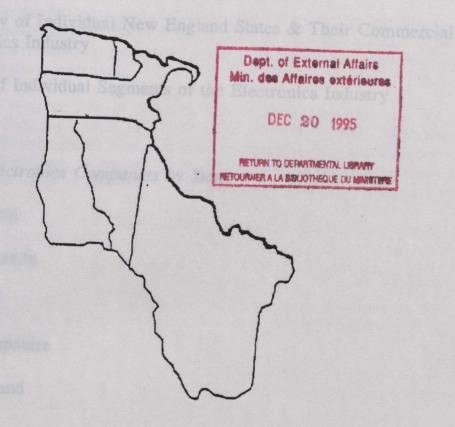
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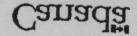
The New England Electronics Indu For REPERENCE ONLY **The Commercial Electronics Industry** In New England

A Market Study of Commercial Electronic Companies and Overview of Canadian Industry Opportunities



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Prepared by Wilmarth & Associates with the Assistance of the Staff of the Canadian Consulate - Boston September, 1994



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The New England Electronics Industry

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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.

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Introduction The New England Electronics Industry

Like most industries in New England, the commercial electronics industry has been affected by a slump in demand for products by foreign competition and by self-inflicted problems resulting from excessive growth, overhead or debt burden in the late 1980's.

As the mid-1990's near, companies that remain do so because of: conservative operation in the boom 80's, development of efficient manufacturing processes, creating unique market demand products, timely downsizing of employment and assets or consolidation/sale involving another company.

The following study reflects a significant shift in commercial electronics companies in New England. Few companies remain anywhere near what they were ten or even two years ago relative to their main products, customers or suppliers.

Companies that were highly centralized have decentralized; those that had a myriad of products now specialize in core products, having divested themselves of incompatible products. The opposite direction has also been followed with some very large companies consolidating administrative functions in a centralized location. The aerospace electronics industry and other threatened industries, including computers and audio/video have expanded their product base. The overriding belief of many New England manufacturers is that the level of change has not settled, nor is survival of a company insured past a year-to-year existence.

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 influenced 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 carry on the majority 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 non-New England or U.S. corporation. The influence or control by a parent varies by company, but can create difficulty in initiating or maintaining a business relationship with the division or subsidiary.

While adjustments due to a poor economy are happening nationwide, New England has a greater number of companies who are concentrating on core businesses, closing facilities, reducing employment, and reducing production. The result of these changes

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While adjustments due in a poor economy are happening nationwide. New England ness a greater number of companies who are concentrating on eare businesses, closing inclifies, reducing employment, and reducing production. The result of these changes further hurts the New England economy.

The movements of the New England commercial electronics industry mirror those of most industries in the region, whether they are manufacturing a product or providing a service. Most of the movement of companies or parts of companies is out of New England (or out of the Northeast) In some instances, companies have left their corporate staff behind, but moved manufacturing. Many companies have made interim moves of certain business/product lines with plans to move all manufacturing in the future.

Unlike the shoe industry, heavy industries or consumer electronics industry which all left the Northeast for the sunbelt or Asia in the 1960's, 70's and early 80's, the commercial electronics industry was thought to have "staying power" based on the low labor and high technology input. What has occurred is the impact of a world recession and a need to concentrate activities in an optimum location (usually not the Northeast United States or New England).

The companies in this study are comprised of new parents, have new names, have new or fewer products, have a new location or will be moving in the months ahead. Their inclusion is based on consolidation or economic incentive, and a radical reduction in employment.

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Overview

Industrial Base & Economy of Commercial Electronics Industry

Connecticut

Maine

Massachusetts

New Hampshire

Rhode Island

Vermont

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Overview

Industrial Base & Economy of Commercial Electronics Industry

Connecticut Maine Massachusetts New Bampshire Rhode Island

CONNECTICUT

ECONOMIC OVERVIEW

The state continues to struggle with the general slowdown in all sectors of the U.S. economy as well as two unique problems. First, the state's dependence on the defence industry created massive displacement of skilled and highly paid workers when programs were cut, slowed down, or drastically reduced as the threat of the Soviet Union dissipated. Connecticut, it appears, will feel a longer term effect from the erosion of defence and world aviation orders than any state, including California.

The other industry dealing Connecticut an economic blow is the service sector, specifically the banking and insurance industries. The insurance industry, which made Connecticut the "insurance capital of the U.S." is now in a period of major readjustment. Companies are finding pockets of excess employment and levels of management they can no longer afford. Insurance companies are also shedding businesses that do not fit their focus, or are poor profit areas. A number of insurance companies led by Travelers and followed by Hartford, Aetna and CIGNA are paying for the poor investments in real estate in the 1970's and 80's. Other service industries have fared no better. There currently is no major Connecticut based bank after the purchase of CBT by Fleet (Providence), Connecticut National Bank by Shawmut (Boston) and Union Trust by Chase Bank (New York).

The banking and insurance industries' problems were responsible for the bulk of the 220,000 jobs lost over the last five years.

With an older and higher paid work force than most states, the level of underemployment in Connecticut may be the highest in the country.

For these and a number of other reasons including the general cost of doing business, Connecticut's population continues to decline from its 1990 population of 3,299,000. Connecticut, more than any other New England state, has seen the movement of jobs and businesses to other states and overseas. A number of these businesses have moved to other New England states.

BUSINESS OVERVIEW

Connecticut went through a rapid growth in employment in the 1980's with the buildup of defence systems and equipment. The state is second only to Massachusetts in New England in defence business, and over the last 20 years Connecticut has placed in the top four U.S. states.

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Defence/aerospace companies include UTC (Sikorsky (helicopters) and Hamilton Standard - (jet fuel control propellers and space suits), Textron Lycoming (vehicle engines), Kaman (helicopters) General Dynamics (submarines), Colt (guns), and Barnes Aerospace (precision machining).

As outlined in the economic overview, Connecticut is relying more than ever on the service sector industries such as insurance, banking, health care, and pure service including accounting and law firms, consultants and industry-specific service organizations including environmental testing.

It is important to note that the state has the third highest number of lawyers in the U.S., 40% more than the national average. Since 1991, the state has seen the growth of what could become the largest gambling complex in North America. Foxwoods Casino is currently the largest tax producer for the State.

The size of the service industry is the result of many factors including proximity to New York City, abundance of corporate offices, and the historic presence of industries supporting service providers including insurance, medical and educational institutions and high tech manufacturing.

The service sector in Connecticut, i.e. transportation, communications, utilities, finance, insurance, real estate, medical/health care, education, and government, has outperformed the goods producing sector every year since 1980.

Some of the largest corporations in the U.S. are headquartered in Connecticut. Many of these companies have limited or no manufacturing presence in the state. These companies include: General Electric, GTE, Xerox, American Brands, Champion International, Union Carbide, Olin Corporation, Pittston, and General Signal.

There are a number of Fortune 500 companies that are headquartered in Connecticut and have an appreciable manufacturing presence. These include UTC (Sikorsky, Pratt and Whitney), Pitney Bowes, The Stanley Works, Echlin, Duracell, US. Surgical, Dexter and Perkin-Elmer.

There are a few fully integrated manufacturers in the state. Manufacturing is generally light industry, assembly operations producing a high technology output. There, however, remain nearly 400 machine shops in the state that support Connecticut's aerospace industry with some out-of-state customers.

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COMMERCIAL ELECTRONICS INDUSTRY

Though not covered in this study, there are a few consumer electronics products manufacturers in the state. The Waring Corporation (mixers, blenders, etc.) and Remington Products (electric) are the only two recognizable companies of any size.

The commercial electronics industry is comprised of a myriad of specialty application equipment manufacturers including:

Gerber Garment - Textile Machines Gerber Systems - Sign/Graphic Arts Perkin Elmer - Thermal Spray Coating Systems Branson - Ultrasonic Cleaning Package Machinery Company- Injection Molding Equipment

There is also a sizable number of electrical producing, regulating, or management equipment companies including:

ABB (one of the world's largest nuclear facility developers) Superior Electric General Electric General Signal

A number of in-state companies are involved in electric power generation systems - International Fuels, GE & ABB.

There is limited foreign involvement in the state's electronic products industry. Although there are a number of U.S. and world leading equipment producers including Gerber Garment, Xerox, Otis Elevator, Carrier Air Conditioning, and a wide variety of other electronic product systems companies, there is no concentration in any industry segment.

Since the fallout from reduced U.S. and foreign defence spending, a number of defence aerospace companies have actively explored the development of commercial electronics products.

Some of the specific commercial electronics product areas and manufacturers include:

Instrumentation Control/Display Instruments

Bristol Babcock - Control Systems Dresser Industries - Pressure Gauges, Regulators Gerber Systems - Automation Systems

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Electronics Testing Instruments

Anderson Labs Perkin Elmer

Miscellaneous Machinery

Branson Ultrasonics - Cleaning Equipment General Signal - Control Systems

Electric Coils/Transformers/Power Supplies

Rapid Power Technologies Dynamic Controls Superior Electric

Switch Gear

Carlingswitch Data Switch General Electric M.H. Rhodes

Motors/Generators

Dynamics Corporation Phillips Technology

Relays and Industrial Controls

Raymond Engineering

There are also a number of component and apparatus manufacturers outlined in chapter four of this study.

Omega - Process Control Instruments

Pleetroales Testing Instruments

Andorson Laby Perida Elener

Wiscellaneous Machinety

Brattion Ultrescence - Cleaning Equipment Geograf Signal - Connol Systems

Electric Colls/Transformers/Prover Supplies

Rapid Forver Toconologics Bynamic Controls Superior Floating

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Physics Collection

Reflect and Industrial Control

Barmond Engineering

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MAINE

ECONOMIC OVERVIEW

Known for its ragged coastline, cold weather, potatoes and seafood industry, Maine has been one of the least affected states in the northeast by the economic slowdown which started in the late 1980's.

Maine never experienced the growth of aerospace/defence or computer companies in the 1970's and 80's. This has "somewhat" been a blessing in disguise since Maine has not had to bear the pain of companies pulling out or displacing large numbers of people through transfer or unemployment. The flip side is that Maine could have used any shot in the arm to its economy, however temporary, as its unemployment hovers around 8%, the highest in New England and higher than most other states with the exception of West Virginia, Louisiana, and for a short time, (in 1993) California.

Long recognized for its beauty and attraction as a tourist destination, the state has always been off the path of economic growth or identification with any growth industry.

BUSINESSES OVERVIEW

Other than the tourist industry, Maine relies on a thin list of industries including shoes (Dexter, Bass), paper (Great Northern, International, James River), food products (McCain, Poland Spring Bottling), and a variety of other seafood and agricultural products (including blueberries).

Of major importance to the state is the Bath Iron Works which employs nearly 7,000 and still maintains the capacity of producing naval and commercial ships. Other defence/aerospace companies include Saco Defense System (guns) and Pratt and Whitney. Pratt's status in Maine is strong and the division and parent (UTC) have a long term commitment to maintaining or increasing the manufacturing level of this plant. Unlike other New England states, Maine has very few machine shops devoted to grinding, milling or working metal aerospace parts.

The state still relies and is influenced by the seafood and lumber/wood products industries and devotes a significant amount of its time promoting and protecting these industries.

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COMMERCIAL ELECTRONICS INDUSTRY

Maine has the smallest electronics industry in New England.

Of all the companies producing electronics and related products, the largest are Shape Ind. (video/audio cassettes), National Semiconductor (employees 1500 and manufactures digital semiconductors), and Vishay Sprague (electronic component including capacitors).

One major change in the industry was the sale of operations at Waldoboro and Bangor, Maine by GTE to Osram/Sylvania. Another division of GTE in Standish was purchased by an investment group and now operates as Control Devices Inc.

In addition to the ropid transition from boom or near toost for the componen measure, the state has had to encounter the period of shrinking deterministic processing and well endowed the the impact on California and Connectings of enkowe downstrong are well endowed the Massachusetts had seen as great as influence from these company. The sub- has been do fractice thanks to the continues prowth of new factorstage companies and a antesier of defeates products manufacturers we see determine products are only a small particular of the business. Massachusetts amy government has also been more supressed has Connecticut in arsisting conclusion in diversifying or maximizing helt defence profe-

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MASSACHUSETTS

ECONOMIC OVERVIEW

Over the last few decades Massachusetts has been able to attract new and expanding companies from around the world and throughout the U.S. The state and the greater Boston area have been viewed as the business and technology hub of New England.

From its industrial growth as the textile center of the U.S. to its development of new technologies and products leading to introduction of the first computers, Massachusetts has been the primary focus of New England business. The state also has been the origin of the major advances in software, biotechnology and robotics.

Since the early 80's, however, the attention and advances of computers and software has been shared with the Silicon Valley of California and in a number of specific disciplines the focus is not towards Massachusetts. The Route 128 belt around Massachusetts, specifically, and the greater Boston area in general, has suffered through the economic slump, and with it, a decline in computer sales and upgrades. During the 1980's computer companies increased production and new companies were created. Foreign competition was stiff. The result was an oversupply of computer systems, decreased prices, and decreased profits. Computer companies are still resizing and adjusting products.

In addition to the rapid transition from boom to near bust for the computer industry, the state has had to encounter the perils of shrinking defence/aerospace purchases. Although the impact on California and Connecticut of defence downsizing are well publicized, Massachusetts has seen as great an influence from these changes. The state has been less affected thanks to the continued growth of new technology companies and a number of defence products manufacturers whose defence products are only a small portion of their business. Massachusetts state government has also been more successful than Connecticut in assisting companies in diversifying or maximizing their defence profit

The state has long been an international trade center and both the Port of Boston and Logan International Airport continue to grow. Since the mid 1980's there has been an aggressive move by the state to promote and assist the state's products in foreign markets.

There are two somewhat distinct parts to Massachusetts; the eastern part of the state including the Boston area, and as far west as Worcester, and the western part of the state "Worcester West". The western part of the state has had a tougher economic time than the rest of the state (even in the boom 80's). The three major cities in this region Worcester, Springfield and Pittsfield were for years heavy industry areas including metal working and finishing. There has never been development in these areas of a new product focus, although Pittsfield has of late pursued becoming a plastics industry center.

MASSACHUSETTS

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Over the last few decades Massachusetts has been able to advact new and expanding completics from around the world and throughout the U.S. The state and the greater Boston area have been viewed as the business and technology hab of New England.

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Shace the early 50°s however, the attention and advances of computers and software has been abared with the Sarron Velicy of California and in a number of specific disciplines the feats is not newards blackachusetts. The Route 128 belt around Massachusetts, specifically, and the grouper Bowinn area in general, has suffered through the oconomic strong, and with it, a decline in conspiner sales and new generales. During the 1980's computer countrants introaced production and new companies were created. Foreign dompetitum was suff. The means was an oversupply of computer systems, decreased proces, and docreased profits. Computer companies are still resizing and adjusting protees.

