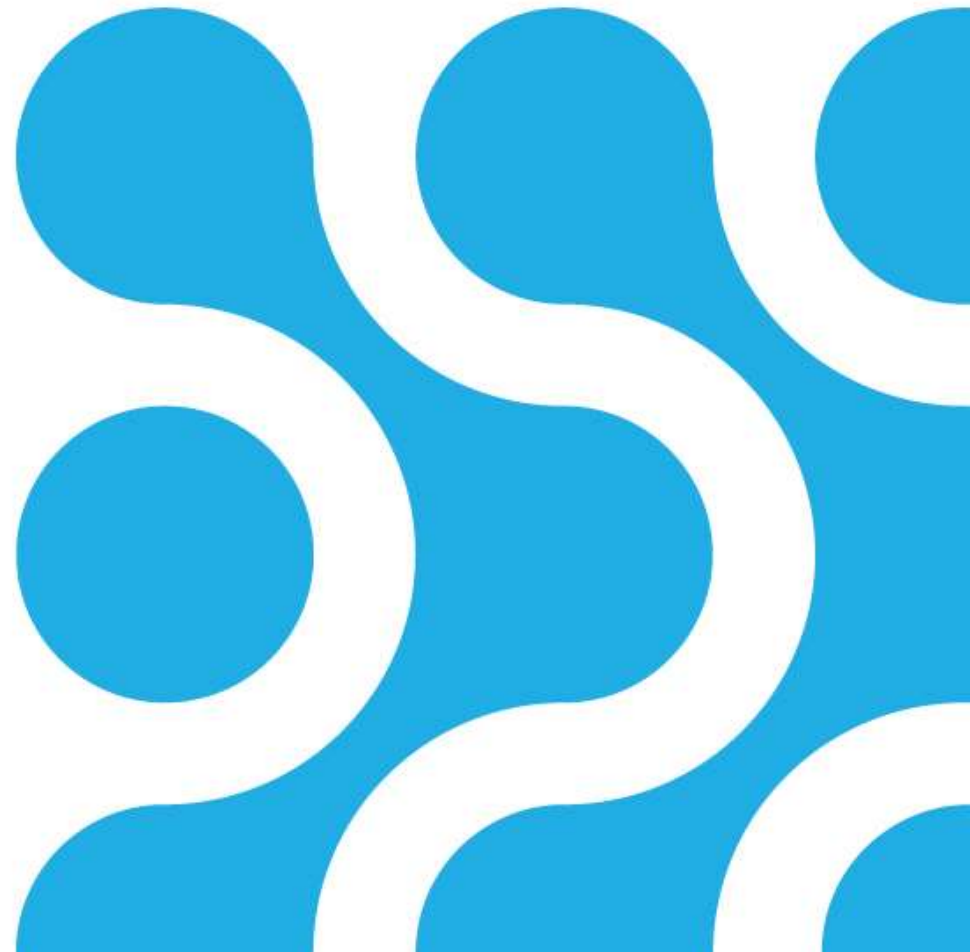


Website, Training, Benefits and More!

April 27, 2023



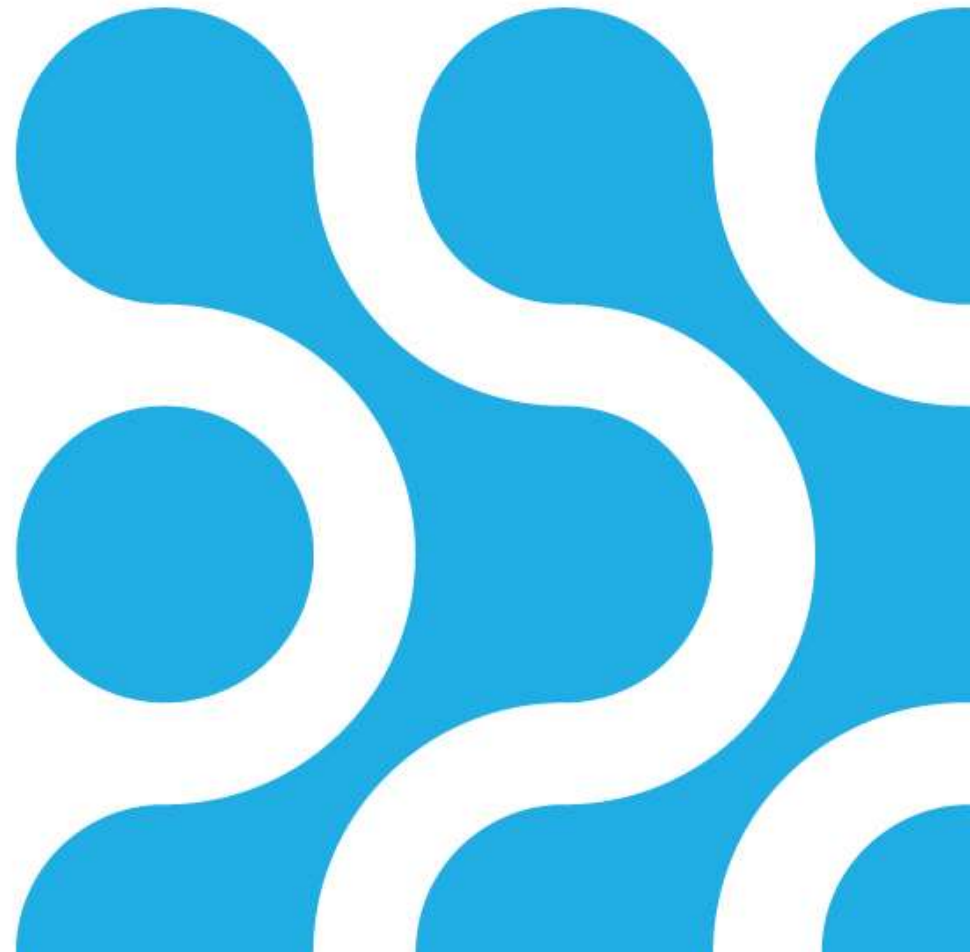
Agenda

- Association Update – David Loftus
- Homepage Walkthrough – Stephanie Tierney
- Stats and Insights – Dale Ford
- Issues and Practices – Don Elario
- EIA Standards – Laura Donohoe
- TrustedParts.com – Victor Meijers
- PACE – David Loftus
- Executive Conference – Stephanie Tierney
- Questions?

Connect. Influence. Optimize.

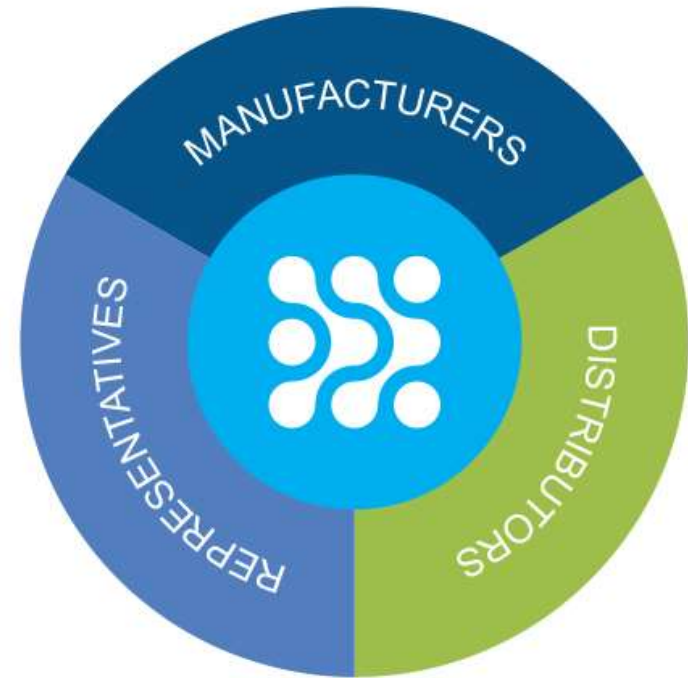
Association Update & How to Get Involved

David Loftus



ECIA Members

Comprehensive forum including key constituents of the electronic component supply chain
We bring leaders together to solve tough industry challenges that directly affect your business



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Leadership Structure

ECIA Board

- 9 board directors (appointed by councils) + CEO
- Guide strategy of the association
- Oversight function on all operations
- Approve and prioritize projects and investments

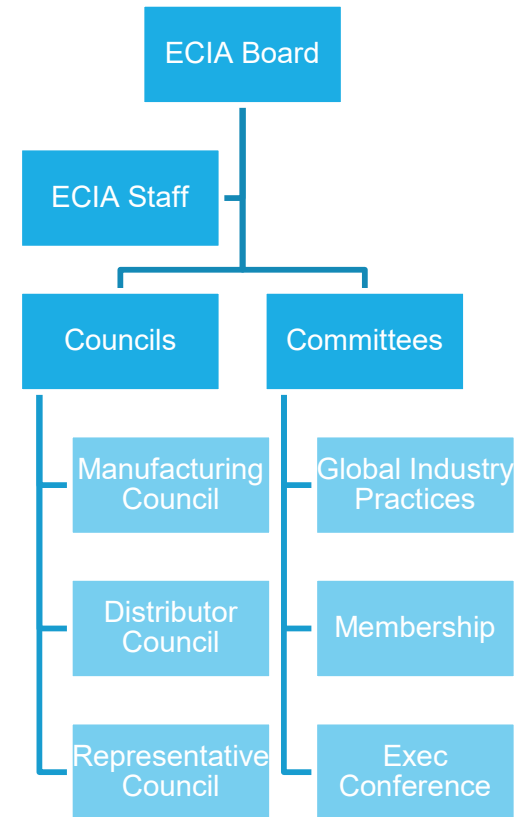
3 Councils representing major constituents

- 12 members each – Mix of company size and products
- Identify common issues/projects to solve cooperatively
- Zoom meetings every 4-6 weeks
- In-person Joint Council meetings twice a year (guests welcome)

Committees

- Support initiatives of Board and Councils
- Subject Matter Experts from member companies

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March 2023 Joint Council Sessions

1. Recruiting the next generation: How can members work together to promote the electronic components industry and draw the best candidates for our member companies?
2. Improving industry inventory overhang at points of inflection in the business cycle: Discuss potential excess inventory mitigation and best practices to minimize financial impacts and avoid fueling additional broker activity
3. Export controls discussion with Government Agencies (Dept of Commerce, DHS, FBI): In-depth discussions on potential public/private partnerships to prevent shipments to bad actors



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ECIA Members Supporting FIRST!

FIRST Alumni

By their fourth year of college, *FIRST* alumni are more likely to be majoring in STEM fields than comparison group peers.



DECLARE A MAJOR IN STEM (SCIENCE, TECHNOLOGY, ENGINEERING, AND MATH)

FIRST ALUMNI

81%

COMPARISON GROUP

58%

DECLARE A MAJOR IN ENGINEERING OR COMPUTER SCIENCE

FIRST ALUMNI

68%

COMPARISON GROUP

29%

Women in FIRST

Young women in *FIRST* have significant gains in all STEM areas including STEM interest, career interest, activity, knowledge, and identity compared to young women in the comparison group.

DECLARE A MAJOR IN ENGINEERING OR COMPUTER SCIENCE

FEMALE FIRST ALUMNI

51%

FEMALE COMPARISON GROUP

16%

MORE LIKELY TO TAKE COURSES IN ENGINEERING OR COMPUTER SCIENCE

3.4x

Computer Science

2.6x

Engineering



*x = times as likely

A GLOBAL ROBOTICS COMMUNITY
PREPARING YOUNG PEOPLE FOR
THE FUTURE

Connect. Influence. Optimize.

ECIA 2023 FIRST Robotics Campaign

- Support FIRST, a very worthy cause
- Please give thru ECIA Foundation
 - Secure greater visibility with FIRST kids
 - Promote our industry to next generation
- Identify all current giving by ECIA members
 - ie Digi Key, Mouser sponsorships, vouchers
- TTI companies matching first \$100K!

Connect. Influence. Optimize.

FIRST Fundraising Campaign



ECIA Foundation Kicks Off the 2023 FIRST Robotics Fundraising Campaign

ECIA Foundation is launching the 2023 fund-raising campaign for FIRST Robotics. ECIA has an objective to educate and motivate youth to pursue STEM careers to provide the next generation of employees for our member companies and the industry. This year we are asking members to make your FIRST donations directly through our [ECIA Foundation](#) and 100% of your tax-deductible contributions will be forwarded along with your individual companies' names to FIRST.

