

Profile of Individual Segments of the Commercial Electronics Industry

Companies from the following major segments of the commercial electronics industry are profiled in the individual state segments of this study:

- Electrical, Electronic Machinery
- Transportation Equipment (primarily limited to aerospace/defence)
- Measuring, Analyzing and Controlling Instruments

Due to the high concentration of computer / business machine and component manufacturers in New England, those companies (even where not electronic predicted producers) with sizable operations or making significant changes to their businesses are covered in this study.

The following classes of companies are detailed in the state sections of this market study:

COMPONENT MANUFACTURERS

Many companies had decided long ago to concentrate on a single product but protect their futures by developing a full line of that product. The best example is the integrated circuit industry where companies who looked to maximize short term profits with volume general applications IC's. As is now well documented, the price dropped out of the market as excess capacity was created, without any protection for companies through long term relationships, "based on necessity". Most single product manufacturers now have protected their futures by developing a full line of a given product or marketing their products to all classes of customers.

Companies producing electronic components usually have a multiple product line. During the latter part of the 1980's, many New England companies found it necessary to narrow their line of products to concentrate on specific items and customers. As the economy