

The Source

A weekly newsletter for members of the Electronic Components Industry Association



ECIA Member Newsletter

January 08, 2020

From Our CEO



This past November I informed the ECIA Board of my intent to transition from my post as President and CEO, to return to a role in industry, effective the end of the first quarter, 2020.

I have been so blessed to work with such a capable staff and dedicated members and I am proud of what we have been able to accomplish together these past couple years, as an extensive survey and discussion with our membership led us to undergo a significant restructure of our governance and updating of our bylaws. The creation of our three councils and our reconstituted board of directors gave the organization better oversight, while providing more effective forums for each constituent group to address their unique requirements.

We overhauled our association website, added to our market insights and analysis, grew our eciaauthorized inventory site, upgraded our EDS show management team, launched a webinar series and an ECIA podcast. We strengthened our Global Industry Practices Committee and implemented tighter Board controls over the initiatives undertaken. Finally, we have achieved record membership levels in all three of our constituent groups. We did all this while cutting overhead and downsizing our office footprint to return us to profitability in 2019. While much work remains to be done, I feel the organization is ready for new leadership to continue the journey.

It has been my pleasure to serve the association and the industry, and it has been a tremendous honor to work with all of you in doing so.

TPC Semi Industry Trends Survey Results - Are We At The Bottom of the Cycle?

The December industry survey results leads TPC to believe that we are at the bottom of the cycle and are showing signs of

In This Issue...

1. [Semi Industry Survey Report](#)
2. [Podcast explores GIPC](#)
3. [Participate in the TAMU Value Study](#)
4. [TAG Member Receives Award](#)
5. [Did You Know? EDS](#)

Upcoming Events

Sun - Wed, March 8-11

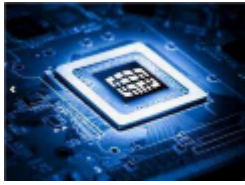
- [University of Innovative Distribution](#)

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 6 Economic Report](#).



recovery in 2020. The report points to several indicators such as inventory, bookings and pricing. Communications seems to be the best performing sector while automotive continues to be weak. [Click here to review the complete survey results.](#)

Technology Partners Consulting, (TPC) provides independent third party consulting to electronics suppliers and financial services firms. TPC provides ECIA with a monthly report on a market trends survey administered by Glenn Hitchcock, TPC founder and president. The report provides results from a survey sent to 20,000 electronic industry professionals across the globe to assess their expectations for order activity and inventory levels.

ECIA Podcast Series Kicks Off 2020 with Don Elario, VP of Industry Practices



The latest episode of ECIA's The Channel Channel podcast series features ECIA's Don Elario with some exciting updates on the activities of the Global Industry Practices Committee. Listeners will also learn about Don's journey with the industry, including decades of experience with the operations side of the global

components supply chain.

Some of the changes planned for 2020 include:

- A small manufacturer company and small distributor company will be added to the committee leadership; it will now include four manufacturers, four distributors and one manufacturers representative.
- The focus will remain on seven SME groups: International Trade Compliance; Business Process Operations; Logistics Services; Environmental Compliance; IT Security; Quality; and Blockchain Technology. The group leader/member structure has been replaced with an 'SME pool' of experts with backgrounds and expertise ranging across the 7 areas of focus.
- Quarterly calls will be conducted to report on GIPC activities and ask for feedback and input. Those calls will be open to both ECIA members and non-members. They will be offered in webinar format, be recorded then posted on the website for maximum reach.

[Click here](#) to listen on the ECIA website or subscribe wherever you access your podcasts. Make this the year you join a committee and make the most of your ECIA membership!




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Value of Distribution/Rep Model Study by Texas A&M

A webinar was recently presented to ECIA members to explain a proposed study on "The Value of Distribution: A Framework for Market Access & Development", to be conducted by Texas A&M. The presentation slides and the webinar recording are available on the [Training & Resources](#) page of the ECIA website.

For those companies interested in sponsoring this research, please see the non-binding [LOI form](#). We have already received commitments for some of the sponsorships and need some more to allow us to fully fund this research to advance our industry. Contact ECIA Chief Analyst [Dale Ford](#) with any questions.

US Technical Advisory Group Member Receives Prestigious Award

The US National Committee of the International Electrotechnical Commission ([IEC](#)) has announced the 2019 US recipients of the IEC's 1906 Awards. This international award commemorates the IEC's year of foundation by recognizing participating individuals for recent exceptional achievement through a project or other specific contribution to the activities of the IEC. This year, 27 individuals from the US were recognized from over 21,000 participating experts from 87 countries.

Our congratulations goes to recipient C.S. Lam, from the ECIA-managed US Technical Advisory Group (US TAG) to the IEC Technical Committee TC 49 (Piezoelectric, dielectric and electrostatic devices and associated materials for frequency control, selection and detection) as one of 27 Americans honored.

For more information about ECIA's international standards program, please [contact Ed Mikoski](#).

Did You Know? EDS Registration is Now Open

Registration is now open for EDS 2020, May 11-15, in Las Vegas. Visit the [EDS Leadership Summit website](#) for all the details!

Buyer Beware - Third-Party Hotel Reservations Alert!

Be aware that you may be solicited by other companies - such as OTRIX - to book hotel reservations and/or make travel arrangements. DO NOT RESPOND Such companies are NOT affiliated with and are NOT sponsored or approved by EDS. EDS cannot verify the authenticity of such companies or their



representations, and will not be able to provide a resolution to issues related to such reservations. You use such services at your own risk. EDS will not be responsible for any actions or omissions of such companies.

EDS will be the only people contacting you regarding housing for this event. The only way to reserve rooms at the EDS Summit and get the special reduced rate is through

EDS – using the emailed link and password you receive when you register.