

What's happening out there?

By Dan Beaulieu of DB Management Group

Because I work with a lot of companies and have worked with many more over the twenty-five years of being a consultant, I know a lot of people, and many of them have been calling me this past month to ask me what's happening. What's going on out there. What do I hear? So, I thought it would be appropriate to use my usual space in this issue of the Taiyo newsletter to let you know what I see happening out there right now.

First of all, most of the companies I talked to are doing surprisingly well when it comes to business as usual; their bookings are holding steady or even up a little. There is some trepidation as they worry about the possibility that customers are stockpiling to get through tougher times and might have too much inventory at the end of this crisis. However, most believe that there will be an increase in sales when this pandemic starts to ebb.

Most of the business we deal with in Electronica are deemed "Essential Businesses" so they are up and running at this time. Many of them are busy making medical electronics, and some are providing products to their customers to help them with their routine business.

Companies are protecting their employees in all ways possible; they are using social distancing, hand washing, and medically approved face masks. Some are even screening their associates daily by taking their temperatures and sending those with an elevated temperature home. They are also allowing those who can, to work from home.

But overall, there is a sense of togetherness not seen in this country for a long time. Heck, not seen in the world for a long time. People are caring more about one another. There is a sense that we are all in this together. There is even a sense of hope and optimism in the air, something our country has always been known for. No matter the crisis, we have always found a way; Americans solve problems by doing it together. Let's remember there is a reason that the name of our country is the UNITED States of America.

Stay safe, stay healthy, and most importantly, stay positive.