



ECIA Member Newsletter

July 8, 2020

## Monthly Market Trends Survey

**Your Voice is Important - Participate in this Valuable Research!**



Your ongoing support is critical for the continued success of the ECIA Monthly Market Trends Report.

Please take 5 minutes of your time to answer the questions at the survey link below. You only need to answer for markets and products where you have knowledge. Your answers should be

based on your own outlook of the overall market, not your company's outlook.

[Click here to complete the survey.](#) Please submit responses by **July 17th**. Results of the survey will be sent out shortly after the close of the survey period.

### **Research and Analysis Published by ECIA in the Past Week**

- [Semiconductor and Passive Component Sales Percent Change Year-over-Year and Quarter-over-Quarter – Q1 2020 \(Participants only\)](#)
- [Semiconductor and Passive Component Quarterly Sales Comparisons – Q1 2020 \(Participants only\)](#)
- [Global Semiconductor Trade Statistics – April 2020 \(Members only\)](#)

Please direct questions regarding ECIA research and analysis to Chief Analyst Dale Ford: [dford@ecianow.org](mailto:dford@ecianow.org).

## GIPC Quarterly Update Webinar

**Monday, July 20, 2020, 4:00 Eastern**

The Global Industry Practices Committee ([GIPC](#)) has been continually working on initiatives in the second quarter of 2020 and will hold a Q2 update on Monday, July 20 at 4:00 p.m. EST.

Join Don Elario, VP of Industry Practices, committee members and the SME (Subject Matter Expert) resource pool members

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5. [Did You Know? Join an ECIA Committee](#)

### Upcoming Events

Monday, July 20

- [GIPC Q2 Update](#)

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 - July 6](#).



for this timely review of important association initiatives:

- COVID-19 Interacting with Business Partners and Customers Best Practices
- Business Operations Modifications and Reopening Survey Results
- Modernization of Design Registration
- Paperless Process for Handling Manufacturer COC's

[Click here to register.](#) The meeting is open to all ECIA members who wish to attend and learn more about the GIPC.

## Standards Committee Looking for Participants



Do you have expertise with paper, film, mica and wet-electrolytic capacitors for all AC and DC applications? The EIA P-2.2 Standards Committee is seeking additional members from producers

who make these capacitors, users with products that use these capacitors and those with a material or academic interest. The documents that will be reviewed are:

- EIA-376 Fixed Film Dielectric Capacitors in Metallic and Non-Metallic Cases for D.C. Application
- EIA-377 Metallized Dielectric Capacitors in Metallic and Non-Metallic Cases for Direct Current Application
- EIA-395 Polarized Aluminum Electrolytic Capacitors for Long Life (Type 1) and for General Purpose Application (Type 2) (Revision of RS-154-B and RS-205)
- EIA-401 Paper, Paper/Film, Film Dielectric Capacitors for Power Semiconductor Applications
- EIA-454 Fixed Paper and Film-Paper Dielectric Capacitors with Non-PCB Impregnants for Alternating Current Applications
- EIA-456 Metallized Film Dielectric Capacitors for Alternating Current Application
- EIA-479 Film-Paper, Film Dielectric Capacitors for 50/60 Hz Voltage Doubler Power Supplies
- EIA-495 Film Dielectric Capacitors with Metallized Paper Electrodes for Alternating Current Applications

Please [contact Ed Mikoski Jr.](#), Vice President of Standards and Technology for more information. The majority of Committee work is accomplished remotely, through ECIA's electronic Workspace, a secure system for document review, balloting and communications.

## ECIA Rep Council Publishes Best Practices for Distribution Training

The ECIA Independent Manufacturer Rep Council conducted extensive surveys of North American based distributors to identify the Best Practices used by manufacturers and their local representatives in the training of

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distributor personnel. Over 1,000 individuals were surveyed over a five-month period. From the insights gained from that research, the Council then developed extensive model training materials that can be customized for training programs for specific components.

“A collaborative approach in the creation of trainings assures effectiveness and greatly increases audience participation and ROI,” explained **Alan Ahern**, Manufacturers’ Rep Council Chair and president of Crowley Associates. “We are grateful to all the participants in the survey and want to emphasize that this is a working document that will be continuously updated with new, fresh, innovative ideas that are presented back to the ECIA.”

The Executive Summary, survey results, and training templates can be found on the ECIA website, [Model Distribution Training page](#).

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## Did You Know? Professional Development Opportunities on ECIA Committees



As an ECIA member, you and members of your team have many opportunities to join ECIA committees. Choose from Statistics and Industry Data to EIA Standards and Global Industry Practices. Create new connections and enhance your professional development all while making a positive impact in the industry.

[Click here](#) to learn more about the various committees and how to get involved. For general inquiries, please contact [Debbie Conyers](#). We'll help you get involved!

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