

COMMERCIAL ELECTRONICS INDUSTRY

With a very limited electronics industry, Vermont does not offer great potential for Canadian involvement. There are several small companies that are stable and whose size offer opportunity for partnering and increased access to the U.S. market.

These companies include Arrowsmith (commercial and military cables and switches) Bio-Tek (safety and test equipment) Dynapower (rectifiers), Nexus (printed circuit boards).

Electronics companies in Vermont with a large corporate parent include Eveready (energy products), GE Aircraft Engine Division, IBM and B.F. Goodrich-Simmonds (engine sensing systems).

Due to the high concentration of computer / business machine and component manufacturers in New England, these companies (even where non-electronic produced products) 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 decades 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 at monolithic chips were pushed into where general applications IC's. As a new well defined market, the price dropped and 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