To prime the pump, TTI companies have generously committed a matching fund from TTI for the first \$100,000 of members' FIRST gifts to the ECIA Foundation. Thanks to the TTI team! Of course, we welcome further matching donations from our members.

[Make your donation today.](#)



Get the Most Out of Your Membership!

Resources, Events

- PACE
- Market Research – Stats & Insights
- Best Practices
- Webinars, podcasts
- Executive Conference
- Joint Council Meetings
- TrustedParts.com
- EDS

Get Involved!

- Surveys create much of our data
- Councils
- Committees
 - GIPC SME (Subject Matter Expert)
- Standards
- Foundation - FIRST, PACE



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Booster Club

NEW ECIA Member Booster Club



Congratulations to our NEW ECIA Booster Club Members! These members have shown exceptional engagement levels for 2022! ECIA measures member engagement with various criteria that we score on a Member Engagement Scorecard.



This scorecard tallies data on the following:

- Serving on Board/Councils/Committees
- Sponsorship/Donations
- Attended Events/Webinars and/or Participated in PACE
- ECIA Member Logo on Company Website
- Multiple Employees Have Created a Profile on the ECIA website
- Participation on the Inventory Site/ Use DSS or API
- Participated in ECIA Stats/Surveys

Member companies are considered engaged if they actively participate in 3 or more of the activities above. The members that scored in the top ranks with a 6 or 7 for the first half or second half of 2022, have been inducted into our NEW ECIA Member Booster Club! This new club is to honor these members for their commitment to ECIA activities, initiatives, and the electronic components industry as whole! The New ECIA Member Booster Club will be announced semiannually.

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[Spring 2023 Engineering Summit](#)

Category: Events

Thu Apr 27, 2023

[ECIA Member Update](#)

Category: Webinar

Wed May 10, 2023

[Macroeconomics II –
Commodity and Input Prices](#)

Category: Webinar

Tue May 16, 2023

[EDS Summit](#)

Category: Events

Wed Jun 14, 2023

[Macroeconomics III: B2B Capex,
Inventories, and Investment
Considerations](#)

Category: Webinar

[View Full Event List](#)

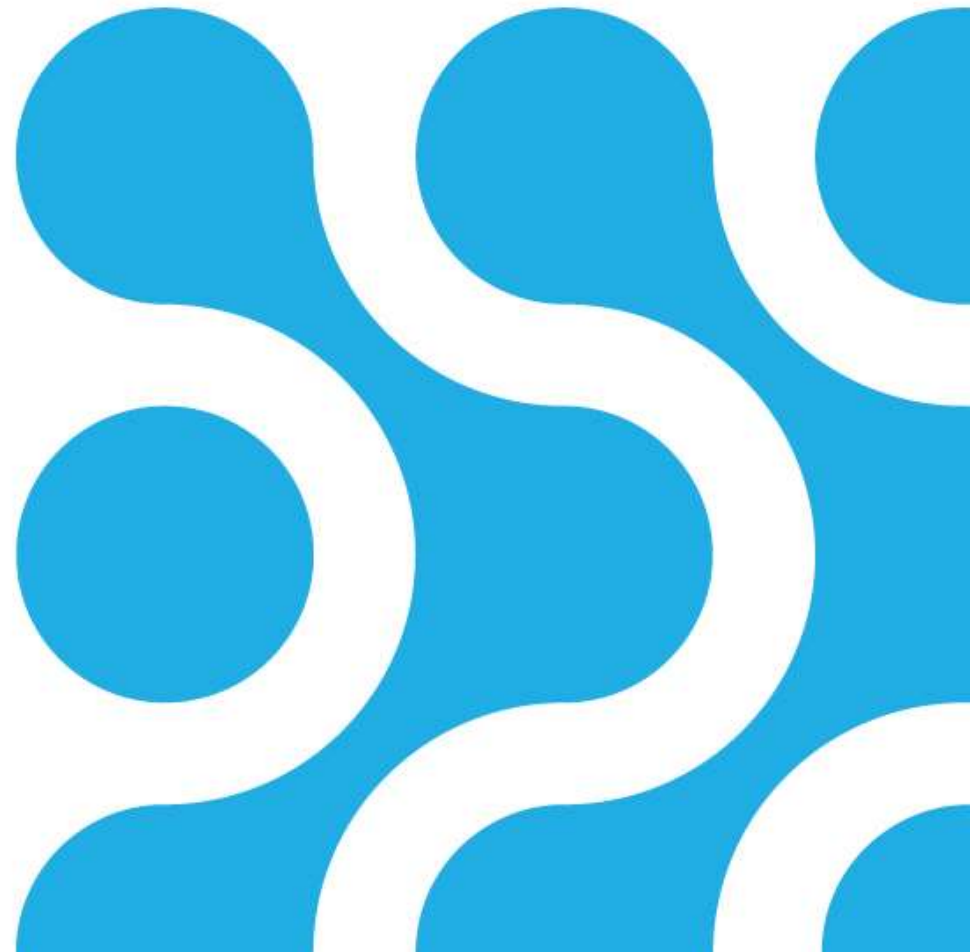
Connect. Influence. Op

Homepage Walk-Through

Stephanie Tierney



Electronic Components Industry Association



About ECIA	Issues & Practices	Stats & Insights	EIA Technical Standards	TrustedParts.com	Purchase Reports	
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PACE YOURSELF AND BEGIN TRAINING! The ECIA PACE Training is an EXCLUSIVE benefit for ECIA members and program supporters. Introduce your team to the industry with these first 5 courses. Get started today!


PACE
Electronic Components Industry Association

Where the Electronics Supply Chain Comes Together

The Electronic Components Industry Association (ECIA) is made up of the leading electronic component manufacturers, their manufacturer representatives and authorized distributors. ECIA members share a common goal of promoting and improving the business environment for the authorized sale of electronic components. [Learn more about ECIA.](#)

[Check Out Member News Updates](#)

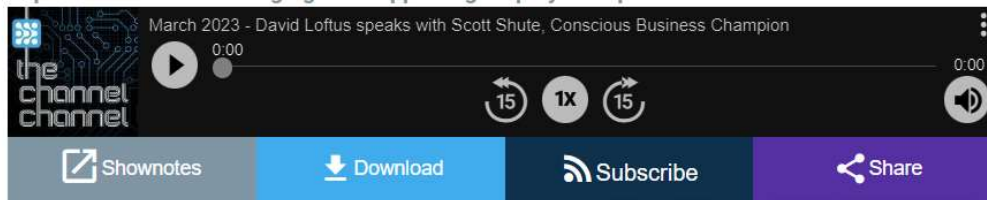
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ECIA Podcasts - The Channel Channel

Newest to Oldest

ECIA CEO David Loftus discusses building extraordinary teams with management consultant Scott Shute. Scott's background is in the electronic components industry, but his most recent position was Head of Mindfulness and Compassion Programs at LinkedIn. He discusses the importance of acknowledging and supporting employees' spiritual sides.



ECIA President and CEO David Loftus interviews FIRST's CEO Chris Moore. Chris explains the mission of this inspiring organization, founded 33 years ago by inventor Dean Kamen. He shares some of the astounding statistics: FIRST currently serves over 700,000 students in more

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About ECIA

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Purchase Reports



October 22-24, 2023

Loews Chicago O'Hare Hotel



Where the Electronics Supply Chain Comes Together

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Check Out Member News Updates

Message from the President

It has been a great start to 2023! As Executive Director of our ECIA Foundation, I would like to announce the kickoff of our 2023 fund raising

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Training and Resources

Training

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[Talent Development Opportunities](#)

[Connectors 101](#)

[Sales Training Course](#)

[University of Innovative Distribution \(UID\)](#)

[Best Practices: Model Distribution Training](#)

[Sales Management Coaching & Training](#)

[Gaining More Control of the Sales](#)

Resources

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[2022 Executive Conference Videos](#)

Top 5 Reasons to Use Authorized Distributors for Engineering: [Infographic, Article](#)

Top 5 Reasons to Use Authorized Distributors for Purchasing: [Infographic, Article](#)

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Webinars



Access [Members Only Webinars here](#).

2023 February 16 - ECIA Webinar: ChatGPT, Midjourney and Generative AI: How the Components Industry Can Supplement its Sales and Marketing Tactics: [Recording](#)

2023 January 19 - 2022 Engineering Industry Research With EETech: [Recording](#); [Presentation Deck](#)

2022 November 30 - Lectrix Webinar - What's Next for Marketing as the Pandemic Ends and Uncertainty Nears: [Recording](#); [Presentation Deck](#)

[2022 August 25 - The TrustBridge and ECIA Webinar - The Essential WISP: Recording; Presentation Deck](#)

2022 August 17 - AEA Webinar - Winning the War for Talent, Part 4: [Recording](#); [Presentation Deck](#)

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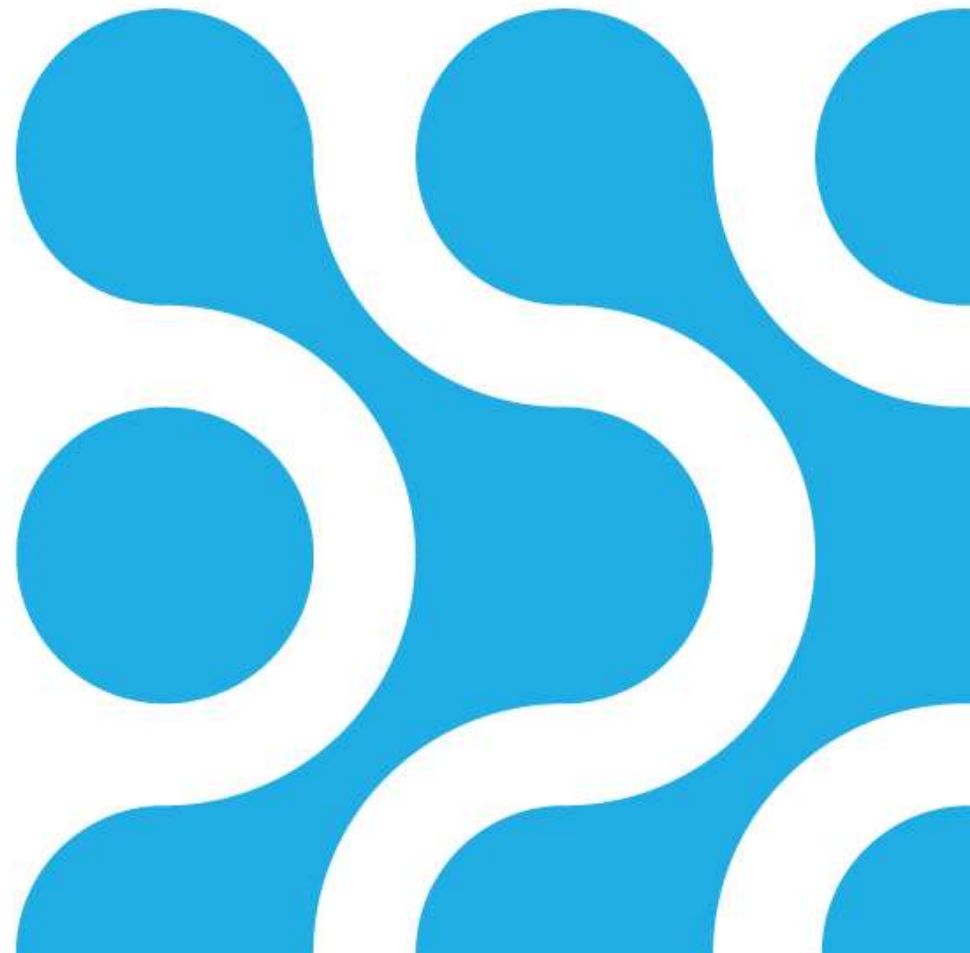
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Stats and Insights

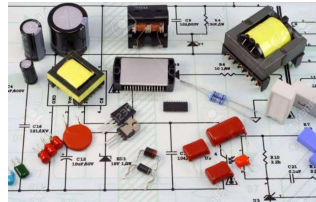
Dale Ford



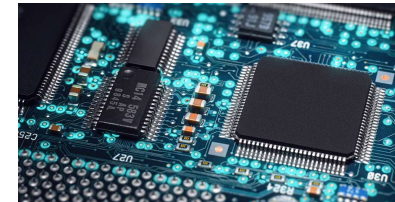
SUPPLY CHAIN / MARKET



PASSIVE COMPONENTS



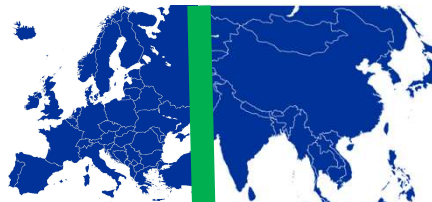
SEMICONDUCTORS



TOP 50 DISTRIBUTORS



EUROPE & ASIA



ECONOMY



WEBINARS & PODCASTS

Electronics Components:
2021 Review and 2022 Outlook
Learning from the Past, Looking to the Future

Dale Ford – Chief Analyst
December 2, 2021



EXECUTIVE ANALYSIS



STATS & INSIGHTS PR

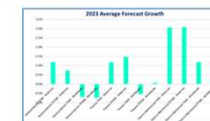
SNAP SURVEY - 2023 GROWTH FORECAST
Survey Period: Nov. 2021-Dec. 2, 2021



What is your personal expectation for 2023 revenue growth in these major categories?

