

Electronics Components Supply Chains & Imports



Dale Ford, ECIA Chief Analyst presents: What is Shifting and Where is it Shifting?

Strong supply chain management is critical to the success of all participants in the electronics industry. Procurement managers continually seek to optimize their understanding of the risks and evolving forces that continually reshape their supply ecosystem. A key element in their efforts is achieving the best visibility possible of both the macro and micro factors shaping the supply base. This typically means developing and managing data that can form the basis for informed decisions and action plans.

[Click here](#) for the Summary of Dale's latest analysis. Members may access the complete report by visiting www.ecianow.org, clicking on the "Members Only" section under Quick Links and logging in.

Episode 4 of The Channel Channel Podcast Released



The latest episode features an interview with Vishay VP of Distribution, Robert Kirch. Rob currently serves as the chairman of the ECIA Manufacturer Council. Listen in to hear about Rob's start in the industry and how he outlines the activities and priorities of the Manufacturer Council. His advice to those not involved - you're missing some unique

opportunities. [Click here](#) to listen on the ECIA website or subscribe wherever you access your podcasts.

The Value of Distribution: A Framework for Market Access & Development (TAMU Study)

[Wednesday, December 11th: 11:00 AM - Noon Eastern](#)



ECIA members have recently expressed an interest in updating a study that NEDA produced in 2003, in partnership with Texas A&M: *Quantifying the Value of Authorized Distribution*. Much has changed in the past 15 years, and with margins under constant pressure, a refreshed look at the quantifiable value of authorized distribution in today's world

could enable our members to better promote their worth and help them monetize their various value added services. The proposed study will also include a viewpoint of the manufacturer's representative, and create "cost-to-serve" modeling tools for both.

In This Issue...

1. [Dale Ford's Analysis](#)
2. [Podcast with Rob Kirch Released](#)
3. [TAMU Study - Webinar](#)
4. [ECST Quarterly Survey](#)
5. [Did You Know? ECIAauthorized New Blog](#)

Upcoming Events

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 NAM Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the [NAM Dec. 02 Economic Report](#).



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The [Manufacturing Council](#) of ECIA, made up of executives that are advocates for the channel in their respective companies, are leading the effort to advance this initiative. We will be seeking sponsor companies to underwrite the cost of the research and to work with TAMU to shape the study. We expect sponsorship support to be \$5000 or less, based on the number of participants.

An informational webinar is scheduled to gain a better understanding of the effort. TAMU will walk through the proposed study and answer your questions. Join in on **Wednesday, Dec. 11**, at 11 AM EST. To register for this webinar [click here](#).

Invite your team to attend the webinar and listen to Dr. Lawrence and Dr. Nagarathnam, ask questions and ensure that the study reflects your voice.

[Register here](#) and encourage other members of your team to attend!

ECIA Quarterly Market Trends Survey



Please respond by December 6th

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.

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. The results of this survey will be published 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.


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 December 6th.**

Did You Know? ECIAauthorized Blog Posts Provide Tips & News

Users of ECIAauthorized.com have come to rely on it as a valuable resource for price and availability data for official parts from authorized manufacturers.


To allow users to better leverage the site's capabilities, we've introduced the [ECIAauthorized blog](#). In it various site features will be highlighted in order to enhance our users' experience.

ECIAauthorized.com account-holders have access to our latest features including Stock and Price Alerts, and can quickly request access to other services like our Extended BOM, the ECIA API, and more. [Register today](#).



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