

## ECST Quarterly Sales Trends Survey - Share Your Opinion



Your participation in all ECIA surveys is critical and we value your opinion. **Please Respond by February 29<sup>th</sup>.**

Published quarterly, the Electronic Component Sales Trends (ECST) survey asks individuals from both member and non-member 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. [Click here](#) to take this brief survey.

The results of this survey are published each quarter. **Participants will receive the results of this survey by mid-March.** Members can see all previous reports by visiting [www.ecianow.org](http://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](mailto:jbruorton@ecianow.org) or 864-901-4166. Thank you for taking the time to complete this short survey.

## Coronavirus Survey Report Now Available



As the impact of the Coronavirus continues to grow in China and around the world there is a need to provide visibility on how this crisis is impacting the electronics components industry and the supply chain.

### In This Issue...

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### Upcoming Events

Sun - Wed, March 8-11

- [University of Innovative Distribution](#)

Wednesday, April 29

- [Spring Engineering Summit](#)

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 Economic Report - February 10.](#)

ECIA conducted a survey of member manufacturing and distributor companies to gain an understanding of this fluid situation. The results from the original survey are now posted at ECIA now at the following link: [Coronavirus Survey Results](#). We will continue to monitor relevant information and provide members with timely updates. Members should log in to their accounts to see the complete report.

In case you missed it, ECIA recently provided a list of articles complete with helpful information and analysis on a wide range of topics around this international crisis. Some of the publications will require subscriptions to see the complete article. [Click here](#) to review the information.

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## 2020 Conference Planning Committee Announced

We are pleased to announce the 2020 Executive Conference Planning Committee held its initial call and is already hard at work! Chaired by **Mark Conley** of O'Donnell Associates North, the group includes a mix of committee veterans and a number of first-time committee members, ensuring a fresh and innovative conference program. Members of the 2020 Executive Conference Planning committee include: **Tobi Cornell**, Kruvand Associates; **Paul Dosser**, Digi-Key Electronics; **Bob Garcia**, Ferrari Technical Sales; **Scott Jones**, AEM Group; **Todd McAtee**, Mouser Electronics; **Melanie Pizzey**, TTI, Inc.; **Chad VanDoorninck**, Abracon; **Caroline Wells**, Omron; and **Tom Wichert**, TDK-Lambda.

The 2020 ECIA Executive Conference is October 25-27, 2020 at the Loew's Chicago O'Hare. The event provides access to industry experts with up-to-the-minute information. Save the date and plan to join this must-attend event - there is no other that offers an in-depth look at the electronics components industry and is as geared towards industry-specific education and fostering meaningful relationships across this section of the supply chain network. It's the one conference you can't afford to miss. If you have conference ideas or want to join the committee, contact [Debbie Conyers](#).

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## Did You Know? ECIA Monitors and Provides Guidance on Industry Issues

ECIA tracks updates on a number of industry issues - from the Coronavirus (above) to tariffs. Click the [Issues & Practices](#) tab on ECIA's website. The Global Industry Practices Committee ([GIPC](#)) monitors common global problems and issues, formally organizes with the SMEGs (Subject Matter Expert Groups) to research the issues, provide direction and guidance, and then helps drive adoption of best practices.

Most recently added were links related to the Coronavirus and the ongoing tariffs of certain electronic components from China.



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Some pages are members only, please log in to review. If you are interested in the GIPC, contact [Don Elario](#).