

# The Source

A weekly newsletter for members of the Electronic Components Industry Association



ECIA Member Newsletter

December 12, 2019

## ECIA Monthly Market Trends Survey - Participate Today!

In addition to the quarterly survey, ECIA has launched a monthly market trends survey which requests less detail but will provide a more frequent update. We would appreciate you taking 5 minutes of your time to answer the questions in the attached survey. **You only need to answer for markets and products that you have knowledge of. Your answers should be based on your own outlook of the overall market, not your company's outlook.**

[Click here to complete the survey.](#) Please submit responses by **December 20th**. Results of the survey will be released later this month.

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## ECIA's Robin Gray Receives GSAE's Highest Honor



ECIA is proud to announce that COO and General Counsel Robin B. Gray, Jr., has been honored by the Georgia Society of Association Executives (GSAE). Mr. Gray was awarded the Clifford M. Clarke Award at the GSAE's annual holiday luncheon and business meeting on December 11 in Atlanta. The award is bestowed upon a Georgia association executive who has demonstrated exemplary personal leadership and service. The award honors outstanding accomplishments and service in association management.

Established in 1969, the award is named for the late Clifford M. Clarke, President Emeritus of the Arthritis Foundation. Mr. Clarke was the first Georgian to serve as Chief Elected Officer of ASAE and the Center for Association Leadership. He is credited throughout the country with leading ASAE and the Center on the path of progress. Mr. Clarke served two terms as president of GSAE and was widely recognized as one of the "deans" of association management.

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### Upcoming Events

Sun - Wed, March 8-11

- [University of Innovative Distribution](#)

Mon - Friday, May 11-15

- [EDS](#)

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### 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 Dec. 09 Economic Report](#).

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“With over 25 years of service to GSAE and the association community, Robin is a most deserving recipient of GSAE’s highest honor,” explained Wendy Kavanaugh, CAE, President of GSAE. “His leadership was instrumental in the development of two flagship programs for the GSAE Foundation and the Society. In 2002, he led the task force that developed our Foundation’s internship grant program. Since then, the Foundation has awarded over \$54,000 in grants to introduce college students to our profession. Robin’s strategic vision and support were also integral to the development of GSAE’s Leadership Academy, a 9-month course designed to take emerging professionals to the next level of understanding and competency in association management tenets and effective practices. We are grateful to Robin’s long service to the community,” she concluded.

“It is a pleasure to congratulate Robin for this well-deserved recognition,” continued Bill Bradford, ECIA CEO and President. “Robin has quietly dedicated decades of service to our industry and to the community here in Atlanta. His legal background and knowledge have been instrumental in the success of both our association, and others, and we are very grateful for his counsel.”

Mr. Gray is a Past President of the GSAE Board of Directors and helped shepherd the society through several transitions - including hiring a new chief staff officer and changing the fiscal year. Mr. Gray was voted one of GSAE’s 90 Movers and Shakers and appeared in the “Who’s Who” 100th Anniversary Yearbook.

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## New TPC Tariff Survey Results Just Released



TPC recently conducted their 5th special survey on tariffs and the impact from the trade war between the U.S. and China. The focus on the survey was centered on supplier share shifts within China as well as manufacturing migration out of China.

One of the key findings shows that while the China 5 yr. plan was already driving China based companies to use more internally sourced components to become less dependent on non Chinese suppliers, the Tariff war between the U.S. and China has had the impact of accelerating this transition evidenced by our survey.

[Click here](#) to access the survey results.

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## Value of Distribution Study Webinar

The webinar recording and slides on the proposed Texas A&M study are now available to review on the [Training and](#)

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[Resources](#) web page.

If your company is interested in participating in the study, please complete this non-binding [Letter of Intent](#) and return to Bill Bradford, ECIA CEO at [bbradford@ecianow.org](mailto:bbradford@ecianow.org).

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## Did You Know? Members Have Access to Unique Industry Statistics

ECIA collects a variety of industry statistics and provides members with exclusive reports:

- Component lead times
- Electronic Component Sales Trends
- North America Sales and Booking Reports
- Global Sales and Bookings Reports

Gain access to this industry data and more from the [Stats & Insight](#) page. Click on the Member Login button, enter your information and research the reports. Member companies that provide the data receive complete reports, others have access to Executive Summaries. Contact [Dale Ford](#) if you have an interest in increasing your company's participation.