

Recently concern about security has been growing and accordingly, demand in this field has shown a rapid increase. Users of these sensors are the major electric appliance manufacturers such as Matsushita, Hitachi, Toshiba as well as the signal manufacturers such as The Nippon Signal, Kyosan Electric Mfg. and Daido Signal. Alarm manufacturers and automobile parts manufacturers are also the users of infrared sensors.

### Infrared Sensor

#### (1) Price

Manufacturer	Product Number of Major Product	Price (Yen)	
		Large Lot	Small Lot
Murata Mfg.	(Resin case type) F001P	150-200	300-400
	(Hermetic seal type) E611S 066S	1,000-1,300	3,000
Horiba, Ltd.	(Single type) P2LS-F-WS	900-1,200	3,000-5,000
	(Dual type) P2LS-F-US		
Nihon Ceramic	(Single type) SS10	900-1,000	2,800-3,500
	(Dual type) SS02		
	(4 element type) SS05		

- 1) Infrared sensors were first adopted for crime prevention devices and the area of application later expanded to automatic door, thermometer and FA equipment.
- 2) Consequently, high precision products priced at 1000 yen level came into request.
- 3) Products priced at 150 - 200 yen are mainly used for toys.
- 4) All three manufacturers listed above have no fixed prices, but they trade price quoted prices. A large difference exists between a big order or a promising client who might have continuous trade in the future and a small order or an experimental use. A distinctive feature of this market. Big order here means a constant purchase of more than 1,000 unit of sensors per month. Small order means a spot purchase less than 1,000 sensors per month. Manufacturers set price within the above range in consideration, of various trade conditions as well as the strategic value of individual user. Price difference by product grade does not exist except for resin case type.