

## We Will Never Forget



Commemorate 9/11 - 18 years later. Honor the victims, reflect on the history. "Peace cannot be achieved through violence, it can only be achieved through understanding." - Ralph Waldo Emerson

## Michael Knight & Carla Mahrt to Moderate CEO Panel on Succession Planning

ECIA is pleased to announce that Michael Knight, President of TTI Semiconductor Group, and Carla Mahrt, Founder and President JJM, will facilitate a panel of CEOs from the industry to discuss the question, "Where does organizational development fall on your priority list?"

The electronics manufacturing industry in this country is facing a serious leadership shortage due to the fact that those at the helms of many of the companies are only a few years from retirement and with the skilled labor shortage, there aren't as many managers in the pipeline. Those in leadership positions have a responsibility to consider who comes next? Too often, that answer is not obvious because talent development and succession planning activities have been postponed or ignored.

Our CEO panel includes Gordon Hunter who is currently chairman of Littelfuse, Inc. after having served as Chairman, President and CEO from 2005-2016. He is joined by David Kirk, President and CEO of Murata North America and Joe Nelligan, CEO of Molex.

"When I do roll call, I find that more than half the people I know in senior leadership roles are fast approaching 60 and many have blown by that milestone," commented Michael Knight. "This group has been in the driver's seat for some of this industry's most turbulent times and steered their companies to record setting results. I believe they have valuable insights to share."

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### Upcoming Events

Thursday Sep 26

- [Marketing in the Data Privacy Era](#)

Wednesday Oct 9

- [Fall 2019 Engineering Summit](#)

Thursday Oct 17

- [Data Privacy by Design](#)

Sunday Oct 20 - Tuesday Oct 22

- [Executive Conference](#)

### 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](#).

If you are one of these leaders, or have your sights set on advancing your own career, you will benefit from this interactive panel discussion of this vital topic.

The [Executive Conference](#) runs October 20-22 at the Loews Chicago O'Hare.

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## Are You Ready To Increase Your Competitive Advantage & Selling Success?

ECIA Members Save With Online Sales Training Courses

### The No BS Guide to Selling (in under an hour)

This program offers a complete guide to selling, covering the major selling skills you need to be successful. Each video is 5 to 6 minutes long and covers the most critical five selling skills to give you a competitive edge and help you make more money. [Click here for detailed course information.](#)

### Your Price is Too High – 7 Steps to Defending Price

This course includes 10 Videos plus 2 bonus videos for sales managers and a 20-page Action Guide/Workbook. 40 minutes of comprehensive, condensed material that will put your career above the average sales professional. [Click here for detailed course information.](#)

Through the ECIA partnership with AEA, members have the advantage of a price discount when registering for either course. Use the code [ECIA](#) at registration for a 20% savings.

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## Digital Transformation - Be a Part of the Conversation



American manufacturing has undergone a dramatic change over the past 40 years. Faced with tremendous global competition, U.S. manufacturers adopted advanced automation, robotics and work processes to modernize their factory floors. Those efforts have had positive results: U.S. manufacturers have demonstrated that they're competitive on the global stage, and the industry is in a period of strong growth.

In his address to the Executive Conference, Tony Uphoff, CEO of Thomasnet, will provide unique insights into some of the key questions facing the industry. If you are an executive in the industry, [take this brief survey](#) and assist Tony in fine tuning his presentation. The survey is anonymous, no personal/identifying data is required. Your participation will help establish some key

[September 9 Economic Report.](#)



benchmarks in the electronics components industry, which Tony will share at the conference.

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## Did You Know? Data Privacy Webinar Series Continues

**Next Webinar: September 26th, 11:00 AM Eastern  
- Marketing in the Data Privacy Era**

All organizations need to define their approach and regulatory framework to follow when communicating with their audiences. This webinar examines the rules surrounding marketing in the new data privacy era. [Click here to register.](#)

With the introduction of GDPR and with other countries and states introducing strengthened data privacy laws, marketing to customers, consumers, clients, prospects, members, delegates and contacts requires careful handling. Have you missed a webinar? [Click here to access recordings.](#)