

“UK – Electronic Components Industry Annual Dinner”
By Popular Demand... The Beautiful Game... Again...
In Brighton.... Where Else...?

Thursday 14th June '18 – Jurys Inn, Brighton Waterfront Hotel.

Dear **ecsn Member's and Guest's**,

On behalf of the Leadership Group of **ecsn / afdec**, and our sponsors **Gelec** and **MMG Publications Ltd**, it's my pleasure to invite you all to attend this popular industry event...

Our day starts at 11:00 with the kick off of the **Electronics Sourcing 5-A-Side Football Tournament** held at the Sussex Football association HQ in Lancing, West Sussex. All are invited to play, entering as an individual, a team or to help cheer on the industry teams and then join us for lunch. You must register in advance to play, please contact Sales@electronics-sourcing.com to enter. Access to the stadium for supporters will be via a personal registration badge, which will be available at the gate, there's ample parking on site.

Moving on to the Jurys Inn Brighton Waterfront Hotel, Kings Road, Brighton, BN1 2GS. Please mingle with your friends and colleagues at the bar and then at **18:00** head for **Noblesse Room** to get the latest market information with a **“UK, European and Global Electronic Components Market Update“**, presented by **Aubrey Dunford – Market Analyst ecn / Managing Partner – Europartners Consultants**.

A quick trip to the **Atrium Bar** to and onto the **Renaissance Suite** where we will sit down for dinner at 20:00. This year we welcome **Dr Dave Richards – Author - “The Seven Sins of Innovation”** as our guest speaker. Dr Dave is a globally recognized innovation thought-and-practice leader, author, speaker, entrepreneur, and co-founder of the MIT Innovation Lab.

After dinner there will be an update on the days Football activities and prize giving by football professional and manager **Guy Butters** followed by an auction of football memorabilia with the proceeds raised going to the charity **‘Albion in the Community’**.

A booking form may be found on page 5, we have negotiated a discount for ecn members and guests with the hotel, the discount code will be provided along with your receipt.

I look forward to meeting you on the 14th June in ‘Sunny’ Brighton...



Sponsored by:





“UK – Electronic Components Industry Dinner” – Evening Programme.

(Dress Code – Casual)

18:00 A UK, European and Global Electronic Components Market Update...



Aubrey Dunford
Managing Partner

Europartners Consultants www.europartners.eu.com



Aubrey Dunford is the Managing Partner of Europartners Consultants. He is the editor of the Europartners Annual Distribution Report and is engaged in a number of consultancy projects within the electronics industry.

Prior to joining Europartners in 2001 he worked for Philips for 25 years, holding a number of senior Marketing and Sales positions in the UK and Internationally in both the Semiconductor and Components Divisions.

20:00 Dinner – Introduction and Welcome



Adam Fletcher

Chairman

ecsn / afdec www.ecsn-uk.org

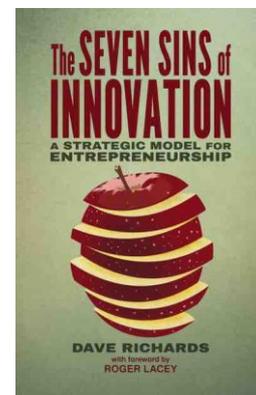
Fletcher has deep cultural exposure to business practice and process in electronic components markets particularly semiconductors in Europe, USA, Japan and was appointed Chairman of ecsn / afdec in May 2015 and Chairman of the International Distribution of Electronics Association (IDEA) in 2011.



Our “Guest Speaker” This Evening....



Dr Dave Richards
Author



Richards helps enterprises achieve their full potential for all kinds of innovation – including new product development, technology applications, business improvement, customer engagement, and open innovation. His approach is to improve strategic focus, customer centricity, team motivation and cohesion, and innovation leadership capabilities.

He has a highly successful track record of driving growth of market share, profitability, valuations, and organizational capacity for value creation. He directly led the creation of \$ Billions of shareholder value as a globally responsible senior executive with Nortel Networks and Oracle Corporation, playing a key role in commercializing the early internet.

Richards is a globally recognized innovation thought-and-practice leader, author, speaker, entrepreneur, and co-founder of the MIT Innovation Lab. According to Roger Lacey, former Chief Strategy Officer of 3M, Dave's highly acclaimed book, *The Seven Sins of Innovation: A Strategic Model for Entrepreneurship*, “elevates the thinking on this crucial subject to the highest level”..

22:00 Review of Today's Football Action and Auction of Football Memorabilia...



Guy Butters

Professional Footballer / Manager

Albion in the Community www.albioninthecommunity.org

Butters made his Tottenham debut in November 1988 in a League Cup tie versus Blackburn Rovers in which he scored an unfortunate own goal, he made his League debut as a goalscoring substitute that weekend in a 3-2 win against Wimbledon. He spent six seasons at Portsmouth FC and a further six years playing for Gillingham FC. He signed for Brighton FC on 29 August 2002.

Butters played his 600th professional game during 2006 having been runner-up in the club's official player of the season awards for the two previous years.

Butters left his job as manager of Winchester City on 1 October 2012, to go back to Brighton & Hove Albion, where he was to work for their charity arm, 'Albion in the Community'. This move was short-lived, when less than a week later he joined Conference South club Eastleigh as assistant manager...

May I take this opportunity to thank our sponsors Gelec and MMG Publishing for their support of this event...