In addition to the rapid transition from boom to near bust for the computer industry, the state has had to encounter the perils of shrinking defence/acrospace purchases. Although the impact on California and Connecticut of defence downsizing are well publicized, Marsachasedis has acen as great as influence from these changes. The state has been less affected tranks to the continued growth of new technology companies and a number of defence products manufacturers whose defence products are only a small portion of their business. Massachusetts state government has also been more successful than Connecticut in assisting companies in diversifying or maximizing their defence profit gotentied.

The search as long been an international trade center and both the Port of Boston and Logan international Airport continue to grow. Since the mid 1980's there has been an aggrossive move by the state to promote and assist the state's products in foreign markets.

There are two somewhat distinct parts to Massachusetin, the eastern part of the state including the Boston area, and as far west as Worcester, and the wortern part of the state "Worcester West". The western part of the state has had a toughar economic time than the rest of the state (even in the boom 80's). The three major cities in this region Worcester, Springfield and Pittsfield were for years heavy industry areas including metal working and finishing. There has never been development in these areas of a new product focus, although Pittsfield has of late ourstad becoming a pinstics industry center. Once considered the high cost New England state for business, Massachusetts now has taken a number of steps to be viewed as "business friendly" and at least on a par tax-wise with other New England states.

BUSINESS OVERVIEW

Massachusetts has a large international trade service sector including airlines, ocean carriers and related service organizations. A large portion of New England export and import product flows through the state, making Massachusetts a magnet of international traffic.

With this international trade center identity, the state is also the New England center for both U.S. and foreign companies. Many of these companies have sales, service and distribution facilities in the greater Boston area.

There is also a significant service industry in the state including banking and a number of specialized product service companies, many of which support the computer/software industry.

With the largest university system in New England and one of the largest states in the U.S. for research and development grants (both government and private), the technology/research industry is a major employer and revenue source. MIT, Harvard, and the University of Massachusetts are major recipients of research grants.

From the development of the mainframe computer to the introduction of the personal computer, the state has since the early 1970's, seen the growth of thousands of new companies, many spin-offs from other companies. In spite of competition and uncontrolled growth, many of these companies have entered new markets and reengineered their companies for the years ahead. Some of the largest of these companies struggle to survive. Digital, Data General and several other large computer companies continue to eliminate jobs and businesses. Wang and a number of other well known computer companies exist only as a small reorganized shell of their prior boom years.

There are hundreds of computer component and software companies in the state. The largest of these include both divisions of computer system manufacturers as well as special accessory and component companies (highlighted in the commercial electronics section following).

Defence companies in the state include Raytheon (patriot missiles), General Electric (jet engines), Genrad (avionics), M/A Com (communications equipment), Martin Marietta (guidance systems), and GTE (communications systems).

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As a result of the strong information technology base in the state, the telecommunications industry has grown rapidly. These companies include: AT&T (transmission equipment), M/A Com and many others.

Biotechnology, energy and envirotech companies also abound.

Of Fortune's 1994 list of the top U.S. growth companies, Massachusetts was the only New England state to have companies on the list and all seven of these companies are information technology based.

An overview of manufacturing companies in Massachusetts is a review of its commercial electronics/computer industries.

COMMERCIAL ELECTRONICS INDUSTRY

The electronics industry, as discussed previously, is associated to a large extent with the defence/aerospace, and computer industries.

The largest include:

Augat (controls, switches, terminals) Analog Devices (signal processing, ICs) Allegro (semiconductors, ICs) Aerovox (capacitors for power supplies) Altron (printed circuit boards) Joseph Pollack Co. (switches) Unitrode (electronic components)

Subsystems producers include:

AT&T (telecommunications and transmission) Bolt-Beranek (computer networking) Dynamics Research sensors, encoders) Chipcom (computer terminals) Foxboro (industrial controls) Hewlett Packard (peripheral equipment) Modicom (logic controllers)

System/Equipment manufacturers are led by: Bull (computer systems, accessory equipment) Bose (sound systems) Digital (computer systems) Data General (mini computers) General (automatic test equipment) Ionics (pollution control equipment) As a result of the strong information technology base in the state, the tercoommunications industry has grown reputity. These companies include: AT&T (transmission equipment), M/A Cora and many others.

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As mentioned previously, a significant portion of the state's defence industry is devoted to electronics products. These companies include:

Ametek (cockpit displays, engine systems) Alpha Industries (microwave products) E G & G (military electronics) GTE (command control communications) GE (jet engines and controls) Raytheon (military missile systems)

STARSE OFFERVIEW

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NEW HAMPSHIRE

ECONOMIC OVERVIEW

New Hampshire continues to have one of the highest unemployment rates since the end of the 1980's.

Since the pulling back by out-of-state based companies escalated in 1990, there finally appears to be a settling in of those operations that will remain for the foreseeable future. These manufacturing companies/facilities are either profitable or their relocation is not feasible or would not result in any cost improvement. Most of the companies experiencing this dislocation of manufacturing are associated with the commercial or military electronics industry (aerospace/defence, computers, telecommunication and industrial equipment.)

The state continues to be influenced by the activities of the computer/software industry in Massachusetts, which was responsible for the rapid growth in southern New Hampshire.

BUSINESS OVERVIEW

Following the exodus of the shoe and textile industry from New Hampshire in the 1950's and 60's, there remain a number of relatively strong companies in these industries. In addition to a number of clothing manufacturers, New Hampshire has experienced somewhat of a resurgence in the last ten years of its shoe industry. Colby Footwear, Encore Shoe and Timberland Company, which employs 4500, remain and are profitable.

The paper industry continues to be of economic importance to the state and while not a labor-intensive industry, it has been consistent in its work force. Companies include Monadnock Paper, James River and Ludlow. There are also a number of related companies manufacturing wall coverings, paperbook matches and construction products.

New Hampshire also has a number of metal products companies whose condition, in general, is poor. These companies include manufacturers of copper clad laminates, wire and cable, ball bearings and general machinery.

The computer and the office equipment industry continue to be major employers. Digital Equipment and other specialty component manufacturers are concentrated along the southern border with Massachusetts.

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COMMERCIAL ELECTRONICS INDUSTRY

The electronics industry in the state has a number of traditional electronics producers including Vishay Sprague (capacitors, resistor networks, etc.), and Teradyne (printed circuit boards and other electronic components).

The major portion of the state's electronics and related industries are tied to aerospace/defence. These companies include General Electric, Jewell Electrical Instruments, Kollsman and Lockheed Sanders which is headquartered in Nashua and has 4800 employees corporate-wide. M/A Com, which at one time employed over 600 in New Hampshire, and was hoped to become a major instate employer, is one of many aerospace/defence companies to pull out of the state.

There have also been a number of changes in ownership of commercial electronics companies in New Hampshire, the largest being the recent purchase of GTE's electronic products facility in Hillsborough by Osram/Sylvania Inc. This sale also included GTE's Standish, Maine facility. There is limited foreign ownership of New Hampshire electronics companies. The only major foreign owner is Hawker-Siddeley-U.K., which owns Compton Moductec and Clarostat Manufacturing.

Relative to the six New England states' economic base, New Hampshire is a distant third to Massachusetts and Connecticut.

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CANAGERIAL FLECTREASES MORISTRY

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RHODE ISLAND

ECONOMIC OVERVIEW

The smallest state in land mass, therefore the smallest in other aspects, Rhode Island has had to work at improving, growing, and in these hard times, maintaining its economic base. The state has not had the benefit of drawing business opportunities from other bordering states to the degree that Connecticut (New York City) and New Hampshire (Boston) have had. In the boom times of defence build up years, the state, along with Connecticut, did share in the submarines construction in the Groton, Connecticut - North Kingston, Rhode Island area where Electric Boat - General Dynamics once employed 40,000 directly or through contract work.

The state has aggressively pursued its ocean technology involvement, and through the University of Rhode Island, the relatively new Rhode Island Innovation Center and the active support of the state government, has been successful in creating an economic base of ocean-involved industries.

Providence and Newport continue to be major industrial and economic force areas for the state.

BUSINESS OVERVIEW

Like other New England states, Rhode Island retains a strong base in its traditional industries - jewelry (primarily costume), thread, yarn, lace and other specialty fabrics, and specialty housewares including tableware, flatware, drapery hardware, shades, etc.

Rhode Island, long a fishing and other traditional ocean industries (boat building, sails) state, has developed an active textile related chemicals industry with production of dies, pigments and other textile finishing/treatment products. The largest of these companies is Hoechst Celanese.

Two additional companies have long been associated with Rhode Island - A.T. Cross (Cross Pens) and Stanley Bostitch (staples and stapling equipment).

COMMERCIAL ELECTRONICS INDUSTRY

The commercial electronics industry includes some component manufacturers: Cherry Semiconductor (integrated circuits, semiconductors), Elmwood Sensors (thermal fuses),

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COMMERCIAL ELECTRONICS INDUSTRY

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AFC Cable (electric wire) and Phillips (semiconductors). The majority of the electronics industry is in subsystem or end item manufacturing.

Companies producing subsystems or multicomponent equipment include: Walco Electric (electric drives and motors), Triangle Wire and Cable (cable and cord sets), Lewiton Manufacturing (electric wiring devices), and Federal Electric (wire harnesses).

End item electronic manufacturers include Federal Products (analog and digital measurement instruments), KVH (heating sensor systems), and Textron (military electronics products).

There are also many companies with electronic component requirements for their end items. These companies include Wardwell Braiding Machine Co., G Tech Corp. (electronic lottery ticket equipment) and John Brown, Inc. (separating machinery for tex-tile and plastics).

BUSINESS OVERVIEW

Although the nomine industry continues to as the most important industry for the state and dominates transgement of its economy and other businesses, there are other traditionally important industries: implet/wood peudocts, the granite industry the de Batro, VT entry, agricultural (apples, maple syrup), dairy products (cheese, mills). Plass continue to be important in dollars and image for the tourist trade.

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VERMONT

ECONOMIC OVERVIEW

The state's economy, with the exception of the tourist, wood products and agricultural/dairy industries, is driven by the southern portion of the state (Bennington at the New York State border, and Brattleboro at the Massachusetts border) and the Burlington area to the north.

With by far the smallest population of all the New England states (580,000), New Hampshire the next smallest (1,120,000), Vermont has a low gross state product. The low population and a fairly constant employment level has enabled Vermont to manage and maintain the lowest unemployment rate (4.3%) of the New England states, and all but a few other states.

BUSINESS OVERVIEW

Although the tourism industry continues to be the most important industry for the state and dominates management of its economy and other businesses, there are other traditionally important industries: lumber/wood products, the granite industry (in the Barre, VT area), agricultural (apples, maple syrup), dairy products (cheese, milk). These continue to be important in dollars and image for the tourist trade.

Some of the other light manufacturing, low technology industries in Vermont include stuffed animals (Mary Meyer, Vermont Teddy Bear), Bennington Potters and Ben & Jerry's Ice Cream.

There are a number of small precision machinery shops throughout the state.

In recent years Vermont has seen the growth of its publishing industry including graphics, specialized printing and book publishing (including the Book Press in Brattleboro).

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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).

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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.

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Over the last few years, companies have eliminated classes of products or items that are sold to a customer base that they are not able to reach effectively. Examples are companies who have elected to eliminate military specification items, because of difficult manufacturing criteria and an unfamiliar marketing strategy.

A number of component manufacturers are also principally end item (system) manufacturers. Both very large and very small companies have elected to produce a number of their own component requirements. To enable competitive production most of these companies also sell to other companies (including their competitors). A number of system or end use manufacturers got into the component business in the 1980's when supply, not cost, was the concern. To insure availability they created their own manufacturing capability. For this reason many of these companies are now leaving the component business and have sold these operations.

Companies also manufacture components where the technology edge in their end item is a specific component(s). Technology protection is a driving force for in-house production, and a number of these companies; (even where they wish to transfer production out) must produce internally to maintain quality.

SYSTEM /SUBSYSTEM MANUFACTURERS

Many of the companies included in this market study of the New England Commercial Electronics Industry are manufactures of equipment for the computer/business equipment, telecommunications, energy/power generation, aerospace/defence, automotive/transportation, or medical industries.

Again, many of the companies manufacturing computer power supplies, jet engine fuel controls or fiber optic cable, do so as a division of a computer, jet engine, or telecommunications system company. Like the component manufacturers many system and subsystem manufacturers are leaving the market as their parent concentrates on its core business.

END USE PRODUCT MANUFACTURERS

All products are end-use relative to a customer sale. The term "end use" is intended to denote application of its intended function. Companies in this study falling into this category include manufacturers of:

Industrial Manufacturing Equipment

slowed it was also important for manufacturers to eliminate products where profits were below average, or products they were not competitively manufacturing.

Over the last few years, companies have alimitated classes of products or thems that are sold to a customer base that they are not able to reach effectively. Examples are compaales who have elected to eliminate military specification mens, because of difficult manufactoring criteria and an unfamiliar marketing stategy.

A durates of component momentacturers are also principally and users (system) manufacnexers, both very large and very small companies have elected to produce a number of their owe companent requirements. To enable competitive production most of these companies else sell to other companies (including their competitors). A number of system or end use manufacturers get into the companies business in the 1980's when supply, and cost, was the concern. To insure availability they created their own manufacturing capability. For this reason many of these companies are now leaving the completent business and have sold these operations.

Companies also manufacture components where the technology edge in their end item is a specific component(s). Technology protection is a driving force for in-house production, and a suarber of these companies; (even where they wish to transfer production out) must produce internally to maintain quality.

SYSTEM /SUBSYSTEM MANUFACTURERS

Many of the companes included in this market study of the New England Commercial Electronics Industry are manufactures of equipment for the computer/business equipment, telecommunications, energy/power generation, aerospace/defence, automotive/transportation, or medical industries.

Again, many of the companies manufacturing computer power supplies, jet engine fuel coarrols or fiber optic cable, do so as a division of a computer, jet engine, or telecommunications system company. Like the component manufacturers many system and subsystern manufacturers are leaving the market as their parent concentrates on its core business.

END USE PRODUCT MANUFACTURERS

All products are end-use relative to a customer sale. The term "end use" is intended to denote application of its intended function. Companies in this study failing into this category include manufacturers of:

Industrial Manufacturing Equipment

Test/Inspection Equipment

Business Machines, including Computers

Industrial Products, including Power Generation & Telecommunications

Transportation Equipment - Helicopters, Ships and Special Purpose Vehicles

A significant number of the end-user item manufacturers also produce a number of their component, subsystem and system requirements, based on need or a desire to maintain manufacturing capability of certain important items. Many New England end item manufacturers are evaluating their past make/buy decisions based on their current capabilities.

A large number of the equipment manufacturers detailed in this study are involved in the metal fabrication and machining business as well. A large portion of these companies are in the aerospace/defence industry.

Finally there are two very different segments of the Commercial Electronics Industry -Commercial Customers (either "further manufacturers" or industrial end-users) and Military/Defence Customers (either direct sale to the U.S. or other foreign government, or in a subcontract role to another company).