	PASSIVE				SEMICONDUCTORS				WORKFLOW			
	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2021	Q4 2021	Q1 2022	Q2 2022
Q3 2021 REVENUE AVERAGE	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Q4 2021 REVENUE AVERAGE	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
Q1 2022 REVENUE AVERAGE	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
Q2 2022 REVENUE AVERAGE	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%
TOTAL AVERAGE	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%	-0.1%

NOTE: Q3 2021 Growth Forecast = 0.0%



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[TPC Semiconductor Market Survey](#)

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[WSTS Bluebook Data by Product Category](#)

[Discrete Semiconductor Americas DTAM](#)

[Semiconductor & Passive Trend Comparisons](#)

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EXCLUSIVE benefit for ECIA members
your team to the industry with



Electronic Components Industry Association

Executive Analysis

Semiconductors

Passive Components

Supply Chain/Market

Economy

Top 50 Distributor Reports

Europe & Asia

Webinars & Podcasts

Stats & Insights PR

Where the Electronics Supply Chain Comes To

The Electronic Components Industry Association (ECIA) is made up of the component manufacturers, their manufacturer representatives and authorized

Member

Global Semiconductor Trade Statistics

World Semiconductor Dollar Consumption

PDF

Excel

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See something wrong? [Update your profile!](#)

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Welcome to the ECIA Member Community!

This page will help get you started on engaging and utilizing the various resources available from the ECIA (Electronic Components Industry Association). Your company has made the choice to invest in the ECIA via membership, and as an employee of your company, you have the ability to interact and engage with a variety of resources the ECIA has to offer:

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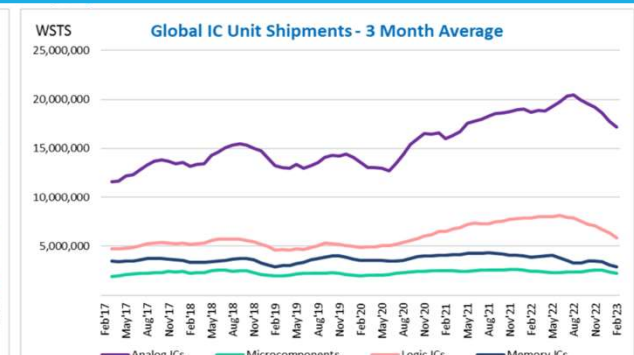
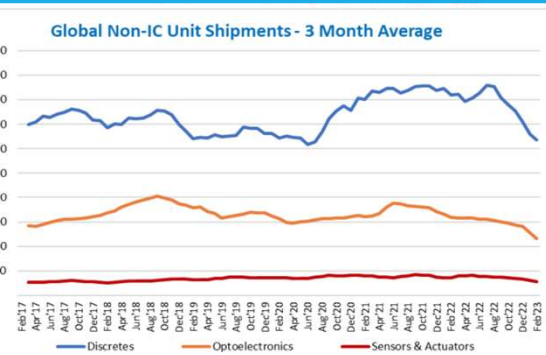
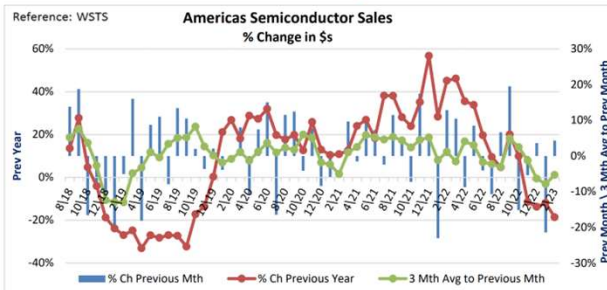
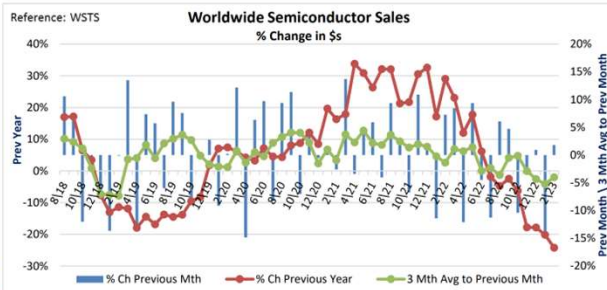
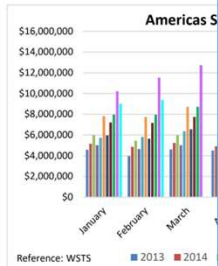
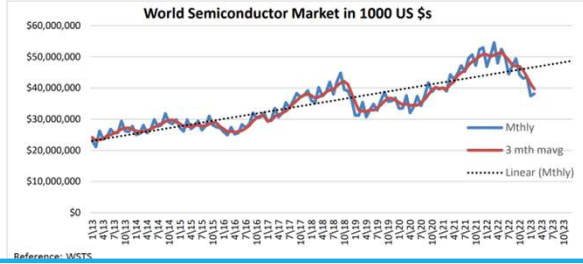
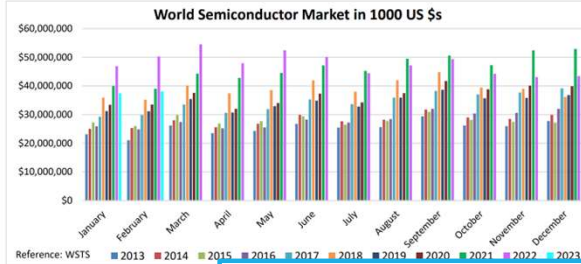
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World Semiconductor Dollar Consumption



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Member

NA Sales & Bookings Executive Summary

Capacitors (MS-401Q)

PDF

Capacitors POS by State (MS-444Q)

PDF

Chip Resistors (MS-440Q)

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Carbon & Metal Film Resistors (MS-470Q)

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Non-Linear Resistors (MS-477Q)

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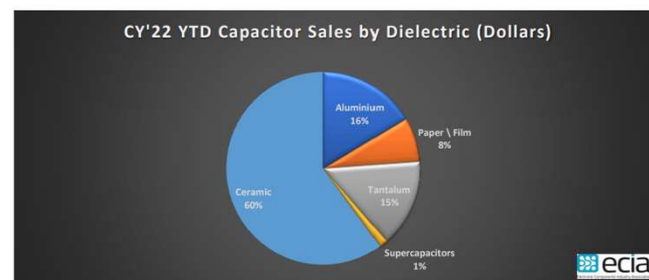
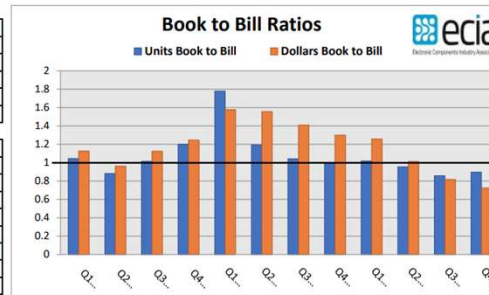
Wed May 10, 2023

[Macroeconomics II –
Commodity and Input Prices](#)

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North American Sales and Bookings of Capacitors
Capacitors Sold and Booked through North American Manufacturing Facilities
MS-401M
Q4 2022 Executive Summary

	Q4 '22 v.s. Q3 '22 % Change	Q4 '22 v.s. Q4 '21 % Change	YTD 2022 vs. YTD 2021 % change
OEM Sales Dollars	-7.52%	-3.46%	2.57%
OEM Bookings Dollars	-17.81%	-42.14%	-15.32%
Distributor Sales Dollars	-16.54%	-12.57%	20.07%
Distributor Bookings Dollars	-28.09%	-55.99%	-35.28%
Total Sales Dollars	-12.69%	-8.68%	11.84%
Total Bookings Dollars	-22.64%	-49.13%	-25.96%
Paper and Film Sales	0.94%	50.63%	57.20%
Paper and Film Bookings	-22.32%	-42.12%	13.93%
Tantalum Sales	-12.51%	-9.24%	11.62%
Tantalum Bookings	-28.53%	-55.89%	-35.04%
Aluminum Sales	-9.50%	17.85%	36.20%
Aluminum Bookings	-24.72%	-35.75%	-15.00%
Ceramic Sales	-15.51%	-21.19%	1.38%
Ceramic Bookings	-18.84%	-51.91%	-31.61%
Supercapacitor Sales	-29.51%	-4.92%	30.81%
Supercapacitor Bookings	-69.38%	-65.26%	-18.57%



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Supply Chain/Market

ECIA Member

[ECST Monthly Survey](#)

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The Electronic Component Sales Trends (ECST)

The Electronic Component Sales Trends (ECST) tracks viewpoints on the sales of electronic components and the impact on end markets by surveying ECIA members, their peers and colleagues. The surveys sample individual opinions of knowledgeable professionals in the electronics industry on current monthly/quarterly performance and a look ahead to future expectations. Please take a moment to share your opinion and complete these surveys www.ecianow.org/ecstm; each participant receives the survey results report.

2023

-	
April <i>Coming soon</i>	
March	PDF Excel
February	PDF Excel
January	PDF Excel

2022

December	PDF	Excel
November	PDF	Excel
October	PDF	Excel
September	PDF	Excel
August	PDF	Excel
July	PDF	Excel
June	PDF	Excel
May	PDF	Excel
April	PDF	Excel
March	PDF	Excel
February	PDF	Excel
January	PDF	Excel

2021

December	PDF	Excel
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July	PDF	Excel
June	PDF	Excel
May	PDF	Excel
April	PDF	Excel
March	PDF	Excel
February	PDF	Excel
January	PDF	Excel

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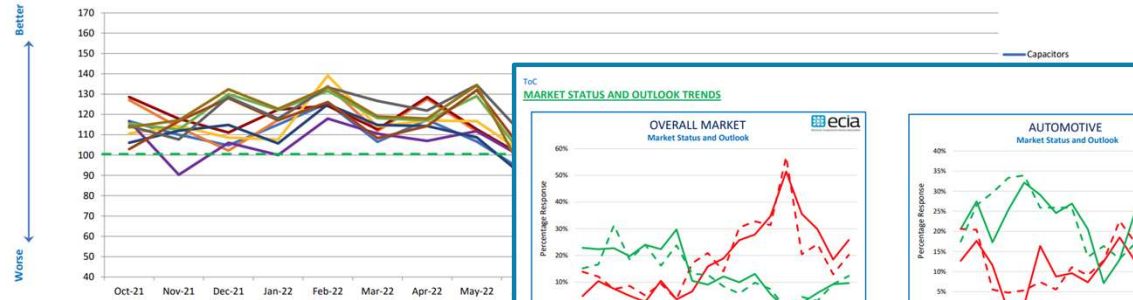


ToC

PRODUCT INDEX

Index Calculation Formula = (%Worse * 0) + (%Same * 100) + (%Better * 200)

