



ECIA Member Newsletter

June 10, 2020

New Podcast with IHS Markit's Tom Runiewicz



ECIA Chief Analyst Dale Ford interviews IHS Markit's Senior Principal Economist Tom Runiewicz about what we can expect for the highly anticipated global and U.S. economic recovery following the pandemic. In this timely discussion Mr. Runiewicz, shares his expert insight on what shape the recovery will take, how fast and strong it will be, and what

companies need to watch out for. He offers a sober and realistic view of what is likely to unfold in the next two to three years.

Access The Channel Channel podcasts from [the ECIA website](#) or many podcast sites.

GIPC Group Issues New Best Practices White Paper

Guidelines for Safely Interacting with Customers and Business Partners Post Covid-19

ECIA's Global Industry Practices Committee has issued a document to provide areas for consideration and best practices for how manufacturers, distributors and manufacturer's representatives in the electronic component industry can safely and effectively adapt their selling organizations in response to the Covid-19 pandemic. The content in this document is derived from a combination of remote customer engagement policies and strategies along with guidance regarding face to face selling activities and other external stakeholder meetings.

"Over a matter of several weeks our SME (subject matter expert) group held multiple, in depth conversations to help the industry restart those in-person customer engagements suspended during the Covid-19 lockdown," explained Russ Dzielak, Director of Channel & Key Accounts, Phoenix Contact and head of the group. "Our team focused on the needs of organizations to maximize employee and customer health and

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3. [ECIA Trends Survey Report Released](#)
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Upcoming Events

Thursday, June 18

- [LinkedIn Basics](#)

Sunday - Tuesday, Oct. 25-27

- [Executive Conference](#)

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 Economic Report - June 8](#).

safety.” The document includes critical issues such as how to reduce face to face interactions, become more productive and effective using remote working tools, as well as a list of safety precautions for when face to face meetings are necessary and appropriate.

Visit the [Coronavirus Resources](#) page to access the complete document. For questions, please contact ECIA's [Don Elario](#).

ECIA Reports Rebounding Electronic Component Sales Sentiment for June 2020

In the most recent Monthly Survey of ECIA members across the electronics component supply chain, ECIA found renewed optimism for industry sales in June compared to May 2020. Based on a detailed monthly survey, ECIA has developed a top-level index showing relative estimates for electronic component sales in the current month compared to the prior month and expectations for the coming month compared to the coming month.

In the latest survey, the sentiment index jumped from a low of 75 in the April survey looking toward May up to nearly 113 for the month of June compared to May. Improved sales expectations were reported for every major component category: Electro-Mechanical/Connectors, Passives and Semiconductors. In addition, the overall average outlook for sales by major end markets recovered back to a “stable” level of 100 in the index. As expected, the strongest end market sales expectations are focused on medical equipment, Telecom Networks and Avionics/Military/Space. However, even markets facing a more challenging environment are expected to improve in June.

Please log into www.ecianow.org to access reports on the [Stats & Insights page](#).

Market Research Released This Week

- Global Semiconductor Trade Statistics – April 2020 (Members Only)
- TPC Semiconductor Market Survey – May 2020 (Available to Public)
- AFDEC UK & Ireland Monthly Statistics – April 2020 (Members Only)

Please direct questions regarding ECIA research and analysis to Chief Analyst Dale Ford: dford@ecianow.org.

Semi Survey Shows Weakening in Growth Expectations

The most recent TPC monthly survey polled over 6,200 active industry professionals across the globe.

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Availability of critical parts is now becoming less of a concern with lead-times shrinking slightly and inventories starting to increase slightly. The Consumer segment has shown improvement over the past couple of months while the Automotive segment

continues to deteriorate. Communications and Industrial remain little changed. [Click here to access the May survey report.](#)

Technology Partners Consulting, (TPC) provides independent third party consulting to electronics suppliers and financial services firms. TPC provides ECIA with a monthly report on a market trends survey administered by Glenn Hitchcock, TPC founder and president.

Did You Know? Free Webinar Focuses on Leveraging LinkedIn

June 18 | 2:00 PM EDT | [Register Here](#)

LECTRIX Now more than ever, anyone who interacts with customers is the face of your company.

In this 45-minute webinar, your team will receive a practical 101 on how to:

- Set up and optimize your LinkedIn profile
- Build a consistent activity schedule
- Develop the right audience
- Identify and connect with prospects
- Establish a team social effort

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