

# The Source

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



Wednesday, May 30, 2018

## Upcoming Events

[Regional Series: Boston](#)

**June 7, 2018**

Boston, MA

[World Passive Component  
Trade Statistics Meeting](#)

**June 13-14, 2018**

Atlanta, GA

[CE-2 Meeting](#)

**June 13-14, 2018**

New Orleans, LA

[Regional Series: Dallas/Ft.  
Worth](#)

**August 7, 2018**

Irving, TX

[Regional Series: Minneapolis](#)

**October 2, 2018**

Minneapolis, MN

[Executive Conference](#)

**October 21-23, 2018**

Chicago, IL

[Regional Series: Guadalajara](#)

**November 6, 2018**

Guadalajara, MX

[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 [Monday Economic Report](#).

This information is made available through ECIA's membership in NAM.

## Key Links

## Executive Conference Sponsor Opportunities

*Securing the Future: Your Business, Your Talent, Your Customers*



This year's conference theme is all about being secure in an increasingly digitalized and globalized industry - security in your data, your workforce, and your future revenue streams. As governments begin to enact regulations to protect their citizens and national interests, companies operating globally will need to react with precision and the best business intelligence available.

Executive Conference sponsors know that their support of this premiere industry event is critical. It ensures a vital networking and learning opportunity for the electronic components industry's key decision makers. Join an elite group of companies and sponsor a break, the wifi, or an individual session. [Click here](#) to review the opportunities or contact [Debbie Conyers](#) for more details.

## Register Now: June 13 & 14, 2018

World Passive Components Trade Statistics Meeting  
Atlanta, Georgia



The WPTS statistics programs are recognized worldwide for accuracy, quality of data, and industry participation. If your company manufactures passive components, plan to attend this meeting.

The registration and agenda information for the The 2018 World Passive Components Trade Statistics Meeting is now available on the [ECIA website](#). Hotel rooms are available to book at the [Renaissance Atlanta Waverly Hotel & Convention Center](#).

The World Passive Component Trade Statistics Meeting is comprised of three regionally operated trade associations whose legacy organizations (EPCIA, JEITA, and ECIA) have been publishing global statistics for passive components for more than 30 years. The forum rotates regionally every two years, providing an on-going refresh and review of processes, practices and procedures to continuously assure legal and regulatory compliance at every step. For further details, contact [Jim Bruorton](#).

**Boston Regional: Thursday, June 7th**

[www.ecianow.org](http://www.ecianow.org)

[www.eciaauthorized.com](http://www.eciaauthorized.com)

**REGIONAL SERIES**  
**CONNECT**  
**JUNE 7, 2018**  
**BOSTON**  
 SERIES SPONSORS:  
 Avnet, Digi-Key Electronics and  
 the TTI Family of Companies

**REGIONAL SERIES**  
**CONNECT**  
**AUGUST 7, 2018**  
**DALLAS**  
 SERIES SPONSORS:  
 Avnet, Digi-Key Electronics and  
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Access to genuine components  
 from only authorized sources.  
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## Two Topics of Interest: Drivers of Sales Performance + Blockchain and Semiconductors: Quantifying the Opportunity



The Regional Series provide an excellent avenue to network. Company executives and branch personnel - along with their supply chain partners - enjoy a hosted social hour and dinner in a relaxed environment. Make plans to attend from 4:00 - 7:00. [Click here for details and to register.](#)



**Bill Bradford, ECIA's president and CEO** will present "Drivers of Sales Performance: An Evidence Based Approach". Bill has spent over 30 years managing and leading sales teams in the semiconductor industry, always striving to identify the traits that differentiate performance in sales people.

He conducted his own research on this topic as part of his doctoral studies at Georgia State. In this talk he will share what the academic research says about the drivers of sales performance, and what sales managers can do to increase the effectiveness of their sales teams.



**Randy Lawson, Senior Principal Analyst and Associate Director for Semiconductor & Displays Technology Consulting at IHS Markit** will share insight on this hot topic. Blockchain is seeing increased adoption across a number of industries. Learn about how semiconductors are helping to enable blockchain technology

adoption and implementation and where opportunities exist to help sell more electronics.

## Did You Know?

New Recruitment Resources Page Provides Industry Information

**The Electronic Components Industry In A Snapshot**  
 A global industry experiencing rapid growth due to the increased reliance on electronics in our lives and constant development of technology.

**\$470+ BILLION** in Revenue

**1,000,000+** People Employed

**20,000+** Companies

**28** Fortune 100 Companies We Serve

**Global Facilities**  
 50 States 70+ Countries

**ecianow.org**

**Where We Play**  
 All the Market Segments We Touch  
 Medical Energy Lighting  
 Consumer IT/Communications Aerospace/Defense  
 Agriculture Automotive Industrial/Innovation  
 Defense/Military/Aerospace

**The Cool Products We Help Build**  
 IoT, Robotics, Smartphones, Autonomous Cars, Wearables, Drones, Spacecraft/Satellites, MEMS

**Who Are Our Customers?**  
 Google Intel Technologies TESLA  
 Raytheon fitbit SPACE X  
 Johnson & Johnson Apple

**How We Give Back**  
 FIRST Robotics Competition, United Way, Hiring Our Heroes, STEM, American Cancer Society, American Red Cross, Big Brothers & Big Sisters, Boys and Girls Clubs, Habitat for Humanity

ECIA has a number of resources that can help your team recruit, train and retain employees. Visit the [Recruitment Resources](#) page to learn more.

The [ECIA Foundation](#) promotes the value of the electronics components industry and encourages careers in the industry. We assist member companies in supporting STEM education.

Keep Getting This Newsletter. Don't let future editions of The Source go missing. Take a moment to add the newsletter's address to your anti-spam white list: [ECIANews@ecianow.org](mailto:ECIANews@ecianow.org). If you're not sure how to do that, ask



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