Product Environment in the current month compared to previous month



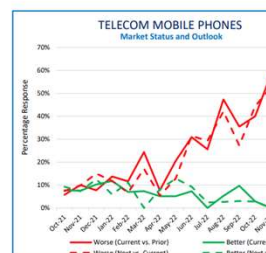
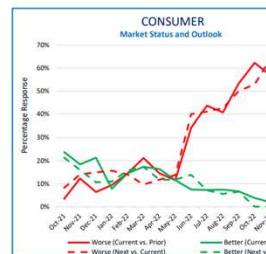
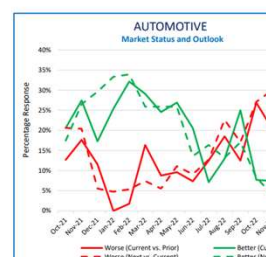
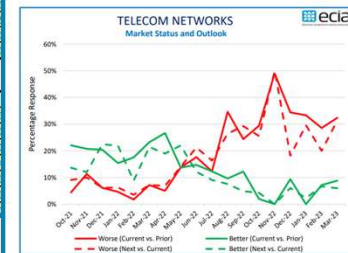
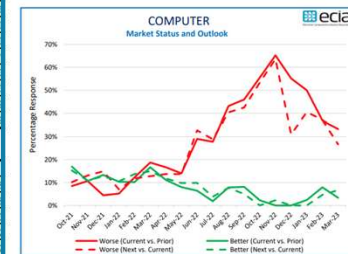
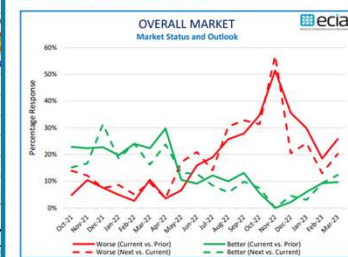
CURRENT

OVERALL	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
Capacitors	116.7	110.0	104.8	115.0	125.5	106.5	117.2
Connectors	127.1	113.6	102.2	117.2	134.0	111.8	127.7
Electro-Mechanical	128.6	117.9	111.1	122.4	124.2	112.7	128.8
Inductors	110.6	114.3	108.6	107.7	139.1	114.0	117.7
Resistors	116.7	90.3	106.1	100.0	117.9	110.5	107.7
Semiconductors (Overall)	115.6	112.5	130.0	122.2	131.6	118.2	117.7
Memory	106.1	112.0	114.8	105.7	125.0	114.8	114.4
MCU/MPU	102.9	116.7	128.0	117.1	126.1	108.3	114.4
Analog/Linear IC	114.3	107.7	128.6	117.9	133.3	126.7	121.1
Discretes	113.6	117.1	132.4	122.7	133.3	119.0	117.7

Distributor	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
Capacitors	133.3	100.0	109.1	107.1	128.6	123.1	130.0
Connectors	117.6	71.4	83.3	128.6	130.0	135.3	127.7
Electro-Mechanical	133.3	91.7	107.7	126.7	130.0	137.5	135.3
Inductors	118.2	100.0	111.1	116.7	120.0	146.2	118.2
Resistors	118.2	66.7	118.2	118.2	121.4	142.9	116.7
Semiconductors (Overall)	136.4	122.2	120.0	115.4	125.0	133.3	118.2
Memory	110.0	100.0	112.5	100.0	125.0	157.1	150.0
MCU/MPU	120.0	116.7	125.0	120.0	125.0	142.9	112.5
Analog/Linear IC	130.0	116.7	112.5	110.0	133.3	142.9	125.0
Discretes	109.1	112.5	122.2	133.3	136.4	160.0	125.0

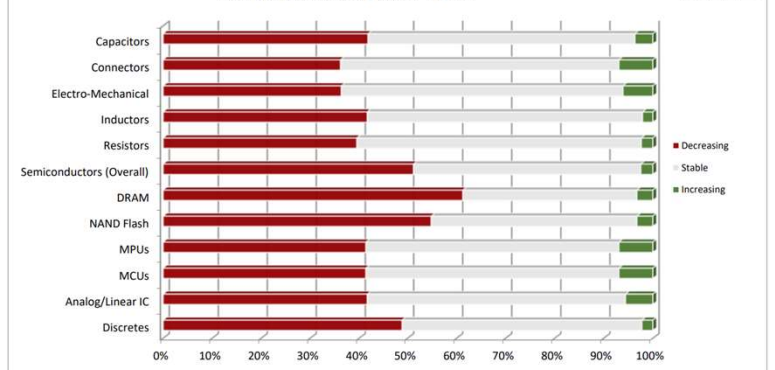
Manufacturer	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22
Capacitors	110.0	100.0	100.0	110.5	130.8	105.9	126.7
Connectors	144.4	120.0	117.6	112.5	136.4	120.0	150.0
Electro-Mechanical	134.5	125.0	118.2	130.4	121.1	118.5	148.8
Inductors	112.5	100.0	92.3	93.3	141.7	106.3	129.9
Resistors	121.4	88.9	100.0	92.3	120.0	100.0	114.4
Semiconductors (Overall)	121.4	85.7	133.3	110.0	140.0	127.3	133.3
Memory	120.0	100.0	128.6	87.5	150.0	100.0	150.0

MARKET STATUS AND OUTLOOK TRENDS



LEAD TIMES

Current Product Lead Time



OVERALL	Decreasing	Stable	Increasing	Index
Capacitors	42%	55%	4%	61.8
Connectors	36%	57%	7%	70.7
Electro-Mechanical	36%	58%	6%	69.7
Inductors	42%	56%	2%	60.4
Resistors	40%	58%	2%	62.8
Semiconductors (Overall)	51%	46%	2%	51.2
DRAM	61%	35%	3%	41.9
NAND Flash	55%	42%	3%	48.4
MPUs	41%	52%	7%	65.5
MCUs	41%	52%	7%	65.5
Analog/Linear IC	42%	53%	6%	63.9
Discretes	49%	49%	2%	53.3

Distributor	Decreasing	Stable	Increasing	Index
Capacitors	44%	50%	6%	62.5
Connectors	37%	47%	16%	78.9
Electro-Mechanical	40%	45%	15%	75.0
Inductors	40%	53%	7%	66.7

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Supply Chain/Market

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Component Lead Times

The ECIA Component Lead Time Report is updated monthly. The report lists average lead times by product category based on a market basket of major manufacturers for each product. Published lead times by product category are an average of posted lead times by suppliers.



March 2023

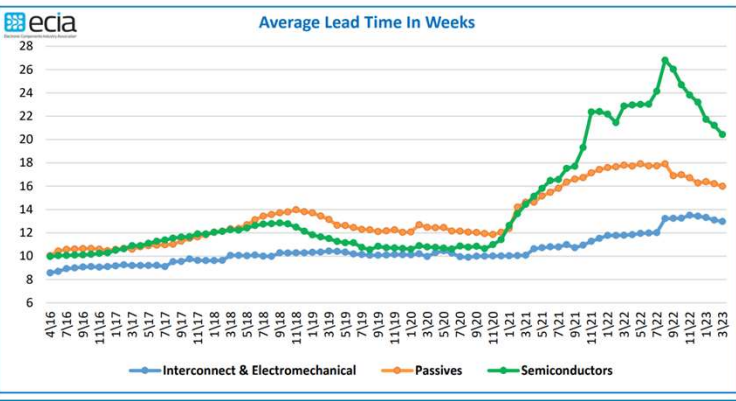
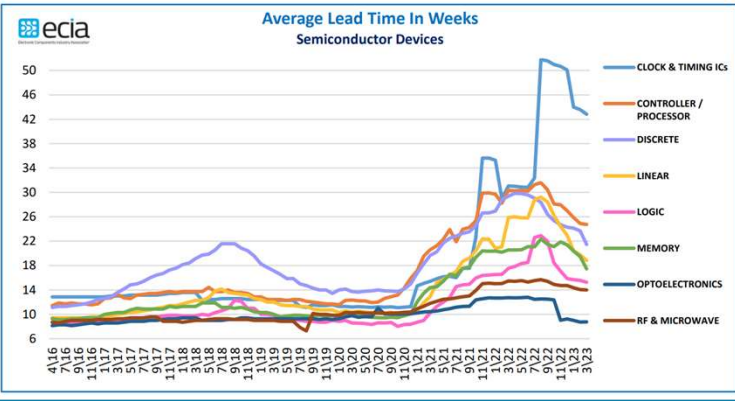
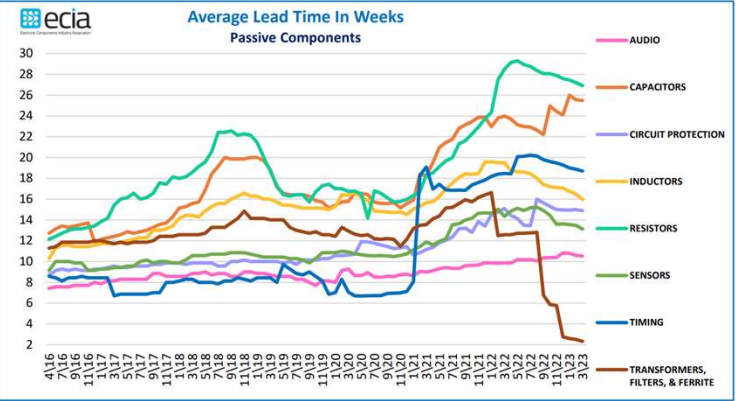
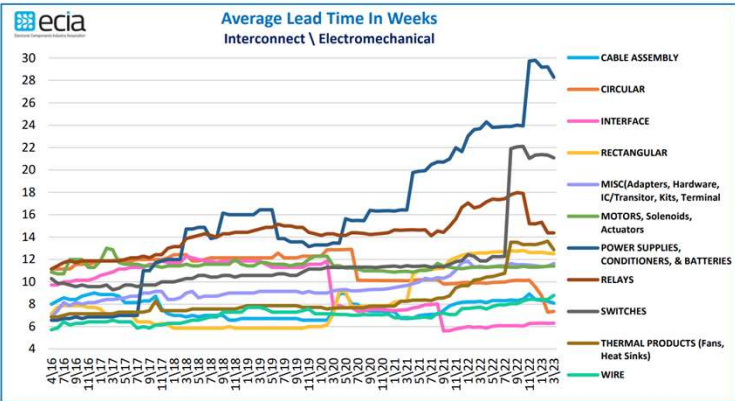
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Interconnect & Electromechanical		7\22	8\22	9\22	10\22	11\22	12\22	1\23	2\23	3\23
POWER SUPPLIES, CONDITIONERS, & BATTERIES		23.9	23.9	24.0	23.9	29.7	29.8	29.2	29.2	28.3
RELAYS		17.4	17.8	18.0	17.9	15.2	15.2	15.3	14.4	14.4
SWITCHES		12.3	21.9	22.1	22.1	21.0	21.3	21.4	21.3	21.1
THERMAL PRODUCTS (Fans, Heat Sinks)		10.8	13.5	13.5	13.3	13.3	13.3	13.5	13.6	12.9
WIRE		7.9	8.0	8.0	8.3	8.4	8.4	8.4	8.4	8.8
Average		12.0	13.2	13.2	13.3	13.5	13.4	13.3	13.1	13.0
Passives		7\22	8\22	9\22	10\22	11\22	12\22	1\23	2\23	3\23
AUDIO		1	1	1	1	1	1	1	1	1
CAPACITORS		2	2	2	2	2	2	2	2	2
CIRCUIT PROTECTION		1	1	1	1	1	1	1	1	1
INDUCTORS		1	1	1	1	1	1	1	1	1
RESISTORS		1	1	1	1	1	1	1	1	1
SENSORS		1	1	1	1	1	1	1	1	1
TIMING		2	2	2	2	2	2	2	2	2
TRANSFORMERS, FILTERS, & FERRITE		1	1	1	1	1	1	1	1	1
Average		1	1	1	1	1	1	1	1	1
Semiconductors		7\22	8\22	9\22	10\22	11\22	12\22	1\23	2\23	3\23
CLOCK & TIMING ICs		3	3	3	3	3	3	3	3	3
CONTROLLER / PROCESSOR		3	3	3	3	3	3	3	3	3
DISCRETE		2	2	2	2	2	2	2	2	2
LINEAR		2	2	2	2	2	2	2	2	2

