

# The Source

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

Wednesday, May 22, 2019

## Upcoming Events

### Executive Conference

October 20-22

Rosemont, IL

### 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 [05/20](#) Monday Economic Report.

## Key Links

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

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



## Bradford's Exchange



**Bill Bradford**  
**ECIA**  
**President &**  
**CEO**

*Bill Bradford, ECIA's president and CEO, offers a monthly look at the state of the association and industry.*

### Mindfulness to Fine Tune Your Leadership Inner Game

Several of you have recently returned from EDS with its crazy pace and hectic schedule, only to face the intense complexities waiting for you back at the office. The perfect antidote may be some

quiet reflective time.

Leadership effectiveness is a primary factor in business performance. Leaders in the 90th percentile on 360 degree competency assessments produce twice the results of those in the 10th to 89th percentile, according to a heavily researched book [The Extraordinary Leader](#), by Zenger and Folkman (2009). And yet leadership challenges continue to grow. According to an [IBM survey](#) of 1500 CEOs, the top two challenges for business are 1) escalating complexity 2) building creative capacity to deal with it..

[Read Bill's column](#) to learn more about the practice of mindfulness to improve productivity and creativity.

## TPC Semi Industry Survey Shows Booking Trends Choppy - Inventories Improving



The TPC May survey shows slight improvements in demand while bookings and cancellation trends continue to be choppy. Inventories are improving but continue to be elevated in some product areas. Is the industry at a bottom? [Click](#)

[here to read the survey report.](#)

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.



## Share Your Opinion ECST Survey

Please Respond by May 31st



Your Response is Important - Please Respond by May 31st. Participants will receive the results of this survey by mid-June. Share your opinion at:

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

Published quarterly, the Electronic Component Sales Trends (ECST) survey asks individuals from both member and nonmember companies for their personal view on activity in certain end-markets and sales trends for specific electronic component groups.

This survey has two goals: confirm predictions about the current quarter and determine sentiments about the next. The results of this survey are published each quarter. Participants will receive the results of this survey by mid-June. Members can see all previous reports by visiting [www.ecianow.org](http://www.ecianow.org). Log in at the upper-right corner and visit "Industry Stats and Analytics" under the "Knowledge Center" tab to view the reports. If this is the first time you've logged into the site, after clicking on My ECIA (log in), you'll need to click on the reset password link.

It is no secret that the value of a survey like ECST is increased when more people participate. Please take a few minutes to share your opinion at: [www.ecianow.org/ECST](http://www.ecianow.org/ECST)

## 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
- DTAM
- Electronic Component Sales Trends
- North America Sales and Booking Reports
- Global Sales and Bookings Reports

Gain access to this industry data and more in the Knowledge Center. Create your profile and log in at [My ECIA](#). Member companies that provide the data receive complete reports, others have access to Executive Summaries. Contact [Dale Ford](#) or [Jim Bruorton](#) if you have an interest in increasing your company's participation.



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