



## ECIA Member Newsletter

September 9, 2020

## Welcome New Members



ECIA is pleased to welcome the following new members to its roster of electronic components industry companies. From the component manufacturer sector, is [SHOEI Chemical Inc.](#), [Schroff Inc.](#), and [Adaptsys Group](#). From the distributor side is [Air Cost Control US](#), LLC, and [Gemini Components LLC](#).

"In spite of the challenges we all are facing in 2020, ECIA continues to attract new members," commented David Loftus, ECIA President and CEO. "We are very grateful for the continued support of the electronic components industry as together we find creative ways to bring new efficiencies to the channel in response to the COVID-19 crisis."

## ECIA Emails

### Like Many Companies, Association Emails Hacked

It turns out that ECIA CEO David Loftus is not immune to the annoying and dangerous threat of hacked emails. ECIA members recently received an email asking their assistance in buying gift cards. It serves as a reminder that scammers have time on their hands. You and your team should take extra precautions while working remotely. The [Federal Trade Commission](#) has a page dedicated to this scam tactic.

ECIA's partner The Trust Bridge has webinar content that outlines how to stay safe and work smart. Access webinar recordings and presentations [on the ECIA website](#) and remind your team to be extra vigilant in policing their digital presence.

## ECST Monthly Market Trends Survey

### Results Sent to Participants

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5. [Webinar Series: ITR Economics](#)
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## Upcoming Events

Wednesday, Oct. 14

- [ITR Economics Webinar](#)

Thursday, Oct. 15

- [C&R Webinar](#)

Wednesday, November 18

- [ITR Economics Webinar](#)

Wednesday, December 16

- [ITR Economics Webinar](#)

## ECIA in the News

- [August 2020](#)

## 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



ECIA offers a wide variety of industry data reports and opportunities to take part by voicing your opinion. The Electronic Component Sales Trends (ECST) tracks viewpoints on the sales of electronic components and the impact on end markets. We are currently conducting the [monthly survey](#) that asks for your personal view of market trends.

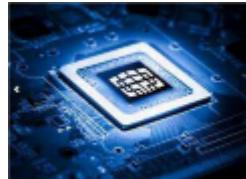
Please take a moment to share your opinion and complete the survey; each participant receives the survey results report. You need only answer for markets and products where you have knowledge. To participate in the Monthly Trends Survey [click here](#) - please submit by September 25th.

[Click here for a current list of available reports.](#)

#### Recent Research and Analysis Published by ECIA

- North American Electronic Component **Quarterly** Sales Trends (ECST-QTLY – Q3 2020 (Members Only)
- TPC Semiconductor Market Survey – September 2020 (Public)
- North America Weekly IP&E Components Index – Week 35 (Members Only)

## Semi Survey Shows Improvement in Growth Expectations



The most recent TPC monthly survey polled over 9,000 active industry professionals across the globe. The results saw slight improvement for both C3Q & C4Q growth expectations. End customers have been reluctant to cancel production to their manufacturers -

instead pushing out production into future quarters. [Click here to review the complete survey report.](#)

Technology Partners Consulting, (TPC) provides independent third party consulting to electronics suppliers and financial services firms. TPC provides ECIA with a monthly report on a market trends survey administered by Glenn Hitchcock, TPC founder and president.

## ITR Economics Webinar Series

### Members-Only Exclusive 6 Part 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 pleased to offer a 6-month series to help your company plan during these unpredictable times. Join economist and forecasting expert [Alex Chausovsky](#), Senior Business

trends in the [NAM Economic Report - September 8.](#)

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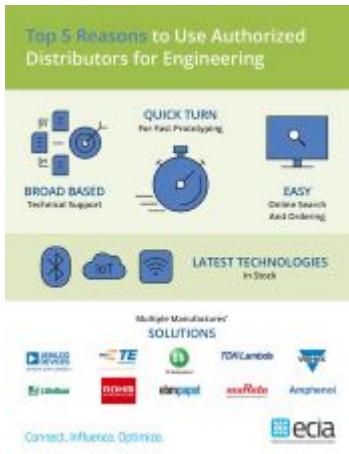


Advisor, [ITR Economics](#), who will provide data and analysis on what to expect for the remainder of the year and Q1 2021.

ITR Economics is the oldest privately held, continuously operating economic research and consulting firm in the US. We encourage you to customize each session - submit questions in advance!

Save these dates or click to register: [October 14](#), [November 18](#), [December 16](#), [January 20](#), [February 17](#) and [March 17](#) at 3:00 PM Eastern.

## Did You Know? ECIA Promotes the Value of Authorized Distributors



article; [click here](#) to download the infographic.

GlobalSpec recently published an article that outlined the advantages of sourcing through an authorized distributor: highlighting the wide selection of available parts, technical support on a range of devices and ability to provide small quantities for prototyping.

The article featured an infographic designed by ECIA to graphically show the reasons to source components through authorized distributors. [Click here](#) to read the GlobalSpec

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