

The Source

A weekly newsletter for members of the
Electronic Components Industry Association.



Wednesday, November 28, 2018

Upcoming Events

Webinar: [Art of Customer Delight](#)

December 11
2:00 - 3:00 p.m. EST

[University of Innovative Distribution](#)

March 10-13, 2019
Indianapolis, IN

[EDS Summit](#)
May 7-10, 2019
Las Vegas, NV

[Weekly Economic Trends National Association of Manufacturers](#)

Chief economist Chad Moutray provides weekly analysis of key U.S. government economic data and manufacturing industry trends in the [11/19](#) and [11/26](#) Monday Economic Report. [Global Manufacturing Update](#)

Key Links

www.ecianow.org

www.eciaauthorized.com



Webinar December 11 | 2:00 - 3:00 p.m. eastern Register Today

Back by popular demand: Woo, Wow, and Win Authors
Thomas A. Stewart and Patricia O'Connell

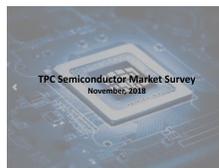


Join ECIA Executive Conference Speakers Thomas A. Stewart and Patricia O'Connell for a **free** Members-only webinar to continue the discussion on [the art of customer delight](#).

One of the most popular on this year's Executive Conference program, this topic is of prime importance to anyone in business with customers - and now, even those members that couldn't make the conference can hear first hand the authors'

practical, evidence-based advice on how to design a successful customer experience. Drawing on deep research and examples from across many industries, Stewart and O'Connell will teach webinar participants how to use service design to set expectations and meet them in every interaction, across every channel, every time. [Click here to register](#).

TPC Survey | November Statistics Now Available



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. The report provides results from a survey sent to 20,000 electronic industry professionals across the globe to assess their expectations for order activity and inventory levels.

TPC's November 2018 Semi industry survey results shows continued weakening across a number of metrics for Semi demand. They believe we are clearly entering into a period of significantly weaker demand that will likely last ~2 quarters. TPC believes this is being driven by the impact from tariffs and the supply chain having too much inventory. [Click here to download the survey results](#) with key takeaway analyses.

Participate in the Industry Market Trend Survey



Please Respond by **November 30th**

Reply today - **deadline is Friday!**



Published quarterly, the Electronic Component Sales Trends (ECST) survey asks for your view on activity in certain endmarkets 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. The results of the survey will be published by midDecember. Share your opinions today: www.ecianow.org/ECST

Members, access previous reports by visiting www.ecianow.org. Log in at the upper right corner and visit "Industry Stats and Analytics" under the "Knowledge Center" tab to view the reports. If this is the first time you've logged into the site, after clicking on My ECIA (log in), 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](#).

Manufacturers: Call for Comments on Emerging Technologies

Public Comments Due by December 19th



The U.S. Department of Commerce is seeking public comment on possible controls for certain emerging technologies. As part of the National Defense Authorization Act of 2019, Congress directed the Commerce Department to establish appropriate controls on the export of emerging technologies. These technologies are described

as those essential to national security.

Comments should be submitted to the Bureau of Industry and Security (BIS), Commerce Department, by **December 19, 2018**. [Click for ECIA recap announcement](#). [Click here for the Federal Reserve announcement](#).

Did You Know?

FAQ Page Has Plenty of Answers

A collection of FAQ's is available on the ECIA site. Use the site to get assistance in accessing resources and registering for events. When you need a quick answer, check [the FAQ page](#) first. We are always happy to talk to you too, so please don't hesitate to contact the office at 678-393-9990.



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