



ELECTRONICS REPRESENTATIVES ASSOCIATION

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ERA Announces its Chapter of the Year Award Recipients for 2017 Activities and Projects

During its 49th Management and Marketing Conference in Austin, Texas, the Electronics Representatives Association (ERA) announced that four chapters have been selected as the Chapter of the Year for their 2017 activities and projects. The award recipients and their entries, by category, are:

- *Education* - Chicagoland-Wisconsin ERA;
- *Membership and Member Services* - Carolinas ERA;
- *Marketing Services* - Florida-Sunshine ERA; and
- *Special Projects* - Arizona ERA.

Each award recipient will receive a full-tuition scholarship to ERA's Chapter Officer Leadership Training (COLT) program that can be used in 2018 or 2019.

There were 20 entries this year from 11 chapters. The Chapter of the Year judges, who reviewed all entries and selected award recipients, are: Todd Ford, Dixie Chapter, of South Atlantic Components; David Gassman, Ohio Chapter, of CC Electro; Mike Long, Spirit of St. Louis Chapter, of Seltec Sales; and ERA CEO Walter Tobin.

About ERA

The 83-year-old Electronics Representatives Association (ERA) is the international trade organization for professional field sales companies in the global electronics industries, manufacturers who go to market through representative firms and global distributors. It is the mission of ERA to support the professional field sales function through programs and activities that educate, inform and advocate for manufacturers' representatives, the principals they represent and the distributors who are reps' partners in local territories. ERA member representative firms (often called "reps") provide field sales services on an exclusive basis to manufacturers of related (but non-competing) products in a defined territory. For more information about ERA, visit era.org.

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