TestAuspection Equipment

Business Machines, including Computers

Industrial Products, including Power Generation & Telecommunications

Transportation Equipment - Heliooptary, Shine and Special Purpose Vehicles

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Addresses 136 Hall Ano.

CONNECTICUT

Cherry Willingtond Telephones (203) 245 8600 SIC: 3356 Products: Central Celles, Michaeller Wiles, Microwows Transmission

Connual Splits: 77044

Employees 3,365

Key Managements: Martin H. Losdiller Pres.

Key Contacta:

n Rend Purch, Mor.

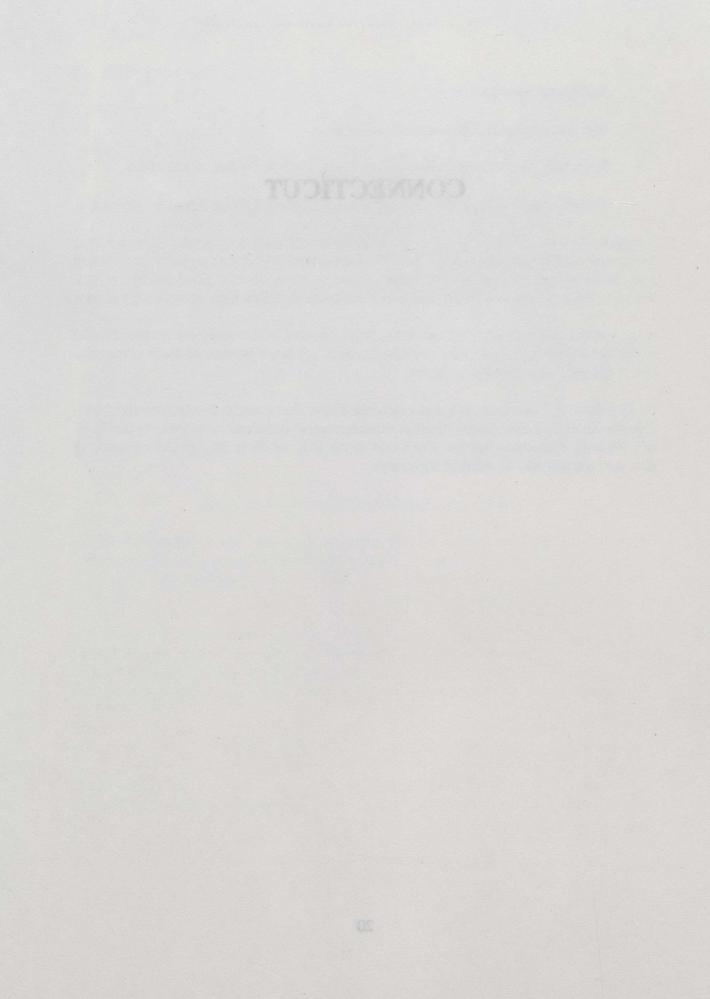
optic connectors, cubles and markets electrical, electronic and fiber optic connectors, cubles and calde assemblies for zerospece; industrial, data systems and communications worldwide. The company has over 20 foreign subminaries including

Rediffies and Times Fiber Communications located in Wallingtond in monthscher of adapted

cable). This company was previously a subgidiary of LPL. Technologies.

Constitute Conservations

20



Company: Amphenol Corp.

Parent: Corporate Office Headquarters

Address: 358 Hall Ave.

City: Wallingford

State: CT Zip Code: 06492

Telephone: (203) 265-8600

Fax: (203) 265-8628

SIC: 3356 Assemblies 3355 3663 Products: Coaxial Cable, Metallic Wire, Microwave Transmission

Annual Sales: 270M

Employees: 5,300

Key Management: Martin H. Loeffler-Pres.

Key Contacts: Don Read-Purch. Mgr.

Business Overview: Amphenol manufactures and markets electrical, electronic and fiber optic connectors, cables and cable assemblies for aerospace; industrial, data systems and communications worldwide. The company has over 20 foreign subsidiaries including Fyle-National of Canada. U.S. subsidiaries include two Amphenol(CT) facilities and Times Fiber Communications located in Wallingford (a manufacturer of coaxial cable). This company was previously a subsidiary of LPL Technologies.

Canadian Opportunity: As company develops new products and markets with its independence from the control of a centralized company (LPL) they will be available for new venture proposals.

Company: Amphenol Corp.

Parent: Corporate Office Readquarters

Address: 358 Hall Ave.

City: Wallingford State: CT Zin Code: 0649.

Telephane: (203) 265-8600

SIC: 3356 Products: Coaxial Cable, Metallia Wira, Microwave Transmission Assemblies 3355

Autorid Salest 270M Employees

Maciss Don Read-Purch. Mg

Susiness Overview: Amphenol manufactures and markets electrical, electronic and fiber

lata systems and communications

worldwide. The company has over 20 foreign subsidiaries including Fyle-National of Canada. U.S. subsidiaries include two Amphenol(CT facilities and Times Fiber

Communications located in Wallingford (a manufacturer of oomial cable). This company was previously a subsidiary of LPL Technologies.

Causdian Opportunity:

partubaty: As company develops now products and markets with its independence from the control of a centralized company (LPL) the will be available for new venture proposals

Company: Amphenol/Spectra Strip Division

Parent: Amphenol Corp.-Wallingford, CT

Address: 720 Sherman Ave.

City: Hamden

State: CT Zip Code: 06514

Telephone: (203) 281-3200

Fax: (203) 281-5872

SIC: 3357 Products: Flat Cable and Connectors 3643

Annual Sales: 35M

Employees: 125

Key Management: Don Eisenberg - GM

Key Contacts: Kevin Cassidy - Purch.

Business Overview: Small division of company, but good customer base and product production cost. Another division is in Danbury that produces microwave components - Purchasing Manager (Tony Gugliotti - (203) 743-9272).

Canadian Opportunity: Company may be available for working relationship to grow this part of their business. Both Hamden and Danbury divisions rely on outside vendors for precious metal plating.

Company: Amphenoi/Spactra Strip Division

Parent: Amphenol Corp.-Wallingford, CT

Address: 720 Shoringh Ave.

City: Handon State: CT Zip Code: 05514

SIC: 3357 Froducts: Flat Cable and Connectors

Annual Sales: 35M

Employees: 12:

Key Management: Don Elsenberg - GM

key Contacts: Kevin Cassidy - Purch.

Business Overview: Small division of company, but good customer base and product production cost. Another division is in Daubury that produces microwave components - Purchasing Manager (Tony Gugliotti - (203) 743-9272).

Canadian Opportunity: Company may be available for working relationship to grow this part of their business. Both Hamden and Danbury divisions rely on cutside vendors for precious ractal glating.

Company: Anamet Inc.

Parent:

Address: 698 S. Main St.

City: Waterbury

State: CT Zip Code: 06725

Telephone: (203) 574-8500

Fax: (203) 574-5174

SIC: 3644 Products: Electrical Conduits, Flexible Metal Hose

Annual Sales: 160M

Employees: 950

Key Management: G.A. Scutt-Pres.

Key Contacts: John Lenz - Purch. Mgr.

Business Overview:

Canadian Opportunity:

Canadian Opportunity: The ultrasonic business and electronics operations have Canadian sales potential that could be exed for entry into terrolvement is their specialized businesses.

Compony: Anamet Inc. Parent:

Address: 698 S. Main St.

Cityr Wannbury Statlet CT Zip Coder 06725 Felephener (203) 574-8500 Feet (203) 574-5174 SIC: 364 Froductor Electrical Conduits, Florible Metal Hose

kunnal Salest 160M Key Manageatentt G.A. Scutt-Pres.

Rey Contacts: John Lenz - Purch, Mgr.

Business Overview: Canadian Opportunity:

Company: Andersen Group, Inc.

Parent:

Address: 1280 Blue Hills Ave.

City: Bloomfield

State: CT Zip Code: 06002

Telephone: (203) 242-0761

Fax: (203) 242-9876

SIC: 3674 3679 Products: Electronic Components

Annual Sales: 50M

Employees: 520

Key Management: Francis E. Baker-Pres.

Key Contacts:

Joyce Thompson - Purch. Mgr.

Business Overview: Division and subsidiaries include J.M. Ney Co., Ney Dental, Ney Electronics, Ney Ultrasonics, Ney Refining, Clear Cellular, Seratronics, Mid South Cellular. Ney companies were a May 1992 acquisition. Anderson is a diversified holding company that has specialized manufacturing of electronic components prior to the Ney purchase.

Canadian Opportunity: The ultrasonic business and electronics operations have Canadian sales potential that could be used for entry into involvement in their specialized businesses.

Company: Andersen Group, Inc.

Magrich

Address: 1280 Blue Hills Ave.

City: Blogeniteld 544te: CT Zip Code: 06002 Relephone: (203) 242-0261 Fax: (203) 242-9376

artes sorte l'anderest electronic Composicity

Annual Sales: 5045 Ecopole 20

Key Cantacts: Joyce Thompson - Purch. Mgr.

Business Overview: Division and subsidiaries include J.M. Ney Co., Ney Dental, Ney Flectronics Mey Illussonics Ney Edining Clear Cellular

Seratronics, Mid South Cellular, Nev

companies were a May 1992 acquisition. Anderson is a diversified holding company that has specialized manufacturing of electronic components prior to the Nev quechase.

Canadian Opportunity: The ultrasonic bushness and electronics operations have Canadian sales potential that could be used for entry into involvement in their specialized businesses.

Company: Asea-Brown-Boveri Inc.

Parent: ABB AG Sweden

Address: 900 Long Ridge Rd.

City: Stamford

State: CT Zip Code: 06904

Telephone: (203) 329-8771

Fax: (203) 328-7788

SIC: 3823 Products: Equipment for the Oil Gas Petrochemical Utility Industries

Annual Sales: 4.6 B

Employees: 22000 (U.S.) 14000(New Engl.)

Key Management: Timothy Powers-VP

Key Contacts: Robert Masson-VP Int'l Ventures John Stauffer-(ABB Energy Ventures) Princeton, NJ Bruce R. Jackson-Manager Corp. Purchasing - Mannheim, Germany

Business Overview: ABB has facilities in nearly every state. The company has only recently completed its integration of Combustion Engineering businesses. In the late 1980's Combustion had over 35,000 U.S. employees. Connecticut businesses remaining-Power Generation, Process Industries, Environmental Systems.

Canadian Opportunity: With the elimination of thousands of jobs in Connecticut and the U.S., ABB has a number of engineering and development projects

without sufficient staffing. Opportunities may be in services area - software and engineering support.

Company: Asg-Brown-Roven Inc.

Parents ABB AG Sweden

Address: 900 Long Ridge Rd.

Cites: Standard States CT Zip Code: 06904

Telephones (203) 329-3771 Fast (203) 328-7788

SEC: 3823 Products: Equipment for the Oil Gas Petrochemical Utility Industries

Azmani Sales: 4.6 B Employees: 22000 (U.S.) 14000(New Engl.)

Key Contacts: Robert Masson-VP Int'l Ventures John Stauffer-(ABB Energy Ventures) Princeton, NJ Bruce R. Jackson-Manager Corp. Furchasing - Mannheim, Germany

Business Overview: ABB has facilities to nearly every state. The company has only recently completed its integration of Combustion Engineering businesses. In the late 1980's Combustion had over 35,000 U.S. employees. Connecticut businesses remaining-Power Generation, Process Industries, Environmental Systems.

Canadian Opportunity: With the elimination of thousands of jobs in Connecticut and the U.S., ABE has a number of engineering and development projects

without sufficient staffing. Opportunities may be in services area - software and engineering support.

Company: Esternic Technology Co. Parent: Seldain Technology-Stanford, CT.

CHUI Staniord

States CT Zig Code: 06004

Telephone: (203) 325-3581

Fax: (203) 359-8651

SIC: 3861 Products: Machines for Printing Press Industry 3555

Annual Sales: 42M

Employees: 960

Key Management: Peter E. Anseimo-Pres.

Bill Green - Purch, Agent Bill Green - Purch, Agent

besizess Overview: Company has four overseas facilities as well as operations in New Jersey, Lanses, Chilifornia and Illinois.

cannonce opportunity: Balowic looking for decouncing of composents. Key may be electronics for speir and acaducis.

05

Company: Baldwin Technology Co.

Parent: Baldwin Technology-Stamford, CT

Address: 401 Shippan Ave.

City: Stamford

State: CT Zip Code: 06904

Telephone: (203) 325-3581

Fax: (203) 359-8631

SIC: 3861 Products: Machines for Printing Press Industry 3555

Annual Sales: 42M

Employees: 960

Key Management: Peter E. Anselmo-Pres.

Key Contacts: Howard Plasan - Purch. Agent Bill Green - Purch. Agent

Business Overview: Company has four overseas facilities as well as operations in New Jersey, Kansas, California and Illinois.

Canadian Opportunity: Baldwin looking for outsourcing of components. Key may be electronics for their end products.

Company: Inddwin Technology Co. Parent: Esidwin Technology-Stanford, CT

Aduress: 401 Snippan Ave.

Ciny: Samanora Telephone: (203) 325-3581 Fax: (203) 359-8631

SIC: 3861 Productso Machines for Printing Press Industry 3535

Annual Sales: 42M Employees: 950 Key Management: Peter E. Anselmo-Pres.

> Key Contacts: Howard Plasan - Purch, Agent Bill Green - Purch Agent

Business Overview: Company has four overseas facilities as well as operations in New Jorsey, Kansas, California and Illinois.

Canadian Opportunity: Baidwin tooking for oursoarcing of components. Key may be electronics for their end products.

Company: Barnes Group, Inc.

Parent: Corporation Office for Barnes Group, Inc.

Address: 123 Main St.

City: Bristol

State: CT Zip Code: 06010

Telephone: (203) 583-7070

Fax: (203) 589-3502

SIC: 3495 3469 3724 Products: Aerospace Products

Annual Sales: 515M

Employees: 4,200

Key Management: A. Stanton Wells-Pres. & COO Alexander Jackson-Pres. Aerospace

Key Contacts: Don Hartman-Purch. Mgr. Aerospace Group (203) 688-6411

Business Overview: Operating units include: Barnes Aerospace Group (Windsor, CT) Aircraft Component Machining, Component repair/overhaul, welding vacuum brazing etc. Group's divisions include: Windsor Airmotive-East Granby, CT; Windsor Manufacturing - Windsor, CT. Barnes recently announced that its second quarter of 1994 was best profit quarter in five years. Barnes currently operates 16 manufacturing plants and warehouses throughout the U.S, Canada, Mexico, and Singapore.

Canadian Opportunity: Limited electronics products involvement, but may offer potential for Canadian electronics (aerospace/defence) component producer involvement for Barnes joint investment venturing.

Company: Banes Group, Inc.

Farena: Corporation Office for Barnes Group, Inc.

Address 123 Main St.

