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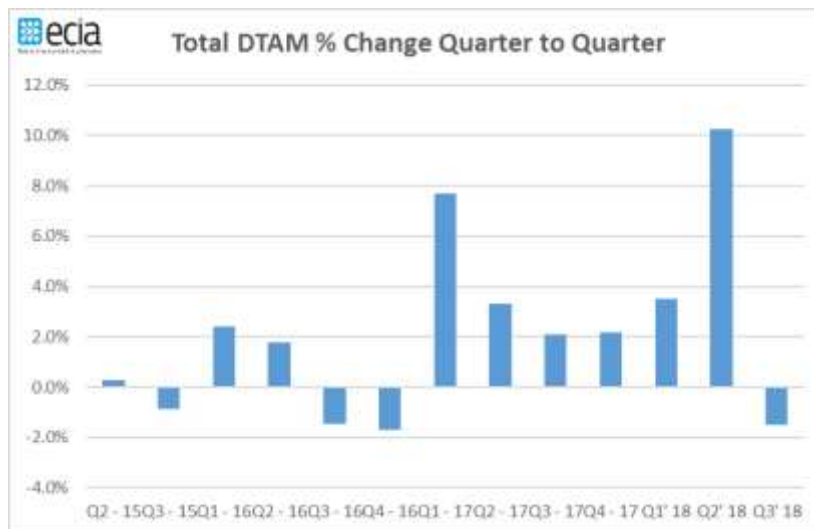
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FOR IMMEDIATE RELEASE

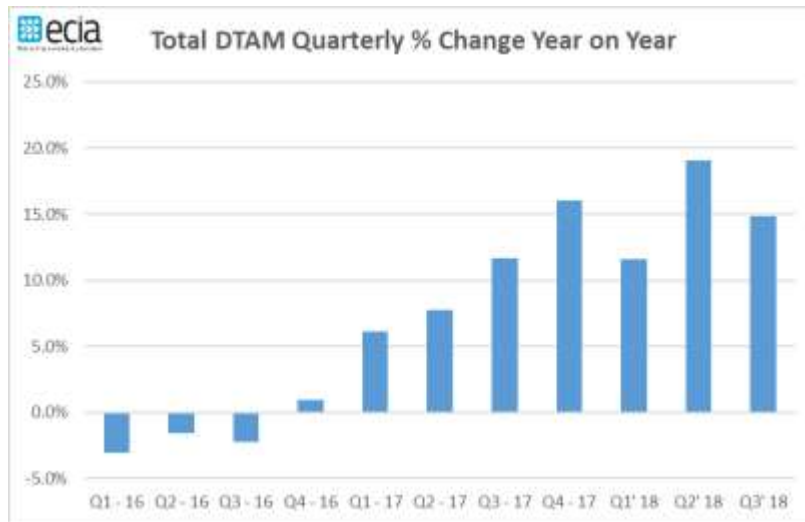
ECIA Reports Q3 CY18 North American Distribution Component Sales Up 14.8% Compared to Q3 CY17

Atlanta, GA -- Distributor component sales for North America showed nice growth in Q3 CY'18: up 14.8% compared to the same quarter in 2017. Sales for the quarter were the second highest in dollars since ECIA started collecting distributor sales data in Q1 2015. Q3 Sales were down slightly compared to Q2 sales, by -1.5%. Book to Bill was positive at 1.02. Distributor component sales totaled \$4.2 billion for the quarter. Quarterly percent change and year on year change by product category are included in the chart below.

	Q3' 18 v.s. Q2' 18 % Change		Q3' 18 v.s. Q3' 17 % Change		2018(est) \ 2017 % Change
Interconnect Products	3.0%		16.7%		11.7%
Passive Products	4.7%		41.6%		24.6%
Semiconductor Products	-4.0%		9.5%		9.9%
Electromechanical Products	-3.4%		10.7%		11.0%
Displays	-0.4%		4.8%		2.9%
Total Distributor Sales	-1.5%		14.8%		12.2%

Passive component sales growth quarter on quarter came mainly from capacitors at +8.2%. Semiconductor sales declined quarter on quarter driven by discretes and embedded processing both posting a -4.8% decrease in sales. Electromechanical sales also declined quarter on quarter driven by the 'all other' category which includes products other than power supplies, relays and switches.





Although distributor sales did slow in Q3 compared to Q2, the growth compared to the same quarter last year was a strong +14.8%. With a positive book to bill for the quarter, Q4 should be another growth quarter for distributor sales.

ECIA members can view an Executive Summary of the Distribution Sales Report and the Lead Time Report on the ECIA Website in the Knowledge Center section. Distributors that contribute data to the report can view the complete report.

About ECIA

The Electronic Components Industry Association (ECIA) is made up of the leading electronic component manufacturers, their manufacturer representatives and authorized distributors. ECIA members share a common goal of promoting and improving the business environment for the authorized sale of electronic components to the end customer. Comprising a broad array of leaders and professionals representing all phases of the electronics components supply chain, ECIA is where business optimization, product authentication and industry advocacy come together. ECIA members develop industry guidelines and technical standards, as well as generate critical business intelligence. For more information, visit www.ecianow.org or call 678-393-9990.