

# Introduction

## The New England Electronics Industry

### Preface

The following study of the commercial electronics industry in New England reflects the culmination of contact with over 225 companies during June, July and August, 1994.

The 175 companies detailed in this study reflect the gamut of electronics companies. The perspective provided on each company reflects impressions from discussions with people from many disciplines including: purchasing, contracts, manufacturing, sales/marketing, finance and international operations.

Although detailed in section three of this study, it is important to note that while ten specific SIC codes (3568, 3612, 3613, 3621, 3625, 3669, 3674, 3724, 3825, 3829) were to be the basis for this study (their inclusion is based on size, growth or potential for Canadian industry participation). A number of other 3500-3800 SIC commodity companies were also included, based on their commercial electronics potential or involvement.

This study is intended to point Canadian industry towards those companies offering the greatest potential for business involvement. It also attempts to point out those windows of opportunity that may not exist now, but could develop in the years ahead.

It is hoped that this can be a living document to track and monitor opportunities for Canadian manufacturers and suppliers to the commercial electronics industry.

There are a number of bright spots in the New England commercial electronics landscape. The last few years have seen a number of growth companies flourish and many unconventional companies excel.

The New England commercial electronics industry may be influential more than any other industry by the political/economic climate of nearly all states in the U.S. and industrialized countries in Europe and Asia.

A high percentage of companies are based in New England, but many of the facilities of their manufacturing in other regions or foreign countries. There are also a significant number of companies which are a division or subsidiary of a parent company based in a corporation. The influence or control by a parent varies in degree, but the major difficulty is initiating or maintaining a business relationship with the parent or subsidiary.

While adjustments due to a poor economy are happening everywhere, New England has a greater number of companies who are concentrating on cost reduction, streamlining facilities, reducing employment, and reducing production. The result of these changes