

Trade Associations

In general, the climate seems to have been a pulling back of business activity, and a readjustment of manufacturing locations in anticipation of a business recovery.

The decrease in staff at the various companies has resulted in a number of deficiencies in key functions. It remains to be seen what effect this will have on individual companies when business activity picks up and customer demands mount.

On the plus side for Canadian commercial electronics companies is the potential opened up by these changes, and an elimination of ingrained supply and vendor attitudes of the past.

There also have emerged from the business malaise of the last few years, very strong and newly aggressive companies. These companies including both defence products companies - UTC, Martin Marietta, and the Barnes Group as well as commercial products companies - Hewlett -Packard, General Signal, and a number of specialty product manufacturers.

1995 should be a year of positive change for the commercial electronics industry. It will also be the best time since the arrival of the 1990's to approach companies about long term relationships. The movement of companies toward "just in time inventory", vendor participation in product design phases and a new desire to revisit existing supplier relationships should present countless opportunities for Canadian component and system suppliers and service organizations.