

Monthly Sales Trends Survey - Participate Today



The Monthly Sales Trends Survey supplements the Quarterly Electronic Component Sales Trends Report and provides a more frequent assessment of industry market trends.

Take 5 minutes to answer this brief survey. *You only need to answer for markets and products that you have knowledge of.* Your answers should be based on your own outlook of the overall market, not your company's outlook. [Click here to complete the survey.](#) Please submit responses by January 24th.

Latest Podcast Interview Features Ed Smith, CEO of SMT Corporation



ECIA's latest podcast episode is a timely interview with Ed Smith, CEO of [SMT Corporation](#). Smith has a unique perspective on the electronic components industry, having served for many years on the distribution side of the negotiating table, and now in a leadership position on the customer side.

In the interview he tells Bill about his career path, his personal challenges, and his cogent insights into where the industry is headed in 2020 and beyond. [Click here](#) to access The Channel Channel podcast or subscribe through your favorite platform.

Mark Conley to Chair ECIA Executive Conference

In This Issue...

1. [Monthly Sales Trends Survey](#)
2. [Podcast Features Ed Smith](#)
3. [Mark Conley To Chair Executive Conference](#)
4. [Spring Engineering Summit April 29-30](#)
5. [Did You Know? Unique Distributor Training](#)

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 January 21 Economic Report](#).



ECIA is pleased to announce that longtime association member Mark Conley of O'Donnell Associates North has accepted the position of 2020 Executive Conference Chair.

"ECIA is an even stronger, more effective organization with the recent changes to the Council structure," said Mark. "I look forward to working with the conference

committee to deliver an interesting and forward-thinking conference to support executive strategic planning. The conference always delivers on its promises, but I pledge to make 2020 the best one yet!"

Help Mark make good on his promise - volunteer to join the Conference Planning Committee. [Email Debbie Conyers](#). Planning calls will commence in February.

The [Executive Conference](#) has been a must-attend event for over 30 years - 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.

Spring Engineering Summit

April 29 - 30th, Residence Inn at Opryland, Nashville



The Spring 2020 Engineering Summit will take place in Nashville, TN. The Passives committee and Soldering Technology committees will meet on April 29th and the Automated

Component Handling Committee on the morning of APR 30th. [Click here to register](#)

[The Residence Inn at Opryland](#) is a brand-new, all-suite Nashville hotel located five minutes from Gaylord Opryland Resort and Convention Center. The negotiated rate is \$184/night (plus applicable taxes). Rooms must be booked by **March 27, 2020** to receive the reduced rate. [Book your group rate for Electronic Components Industry Association](#)

Participation in the [ESC](#) encourages the development of voluntary industry-driven standards, collaboration to ensure best practices and excellent networking opportunities. For more information about the ECIA Standards program, please contact [Ed Mikoski](#), Vice President of Standards and Technology.

Did You Know? Hiring Our Heroes Hosts Events Across the Country

Hiring veterans is not just goodwill - it's good business. Their military experience has provided them with education, training, values, leadership skills and teamwork know-how. They have

**22 MILLION +
UNIQUE PART
NUMBERS**

Industry Leading Electronic
Components Search Engine

Search Authorized
Distributors Now 🔍

 **ecia**
AUTHORIZED
Search. Find. Buy.

**A WORLD OF
BEST PRACTICES**

From the Global Industry
Practices Committee

LEARN MORE

 **ecia**
Electronic Components Industry Association

**100%
AUTHORIZED
SOURCES**

Industry Leading Electronic
Components Search Engine

Search Authorized
Distributors Now 🔍

 **ecia**
AUTHORIZED
Search. Find. Buy.

HIRING OUR HEROES

the skills, training and character
to meet employers' challenges.

Visit the [HoH website](#) to find an
event near your location.

Electronic Components Industry Association | 310 Maxwell Road, Suite 200, Alpharetta, GA 30009 | Phone 678.393.9990