Cuty: Eristol Telephones (203) 583-7070 Fix: (203) 583-7070

SIC: 3495 Fradacist Acrospace Products

Ammai Salest 5154d Rampioveest 4,200

Sey Management: A. Stanton Wells-Pres. & COO Alexander Jackson-Pres. Aerospace

Ney Contacts: Don Hartman-Purch, Mar. Actospace Group (203) 688-6411

Business Overview: Operating units include: Barnes Actochera Groun

Autotant Component Machining, Composent repair/overhand, welding vacuum brazing etc. Group's divisions include: Windsor Aumotive East Granby, CT; Windsor Manufacturing - Windsor, CT. Barnes recently announced that its second quarter of 1994 was best profit quarter in five years. Barnes currently operates 16 manufacturing plants and warehouses throughout the U.S., Canada, Mexico, and Singapore.

Enuadian Opportunity: Limited electronics

potential for Canadian electronics (acrospace/defence) cumponent producer involvement for Barnes joint investment venturing

Company: Branson Ultrasonics Corp.

Parent: Emerson Electric Co.-St. Louis, MO

Address: 41 Eagle Rd.

City: Danbury

State: CT Zip Code: 06810

Telephone: (203) 796-0400

Fax: (203) 796-0450

SIC: 3695 Products: Ultrasonic Assemblies and Cleaning Equipment

Annual Sales: 150M

Employees: 525

Key Management: Charles Nims-Pres.

Key Contacts:

Roger Martin-Purchasing

Business Overview: Manufacturers of ultrasonic cleaning equipment as well as welding equipment for plastics.

Canadian Opportunity: Company relies on vendors for component supply and component improvement design. Has expressed interest in Canadian involvement through some business arrangement.

Company: Brasson Ultrasonics Corp:

Parent: Emerson Electric Co.-St. Louis, MO

Address: 41 Bagie Rd.

City: Danbury State: CT Zip Code: 06310

SIC: 3695 Freducts: Ultrasonic Assembiles and Cleaning Equipment 3699

Annual Sasse: 13054 Employees: 525

Koy Managements Charles Mints-Pres,

Rey Contacts: Roger Martin-Purchasing

Business Overview: Manufacturers of ultrasonic cleaning equipment as well as welding equipment for plastics.

Canadian Opportunity: Company relies on venders for component supply and component improvement design. Has expressed interest in Canadian involvement through nome business arrangement.

Company: Bristol Babcock Inc.

Parent: FKI Babcock Plc-UK

Address: 1100 Buckingham St.

City: Watertown

State: CT Zip Code: 06795

Telephone: (203) 575-3000

Fax: (203) 575-3170

SIC: 3625 Instrumentation and 3823 Control Systems

Annual Sales: 110M

Employees: 425

Key Management: Greg A. Altman - CEO

Key Contacts: Paul Massago-Purchasing-Electronics Products

Business Overview: Primary business is industrial instrumentation. Company recently bought the assets of Amocams/Modular, Inc. from Amoco Oil Company (August, 1994). This company manufactures computer and information systems for oil and gas production.

Canadian Opportunity: Company is actively seeking foreign relationship and is receptive to opening new business operations. New purchase of Amocams is an opportunity for Canadian component/system producers to approach Bristol Babcock.

Company: Bristol Babcork Inc.

Parent: FRI Babaook Pic-UK

Address: 1100 Incluingham St.

City: Watercowa Siates CT Zip Code: 06795

Telephone: (303) 575-3600 Fax: (203) 575-3170

SIC: 5625 Products: Aircraft Prosence and Vacuum Switches, Industrial Instrumentation and

Salar (Control Systems

Annual Salest 110M Employees: 425.

stacts: Paul Massage-Purchasing-Electronics Product

Business Overview: Primary business is industrial instrumentation. Company recently bought the assets of Amocants/Medular, Inc. from Amoco Oil Company (August, 1994). This company manufactures computer and information systems for oil and gas production

Canadian Opportunity: Company is actively seeking foreign relationship and is receptive to opening new basiness operations. New purchase of Amocares is an opportunity for Canadian commonent/system producers to approach Bristol Babcock.

Company: Burndy Corp.

Parent: Framatome SA-France

Address: 51 Richards Ave.

City: Norwalk

State: CT Zip Code: 06856

Telephone: (203) 838-4444

Fax: (203) 852-6228

SIC: 3643 Products: Electrical Connectors 3678

Annual Sales: 360M

Employees: 1,400

Key Management: Elaine Morin-Pres.

Key Contacts: David Straznitskas - Sr. Purch. Agent Ira Waley - Sr. Purch. Agent

Business Overview: In late 1980 the company was purchased by Framatome, a manufacturer of nuclear reactors. Burndy also had plants in Waterbury and Bethel, CT and Canada, Australia, Europe, Mexico, Brazil and Japan.

Canadian Opportunity:

Company: Burndy Corp.

Parent: Framatoma SA-France

Address: 51 Richards Ave.

City: Norwaik State: CT Zip Code: 06856

SIC: 3643 Products: Electrical Connectors 3678

Annual Salest 360M Enquipment 1,400

Key Contacte: David Strazaitskas - Sr. Purch. Agent Ita Waley - Sr. Purch. Agent

Basiaass Overview: In late 1980 the company was purchased by Framatome, a manufacturer of nuclear reactors. Burndy also had plants in Waterbury and Bethel, CT and Canada, Australia, Europe, Mexico, Brazil and Japan.

Canadian Opportunity:

Company: Canberra Industries, Inc.

Parent:

Address: One State St.

City: Meriden

State: CT Zip Code: 06450

Telephone: (203) 238-2351

Fax: (203) 235-1347

SIC: 3829 Products: Nuclear Instrumentation

Annual Sales: 240M

Employees: 880

Key Management: Emery G. Olcott-Pres.

Key Contacts: Benjamin Campagnolo - International Programs (not Canberra employee) Donna Stack - Purch. Mgr.

Business Overview: Canberra has been successful in marketing nuclear test equipment overseas. They have also expanded into a number of other environmental test areas, soil/air contaminants, etc.

Canadian Opportunity:	They have limited research financing and need to add to their product offering to expand. It is recommended that
	complementing companies discuss joint venture and marketing/product development. Component supply is
	but certain hardware support has potential.

Company: Cantoria Industries, Inc.

Parent

Address: One State St.

 Maridan
 States CT
 Zip Code:
 66450

 Februhome:
 (203)
 238-2351
 Faz:
 (203)
 235-1347

Kaunal Salesa 240M Key Managementr Emery G. Olcott-Pres.

Key Contacts: Benjamin Campagnolo - International Programs (not Canberra employee) Donta Stack - Purch, Mart.

Business Overview: Canberra has been successful in marketing nuclear test equipment overseas. They have also expanded into a number of other environmental test areas, soll/air contaminants, etc.

Canadian Opportunity: They have limited research financing and need to add to their product offering to expand. It is recommended that complementing companies discuss joint venture and marketing/product development. Component supply is

but certain hardware support has potential.

Company: Carlingswitch, Inc.

Parent:

Address: 60 Johnson Ave.

City: Plainville

State: CT Zip Code: 06062

Telephone: (203) 793-9266

Fax: (203) 793-9231

SIC: 3613 Products: Electrical Switches & Circuit Breakers 3679 3643

Annual Sales: 125M est.

Employees: 970

Key Management: R.W. Sorenson-Pres.

Key Contacts: John Murphy-Purch.

Business Overview: Company has centralized purchasing to support their Brownsville, TX and Mexico manufacturing operations. Very limited manufacturing in Connecticut.

Canadian Opportunity: Company looks for foreign vendor opportunities. Would advise using their Mexico (primary manufacturing) activities to sell Canadian supply benefits (NAFTA).

... New England Commercial Electronic Communics

Company: Carlingswitch, Inc.

Parent:

Addresse 60 Joinson Ave.

Cityr Plainville States CT Zip Code: 06062

IEZ6-fist (202) thus more-cas (202), ranged acce

3679 Products: Electrical Switches & Circuit Breakers

Annual Sales: 125M est. Employees: 970 Key Management: R.W. Sorenson-Pres

Key Contacts: Join Murphy-Purch.

 Business Overview: Company has centralized purchasing to support their Brownsville, TX and Mexico manufacturing operations. Very limited manufacturing in Combalicut.

Canadian Oppertunity: Company looks for foreign vendor opportunities. Would advise using their Mexico (printary manufacturing) activities to sell Canadian supply benañis (NAFTA).

Company: Chandler Evans Control Systems Division

Parent: Colt Industries Inc.-NYC

Address: Charter Oak Blvd.

City: West Hartford

State: CT Zip Code: 06110

Telephone: (203) 236-0651

Fax: (203) 236-1062

SIC: 3724 3812 3769 Products: Gas Turbine Controls, Fuel Pumps

Annual Sales: 60M

Employees: 410

Key Management: Robert Snow-Pres.

Key Contacts: Chet Zekreski-Purch. Mgr.

Business Overview: Company continues to exist but has limited products and no new development products of any growth. Continues to be sub-supplier to Dowty and offload for Hamilton Standard-Fuel Controls. In late August, the National Transportation Safety Board reported that the failure of a Chandler Evans pump most likely caused the crash of a helicopter in Hawaii. Over 2,000 of these pumps are in service worldwide.

Canadian Opportunity: Would be receptive to and partnering but, tends to be inflexible relative to selling off businesses. May be a good acquisition prospect through a decreasing value with page of plant equipment and loss of technological advances. - New England Communical Electronic Companies -

Company: Chandler Syans Central Systems Division

Parents Coll Industries Inc. -NYC

Address: Charles Oak Blvd.

 Citys West Bantond
 Telephonet (203) 236-0651
 Flore Controls, 203) 236-1062
 SIC: 3724
 Fraducts: Gas Tarbiae Controls, Fuel Pumps 3812

Amanal Sales: 60M

Employees: 410

Key Management: Robert Snow-Fres

ay Contacts: Chet Zekreski-Parch

Business Overview: Company continues to exist but has immed products and no new

Dowty and offload for Hamilton Standard-Leel Controls In late August the National Transportation

afety Board reported that the failure of a Chandler Evans pump most likely caused the crash of a

nencopier in thewait. Over 2,000 or uses pumps are in service worldwide.

Canadian Opportunity: W

inflexible relative to selling off businesses. May be a g

through a decreasing value with page of plant equipment and loss of technological advances

Company: Circuit-Wise, Inc.

Parent:

Address: 400 Sacket Point Rd.

City: North Haven

State: CT Zip Code: 06473

Telephone: (203) 281-6511

Fax: (203) 287-8409

SIC: 3672 Products: Printed Circuit Board, Electronic Components 3679

Annual Sales:

Employees: 520

Key Management: John H. Mattler-Pres.

Key Contacts:

Mike Baranowski - Purch. Mgr.

Business Overview: Having dealt with striking workers since 1989, when workers voted to join the union. Strike did not end until May 1994 when employees agreed to a contract. Meanwhile the company struggles to maintain customers and survive.

Canadian Opportunity: Management is now looking for an opportunity to grow and feels that its business is sound, but needs new approaches and affiliations.

Campanys Circuit-Wise, Inc.

Parents

Address: 400 Sacket Point lod.

City: North Haven Felephane: (203) 781-6511 Fax: (203) 287-8409

SIC: 3572 Froducts: Printed Circuit Board, Electronic Components 3679

Annual Solesr

Fileplayeest 520

Key Maungements John H. Matter-Press

acy Contacts Mike Bustowski - Purch Mg

Business Overview: Having dealt with striking workers since 1959, when workers voted to join the union. Strike did not end until May 1994 when employees agreed to a contract. Meanwhile the company struggles to traintain customers and marrives.

Canadian Oppartuality: Management is now looking for an opportunity to grow and feels that its business is sound, but needs new approaches and affiliations.

Company: Data Switch Corp.

Parent:

Address: One Enterprise Dr.

City: Shelton

State: CT Zip Code: 06484

Telephone: (203) 926-1801

Fax: (203) 929-6408

SIC: 3613 Equipment 3625 Products: Switching and Control Systems for Data Processing

Annual Sales: 125M

Employees: 670

Key Management: J. Roger Moody-Pres.

Key Contacts:

Peter Citrone - Purch. Mgr.

Business Overview: Company is using IBM to market and sell their channel extension and switching products through IBM's Japan Ltd. Large portions of the company's U.S., customers are financial institutions, insurers, and airlines. Also has computer switch facility in Stamford, CT.

Canadian Opportunity:

Component Supply and software support.

Company: Data Switch Com.

stayus?

Address: One Enterprise Dr.

City: Skelion

Telephonae (203) 926-1801 East (203) 989-6403

SIC: 3613 Products: Switching and Gautral Systems for Date Processing Equipment

Annual Sales: 125M

the second a low second

key Comactes Perce Circate - Parch. Mar.

Insiness Overview: Company is using 1014 complete ned sell their channel extension and switching products through 1854's signa titl. Large particus of the company's U.S., oustomers are funancial institutions, insurers, and sillings. Also has computer switch formation in franched. Computer Statemers, and sillings.

Canadian Opportunity: Component Supply and software suppor

Company: Dataproducts New England Inc.

Parent: Dataproducts Corp.-Woodland Hills, CA

Address: 50 Barnes Industrial Park Rd.

City: Wallingford

State: CT Zip Code: 06492

Telephone: (203) 265-7151

Fax: (203) 265-7801

SIC: 3663 Electronic 3575 Ice Detection 3769 3728 Products: Telecommunications Printers and Terminals, Aircraft Equipment-Ariel Refueling, Environmental/Flight Sensors,

Annual Sales: 105M

Employees: 230

Key Management: Joseph A. Menniti-GM

Key Contacts:

Tom Bloom-Purch.

Business Overview:

stochemical pollution control furthering and compression

Causellan Opportunity:

Customers include U.S. government and food, paip, and paper industries. Opportually for like product producers to explore teaming to explain both companies markets.

Canadian Opportunity:

Company: Dataproducts New England Inc. Parent: Dataproducts Corp.-Woodland Hills, CA. Address: 50 Banass Induction Proc. Rd

City: Wallingford Telephanae (203) 253 7131 State: C. 759 265-7803 State: C. 759 265-7803 Store 3653 Products: Telecoramistications Printers and Terminals, Aurent Store Store Store Store Store Store Store Store Store Store

Amual Sudes: 16334

try Contracts: Tom Stoon Funch

Bashness (Nerrices:

Canadian Opportunity:

Company: Dresser Industries/Ashcroft Instrument

Parent:

Address: 250 East Main St.

City: Stratford

State: CT Zip Code: 06497

Telephone: (203) 378-8281

Fax: (203) 385-0499

SIC: 3613 and Switches 3823 Products: Industrial Pressure Gauges, Thermometers, Regulators

Annual Sales: 75M

Employees: 1,200

Key Management: John W. Caldwell

Key Contacts: John Gloria - Purch. Mgr.

