

ECIA Issues China Tariff Removal Guidance Document



The ECIA Board of Directors and Council leaders assigned the GIPC ([Global Industry Practices Committee](#)) to anticipate the unwinding/untangling of inventory issues inflicted through the tariffs by identifying a checklist of areas and issues for consideration when tariffs

are removed.

Since the implementation of the China Tariff List 301 in July 2018 the electronic components authorized channel partners have been dealing with the sudden and unexpected challenges of implementing methods to manage and process the exchange of tariff information. When the transition begins to remove tariffs, manufacturers and distributors will again need to work closely together to solve the many issues created by the tariff process.

Untangling from the complexity of the tariff can be just as complex as implementing it. What tariffs have been paid, by whom and when, what portion of the tariff is applicable and what portion is not – ECIA members want to be ready to unwind these issues as quickly and accurately as possible. The GIPC document represents what manufacturers and distributors identify as areas for consideration when tariffs are removed. Each manufacturer and distributor may determine which areas for consideration best fits its own unique needs. This document does not represent a collective effort to require manufacturers or distributors to take any action on any item within the checklists.

The document is available to members only. To access, visit www.ecianow.org, log in at the upper-right corner then click on “Members Only” under “Quick Links”. Click on the China Tariff Resources link.

Blockchain Solutions for High Tech & Manufacturing - Join ECIA & IBM to Learn More

In This Issue...

1. [China Tariff Removal Guidance Document](#)
2. [Blockchain Solutions Webinar](#)
3. [ECST Quarterly Survey](#)
4. [Did You Know? Training & Recruitment Resources Available](#)

Upcoming Events

Thursday Nov 21

- [IBM Blockchain Solution Platforms](#)

Wednesday, Dec 11

- [Value of Distribution: Framework of Proposed Study](#)

Sun - Wed, March 8-11

- [University of Innovative Distribution](#)

Mon - Friday, May 11-15

- [EDS](#)

Weekly Economic Trends
National Association of
Manufacturers

By special agreement ECIA is pleased to present with NAM's Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the [NAM Nov. 12 Economic Report](#).

[Thursday, November 21st: 11:00 AM - Noon Eastern](#)



ECIA is partnering with IBM to present a webinar on two blockchain platforms: [TradeLens](#) and [Trust Your Supplier](#). These solutions are designed to address the specific challenges of the high tech and manufacturing industries.

TradeLens offers a digital platform that empowers businesses and authorities along the supply chain with a single, secure source of shipping data, enabling more efficient global trade. It improves data sharing and collaboration with shipping partners through blockchain encryption and powerful permission-based sharing.

The second solution to be reviewed is Trust Your Supplier (TYS). This blockchain simplifies and accelerates Supplier Onboarding and Lifecycle Management to allow users to identify, verify, and maintain supplier information in a secure, decentralized network.

The webinar will outline benefits to buyers and suppliers. Don't miss a chance to better understand these blockchain options!

The webinar is **Thursday, November 21st, 11:00 - Noon ET**. [Register here](#) and encourage other members of your team to attend!

ECIA Quarterly Market Trends Survey



Published quarterly, the [Electronic Component Sales Trends \(ECST\) survey](#) asks individuals from both member and nonmember companies for their personal view on activity in certain end-markets and sales trends for specific electronic component groups. This survey has two goals: confirm predictions about the current quarter and determine sentiments

about the next.

The results of this survey are published each quarter. Participants will receive the results of this survey by mid-December. Members can see all previous reports by visiting www.ecianow.org. Log in at the upper-right corner and click on "Members Only" under "Quick Links" If this is the first time you've logged into the site, after clicking on Member Login you'll need to click on the reset password link.

The value of a survey like ECST is increased when more people participate. Please take a few minutes to share your opinion at: www.ecianow.org/ECST. You will be asked to enter your email address to ensure integrity of the survey and eliminate duplicate entries.



If you have any questions about the ECST and other data offered by the ECIA Statistics Council, please contact Jim Bruorton at jbruorton@ecianow.org. **Please respond by November 30th.**

Did You Know? Training and Recruiting Resources Available

University of Innovative Distribution - March 8-11

Through ECIA's membership in the Association Education Alliance (AEA), members can take advantage of discounts on the University of Innovative Distribution (UID) courses and other sales training opportunities. 2020 [UID](#) dates are March 8-11 in Indianapolis - consider sending your team for this unique educational opportunity. Registration is now open and fills up fast, act today.

Visit the ECIA website to access a number of resources and tips for [training](#) and [recruiting](#) talent.