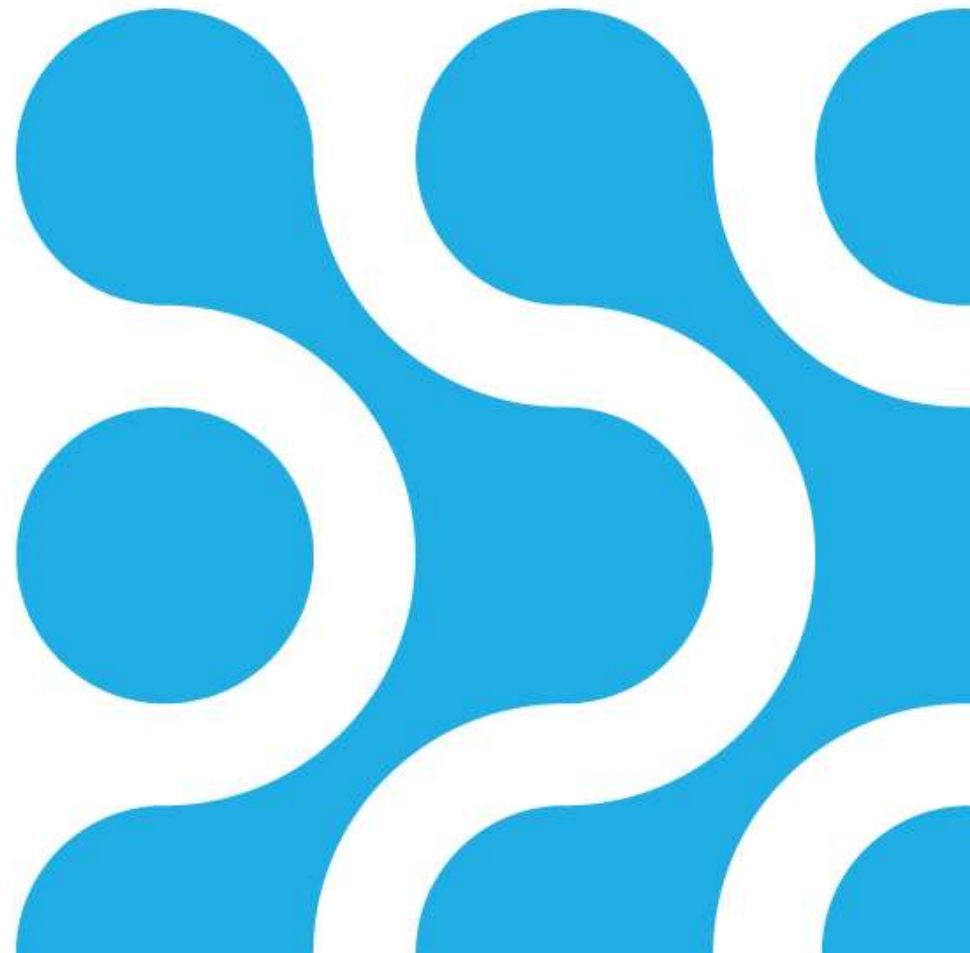
Component Lead Times



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Don Elario



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ECIA Committees

As a member driven organization, ECIA has different committees set up to carry out the work of the association under the direction and policies set by the ECIA Board of Directors. Each of these committees is comprised of individuals from ECIA member companies, ECIA staff resources and others invited from the industry. One of the best ways to maximize the benefit of an ECIA membership is to get involved in one of our committees: your opportunity to... **Connect. Influence. Optimize.**

Global Industry Practices Committee



Works to identify business issues and process inefficiencies within the Electronic Components industry supply chain, and in response, develops and helps drive awareness and adoption of industry best practices, environmental and process guidelines. [Learn more.](#)

EIA Standards Committee

Serves as the policy committee for technical standards development at ECIA including domestic, international and joint association standards and conformity assessment with a primary focus on passive electronic components and related technologies: capacitors, resistors, inductors, connectors, rack & panels, tape & reeled product, soldering technology. [Learn more.](#)

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Global Industry Practices Committee

The Global Industry Practices Committee (GIPC) provides a forum to discuss processes in the authorized channel that drive best practices within our industry. The GIPC members on this committee work to identify common global problems and issues, formally organize with Subject Matter Experts to research the issues, provide guidance and areas for consideration, and then help drive adoption with the ECIA Board of Directors and Councils. This activity results in the construction of guidelines, specifications, position papers and best practice documents for the electronic components authorized channel. The Committee is made up of executives from three Distributors, three Manufacturers, one Manufacturer's Representative and two ECIA representatives.

Committee Members

Alliance Group, AEM Group, Analog Devices Inc., Avnet Inc., Digi-Key Electronics, Knowles Corporation, Mouser Electronics, Phoenix Contact, Powell Electronics, Inc., TTI Inc., Vishay

The [GIPC Introductory Presentation](#) provides additional information.

Committee Mission Statement

Through a non-competitive, collaborative effort, the committee will work to recognize common, global problems and issues and formally organize to discover, leverage, guide, and advance operational efficiencies throughout the electronic components global authorized channel.

2023 Goals

7 Areas of Focus

Technology Solutions – Business Operations – Environmental Compliance – International Trade Compliance – IT Security/Privacy Standards – Logistics Services - Quality

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Welcome to the ECIA Member Community!

This page will help get you started on engaging and utilizing the various resources available from the ECIA (Electronic Components Industry Association). Your company has made the choice to invest in the ECIA via membership, and as an employee of your company, you have the ability to interact and engage

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The Office of the U.S. Trade Representative is seeking public comment on the proposed list. Written comments should be submitted by June 17.

For more information about the submission of comments and the goods/products included in List 4, see:

https://ustr.gov/sites/default/files/enforcement/301Investigations/May_2019_Proposed_Modification.pdf

China Tariffs Links

[TPC Electronic Industry Tariff Survey, Part 2](#)

[China Tariff Avoidance and Recovery Process](#)

[China Tariff Best Practice Document](#)

[China Tariff Removal Guidance](#)

[April 2019 ECIA Small Parcel Letter](#)

[January 2019 Tariff Collection Survey](#)

[July 12, 2018 China Tariff Webinar Presentation](#)

[August 30, 2018 China Tariff Webinar, Part 2](#)

[TPC Electronic Industry Tariff Survey](#)

Federal Register announcement of tariffs: <https://www.gpo.gov/fdsys/pkg/FR-2018-06-20/pdf/2018-13248.pdf>

List 1: <https://ustr.gov/sites/default/files/enforcement/301Investigations/List%201.pdf>

List 2: <https://ustr.gov/sites/default/files/enforcement/301Investigations/List%202.pdf>

List 3: https://ustr.gov/sites/default/files/enforcement/301Investigations/Tariff%20List_09.17.18.pdf

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FOR THE ELECTRONIC
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Global Industry Practices Committee

China Tariff Avoidance and Recovery Process

4 Years Later...2022

What have we learned?

How does your tariff process align with these best practices?



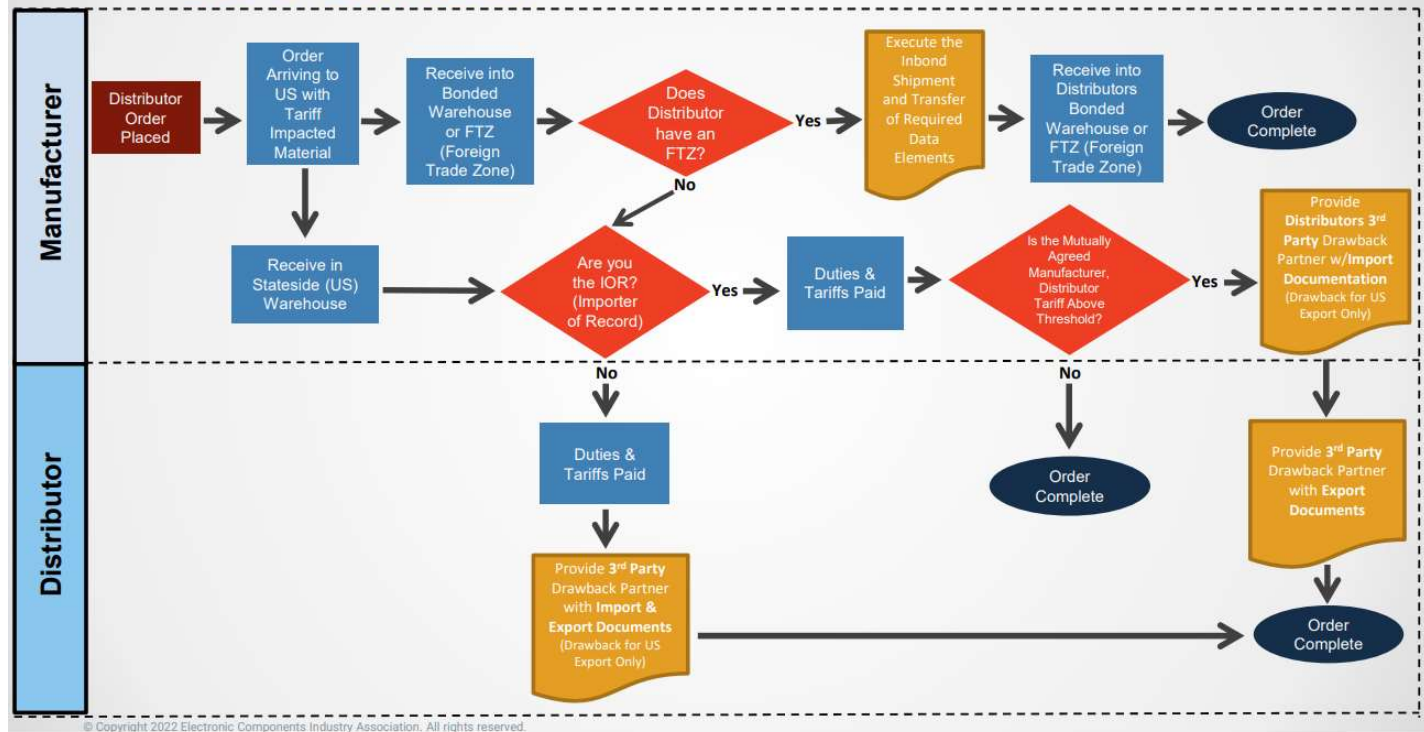
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GIPC Best Practice

China Tariff Avoidance and Recovery



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Cybersecurity

Ransomware Readiness

Survey Dates: Oct 4 – Nov 2, 2022

Dale Ford – Chief Analyst
November 8, 2022



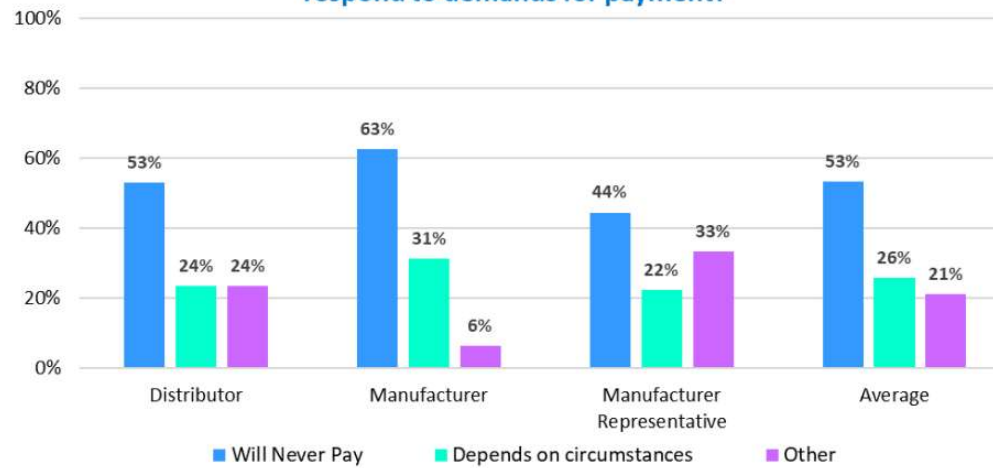
Participant Profile – By Type

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Ransomware Attack Response – By Type

In the event of a ransomware attack, how would your company respond to demands for payment?