Business Overview: Manufacturer of Ashcroft's Heise precision instruments including gauges, remote recording thermometers, transmitters and transducers. Product used in fluid power, photochemical, pollution control, hydraulics and refrigeration.

Canadian Opportunity: Customers include U.S. government and food, pulp, and paper industries. Opportunity for like product producers to explore teaming to expand both companies markets.

(vow England Commercial Flectronic Commanies

Company: Dresser Industries Asheroft Instrume

1189 DEL

Starress 250 Far Manh

Citys Seathard States CT Zap Cades 66497

Telephone: (203) 578-8281. Fax: (203) 385-0499

SML: 3613 Products: Industrial Pressure Gauges, Thermometers, Regulators and Sydfolies

Amual Sales: 75M. Employeest 1.200

(sey hisnageneut: John W (adwell

hey Contacts: Joint Gioria - Parch, M

Promission Monufacturer of A manufice precision instruments including gauges, remote recording thermemotions, transmitters and transducers. Froduct used in fluid gowers, protochemical, policified general, budgenties and referenceder.

Cambridgen Opportunity: Customers include U.S. gevernment and food, pulp, and paper industries. Opportunity for filte producers to explore teaming to expand both companies mathels.

Company: Duracell Inc.

Parent: Corporate Office

Address: Berkshire Industrial Park

City: Bethel

State: CT Zip Code: 06801

Telephone: (203) 796-4000

Fax: (203) 796-4187

SIC: 3691 Products: Lighting Products, High-Performance Batteries and other 3692

Annual Sales: 2.3B

Employees: 8,800

Key Management: Charles R. Perrin-Pres.

Key Contacts: Frank Santora - Purch. Mgr.

Business Overview: Included in survey due to rapid growth and an aggressive expansion of business. Company may be entering related products filed in late 1995 or beyond.

Canadian Opportunity: Contact by related product electronics companies advised. Duracell is a rapid growth company.

Company: Duracell Inc.

Parent: Corporate Office

Address: Borkshire Industrial Park

Carge Bolhel State: CT Zip Code: 96804

Felcpenene: (203) 796-4010 . Fax: (203) 796-4187

SIG: 3691 Products: Lighting Products, High-Performance Batteries and other Bazery Products

Annual Sales: 2.3B

Ney Managements Charles & Portio-Press.

sey Loommuss, Frank Santons - Funda, Mars

Destances Overviews Included in survey due to rapid growth and an aggressive expansion of business. Company may be establing related products filed in late 1995 or beyond.

Comments Opportunity: Contact by related product electronics companies advised. Duracell is a rapid growth company.

Company: Dynamic Controls Corp.

Parent:

Address: 8 Nutmeg Road South

City: South Windsor

State: CT Zip Code: 06074

Telephone: (203) 528-9971

Fax: (203) 282-1075

SIC: 3694 Systems 3612 3728 Products: Aircraft Power Supplies, Electronic Controls and

Annual Sales: 50M

Employees: 450

Key Management: Thomas Farkus-Pres.

Key Contacts: Ray Sherman-Purch.

Business Overview: Military weapons systems are still an important part of their business, although they are attempting to increase commercial product sales (emphasis on power supplies).

Canadian Opportunity: Although U.S. military business has decreased the company is interested in keeping active in military business and would look favorably on Canadian partnering to gain access and contacts with Canadian military.

Company: Dynamic Controls Carp.

Parent:

Address: 8 Numers Road South

City: Sound Windson

Addibone: (203) 528.0071

SIC: 3694 Traductes Ancran Fower Supplies, Electronic Controls and Systems

Villa Maria Y Maria

Employees 450

ey Contacts Ray Sherman Purch,

energianes are every blancer wateries and suil an important part of their business, alifended they are attempting to increase commercial product sales (supplies), on power supplies).

Canadian Opportunity: Although U.S. military bustaess has decreased the company is interested in keeping active in military business and would look favorably on Canadian paraceting to gain access and contacts with Canadian military

Company: Eaton Corp./Pressure Sensors Div.

Parent: Eaton Corp.-Cleveland, OH

Address: 15 Durant St.

City: Bethel

State: CT Zip Code: 06801

Telephone: (203) 796-6000

Fax: (203) 796-6313

SIC: 3829 Products: Control Systems and Instrumentation

Annual Sales: 95M

Employees: 710

Key Management: J.K. Engelberger-Pres.

Key Contacts: Nicholas J. Tarasovic - Purch.

Business Overview:

a) overceas. One or their largest onlis (Automstive Control On Ic.) also located in Branford. roduces ignition contact sets, condensers and other automotive ectrorics replacement parts.

Company produces numerous aplacement parts (NAPA etc.) and electronics components for the automotive industry. With longer life of cars and profit from this component of their business, outpourcing is an option bus may be a need for company 1995 and beyond.

Canadian Opportunity:

Company: Eston Corp./Fressure Sonsors Biv.

Parent: Eaton Corp. Cleveland, OH

Astroness: 15 Durant St.

Cityr Brinel Releptioner (203) 796-6000 Fax: (201: 796-6313

Linnund Sales: 95M Employees: 71

(ey Contacts) Nicholas A Tarasaure - Punch,

ansiness Overviews

Company: Echlin Inc.

Parent:

Address: 100 Double Beach Rd.

City: Branford

State: CT Zip Code: 06405

Telephone: (203) 481-5751

Fax: (203) 488-0370

SIC: 3629 3694 3714 Products: Vehicle Replacement Parts and Equipment

Annual Sales: 1.8B

Employees: 16,500

Key Management: C. Scott Greer-Pres.

Key Contacts:

Mary Lazinski-Purch. Coordinator

Business Overview: Company operates numerous divisions and operating units in the U.S. and overseas. One or their largest units (Automotive Control Group Inc.) also located in Branford. produces ignition contact sets, condensers and other automotive electronics replacement parts.

Canadian Opportunity: Company produces numerous replacement parts (NAPA etc.) and electronics components for the automotive industry. With longer life of cars and profit from this component of their business, outsourcing is an option that may be a need for company 1995 and beyond.

Company: Echin Inc.

:lossel

Address 100 Double Rean Rd.

CHTY: Branind

States (1 Cip Code: 06403

SIC: 3629 Products: Vehicle Replacement Ports and Equipment 3694

Annual Salest 1.8B

Emphayees: 16,.900

Key Minangement: C. Scott Greet-Press.

Key Contacts: Mary Lacassi-Parch, Coordinator

Musimess Overview: Company operates annerous divisions and operating units in the U.S. and oververs. One or their largest units (Automotive Control Gasup life.) also located in Bonford. produces tention contact sets, condensers and other automotive energiacement parts.

Caundian Opportunity: Company produces numerous replacement parts (NAFA etc.) and electronics components for the automotive industry. With longer, life of cars and public from

this component of their business, ourseurcing is an option that may be a need for company 1995 and beyond.

Company: EIS International Inc.

Parent:

Address: 131 Washington Blvd.

City: Stamford

State: CT Zip Code: 06904

Telephone: (203) 351-4800

Fax: (203) 961-8632

SIC: 3669 Products: Computerized Outbound Call Center Technology 3577

Annual Sales: 52M

Employees: 300

Key Management: Joseph J. Porfeli-Chairman/Pres.

Key Contacts: Robert L. Schwartz-Sr. VP Int'l Operations Robert F. Kelly-Sr. VP Strategic Business Div.

Business Overview: In November 1993 Electronic Information Systems merged with International Telesystems Corp to form EIS Int'l Inc.

Canadian Opportunity: Potential for software involvement - both development and contract.

Company: ElS International Inc.

Paperte

Address: 131 Washington Blvd

CHy: Sumfaid State: CT Zip Code: 06904

Fastian (202) 1761 (203) 1361 (202) (202)

SIC: 1609 Products: Compatenzed Orthound Gall Genter Technology

Ammail Salass 52M

Employees: 300-

hts Managements Joseph I. Portoli Chairman/Press

Rey Contactst Robert L. Schwartz-Sr. VP Int'l Operations Robert F. Kelly-Sr. VP Strategic Engineers Div.

Business Overviewer In Novamber 1993 Electronic Information Systems merged with International Telesystems Com to form Fifs for Jac

Canadian Opportunity: Potential for software involvement - both development and contract.

Company: Electric Boat Div.

Parent: General Dynamics Corp.-Falls Church, VA

Address: 75 Eastern Point Rd.

City: Groton

State: CT Zip Code: 06340

Telephone: (203) 433-3000

Fax: (203) 433-1400

SIC: 3731 Products: Nuclear Submarine and Marine Systems

Annual Sales: 1.3B

Employees: 9,800

Key Management: James E. Turner Jr.-Pres.

Key Contacts: Thomas A. Brown-VP Contracts

Business Overview: Produces Seawolf submarines and tentatively next generation submarines (Centurion) late 1997. With Seawolf fleet cut from 29 ships to at the most 3. They continue to be concerned about new business in the future. GD will cut additional workers (by 1998 plans are to have division with 7000 or fewer) - 1000 will have to be at hull fabrication facility in Quonset Point, RI.

Canadian Opportunity: Significant portion of electronic hardware for the next generation of submarines at conceptual development stage only. Upgrade systems for existing submarines will become sizable in 1996 and beyond. Both offer potential for Canadian Industry.

Company: Electric Boat Div.

Parent: Ceneral Dynamics Corp.-Pails Church, VA

Address: 75 Eastern Point Rd.

City: Granon Telephone: (203) 433-3000 Fas: (203) 433-1400 Sir: 3731

Amenal Seites: 1.38 P. Root 1.38

key bluingements tames is. Turner in. Pre-

hey Contacts:

ionas A. Brown-VP Contracts

Business Overview: Produces Seawolf admannes and tentatively next generation is submannes (Canturion) late 1997. With Seawolf fleet and from 29

ships as at the most 3. They commute to be concerned about new business in the foture. GD will car additional workers (by 1998 plans are to have division with 7000 or fewer) - 1000 will have to be at built fabrication facility in Oconset Point. Ri

Caudion Opportunity:

nany: Significant portion of electronic hardware for the acid generation of submarines at conceptual development mage only Upgrade systems for existing submarines will

become azable in 1996 and beyond. Both offer potential for Causdian Industry.

Company: Fermont Division

Parent: Dynamics Corp of America-Greenwich, CT

Address: 141 North Ave.

City: Bridgeport

State: CT Zip Code: 06606

Telephone: (203) 366-5211

Fax: (203) 367-3642

SIC: 3679 3670 Products: AC and DC Generator Sets and Switch Gear

Annual Sales: 25 M

Employees: 90

Key Management: William F. Tuxburg-Pres.

Key Contacts: Pete Mikulak-Purch. Mgr.

Business Overview: Dynamics Corporation has five high tech operating units involved in energy, advanced material, medical, subassembly and test and measurement industries. Corporation employees 1400. Other division in Wallingford, CT (software), the rest are out of New England.

Canadian Opportunity: Environmental application products are underdeveloped with potential for Canadian involvement.

New England Commercial Flectronic Commercia

Company: Fermon Division

Parents Dynamics Gorp of Amarica-Greenwich, CT

Cirr: Bridgeport States CT Zip Codes 35505

SIC: 3679 Products: AC and DC Generator Sets and Swhen Gene

Annual Sales: 25 M Employees: 90

Key Management: William F. Luxing-Pres.

Key Coulacts: Pase Mikrulak-Purch, Man.

mainess Overviews Dynamics Corporation has five high tash operating units involved in secrety, advanced material, medical, subassembly and test and measurement industries. Corporation comployees 1460. Other division in Wallingford, CT (software), the

Canadian Opportunity: Environmental application products are underdeveloped with potential for Canadian involvement

Company: General DataComm Industries Inc.

Parent:

Address: Park Road Extension

City: Middlebury

Telephone: (203) 574-1118

Fax: (203) 758-8507

Zip Code: 06762

SIC: 3661 Products: Modems, Multiplexers and Network Systems 3663 3577

Annual Sales: 68M

Employees: 1,910

State: CT

Key Management: Robert Smith-VP Bus. Devel.

Key Contacts: John Harneck-Purch.

Business Overview: With sales and services offices located in Europe (UK & France), Asia and South America, General DataComm is well positioned for the 1990's. The company was an early entrant to the multimedia network business. Sale to China in early September, 1994 opens a new market for company.

Canadian Opportunity: Potential for upgrade/repair activities as this end of business increases. Company also very interested in foreign relationships as this end of business is a major growth area. Recommend vendors approach company with opportunity as supplier and "systems partner".

New Routhand Commercial Floorennie Companies

Company: General DataComm industries Inc

Parent:

Address: Park Road Edension

City: Middlebury State: CT Shp Cades 06762

Telephone: 2033-574-1118 Fax: 42031-758-8507

SIE: 3601 Freducts: Medems, Multiplevers and M.fwark Systems 3663 3577

Amand Sales: 68M

1 apployeest 1.910

Key Management: Robert Swith-VP Bust Devel.

key Castrats: John Harmook Farch.

Bustianss Overview: With sales and services offices located in Europe (UK & France), Asia and South America, General DataComm is well positioned for the 1990(s. The company was an

early entract to the multimedia network business. Sale to China in carly September, 1994 opens a new market for company.

Canadian Opportunity

increases. Company also very interested in forcign reletionships as thereases of business is a major growth

area. Recommend vendors approach company with oppermany as supplier and "systems partner".

Company: General Electric Co.

Parent: Corporate Office

Address: 3135 Easton Tpke.

City: Fairfield

Telephone: (203) 373-2211

State: CT Zip Code: 06431

Fax: (203) 373-3131

SIC: 3632 Aircraft Engines 3641 3672 3679

Annual Sales: 62B

Employees: 4500 in CT 18000 Corp Wide

Key Management: John F. Welch Jr.-Pres.

Key Contacts: Gary M. Reiner-VP Corporate Div.

Purchasing for aerospace engine div. in Evandale, OH Purchasing for commercial div. is primarily the responsibility of individual units.

Business Overview: Restructuring as a result of sale of aerospace operations is over and GE looks to firm its position in its remaining aerospace hardware -aircraft engines and related products. Company also is reevaluating commercial product and service businesses, many of which are in Northeast U.S. (several in CT) Connecticut facilities producing electronic products include: Accessories Equipment Division -manufacturers switches and lamp sockets. Electrical Distribution&Control Division-manufacturers switches&switch gear. Aerospace division strongest of twelve GE operated businesses in New England.

Canadian Opportunity: With 9 of 12 units showing a strong gain in the first half of 1994 the company looks to strengthen or add to its existing businesses (even though it has itself divested itself of a number of businesses). Best opportunity is with various Massachusetts, Maine and New Hampshire Divisions.

Company: Constal Electric Co.

Currents Corporate Office

Address: 3135 Easton Toke.

