



ECIA Member Newsletter

September 30, 2020

October Webinar Events

We may not get to see you in person next month at the Executive Conference - but ECIA has a number of online events planned. Join us and spread the word to your colleagues.

Click the links below to register for the sessions.

- Wednesday, **October 14** - ITR Economics (Members Only)
 - [Managing in an Uncertain Economy](#)
- Thursday, **October 15** - Compliance & Risks
 - [Key Product Compliance Issues: From Chemicals to Conflict Minerals to Connected Products](#)
- Monday, **October 19** - GIPC Q3 Update
 - [Global Industry Practices Committee Initiatives Update](#)
- Thursday, **October 22** - Supply Chain Risk Management
 - [Handling Disruptions Today and Tomorrow](#)

ECIA Member Survey - Please Complete!

3 Reasons to Complete [The ECIA Member Survey](#)

1. **We don't know what we don't know.**
2. **The world is changing and we need your input.** The pandemic is likely to change the way business is conducted in our industry. How can ECIA help make that transition easier for you?
3. **Connect. Influence. Optimize.** ECIA is arguably more important than ever to our industry. Our 2018 member survey enabled us to restructure in ways that have proven very effective.

Please share 10 minutes of your valuable time to tell us how you use your ECIA membership. Help us make ECIA even better for 2021 and beyond! [Click here to take the survey.](#) Survey Closes **October 2**.

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Upcoming Events

Wednesday, Oct. 14

- [ITR Economics Webinar](#)

Thursday, Oct. 15

- [Key Product Compliance Issues](#)

Monday, Oct. 19

- [GIPC Q3 Update](#)

Thursday, Oct. 22

- [Supply Chain Risk Management Webinar](#)

[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

Women in Electronics Virtual Leadership Conference

November 10th: 11:00 AM - 5:45 PM Eastern



The annual WE Leadership conference "Even Better Together" is open to *everyone* in the industry: women *and* men! Make a plan to participate in this effort to unite, develop, and rise together. The conference features four key speakers and assorted breakout sessions:

- Lanan Clark - Wealth Management Director
- Michael Knight - TTI / Industry Thought Leader
- Dr. Shawn Andrews - Organizational Consultant/ Professor / Trainer / Author
- John Maxwell - Leadership Expert / Trainer

[Click here](#) for event details and to register!

Weekly ECIA Stats



To access the full breadth of ECIA's market data, members should log in to the ECIA website and visit the [Stats & Insights](#) page. Contact Chief Analyst [Dale Ford](#) with any questions regarding the research and analysis.

- Coronavirus Impact Survey – Update 11: Results of Manufacturer & Distributor Survey Ended – 9/18/20 (Members & Public)
- North American Electronic Component **Monthly** Sales Trends (ECST-MNTH) – September 2020 (Members)
- North American Capacitor POS by State – Q2 2020 (Participants)
- AFDEC UK & Ireland Monthly Statistics – August 2020 (Members)
- North America Weekly IP&E Components Index – Week 38 (Members)

Value of Authorized Distribution Highlighted

Over the past couple months, two separate industry trade publications have featured articles on the value of authorized distribution.

The GlobalSpec article focused on 5 key benefits to engineers while Electronics Sourcing NA honed in on features for purchasers. These articles and infographics are available on the [Training & Resources](#) page of the ECIA website. Download today!

trends in the [NAM Economic Report - September 28.](#)

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

Search **authorized** distributors now 🔍

A WORLD OF BEST PRACTICES
From the Global Industry Practices Committee

[LEARN MORE](#)

Did You Know? Model Distribution Training Available

Best Practices & Training Templates Available

The ECIA Independent Manufacturers 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 distributor personnel.

Over 1,000 individuals were surveyed over a 5 month period. From that work, we are pleased to present the Executive Summary, supporting Research and several templates to use in planning your training meetings and conducting follow-through.

[Click here](#) to access the documentation.

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