Global Industry Practices Committee (GIPC)

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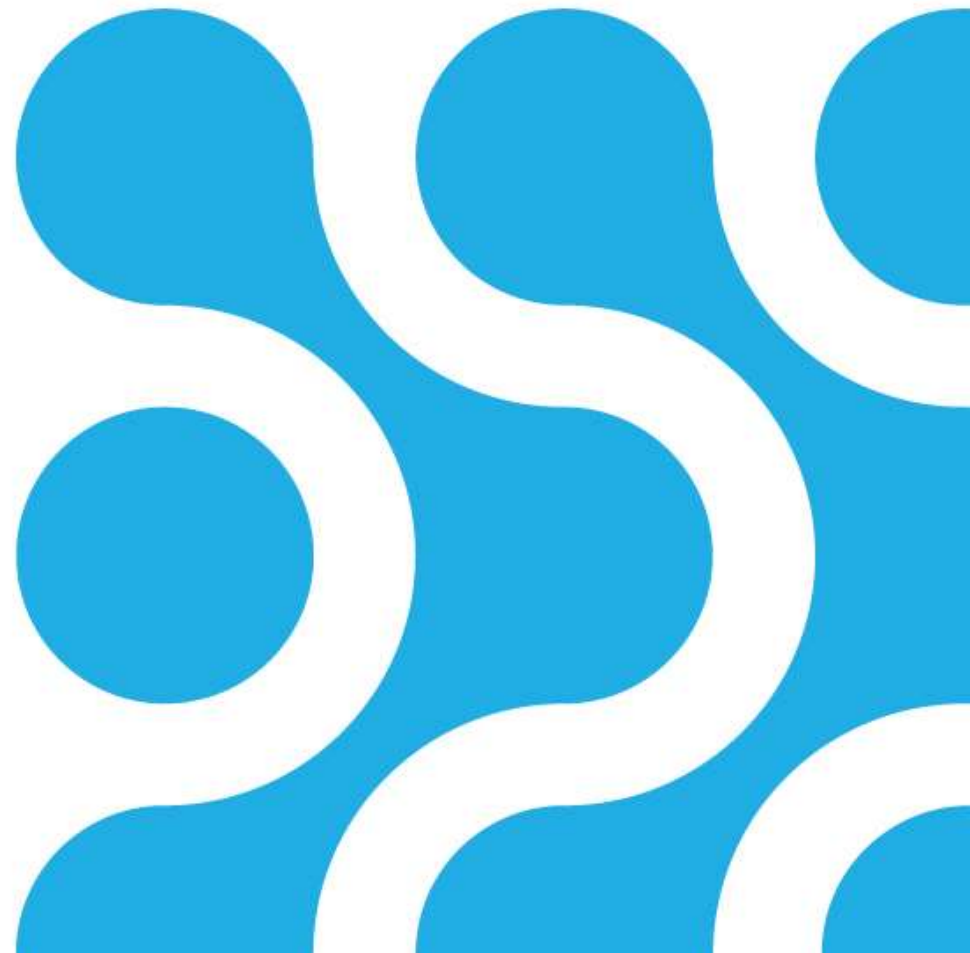


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EIA Standards

Laura Donohoe





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EIA Technical Standards

ECIA, through its [EIA Standards Committee](#) (ESC), provides a unique forum for the discussion of technical issues and development of industry standards that drive the manufacture, application and use of electronic component products and systems on a global basis. These voluntary industry standards carry the "EIA Standards" trademark and are developed in accordance with, and accredited by, the American National Standards Institute (ANSI). In addition, EIA Standards Committees have the flexibility to produce guidelines, handbooks and other documents to address industry issues when the formal standards process is not required. EIA Technical Standards can be purchased at the [ECIA Store](#).

Staff: Edward F. Mikoski, Jr.

Phone: 571-323-0253

E-mail: emikoski@ecianow.org



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EIA-481

Revision F, August 2021

4 mm Through 200 mm Embossed Carrier Taping and 8 mm & 12 mm Punched Carrier Taping of Surface Mount Components for Automatic Handling

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EIA-364

Revision G, July 2021

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Revision E, December 2005

Cabinets, Racks, Panels, and Associated Equipment

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EIA Standards Committees

S-1 Steering Committee

Committee Scope: The S-1 Passive Component Steering Committee's scope is to provide leadership and direction for passive component standards engineering working groups. The Committee will offer an opportunity for creating a unifying environment for interaction between all passive component users and producers.

Committee Chairman: Representative from IBM Corp.

CE-2.0 National Connector and Socket Standards Committee

Committee Scope: The committee is populated by experienced individuals, including a number of those responsible for labs themselves, including manufacturers of MIL connectors. The CE-2.0 committee is responsible for developing standards for electronic connectors and sockets and associated hardware. It is most well-known for the EIA 364-series of test procedures, which are used globally and adopted by the US DoD. The committee typically meets face-to-face several times annually and conducts business between meetings through the ECIA electronic workspace. 364 Series Library Committee Access Link

Committee Chairman: Frank Ruffino, Molex Incorporated

P-2.1 Ceramic Dielectric Capacitors

Committee Scope: All types of Ceramic Dielectric Capacitors

Committee Chairman: Michael Cannon, TDK Corporation of America

P-1 Resistive Devices

Committee Scope: All types of resistive components regardless of technology. Includes composition, film, wirewound, thermistors, varistors, networks, chip resistors and integrated passive devices.

Committee Chairman: Joseph Biernacki, Stackpole Electronics

P-3 Inductive Components

Committee Scope: The Committee approved (7 Oct. 1998) a change in the scope of the P-3, Inductive Components Committee. "This committee covers all types of inductive components regardless of technology used in electronic circuits. It includes inductors, rf. (chokes, filters, interference filters, inductors and transformers), chip inductors, and variable inductors."

Committee Chairman: Joseph Biernacki, Stackpole Electronics

ACH Automated Component Handling

Committee Scope: Develop and maintain engineering publications for tape, reels, magazines, trays, etc. in production. Also, provide technical input to related international standards issues and proposals.

Committee Chairman: Brian Matheny, TEKPAK

P-2.2 Paper, Film, Mica & Wet-Electrolytic Capacitors

Committee Scope: Paper, film, mica and wet-electrolytic capacitors for all AC and DC applications, except inductive heating and utility power-factor correction.

Committee Chairman: Open

P-2.5 Solid Electrolytic Capacitors

Committee Scope: All types of Tantalum Capacitors

Committee Chairman: Keith Moore, KEMET Electronics

ECIA Domestic Standards Committees

Dependability

Committee Scope: Develop and maintain domestic standards related to dependability. Dependability covers the availability performance and its influencing factors: reliability performance, maintainability performance and maintenance support performance (including management of obsolescence). The standards provide systematic methods and tools for the dependability assessment and management of equipment, services and systems throughout their life cycles.

Committee Chairman: Lisa Bates, Raytheon

Soldering Technology

Committee Scope: The STC encompasses soldering practices (soldering iron-mass reflow techniques) and associated soldering materials (solders, pastes and adhesives, and flux/cleaning agents). However, the Committee will focus on solderability test method development for printed through-hole (PTH) and surface mountable components. One of the major functions is to promote commonality and standardization of soldering test methodology within the EIA Sectors.

Committee Chairman: Doug Romm, Texas Instruments Inc.

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Did you know ...

- The EIA Standards program began in **1925** as the Radio Manufacturers Association. That's 98 years of producing industry standards!
- Standards produced by ECIA are trademarked as "EIA Standards", which was the name of the Association when it evolved from RTMA in **1957**.
- **200+** American National Standards are currently maintained by ECIA.
- **45** US Standards Development Projects are currently in progress.
- **226** ECIA-administered US TAG projects for IEC and ISO International Standards are currently in progress.
- Experts from **39** ECIA member companies participate in ECIA US or international standards .

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Extend the value of your company ECIA membership! ECIA Standards Committees are currently looking for additional input from the following groups and in the following subject areas:

Engineers R&D Testing Quality Design Laboratory Qualifications	Capacitors Resistors Inductors Magnetic Components Piezoelectric Connectors Electronic Displays Dependability Soldering Technology Automated Component Handling Racks & Panels Rigid RF & Waveguides Printed Electronics Environmental Conditions Switches for Appliances All or Nothing Relays
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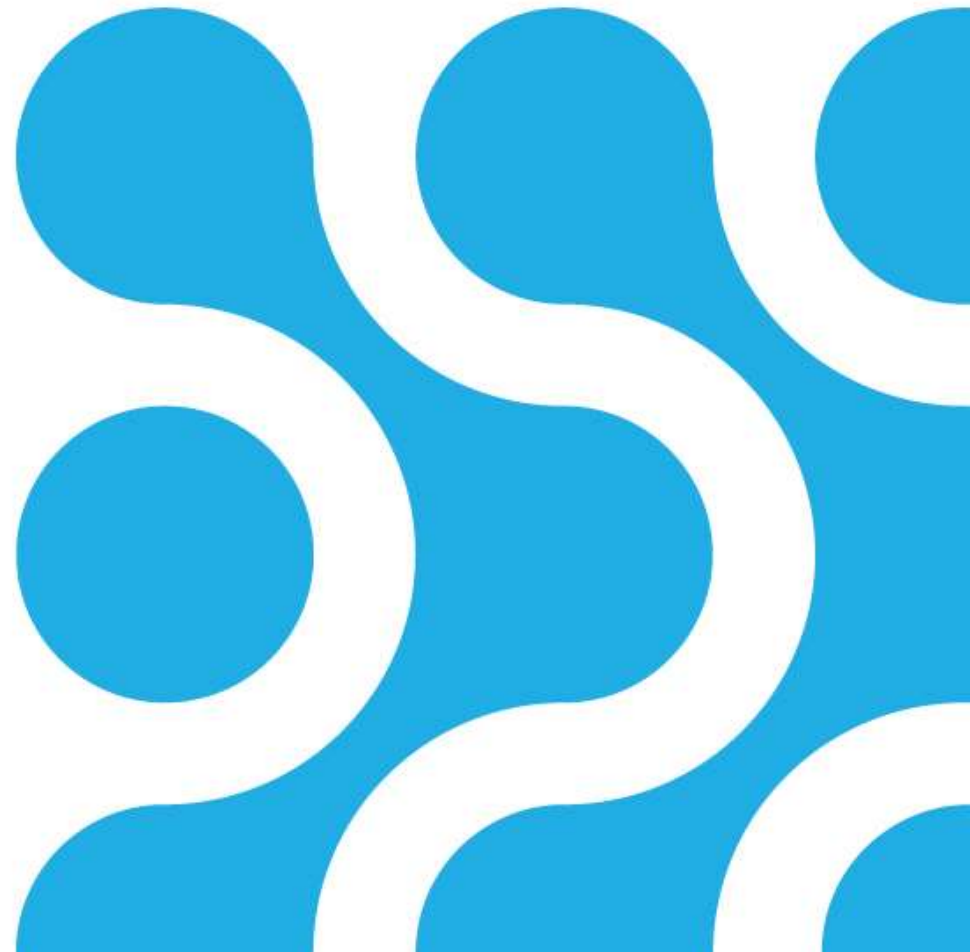
The ECIA Standards program works closely with the GIPC to help evolve current industry practices into industry standards. ECIA member Manufacturers and Distributors are the voice of the producers and users of electronic components and their related technologies in US and international standards.

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TrustedParts.com

Victor Meijers





TrustedParts.com

The trusted site to source your
electronic components.