Carrier Fairfield States CT Zip Cedes 0643

Telephone: (203) 373-2211 Fax: (203) 373-313

SIC: 3632 Products: Electrical and Technical Products. Major Applitances, Arteraft Engines 3641 3641

-3679

Amual Sales: 62E

Entroytes: 4500 in CT 18000 Corp Wide

Lev himnerement Jone F. Welch H. Pres.

Key Confacts:

Ciarty M. Romar-VII Comportate Div.

Purchasing for concercial due is primarily the responsibility of individual units.

Alexandess Dynamic Responsional of a neutron of sale of astronomes apenalions is over and GB hooks to firm its position in its remaining aerospace hardware external engines and related products. Company also is recvaluating commercial product and service insinesses, many of which are in Restriction products in CT) Connecticut facilities mathricing alextronic products locitude: Accessories Equipment Division manufacturers switches and lamp sockets. Electrical Distribution& Control Division-manufacturers switchese switch rest Recepter division strongest of twelve GP operated hashesings in New Brattaness in blow

Caracteria Opportunity: With 9 of 12 unus showing a strong gain in the first half of 1994 the company looks to strengthen or add to its existing cursinesses (even though it has itself divested itself of a number of businesses). Best opportunity is with various Massachusetts, Maine and New idempshire Divisions.

Company: General Electric/Elec. Dist. & Control

Parent: G.E.-Fairfield, CT

Address: 41 Woodford Ave.

City: Plainville

State: CT Zip Code: 06062

Telephone: (203) 747-7111

Fax: (203) 747-7543

SIC: 3613 Products: Switches, Panelboards, Switchgear, Switchboard and Circuit Boards

Annual Sales: 310M

Employees: 1,100

Key Management:

Laing - VP Operations (contact for purchasing of long error Key Contacts: Renaldo Garcia - Purch. Mgr.

Business Overview:

Canadian Opportunity:

Courpany: General Electric/Fliec, Dist. & Control

Parent: G.E.-Fairfield, CT

Address: 41 Woodford Ave.

City: Platavili: Edepnome: (203) 747-7141 Fax; (203) 747-7543

Site: 3613 Products: Switches, Panelloards, Switchgear, Switchesatd and Circuit isoards

Anodal Soles: 310M Employees: 1,100

ley Contacts: Renaldo Carala - Blanch Man.

astans Dreiviens

Canadian Opportunity

Company: General Signal Corp.

Parent: (Corporate Office)

Address: One High Ridge Rd., P.O. Box 10010

City: Stamford

State: CT Zip Code: 06904

Telephone: (203) 329-4100

Fax: (203) 329-4159

SIC: 3625 3699 Products: Control Systems & Electrical Equipment

Annual Sales: 1.9B

Employees: 13400-worldwide

Key Management: Edmond Carpenter-COO

Key Contacts: Peter A. Laing - VP Operations (contact for purchasing of long-term contracts).

Business Overview: A significant amount of General Signal's operations are not in New England. Company manufacturers semiconductors in the UK and has a number of transportation electronics businesses including New York Air Brake. Company does bulk of transportation business for the rail and transit industry.

Canadian Opportunity:Limited sales available to company through corporate office.England.General Signal has minimal manufacturing presence in New
Corporate Office discussion approach should be made along the lines
of a joint venture/investment in Canada.

Company: Constal Signal Corp.

Partenite (Corpetate Office)

Address: One High Ridge Ed., P.O. Box 10010

 City:
 State:
 CT
 Zip Cede:
 06904

 Telephone:
 (203)
 329-4159
 Fax:
 (203)
 329-4159

SIC: 3625 Products: Control Systems & Electrical Equipment 3639

Amouni Sales: 1.96 Employees: 13460-wordwad

Key Management: Education Camener COO

bay Courtants: Peter A. Lang - VF Operations (contact for purchasing of long-term contracts)

Hastarss O'coview: A significant amount of General Signal & operations are not in New England. Company manufacturers semisementetors in the UK and has a number of transportation electronics businesses including New York Air Brake. Company does built of

Canadian Opportunity: Limited sales available to company through corporate office. General Signal has minimal manufacturing presence in New England. Corporate Office discussion approach should be made along the lines of a joint ventare/investment in Canada.

Company: Gerber Scientific Inc.

Parent:

Address: 83 Gerber Rd. West

City: South Windsor	State: CT Zip Code: 06074
Telephone: (203) 644-1551	Fax: (203) 643-7039
3569	omputer Aided Design and Manufacturing Systems
Annual Sales: 280M	Employees: 1,000
Key Management: H. Joseph Ge	rber-Pres. (and founder)

Key Contacts: Gerber Garment-Michael Israel-Purch.

Business Overview: Divisions Consist of:

Gerber Garment-Mfg. of textile cutting machinery-major Gerber business Gerber Optical-ophthalmic manufacturing equipment Gerber Systems-Automation systems for drafting and graphic arts industry Gerber Systems Technology-interactive turnkey CAD and CAM systems

Canadian Opportunity: Company has seen significant increases in foreign business with strongest areas in Asia and South America. Conservative in foreign procurement, but as such may be good candidate for Canadian supply.

Company: Gether Scientific Inc.

: Masta

Address: 83 Genter R.I. West

City: South Windso

State: CT Zin Cude: 66074

Telephone: (202) 644-1551 Fax: (203) 643-7

SIC: 3550 Freducts: Computer Aided Design and Manufacturing Systems 3560 3833

Amanal Sales: 280M

Europayoese 1,000

tery Managanant: H. Joseph Gener Press (and rounder)

Negr Coursets: Gerber Garment-Michael Israel-Purchs

Business Overview: Divisions Consist of

Gether Chronent-Mig, of textile cuttage muchiaery-major Gether brainess Gerber Optical-optifical muchiaturing equipment Genes Systems-Automation systems for draffing and graphic arts industry forther Systems Technology-interactive tunkey CAD and CAM systems

Catalian Opportualty: Company has and significant increases in foreign business with strongest areas in Asia and South America. Conservative in foreign procurement, but as such may be good candidate for Canadian supply.

Company: GTE Corp.

Parent: Headquarters Of Corp.

Address: One Stamford Forum

City: Stamford

Telephone: (203) 965-2000

Fax: (203) 965-2277

State: CT

Zip Code: 06904

SIC: 3641Products: Primary Business-Telephone Operations,Telecommunications and36483648Electronic Products in Addition to Defence Electronics3661

Annual Sales: 14B

Employees: 116,000 corp.

Key Management: Charles Ridge-CEO Edward C. Schmultz-VP Contracts & Counsel

Key Contacts: Corporate office carries out no operational activities(including purchasing).

Business Overview: GTE Telecommunications has cut 8,000 positions out of 17,000 total cuts to take place by the end of 1995. Company's operations include the nation's second largest cellular telephone business, military electronics and telephone book advertising, but local telephone service is responsible for 79 cents of every revenue dollar.

Canadian Opportunity: Corporation continues to streamline operations and is a prime candidate for component vendor supply.

Company: GTE Corp.

Parents Headquatters Of Corp.

Address: One Stanford Forum

City: Standorf Standorf CT

Maphonet (203) 963-2000 Fax: (203) 965-2277

SIC: 3641 Products: Printary Business-Telephone Operations, Telecontinuurcations and 1649 Elations and

1985

Annual Sales: 148 Employees: 110.000 com.

Key Contacts: Corporate office carries cut no operational activities (including phronasing)

Busianess Uvarview: GUE Felecommunications has cur 8,000 posiaions out of 17,000 total outs to take place by the end of 1995. Company's operations include the nation's second largest cellular telephone business, military electronics and telephone book advertising, but local telephone section is responsible for 29 cents of every ground

dollar.

Canadian Opportunity: Corporation continues to streamline operations and is a prime candidate for component vendor supply.

Company: Hamilton Standard Div.

Parent: United Technologies Corp.-Hartford, CT

Address: Bradley Field Rd.

City: Windsor Locks		State: CT Zip Code: 06096
Telephone: (203) 654-600	00	Fax: (203) 654-2620
SIC: 3724 3728	Products:	Propellers, Fuel Controls, Aircraft Environmental Control Systems, Sea & Space Systems, Aircraft Diagnostic Systems and Guidance and Control Systems

Annual Sales: 1B est.

Employees: 7,650

Key Management: Robert M. Kuhn-Pres.

Key Contacts: Shelly Stewart Jr.-Dir. of Purch. (203)654-2633 Gregory T. Horton- Mgr. Operations Support Procurements Donald Tetreault-VP Hamilton Support Systems Fred Morris-VP Space Systems-NASA Contracts including Space Suite Contracts

Business Overview: Company has continued to reduce employment (14,000 in 1986 to 7,600 in August 1994) and products over the last five years.

Company

is still the major U.S. manufacturer of propellers, fuel controls and aircraft environmental systems, but has shed a number of unprofitable electronic black box systems and other low profit systems. On July 27,1994 it was formally announced that 20% of the space systems (numerous NASA products) unit of the division was being sold to Sumitomo Corp.-Japan. Other space ventures/divestments are being sought by the corporation.

Canadian Opportunity: Due to major changes to the contracts, procurement and material operations there are more open doors to supply sale than in years past when entry to HSD was difficult. Business is not as good as in years past, but the smaller, more directed HSD may offer current benefits with current growth.

Company: Hubbell Inc.

Parent:

Address: 584 Derby Milford Rd.

City: Orange

State: CT Zip Code: 06477

Telephone: (203) 799-4100

Fax: (203) 799-4205

SIC: 3643 3661 3679 Products: Electrical and Electronic Components

Annual Sales: 775M

Employees: 5,500

Key Management: G.J. Ratchffe Jr.-Pres.

Key Contacts:

Paul Saggese (203) 333-1181

Business Overview: In addition to its corporate office and manufacturing facility in Orange, Hubbell produces ground fault circuit interrupters and wiring devices in Bridgeport, CT. Hubbell produces electronic products for the industrial, commercial, telecommunications and utility markets.

Canadian Opportunity: Purchasing is in Bridgeport and is aggressively pursuing foreign sources.

Comment: Mobiell inc.

PARENE:

Address: 584 Derby Millord Ed.

City: Grange State: CT Zip Codet 06477

SIC: 3543 Products: Electrical and Electronic Components

amad Soles: 77314 Employees: 5,300

Rey Managements O.I. Raichtfe Ir. Pres.

fery Contacts: Faul Saggess (203) 333-11

memory: Coursises: In acciden to 10 corporate office and manufacturing facility in Correge, Hebtell produces ground fash circuit interruptars and wiring devices in Bridgerent; CT.

alcommunications and utility markets.

Canadian Opportunity: Purchasiag is in Bridgeport and is aggressivoly pursuing, a factor sources.

Company: Hughes Danbury Optical Systems, Inc.

Parent: Hughes Aircraft Co.-El Segundo, CA

Address: 100 Wooster Heights Rd.

City: Danbury

State: CT Zip Code: 06810

Telephone: (203) 797-5000

Fax: (203) 797-5114

SIC: 3827 Military and 3826 Products: Electro-Optical Systems and Components for Science, Commercial Application

Annual Sales: 150M

Employees: 820

Key Management: Prasad R. Akkapeddi-Dir. R&D

Key Contacts:

Lester Jacobs-Purch. Mgr.

Business Overview:

Canadian Opportunity:

Company: Hughes Danhury Oplical Systems, Inc. Farent: Hughes Aircraft Co.-El Segundo, CA Address: 100 Wooster Heights Rd.

Chy: Darbury State: CI 24p Code: 00810 Telephane: (203) 797-5000 Fax: (203) 797-5114 SIC: 3827 Products: Electro-Oriend Systems and Components for Science Military and

Autonal Scient 150M

Kow Management: Pravad R. Atlaneddi Dir R.2D

for Contacts: Lotter Jacobs Porch, Mgr.

Panadan Opportunity:

Company: International Fuel Cell Co.

Parent: United Technologies Corporation, Hartford, CT

Address: 193 Governor's Highway

City: South Windsor

State: CT **Zip Code: 06074**

Telephone: (203) 727-2200

Fax: (203) 727-2202

SIC: 3629 **Products:** Power Fuel Cells 3674

Annual Sales: 360M est. Employees: 410

Key Management: E.W. Hall-Operations Manager Curt Zimmer-Contracts Manager Steve Swigert-VP Contracts & Counsel

Key Contacts: Paul Joyce-Purch. Roy Evasius-Purch. Gary Baker-Purch.

Business Overview: Division significantly downsized and a possible candidate for sale or liquidation. Lack of investment commitment by corporation has created a situation where their product is not technology competitive with other U.S. suppliers.

Canadian Opportunity: To survive the company must look to involve technology capable partners or subsystem vendors. This may be a window of opportunity if investment is protected with sales potential.

Company: International Fuel Cell Co.

Parents United Technologies Corporation, Hartford, CT

Address: 193 Governor's Highway

City: South Windson Telephonest (263) 727-2200 · Fat: (203) 727-2202

> SIC: 3629 Products: Power Fuel Cells 3674

> > Immuni Salest 360M est.

inployees: 410

Key Management: H.W. Hall Operations Manager Curt Zimmer-Commers Manager Steve Swigert-VP Couracts & Counsel

> Key Contacts: Paul Joyce-Purch Roy Evasius Purch. Gary Baker-Purch.

Business Overview: Division agnificantly connerzed and a possible candudate for sale or liquidation. Lack of investment commitment by corporation has created a situation where their product is net technology compatitive with other U.S. suppliers.

Canadian Opportunity: To survive the company must look to involve technology capable partners or subsystem vendors. This may be a window of opportunity if investment is projected with sales potential.

Company: Kaman Corp.

Parent: Parent of Connecticut Based Companies

Address: Blue Hills Ave., P.O. Box 1

City: Bloomfield

State: CT Zip Code: 06002

Telephone: (203) 243-8311

Fax: (203) 243-6365

SIC: 3728 Products: 37812 3931

Annual Sales: 760M

Employees: 3,600

Key Management: Charles H. Kaman-CEO(founder Harvey L. Levenson-Press. Kaman Corp. Walter K. Kozlow-Pres. Kaman Aerospace

Key Contacts: John Eager-Dir. of Purch.-Kaman Aerospace James W. Agonis-VP-Kaman Diversified Tech. John Harris-Purch.-Raymond Engr (203)632-1000

Business Overview: Kaman manufactures helicopters (primarily for U.S. military) and aircraft components and subcontracts to fixed wing aircraft producers including Boeing. Kaman operates a successful bearing distribution operation and factory management/research and development business.

Major effort being made to sell new "air truck" helicopter that is a "back to basics" commercial hauling and construction helicopter. Kaman also owns Raymond Engineering located in Middletown, CT which produces electro-mechanical devices (est. sales \$40 M).

Canadian Opportunity	: With age of SH-2 military helicopter, company will look to
de	evelop upgrade systems (many of which involve electronic
systems). W	ith the amount of downsizing during the past several years,
	pompany has limited electronics systems development/manufacturing pabilities. Also teaming possible in the factory automation area
for	

Kaman to grow this business.

Company: Kanan-Corp.

