



ECIA Member Newsletter

November 04, 2020

Mark Your Calendar - Upcoming Industry Events

The industry is winding down the year with a few important events you won't want to miss! Encourage your team to take advantage of these virtual events to build skills and set the stage for a successful 2021.

Women in Electronics: November 10 | [Register Here](#)

Open to industry women and men, don't miss this incredible lineup of speakers and virtual topics designed to make us EVEN BETTER TOGETHER!

Engineering the Conversation: December 8-9 | [Register Here](#)

A 2-day online event created specifically for sales and marketing managers in the B2B electronics industry. Attendees will sit down with a lineup of electronics industry experts to prepare for the biggest challenges of 2021 in this niche market.

ECIA Board Review & Economic Update

Mon. | November 9 | 2:00 - 3:30 EST | [Register Here](#)

Join us for an interactive webinar to brief members and the industry about progress on 2020 initiatives and the association's direction moving forward. Dale Ford, ECIA's Chief Analyst will also provide an economic update based on his surveys and research of this most challenging year.

The agenda includes remarks from outgoing Board Chairman **Jeff Thomson**, ON Semiconductor as he hands the reins over to **Frank Flynn**, Sager Electronics. Also on the agenda is a review of the year's activities from ECIA President and CEO **David Loftus**. There will be plenty of time for questions from attendees.

Encourage your team to take part in this discussion with the ECIA Board! [Register here.](#)

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Upcoming Events

Monday, Nov. 9

- [Annual Board Review](#)

Tuesday, Nov. 10

- [Women in Electronics](#)

Wednesday, Nov. 18

- [ITR Webinar Series](#)

[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 - 11/02.](#)

ECIA's Electronic Component Sales Trend (ECST) Survey Projects Continued Sales Growth in November 2020



ECIA's Electronic Component Sales Trend (ECST) survey that was just completed points to continued, but softer, sales growth for electronic components in November 2020 compared to October.

This follows two months of strong sales growth in September and October following a recovery in sales that began in August as measured by the same survey. This is a very hopeful indicator that the electronics and electronics components industry is on a solid rebound after weathering the impacts of the COVID-19 pandemic earlier in the year. However, the expectations are for softer sales growth in November compared to October. In a typical seasonal cycle, sales would usually remain strong through both October and November. However, overall concern about a softening overall economic environment may be influencing expectations for the near term. Economists point to the need for another round of stimulus by the government to keep GDP momentum going. However, action on the stimulus has been delayed by the political uncertainty leading up to the 2020 elections. [Click here to read the complete report.](#)

Research and Analysis Published by ECIA in the Past Week

- North American Sales & Bookings of Carbon & Metal Film Resistors – Q3 2020 (Participants & Members)
- North American Sales of Inductors – Q3 2020 (Participants & Members)
- World and Regional Semiconductor Data by Product Categories (WSTS Bluebook) - September 2020 (Participants)
- Semiconductor Sales by Region & World Total (WSTS Bluebook) – September 2020 (Participants)
- IDEA European Electronic Component Distribution Statistics – Q3 2020 (Members)
- North America Weekly IP&E Components Index – Week 43 (Members)

Members Only: ITR Economics Webinar Series

Wed. | November 18 | 3:00-3:45 PM EST | [Register](#)

Managing in an Uncertain Economy Series: There is no crystal ball, but forecasting is the next best thing you can do to predict your business's economic future. ECIA is offering a monthly

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interview-style presentation series to help your company plan during these unpredictable times.

Join economist and forecasting expert [Alex Chaousovsky, Senior Business Advisor, ITR Economics](#), who will provide data and analysis on what to expect for the remainder of the year and Q1 2021.

[Members must log in to register](#). The October recording and presentation deck are available from the [Members Only](#) page.

Did You Know? Resources Available for Recruiting & Training

Visit the [Training & Resources](#) tab for access to many resources available for your team. From sales trainings to educational webinars to recruitment tools, we have compiled a number of resources to keep you up-to-date on industry issues and best practices.



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