Enter a part number or description



MATCHING DISTRIBUTORS (7)

Expand +

Search results for max232

Results by Distributor

Results by Part

AVAILABILITY: ANY




FILTER DISTRIBUTORS

FILTER MANUFACTURERS

Exact and Partial Matches by Distributor

Mouser Electronics

(174 matches)

MFR Part #	Manufacturer	Description	RoHS	Datasheet	Distributor Part #	Pkg (MOQ)	Stock	Pricing
MAX232CWE+	Analog Devices	TUBE RS-232 Interface IC +5V-Powered, Multichannel RS-232 Drivers/Receivers	Yes		700-MAX232CWE	TUBE	5,222 In Stock ✓	1.....\$5.35 10.....\$4.81 25.....\$4.55 46.....\$4.54 92.....\$3.77 See More...
							REAL-TIME	
MAX232CSE+T	Analog Devices	RS-232 Interface IC +5V-Powered, Multichannel RS-232 Drivers/Receivers	Yes		700-MAX232CSET	TAPE & REEL CUT TAPE MouseREEL	5,846 In Stock ✓	1.....\$5.35 10.....\$4.81 25.....\$4.54 100.....\$3.94 250.....\$3.74 See More...
							REAL-TIME	
MAX232ECWE+T	Analog Devices	RS-232 Interface IC +/-15kV ESD-Protected, +5V RS-232 Transceivers	Yes		700-MAX232ECWET	TAPE & REEL CUT TAPE MouseRFFI	11,359 In Stock ✓	1.....\$6.34 10.....\$5.73 25.....\$5.46

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Don't miss your opportunity to

reignite

MAY 16-19, 2023 • MIRAGE • LAS VEGAS

Where the Electronics Supply Chain Comes Together

The Electronic Components Industry Association (ECIA) is made up of the leading electronic component manufacturers, their manufacturer representatives and authorized distributors. ECIA members share a common goal of promoting and improving the business environment for the authorized sale of electronic components. [Learn more about ECIA.](#)

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Key Features of TrustedParts.com for Distributors

- Brand exposure on TrustedParts.com regional pages and manufacturer pages
- Credibility as an authorized source for electronic components
- Inclusion in search results from:
 - Single part searches on TrustedParts.com
 - Multi-part searches through the BOM search tools
 - Manufacturer websites who use the DSS tool or API
 - Various data syndication sites power by TrustedParts.com
 - OEM, ODM and EMS customers who have integrated the API into their quote/ERP tools
- Access to the Distributor Portal for monthly analytics, manufacturer mapping and proof of authorization management
- Secure and automated uploading of data via FTP or Distributor API

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Key Features of TrustedParts.com for Manufacturers

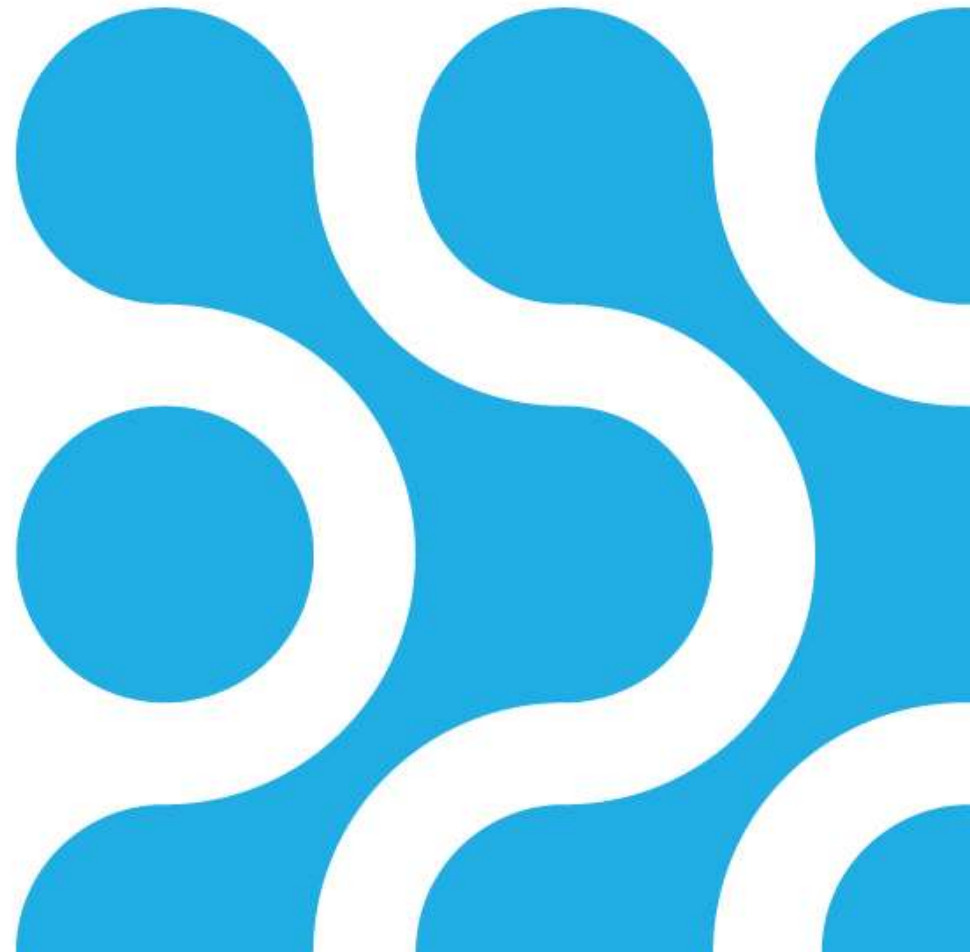
- Dedicated manufacturer page listing your distributors and popular searches
- Two ways to allow users to search the authorized channel for your products on your site:
 - The Distributor Stock Search (DSS) tool
 - Turn-key solution requiring very little IT resource
 - Easily installed in an iFrame or embedded within your website
 - Configurable search options and custom color palettes
 - The TrustedParts.com API
 - Requires more IT resources but allows for full customization
 - NOTE: Add any of your distributors not currently participating on TrustedParts.com
- Access to the Manufacturer Portal for monthly analytics, distributor authorization management and the Channel Inventory Profile Tool (CIPT)

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PACE

David Loftus



New Member Benefit! PACE Courses

Multimedia curriculum targeted toward new employees to the industry
Free to all member companies

- Introduction to the Electronics Component Industry
- The Supporting Industry Partners
- Taking a Product to Market: How a Component Manufacturer Launches New Product
- An Introduction to Basic Electronic Components & PCBs
- Electronics Industry Terms & Definition



Welcome to the Electronics Industry

No matter your job title, if you're taking this course, you're an important part of one of the world's most influential industries. Electronics are the backbone of modern technology and every electronic system - from the smartphone in your pocket to a satellite orbiting Earth - has been developed through a complex supply chain consisting of highly specialized companies and organizations.

Just how significant is the electronics industry? Watch this video from our friends at IPC to find out.



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PACE Phase II

Over 900 users registered since launch May 2022

> 95% positive reviews

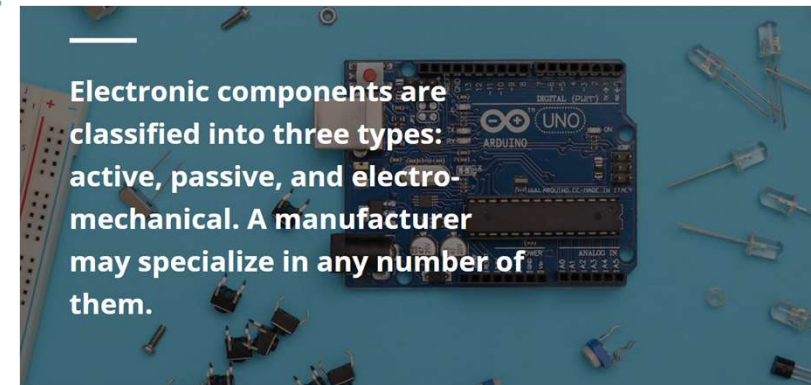
Users like the interactivity, multimedia content

Many requests for more content

Phase II Courses – Launching this quarter!

- Supply Chain Management
- Establishing the Distribution Strategy: Suppliers Needs vs. Customer Wants
- CRM, ERP, and More: The Platforms Powering the Digital Supply Chain
- The Mysteries of Sales
- Evolving Industries and Applications

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[Check Out Member News Updates](#)

Message from the President

It has been a great start to 2023! As Executive Director of our ECIA Foundation, I would like to announce the kickoff of our 2023 fund-raising campaign for FIRST Robotics. To prime the pump, *TTI Companies* have generously committed a matching fund from TTI for the first \$100,000 of members' FIRST gifts to the ECIA Foundation. Of course, we welcome further matching donations from our members. We encourage you to [pledge your FIRST donation](#) to the ECIA Foundation. Together as an association, we can make a big impact with the future of FIRST. [Learn more.](#)



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Upcoming Events

- Wed Apr 26, 2023
[Spring 2023 Engineering Summit](#)
Category: Events
- Thu Apr 27, 2023
[ECIA Member Update](#)

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ECIA LEARNING LAB

ECIA Training Resources

The ECIA is the voice of the authorized electronic components channel. This industry has much to offer – whether you are working for a locally focused organization or a global one. Tap into your interests and join an ECIA committee - you will learn more about the industry, have access to peer networking opportunities and maximize your potential. Start by creating a profile on www.ecianow.org and explore the website!

Watch the video below to learn more about the association and the ECIA PACE training from our CEO and President David Loftus.



Access requires a member profile on ecianow.org

INTRODUCTION

Course 1: An Introduction to the Electronics Industry



Electronic Components Industry Association

An introduction and overview of the electronic components industry and the role each key partner plays.

Electronics Industry | PACE Training
Manufacturers | Distributors
Manufacturer Representatives
Electronic Components Industry

DETAILS

INTRODUCTION

Course 2: The Supporting Industry Partners



Electronic Components Industry Association

Meet the supporting industry partners, from manufacturing to industry trade associations.

Electronics Industry | PACE Training
Industry Partners | ECIA
Electronic Components Industry

DETAILS

INTRODUCTION

Course 3: Taking a Product to Market



Electronic Components Industry Association

Learn how a manufacturer brings a new component to market.

Product Marketing | PACE Training
Manufacturers | Product Development
New Product
Electronic Components Industry

DETAILS

INTRODUCTION

Course 4: An Introduction to Basic Electronic Components & PCBs



Electronic Components Industry Association

Learn about the different types of electronic components and how they're integrated into a device.

Electronics Industry | Active Components
Passive Components | PACE Training
Manufacturers
Electronic Components Industry

DETAILS

Col

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Please ensure you log
in again in the LMS

COURSE 1 - INTRODUCTION TO THE ELECTRONICS COMPONENT INDUSTRY

QUIZ: COURSE 1 - INTRODUCTION TO THE ELECTRONIC COMPONENTS INDUSTRY

FEEDBACK: COURSE 1 - AN INTRODUCTION TO THE ELECTRONIC COMPONENTS INDUSTRY

Welcome to *An Introduction to the Electronics Industry: Manufacturers, Independent Manufacturers' Representatives, and Distributors.*

As a result of completing this introductory course, you will be able to:

1. Understand how the electronics industry evolved and how it impacts everyday life.
2. Define the fundamental industry partners – Manufacturers, Independent Manufacturers' Representatives, and Distributors – and understand their respective Key Performance Indicators (KPIs).

START COURSE

Course Details

- [Table of Contents](#)

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Lesson 1 of 1

The Industry Background & Primary Partners



1



Before you begin: We've prepared a study guide of common industry terms and definitions that you will see throughout these courses. [Please click here to download and reference as needed.](#)

Welcome to the Electronics Industry

No matter your job title, if you're taking this course, you're an important part of one of the world's most influential industries. Electronics are the backbone of modern technology and every electronic system – from the smartphone in your pocket to a satellite orbiting Earth – has been developed through a complex supply chain consisting of highly specialized companies and

Introduction to
the Electronics
Component
Industry:
Manufacturers,
Reps and
Distributors
(Course 1)

100% COMPLETE

≡ The Industry Background &
Primary Partners



To learn more about the benefits of distributors, watch this video by Heather Fulara, Director IP&E Americas at Newark Electronics.

Embedded videos from industry experts reinforce the content



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My Courses

Successfully pass
the quizzes and
receive a certificate

Please provide
feedback!

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 INTRODUCTORY

Course 1 - Introduction to the Electronics Component Industry

Welcome to An Introduction to the Electronics Industry: Manufacturers, Independent Manufacturers' Representatives, and Distributors.

As a result of completing this introductory course, you will be able to:

Understand...

[VIEW COURSE](#)

 INTRODUCTORY

Quiz: Course 1 - Introduction to the Electronic Components Industry

Test your knowledge of the material provided in Course 1 - Introduction to the Electronics Component Industry. Earn a certificate by successfully completing the quiz with a score of 80% or higher.

[VIEW COURSE](#)

Feedback: Course 1 - Introduction to the Electronic Components Industry

Please provide your thoughts and suggestions about this course.

[VIEW COURSE](#)

 INTRODUCTORY

Course 2 - The Supporting Industry Partners

You've already been introduced to the primary electronics component industry partners. Now it's time to meet the supporting network. If you have not already done so, we recommend you first take An Introduction to the Electronics Component Industry:...