Parent: Farent of Connection Faced Companies

Address: Blue Hills Ave., P.O. Box 1

Citye Bioomfold

Status CT Zip Code: 9600

Telephane: (203), 243-8311

37812

MONT Soular Incomerch

dauployeest 3,600

ment: Charles H. Kaman-CEO(tounder Harvey I. Levenset: Fress. Kaman Corp. Walter K. Koziow-Fres, Kaman Acrospace

Key Cashadan John Lager-Dir. of Purch.-Kaman Aerospac James W. Agonic-VP-Kaman Diversified Tech. John Harris-Purch,-Raymond Engr (203)632 1000

Business Overview: Kaman manufactures helicopters (primarity for U.S. military) and aircraft components and subcontracts to fixed wing aircraft producers including Boeing. Kaman operates a successful bearing distribution operation and factory management/research and development business

Major effort being made to sell new "air truck" relicopter that is a "back to basics" commercial hauling and compression helicopter, Kaman also owns Raymond Engineering located in Middletown, CT which produces electro-mechanical devices (est. sales \$40 M).

> Canadian Opportunity: Wit develop u systems), With the

levelon upgrade systems (many of which involve electronic With the actount of downsizing during the past several years, company has limited electronics systems development manufacturing

Kanan to grow this business.

Company: Landis & Gyr Inc.

Parent: Landis & Gyr AG-Switzerland

Address: 596 North Mountain Road

City: Newington

State: CT **Zip Code: 61111**

Telephone: (203) 953-7520

Fax: (203) 953-1765

SIC: 3825 Products: Electric Meters, Management Computer Control Systems 3572

Annual Sales: 350M

Employees: 3,700

Key Management: James Bell-Pres.

Key Contacts: Russell Tanguay - Operations Mgr. (responsible for purchasing)

Business Overview:

Canadian Opportunity:

New Evoluted Commercial Electronic Companies

Company: Landis & Gyr Inc.

Parent: Landis & Gyr AG-Switzelland

Address: 5% North Meurisia Read

Cityr Newington Felephonet (203) 553-7520 Faxt (203) 953-1765 SIC: 3825 Froducts Electric Management Computer Courtol System

Amund Salest 350M. Employees: 3,700

a real range valuer terranedimenter fast

Key Contacts: Russell Tanguay - Operations Mgr. (responsible for parchasing)

Bushney Overheim

Company: O-Z/Gedney

Parent: General Signal Corp.-Stamford, CT

Address: Main St.

City: Terryville

State: CT Zip Code: 06786

Telephone: (203) 584-0571

Fax: (203) 584-9560

SIC: 3644

Products: Electrical Conduit Fittings and Controls

Annual Sales: Corp. figures Employees: 240 CT Mfg. 1,100 Corp. Wide

Key Management: Thom Bach-VP Operations

Key Contacts:

John Lenhart-Purch.

Business Overview: Company's only New England manufacturing is in Terryville, CT. They also manufacture in Georgia, Oklahoma and several other U.S. locations. Corporate office directs activities of all manufacturing and operations.

Canadian Opportunity: Company's business has increased over last several years and they are actively pursuing new business and new relationships. Component supply offers excellent potential!

Campany: O-Z/Gedney/

Parent: General Stanal Corp. Stamford, CT

Chyr Terryville, State: CT Zh Code: 06786 Felsphanes (203) 584-0571 Fred (203) 584-0560

SIC: 3644 Products: Electrical Conduct Fillings and Controls

Annual Salest Corp. figures Employeest 240 CT Mfg 1,100 Corp. Wide

ey Coolects John Lechard-Furch

Bashqers Gerreiser, Company's only New England manufacturing is in Terreville, CL. They also manufacture in Georgia, Oldshoma and several other U.S. focations. Corporate office directs activities of all manufacturing and operations.

Canadian Opportunity: Company's business has increased over last several years and they are actively pursuing new business and new relationships. Component supply offers excellent potential!

Company: Olin Corp.

Parent: Corporate Headquarters

Address: 120 Long Ridge Rd.

City: Stamford

State: CT Zip Code: 06904

Telephone: (203) 356-2000

Fax: (203) 356-3595

SIC: 3669 Products Specialty Chemicals,

Products: Simulation Systems, Rocket Engines for Defence, Brass

Annual Sales: 2.5B Wide

Employees: 500 Corp office 12,300 Corp

Key Management: Johnnie Jackson-VP Contracts/Counsel

Key Contacts: William Schmitt-VP Int'l (for corporate contact with division)

Business Overview: All defence divisions are outside New England. Corporate Office directs all businesses including chemicals, metals, electronics and other defence products. On August 4,1994 the company announced sale of its corporate office to GE capital. Move to be made by end of year to new facility in Stamford, CT area.

Canadian Opportunity: Contracts in Stamford should be contacted to explore corporate purchasing opportunities. Also, favorable interest in involvement with foreign supplier to expand international exposure. There is no purchasing from Stamford (corporate office).

Company: Olin Corp.

Pareur: Corponite Headonariors

Addresse 120 Long Ridge Rd.

City: Stanford State: CT Zig Code: 06904

Telephane: (203) 356-2000 Enx: (203) 356-3595

SIC: 3659 Products: Simulation Systems, Recket Engines for Detence, Specialty Chemicals, Bass

Annual Sales: 2.5B Employees: 500 Corp office 12,300 Corp.

Key Management: Johnnie Jackson-VP Contracts/Counsel

Key Connacts: William Schmid-VP Im'l (for corporate contact with division)

Biteviness Overview: All defence divisions are outside New England. Corporate Office directs all businesses including chemicals, metals, electronics and other defence products. On August 4 1994

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Cauadian Opportunity: Contracts in Stamford should be contacted to explore

purchasing opportunities. Also, favorable interest in involvement with foreign supplier to expand international exposure. There is no purchasing from Stamford (corporate office).

Company: Omega Engineering, Inc.

Parent:

Address: 1 Omega Dr.

City: Stamford

State: CT Zip Code: 06907

Telephone: (203) 359-1660

Fax: (203) 359-7770

SIC: 3823

Products: Measurement and Process Control Instruments

Annual Sales: 170M

Employees: 370

Key Management: Betty R. Hollander-Pres.

Key Contacts: Jodi Rich-Int'l Dept. Rick Frank-Purch. Mgr.

Business Overview: A company that started as a one person operation 20 years ago grew rapidly in the late 1980's. They have encountered some product cost and quality control problems in last years.

Canadian Opportunity: Company has made extensive reorganization and is now in a good position to seek new vendor relationships.

Communy: Oanga Empirecing, Inc.

sharne?

Andress: I Omega Dr.

City: Standord States CT Zip Code: 06907 Telephonae: (203) 359-1660 Fax: (203) 359-7776

ster 3323 Products: Measurement and Fraces Control Indiversities

Attainal Salest 170M

Employeest 370

Roy Management: Body P. Hostander-Pres.

Key Contactes forth Rich-Int'l Dept.

Sealiness Overwhew: A company that started as a one person operation 20 years ago greating as a cone person operation and specific the late 1980's. They have encountered some product cost and enality control problems in last

Cauadian Opportunity: Company has made estensive reorganization and is now in a good position to reak new vendor relationships.

Company: Perkin-Elmer Corp.

Parent:

Address: 761 Main St.

City: Norwalk

State: CT Zip Code: 06851

Telephone: (203) 762-1000

Fax: (203) 762-6000

SIC: 3825 Systems 3826 Products: Analytical Instrument Systems and Thermal Spray Coating

Annual Sales: 810M

Employees: 5,700

Key Management: Gaynor N. Kelly-Pres.

Key Contacts:

Richard J. De Angelo-Purch. Agent Corporate

Business Overview: The company has recently sold \$500,000 in water quality analysis equipment, \$250,000 worth of atomic absorption spectrometers and other equipment including gas chromatography to Mexico's regional water laboratories. They continue to be involved in space and defence programs.

Canadian Opportunity: Although company divested themselves (through sale) of a number of businesses in the mid to late 1980's they remain active in product development and new business growth. Good candidate for government contract partnering in space and specialty instrumentation.

Company: Perkin-Elmer Corp.

:Mens'i

Address: 761 Main St.

Caya Morwaik. State: CT Zip Godm 06851 Telepitomat (203) 762-1990 Fax: (203) 762-6000

Systems 3826

Annual Salast \$10M

Xey Management: Gayoor N. Kelly-Pres.

Key Contacts: Richard I. De Angelo-Porch. Agrant Corporate

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gas chromolography to Mexico's regional water laboratories. They continue to be involved in space and defence programs.

Canadian Or, ortentity: Although company diversed themselves (through tais) of a number of businessor in the mid to tats 1980's they must active in product development and new business

grower, coole explorate ter government contract permeting in space

Company: Philips Technologies

Parent: NV Philips-Netherlands

Address: 7 McKee Place

City: Cheshire

State: CT Zip Code: 06410

Telephone: (203) 271-6000

Fax: (203) 271-6100

SIC: 3621 3672 3625 Products: Small Motors, Actuator, Indicators, Timers and Sensors

Annual Sales: 220M

Employees: 750

Key Management: Jerry Gabbard-GM

Key Contacts:

Mike Ritucci-Purch. Mgr.

Business Overview: Company announced in early 1994 that it would phase out most of its small-motor operations. This has resulted in as many as 100 layoffs since late June 1994. Most of the manufacturing activity at the Cheshire facility is devoted to automotive electronics. This company was formerly Air Pax Corp.

Canadian Opportunity: Most of the small motor manufacturing was to support the defence industry. This motor business would be a viable business for

a manufacturer with a compatible product. These products also have commercial computer application.

Companys Phillips Technologies

Parente, NV Philips-Nethoriands

Address: 7 McKee Place

Cityr Cheshar Cityr Cheshar Felephone: (203), 271-6000 Fax: (203), 271-6000

MC: 3621 Preducts Schell Matters, Actualor, Inducators, Tanters and Sensors

Amuni Salen 220M

Employees 750

Rey Managements Jerry Gabbard-GM

sy Contacts: Mike Ritucci-Purch. Mg

Business Overview: Company announced in early 1994 that it would phase out most of its small-motor operations. This has resulted in as nuncy as 100 layoffs made lane 1904. Most of the cheshire facility is devoted to annufacturing activity at the Cheshire facility is devoted to annotic checkenses. This company was formerly Air Pax Corp.

Canadian Opportunity: Most of the small motor manufacturing was to support the distance industry. This motor business would be a viable business for

a manufacturer with a compatible product. These products also have commercial computer application.

Companys Paney Down, Inc. Parent: Corporation Office Address: One Elincont Da Chris Sambod Sabata (C. Zip Code: 06926 Des: (200) 351-5155 State Components Mailing Address: Components Mailing Machines, Commers and Imprinters 3712

Annual Sales: 3.3B

Employees: 26,800

hey Management: George Hawey-Pres.

Key Contacts:

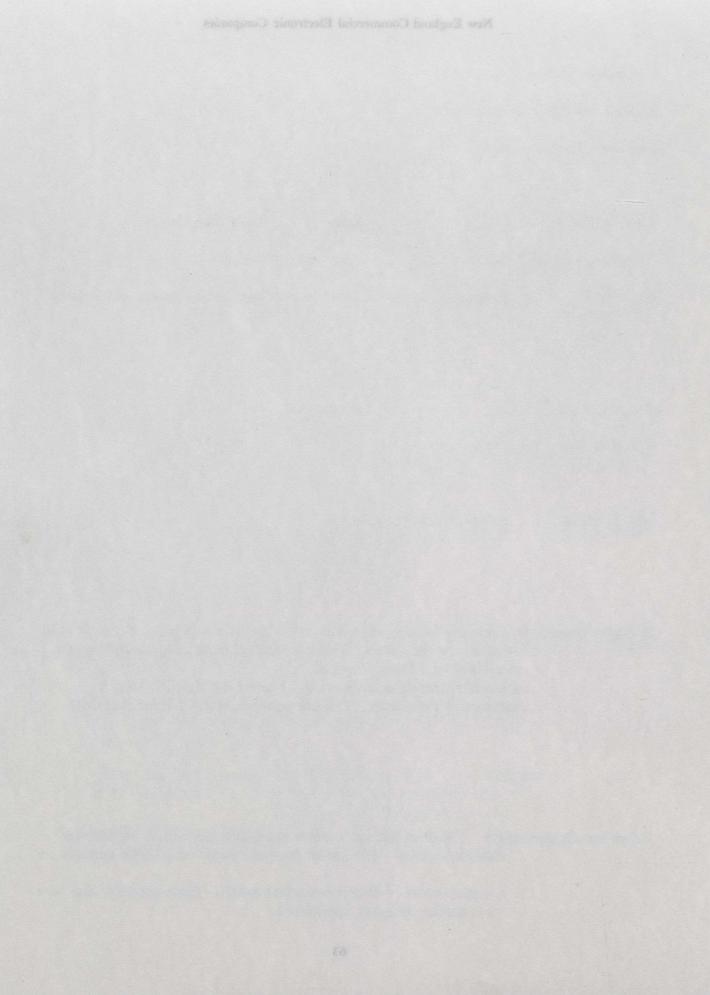
al Carbino-Dir, of Procurement

pushese tererviews. Company's major manufacturing facility is also in Stamford

Enclaphone Corp. (dictanny and assworing machine) is a subsidiary of Pitney Rowes. Distaphone has

Company has manufacturing primarily in Standard, but also in the UK

Canadian Opportunity: Contact whit the Stamters' purchasing recommended on excellent opportunity exists as vender comons being evaluated



Company: Pitney Bowes, Inc.

Parent: Corporate Office

Address: One Elmcroft Rd.

City: Stamford

State: CT Zip Code: 06926

Telephone: (203) 356-5000

Fax: (203) 351-6158

SIC: 3579 Equipment, Copy 3661 3672 Products: Printed Circuit Boards and other Components/Mailing Machines, Counters and Imprinters

Annual Sales: 3.3B

Employees: 26,800

Key Management: George Hawey-Pres.

Key Contacts:

Sal Carbino-Dir. of Procurement

Business Overview: Company's major manufacturing facility is also in Stamford. Dictaphone Corp. (dictating and answering machine) is a subsidiary of Pitney Bowes. Dictaphone has corporate offices in CT with all manufacturing done in Melbourne, FL. Company has manufacturing primarily in Stamford, but also in the UK and Canada.

Canadian Opportunity: Contact with the Stamford purchasing recommended as excellent opportunity exists as vendor options being evaluated.

Company: Piney Bowes, Inc.

Parente Corporate Office

Address: One Elmonth Rd.

B: Stanford State: CT Zip Code: 06926

Lelephoner (203) 356-5000 Fax: (203) 351-6158

SIC: 3579 Products: Frinted Circuit Boards and other Components/Malling Equipment, Copy 5601 Machines, Counters and Imprintors

and the second s

Key Manuferments Confect Hawey-Fres.

