

Latest Market Trends Survey Results Released

Industry sentiment for the electronics component market sales rocketed upward in March



ECIA's Electronic Component Sales Trend (ECST) monthly survey shows that month-to-month sales growth sentiment leapt up between 26 and 27 points in component and end-market measures from February to March. This market performance far outpaces the expectations looking toward March from February and continues a strong surge in the index that started in

January. While expectations for month-to-month sales growth from March to April are not as strong as the March actual measurement, it should be remembered that any score above 100 indicates growth expectations. In this light, the overall index average looking toward April is extremely strong. [Read the report.](#)

Additional Research - Log in for Access

- Semiconductor Sales by Region & World Total (WSTS Bluebook) – February 2021 (Participants only)
- World and Regional Semiconductor Data by Product Categories (WSTS Bluebook) - February 2021
- North America Weekly IP&E Components Index – Week 12 (Members only)

April ECST Survey - Participate Today

The Electronic Component Sales Trends (ECST) tracks viewpoints on the sales of electronic components and the impact on end markets by surveying ECIA members, their peers and colleagues.

We ask you to provide your personal input for the [April Monthly ECST](#) survey. We are not asking you to represent your company - the survey asks for your individual perspective.

In this Issue...

1. [ECST Report Released](#)
2. [Participate in April Survey](#)
3. [100 Year History](#)
4. [Spark 2021](#)
5. [Did You Know? Technical Standards](#)

Upcoming Events

Monday, August 30 - Sept 2

- [EDS Leadership Summit](#)

Sunday, October 24 - 26

- [Executive Conference](#)

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 - 4/05.](#)

Member of the Week

Congratulations [Crouzet](#)
ECIA's Member of the Week.



Only participants in the survey will receive a copy of the results. The return on a small investment of time is enormous! A limited, top-line view will be provided to others.

[Click here](#) to complete the April Monthly April survey by April 20th.

100 Year Evolution of Authorized Distribution

What's Your Story?



Many companies in the electronics industry are celebrating milestone anniversaries. With a nod to the industry's start on Radio Row, it is the perfect time to celebrate 100 years of the Distribution Channel and its impact on the tech industry and society.

ECIA is assisting in the creation of a historical document that recognizes the visionaries and founders of our industry, the companies that made a difference, technology, operational advancements, and the Association

- which has helped spur the growth and value of the tech channel.

An e-book is being developed – and your company has a chance to tell your story! Contribute your company history and purchase an ad to help offset the cost of this project. The final publication will be presented at the ECIA Executive Conference in October. For details, contact ECIA Senior VP [Victor Meijers](#).

SPARK 2021 Program Goes Virtual

April 20 - May 18 | [Apply Today](#)



Spark 2021 will be held virtually this year over a 5-week period, 4 hours per week. SPARK is an educational program created for talented individuals from manufacturers, manufacturers representatives, and distributors in the electronic compo-

nents industry.

Each session will be presented using Zoom and all sessions will have a level interaction and teamwork to enhance learning and build networks. To learn more, [click here](#).

Crouzet is an independent manufacturer of standard and adapted electromechanical and electronic components that make flight control, machine control, and industrial control easy, safe, and reliable. Since 1921, Crouzet's close collaboration with its customers in the development of switches and sensors, electromechanical actuators, electrical protection equipment, cockpit controls, automation controllers and relays, and instrumentation services is at the heart of Crouzet's business. Crouzet's wide range of standard products are often adapted to specific customer requirements, designed to deliver the right product for the right application. Since joining ECIA as a member in 2016, Crouzet employees have served on a variety of committees and councils. Robert Derringer, the company's Director, Global Channel is an active member of the Manufacturing Council.

Robert adds, "*ECIA membership provides Crouzet the opportunity to understand how the 'best and brightest' in the electronics components supply chain view the market. Interaction with other ECIA members allows us to better understand how to deal with today's tougher challenges, such as evolving environmental and data privacy compliance regulations and unexpected issues such as tariffs and pandemic closures. We also value the insight gained on anti-counterfeiting, market trends, automated data exchange, and best practices adopted by member suppliers. On a personal level, being part of ECIA's Manufacturing*

Did You Know? Technical Standards Are Sold Via IHS Store



The EIA Standards Committee develops standards in accordance with, and accredited by, the American National Standards Institute (ANSI) which carry the “EIA Standards” trademark. These standards are well-recognized and accepted both domestically and globally by the industry and government.

Currently the primary focus of the associations’ EIA Standards is on passive electronic components. In addition to the latest up-to-date editions, past versions are also available.

EIA Technical Standards can be purchased at the IHS [ECIA Store](#). To learn more or find specific standards to purchase you can view the complete list of [ECIA’s EIA Standards](#). (NOTE: To make a purchase you must have an I.H.S. account.)

If you or someone from your company is interested participating in the ECIA standards programs, please contact:
Edward F. Mikoski, Jr.: emikoski@ecianow.org 571-323-0253

Council allows me to give back to an industry that’s provided me tremendous career opportunity for the past 30+ years.”

Thanks to the Crouzet team for their contributions to the association!

A banner with a blue and white geometric globe graphic at the top. Below the graphic, the text reads: "A WORLD OF BEST PRACTICES" in large, bold, blue letters. Underneath, in smaller blue text: "From the Global Industry Practices Committee". A blue button with white text says "LEARN MORE". At the bottom is the ECIA logo (Electronic Components Industry Association).

A dark blue banner with white and yellow text. At the top left is the TrustedParts.com logo (a gear with a checkmark). The main text reads: "ALWAYS REAL-TIME PRICING AND AVAILABILITY" in white, followed by "BOM MANAGEMENT TOOLS" in large yellow letters. At the bottom, it says "Search authorized distributors now" in white with a magnifying glass icon.