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 INTRODUCTORY

Quiz: Course 2 - The Supporting Industry Partners OLD

Test your knowledge of the material provided in Course 2 - The Supporting Industry Partners. Earn a certificate by successfully completing the quiz with a score of 80% or higher.

[VIEW COURSE](#)

Feedback: Course 2 - The Supporting Industry Partners

Please provide your thoughts and suggestions about this course.

[VIEW COURSE](#)

 INTRODUCTORY

Course 3 - Taking a Product to Market: How a Component Manufacturer Launches New Product

A Manufacturer cannot bring a new component to market overnight. Fundamentally, a successful product launch should include defining sales objectives, identifying target sales channels, marketing strategy and post-launch metrics. But the process of bringing...

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 INTRODUCTORY

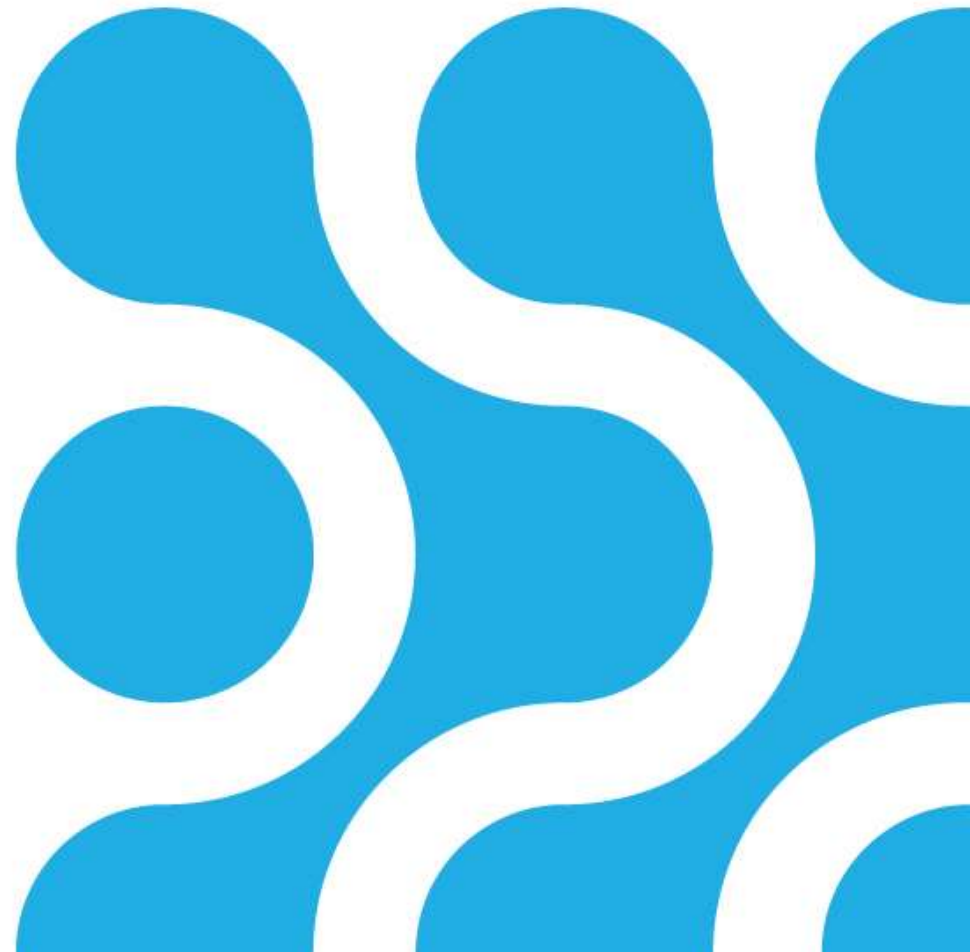
Quiz: Course 3 - Taking a Product to Market

Test your knowledge of the material provided in Course 3 - Taking a Product to Market. Earn a certificate by successfully completing the quiz with a score of 80% or higher.

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Executive Conference

Stephanie Tierney



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**PACE**
Electronic Components Industry Association

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It has been a great start to 2023! As Executive Director of our ECIA

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The ECIA Executive Conference is a senior management level conference for the electronics industry's leading companies - representing the entire supply chain. The dates for the 2023 Executive Conference event are October 22-24 at the Loews Chicago O'Hare Hotel.



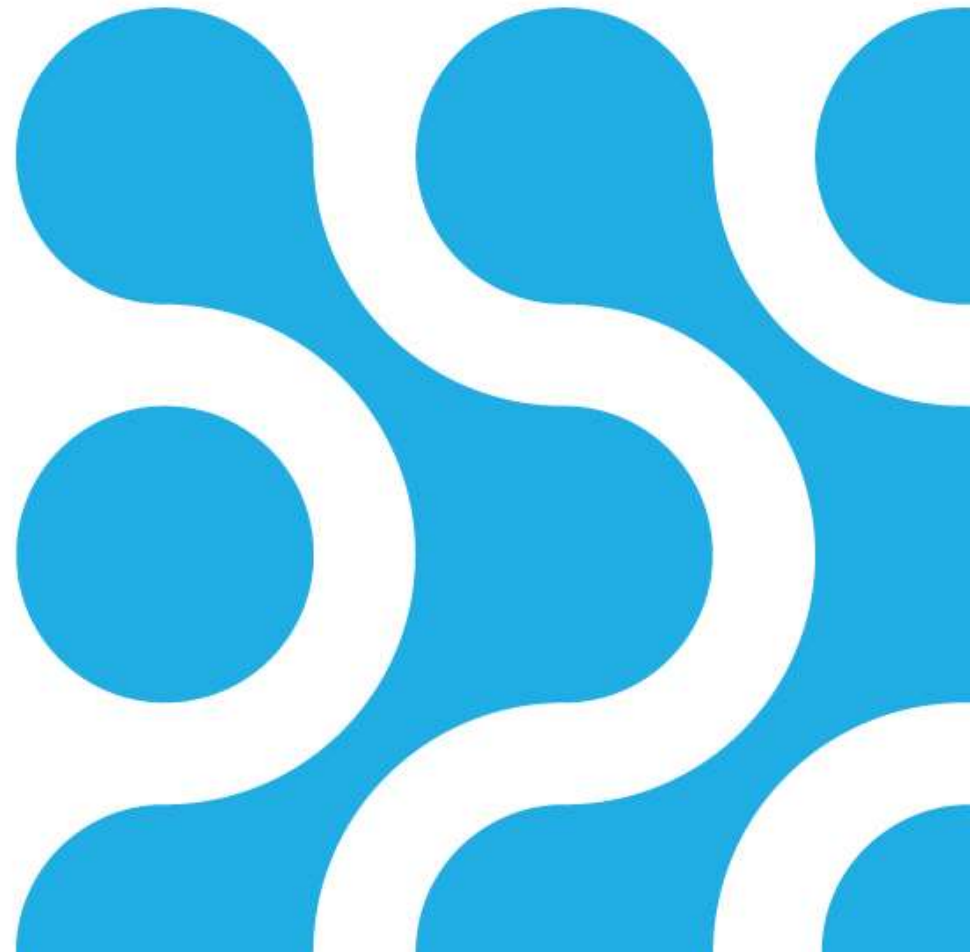
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- About the Conference
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- Hotel Registration
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- 2022 Conference Videos

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How Do I Access Today's Recording?



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About ECIA

Issues & Practices

Stats & Insights

EIA Technical Standards

TrustedParts.com

Purchase Reports



October 22-24, 2023
Loews Chicago O'Hare Hotel



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Training and Resources

Training

[ECIA PACE Training](#)

[Talent Development Opportunities](#)

[Connectors 101](#)

[Sales Training Course](#)

[University of Innovative Distribution \(UID\)](#)

[Best Practices: Model Distribution Training](#)

[Sales Management Coaching & Training](#)

[Gaining More Control of the Sales](#)

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[Webinars](#)

[Recruitment Resources](#)

[Standards Knowledge](#)

[2022 Executive Conference Videos](#)

[Top 5 Reasons to Use Authorized Distributors for Engineering: Infographic, Article](#)

[Top 5 Reasons to Use Authorized Distributors for Purchasing: Infographic, Article](#)

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Wed Apr 26, 2023

[Spring 2023 Engineering Summit](#)

Category: Events

Thu Apr 27, 2023

[ECIA Member Update](#)

Webinars



Access [Members Only Webinars here](#).

2023 February 16 - ECIA Webinar: ChatGPT, Midjourney and Generative AI: How the Components Industry Can Supplement its Sales and Marketing Tactics: [Recording](#)

2023 January 19 - 2022 Engineering Industry Research With EETech: [Recording](#); [Presentation Deck](#)

2022 November 30 - Lectrix Webinar - What's Next for Marketing as the Pandemic Ends and Uncertainty Nears: [Recording](#); [Presentation Deck](#)

[2022 August 25 - The TrustBridge and ECIA Webinar - The Essential WISP: Recording; Presentation Deck](#)

2022 August 17 - AEA Webinar - Winning the War for Talent, Part 4: [Recording](#); [Presentation Deck](#)

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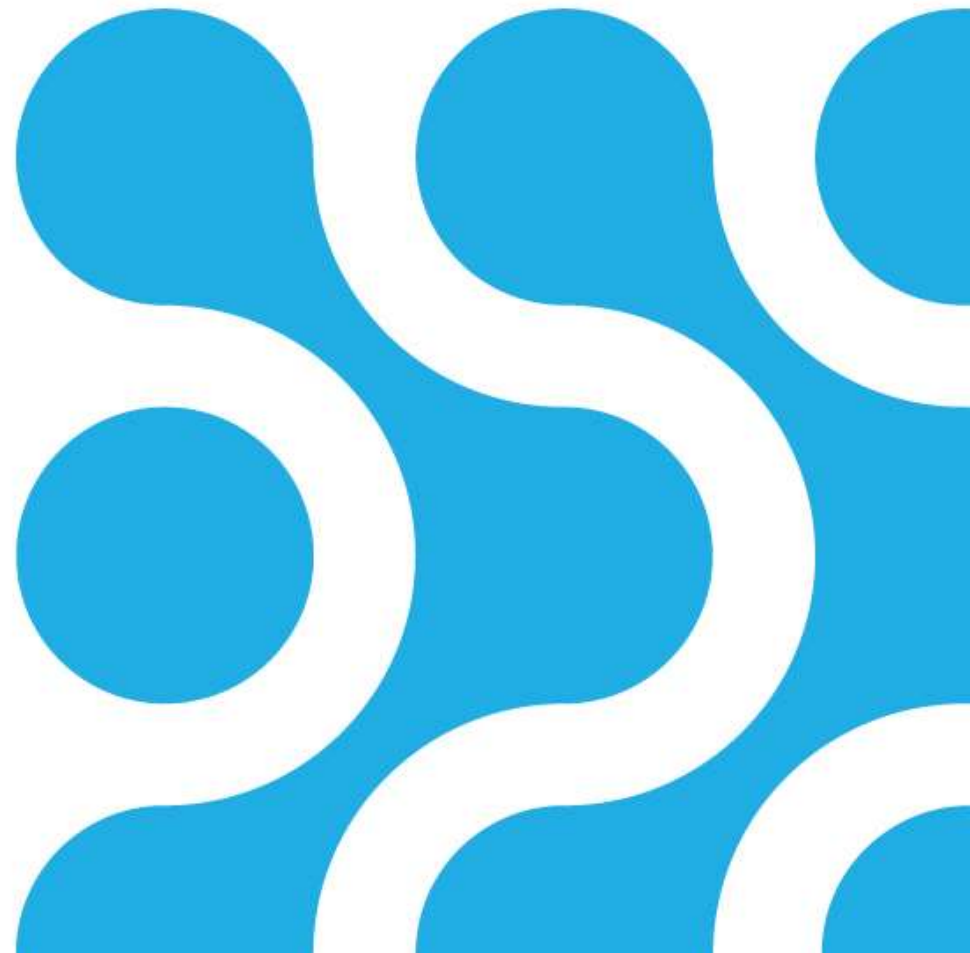
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Upcoming Events

Wed Apr 26, 2023

Questions?

Thank You!





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