



ECIA Member Newsletter

July 29, 2020

New Podcast Focuses on Manufacturer Rep Council Quarterly Update



In this new podcast, Council Chair **Alan Ahern** outlines the Independent Manufacturers' Rep Council quarterly progress. It has been very active, adding new members and making substantial progress on projects such as developing [best practices for distributor training](#), working to improve the extract, transfer and load (ETL) process, as well as

contributing to the industry-wide initiative to modernize the design registration process.

Alan joins David Loftus, ECIA President and CEO to discuss these initiatives, Crowley Associates' response to the Covid-19 crisis, what it means to be part of the newly organized ECIA Council structure and much more. "The new Council organization is brilliant," Ahern explains on the podcast. "It allows a much higher level of collaboration between the three groups. I know I can pick up the phone and call any of the other Council chairs and run ideas by them and get their input." [Click here to access the podcast.](#)

Latest Semiconductor Market Trends Survey Report Released

Continued weakening in C3Q growth expectations.



The most recent TPC survey polled over **10,600** active industry professionals across the globe. Results show weakening in C3Q growth expectations and C3Q bookings expectations. Backlog cancellation expectations show a continued increase in cancellations over

the 2 months, which is seen as a leading negative indicator for C4Q. [Click here for the complete July survey report.](#)

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Upcoming Events

Friday, July 31

- [Return to Work with The Trust Bridge](#)

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 27.](#)

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.

Webinar: Risks & Challenges Around the Return to Work

Friday | July 31 | 11:00 AM EDT | [Register](#)



There are many questions around the Return to Work. Whether it is to be remotely or back to the office, how will your team manage and what are the HR challenges?

The Trust Bridge and its panel of experts will discuss risks and options that you may have not considered: With many companies furloughing their staff, what happens when the furlough period ends? Will companies outsource more and take on interim freelancers? And what are the implications for permanent staff positions? What are the rights of employees and employers?

Attendees will review a Framework for Returning to Work with TTB and look at some case studies for Virtual Office technology.

The Covid 19 pandemic has changed the employment landscape dramatically. Will things ever go back to normal? Don't miss this informative event!

[Click here to register.](#)

Distributor Stock Search Widget Totally Redesigned



Better Technology - Better Design - More Integration Options - Part Number Autocomplete - User-Friendly Wizard - Free to Users

The TrustedParts.com Distributor Stock Search (DSS) has been completely redesigned to make it even easier for component manufacturers and their independent sales representatives to list authorized inventory on their websites. If you're not already listing your inventory on your website, this is a great opportunity to start. Even if you're currently using the previous version of the DSS or a tool from another aggregator, you should still check out our new DSS.

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Same **search** functionality and **authorized** sources you have **trusted** for years.

Search **authorized distributors now** 🔍



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Take some time to [browse our Distributor Stock Search documentation](#) before requesting access. This resource includes 4 fully functional and interactive DSS examples that let you see for yourself how it works. There's no easier way to feature authorized inventory on your website than the new TrustedParts.com DSS! When you're ready to integrate the DSS with your site, simply [sign up for a free account](#) and [request access](#)!

Did You Know? ECIA Offers an Impressive Array of Research & Analysis



According to a survey from Deloitte, 49% of respondents say that analytics helps them make better decisions, 16% say that it better enables key strategic initiatives, and 10% say it helps them improve relationships with both customers and business partners. ECIA is committed to making industry data more accessible than ever. We offer a wide variety of reports - it can be confusing to keep track. Members can log into the website and visit the [Stats & Insights](#) page to access an ever increasing number of statistical reports. Some are available to the public, some to members and some only to those who participate in the survey. [Click here for a current list of available reports.](#)

Research and Analysis Published by ECIA in the Past Week

- North American Sales & Bookings of Capacitors – Q1 2020 (Participants & Members)
- Surface Mount Resistors North America Consumption – Q2 2020 (Participants & Members)
- North American Sales & Bookings of Carbon & Metal Film Resistors – Q2 2020 (Participants & Members)
- IDEA European Electronic Component Distribution Statistics – Q1 2020 (Members Only)
- North America Weekly IP&E Components Index – Weeks 29 (Members Only)

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

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