a list of articles has been identified as providing helpful information and analysis on a wide range of topics that should provide helpful reading. Some of the publications will require subscriptions to see the complete article. [Click here](#) to review the information.

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Upcoming Events

Sun - Wed, March 8-11

- [University of Innovative Distribution](#)

Wednesday, April 29

- [Spring Engineering Summit](#)

Mon - Friday, May 11-15

- [EDS](#)

[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 January 27 Economic Report](#).

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ICYMI - Listen to The Channel Channel Podcast Interview with Ed Smith, CEO of SMTC



ECIA's latest podcast episode is a timely interview with Ed Smith, CEO of SMTC Corporation. Smith has a unique perspective on the electronic components industry, having served for many years on the distribution side of the negotiating table, and now in a leadership position on the customer side.

The interview touches on his career path, his personal challenges, and his cogent insights into where the industry is headed in 2020 and beyond.

Who's next in the podcast series? Bill Bradford interviews Michael Knight, TTI, Inc.

[Click here](#) to access The Channel Channel podcast or subscribe through your favorite platform.

Did You Know? You Can Play a Role in Shaping the Executive Conference



Join Mark Conley, Conference Chair and volunteer for the Executive Conference Planning Committee. Planning calls will commence in February. Voice your opinion about the topics and speakers to feature at the 2020 event.

The Executive Conference has been a must-attend event for over 30 years - there is no other that offers an in-depth look at the electronics components industry and is as geared towards industry specific education and fostering meaningful relationships across this section of the supply chain network.

Email [Debbie Conyers](#) and get on board!

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