Lev Cambrist Sal Cabino-Dir. of Procurement

Business Overview: Company's major manufacturing facility is also in Stamford. Dictaphone Corp. (dictating and answering machine) is a subsidiary of

corporate offices in CT with all manufacturing done in Melbourne, FL Company has manufacturing primarily in Stautord, but also in the UK and Canada.

Canadian Opportunity: Contact with the Stamford purchasing recommended as excellent opportunity exists as vendor options being evaluated.

Company: Pratt & Whitney Aircraft Div.

Parent: United Technologies Corp.-Hartford, CT

Address: 400 Main St.

City: East Hartford State: CT Zip Code: 06108

Telephone: (203) 565-4321 Fax: (203) 565-3382

SIC: 3724 Products: Large Commercial Jet Engines, Military Aircraft Engines 3728

Annual Sales: Corp figures Employees: 36,000

Key Management: Karl J. Krapek-Pres. & CEO

Key Contacts: Vince Fulcetta - Purchasing Coordinator (their are eight different purchasing groups)

Business Overview: Pratt & Whitney is currently going through another major layoff to get the Pratt division below 30,000 employees by the end of 1994. The

layoffs in 1989-92 were much needed and in many regards eliminated

a

number of over employment pockets within the division. The jobs and positions eliminated in 1993-94 left a number of areas of expertise shallow and many administrative and production capabilities in poor condition. Southington plant to shut down March 31, 1995 and move to Middletown facility.

Canadian Opportunity: As Pratt considers future layoffs, certain manufacturing activities and plant operations are being evaluated. With a cost per hour of \$31.05 at their Connecticut facility Pratt in spite of sales tax and other incentives is looking to offload many in-house manufacturing/assembly operations. It is anticipated that Pratt will move most of its overhaul & repair operations out of the state and look to strengthen its subcontractors for gear boxes, sheet metal

rings

and seals, steel disks and spacers. Number of plant shutdowns and moves could present opportunity for Canadian interim assistance to

Company: Fran & Whitney Aircraft Div.

Parent: United Technologies Corp.-Manford, CT

Address: 400 Minte St.

Cuy: East learnford States CT Zip Code: 06108

Poluphone: (203) 365-4321 Pax: (203) 565-3382

SIC: 3724 Producta Latge Commercial let Engines, Milinary Aircraft Engines

Annual Sales, Corp figures Employees 3

New Management: Karl J. Kandelines & GEO

Key Contacist Vince Fulcena - Purchnsing Coordinator (their are eight different purchashey groups)

Business Overview: Frat & Whitney is currently going through another major layoff to

the Frau division below 30,000 employees by the end of 1994. The layoffs in 1989 92 were much needed and in many regards eliminated

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and scals, steel disks and spacers. Number of plant shutdowns and moves could present opportunity for Canadian interim assistance to

establish a relationship with Pratt.

City: Brookfield

Telephone: (203) 775-0411

Part man me area

RCs 3512 Regulations 3679

weather states and

Employees: 125

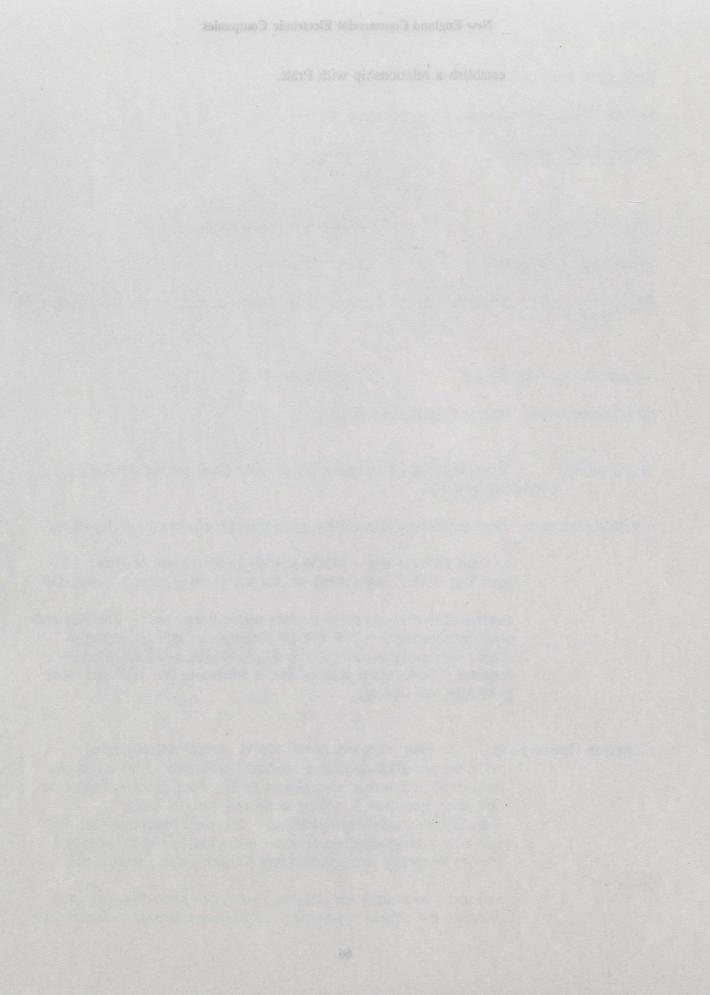
Kay Management: Riley Wilson-Pret.

Key Contactor

fike Dakes Parch

Distances Corporview: Company near bankruptcy in 1993, but survived due to niche, quality product: Sales through its satall sales force and agent difficult Limited capital has reduced product. development. Change of executive officers tool slace lass have

Canadian Opportunity: Good provided for verture perturday of manufacturing licensing. With fecent changes company is remained to any business relationships.



Company: Rapid Power Technologies, Inc.

Parent:

Address: 18 Graysbridge Rd., Box 291

City: Brookfield

State: CT Zip Code: 06804

Telephone: (203) 775-0411

Fax: (203) 775-0666

SIC: 3612 Regulators 3679 3677

Annual Sales: 40M

Employees: 125

Key Management: Riley Wilson-Pres.

Key Contacts:

Mike Dube- Purch.

Business Overview: Company near bankruptcy in 1993, but survived due to niche, quality product. Sales through its small sales force and agent difficult. Limited capital has reduced product development. Change of executive officers took place late June.

Canadian Opportunity: Good potential for venture partnering or manufacturing licensing. With recent changes company is receptive to new business relationships.

Company: Rapid Power Technologies, In-

Parenc:

Address: 18 Graysbridge Rd., Lost 201

Cap: Brookfield Status CT Zip Code: 06804

Telephone: •203) 775-6414 Fast: (203) 775-66

SIC: 3612 Fraducts: Direct Current Power Supplies, Transformers and Voltage Regulators

3677

Employees: 125

MOP tendes frances

Ray Managements Riley Wilson-Pres.

Key Cantacts: Miles Dube- Put

Basiness Overview: Company near bankruptcy in 1993, but survived due to niche, quality product. Sales through its snall sules force and agent difficult. Limited capital has reduced product

Canadian Opportunity: Good potential for venture partnaring or manufacturing licensing. With recent changes company is receptive to new business relationships.

Company: Rogers Corp.

Parent:

Address: One Technology Dr.

City: Rogers

State: CT Zip Code: 06263

Telephone: (203) 774-9605

Fax: (203) 774-5852

SIC: 3678 Products: Electronic Interconnection Products and Polymer Products 3082

Annual Sales: 170M Employees: 2,200

Key Management: Donald O'Leary-Asst. Controller (int'l)

Key Contacts:

Jerrold Abell-Corporate Purch.

Business Overview: Focus of company is on production of specialty polymer composite materials. Until 1992, the company had entered into a number of new businesses. It has divested a number of businesses including flexible interconnect business in Wellesley, MA and Mexican manufacturing facility. Awaiting new CEO to be named in end of August.

Canadian Opportunity: Several business units remain available for sale or venture arrangements including Latin American manufacturing. Due to depressed business, vendor potential not a high prospect. R&D projects are underfunded or on hold

Company: Rogers Corp.

Paronis

Address: One Technology Dr.

y: Rogera States CT Zip Code: 06263

Telephones (203) 774-9605 Fax: (203) 774-5852

SIC's 3678 Predects: Electronic Interconnection Products and Polymar Products

Agunai Sales: 170M

Employees: 2.200

Key Managements Donald O'Leasy-Asst. Centroller (ini'i)

Ley Connets: Jerroid Abell Corporate Purch

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Weliesley, MA and Mexican manufacturing facility. Awaiting new CBO to be named in end of August.

Canadian Opportunity: Several business units remain available for sale or venture arrangements including Lafin American manufacturing. Due to depressed business, vendor potential not a high prospect. K&D projects are underfunded or on hold

Company: Sikorsky Aircraft Div.

Parent: UTC-Hartford, CT

Address: 6900 Main St.

City: Stratford

State: CT Zip Code: 06601

Telephone: (203) 386-4000

Fax: (203) 386-4601

SIC: 3724 Products: 3728

Helicopters including s61-Black Hawk/Sea Hawk CH53 and development with Boeing of RAH-66 Comanche, Commercial Helicopter S-76

Annual Sales: 1.2B est.

Employees: 10,700

Key Management: Eugene Buckley-Pres. Roger Bougie-VP Contracts & Counsel

Key Contacts: Mark Evans-VP Purch. Bill Morgan -Small Business Liaison/Purch.

Business Overvie	w: Business through mid 1995 should hold steady, but U.S. govt.
	funding
	discussions continue and a shortfall could exist for the next generation
	helicopter, the Comanche. Production scheduled for 1295 aircraft.
	Recent glitch was sensed with congressional proposal July 15,1994 to
	have both Comanche and Apache handled by a contract team
	which could dilute Sikorsky sales. Blackhawk continues to find new
of	foreign markets most recently large volume purchase by government
01	
to	Turkey. Commercial S76 aircraft remains a question although it was
	be the Division's commercial hedge in the early 1980's

Canadian Opportunity: With anticipated production of limited S76's through 1995 subcontract, potential is limited. There may be a next generation replacement for the S76 reaching final design stage in 1996. This new helicopter will in all likelihood be some type of joint venture with potential for Canadian input. The Blackhawk/Seahawk helicopters seems to be budget secure and well received by Congress and DOD so the next round of multi-procurement contracts by

Company: Sikorsky Aircraft Div.

Faron: UTC-Harrond, CT

Address: 6900 Main St.

und . States CT Zip Codes

relevances (203) 305-4000 (203)

SIC: 3724 Products: 3723

Helicopters including s61-Black HawloSca Hawk CH53 and development with Bouing of StAH-66 Comanche, Commercial Helicopter S-76

Anneel Sales: 1.25 cst.

Employees: 10.700

sey Managements Bayene Bookley-Free. Roger Bougie-VP Contacts & Course

Concrete: Mark Evans-VP Purch. Bill Morean -Small Business Liaison/Purch.

Husiness Overview: Business through mid 1995 should hold steady, but U.S. gov

Burbury

discussions continue and a shortfall could exist for the next generation helicopter, the Comanche. Production scheduled for 1295 aircraft. Recent glitch was sensed with congressional proposal July 15,1994 to have both Comanche and Apache handled by a contract team which could dilute Silkorsky sales. Blackhawk continues to find new foundation markets most recently Jarge volume purchase by government

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Cauadian Opportunity: With annoin

subcontract, potential is limited. There may be a next generation replacement for the S76 reaching final design stage in 1996. This new helicopter will in all likelihood be some type of joint venture with potential for Canadian input. The BlacknawldSeattawk helicopters seems to be budget secure and well reactived by Congress and DOD so the next round of multi-procurement contracts by

Sikorsky is secure.

Address: 383 Middle St.

City: Bristol

Telephone: (203) 587-9561

Rues (902) 592,1493

SIC: 3613 Producto: Voltage Control Systems, Synchronous and Stepping Motors, Controls

Americal Salest 70M

Kimpleyees: 400

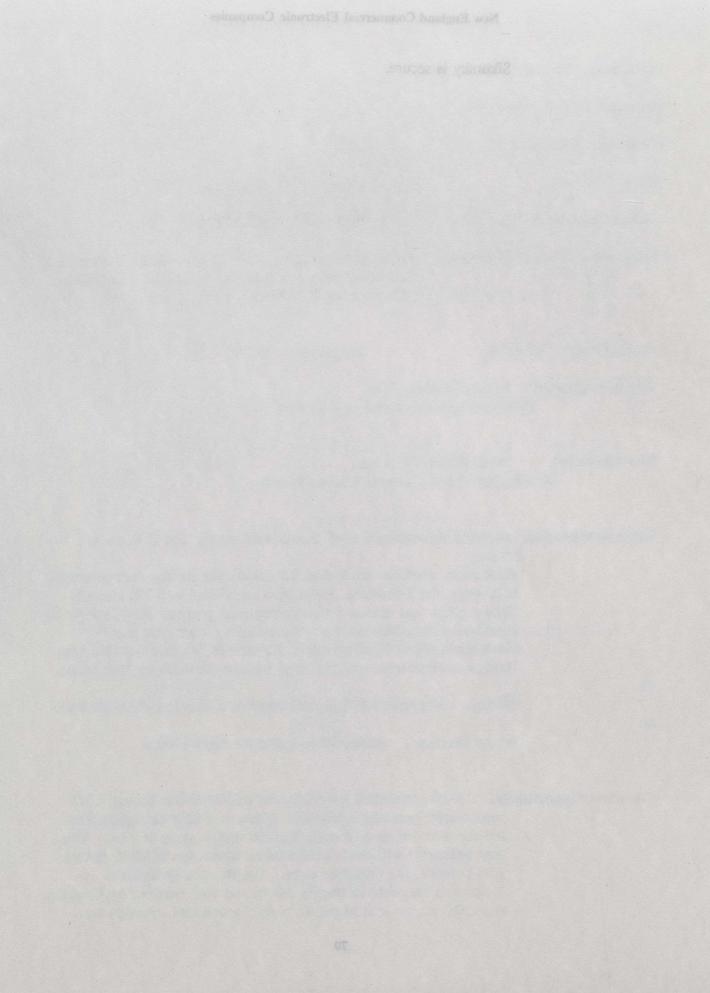
Rey Management: Whits J. Caarley Plant Mar

Rey Contacts:

d Justo - Sr. Burer

Superior correctly monotocharge dat was purchased by Dana Corp. in 1989. Superior correctly monotocharges direct drive metors(climinating genrs. and the chain trive) for heavy moving equipment. The company has been in Bristol since the lass 1930's and has a solid customer base.

Canadian Oppertunity: There are a number of holes in Superior's product officing that could be filled by Canadian product using Superior's strong U.S. customer contacts.



Company: Superior Electric

Parent: Dana Corp.-Toledo, OH

Address: 383 Middle St.

City: Bristol

State: CT Zip Code: 06010

Telephone: (203) 582-9561

Fax: (203) 584-1483

SIC: 3612 Motors, Controls 3625 Products: Voltage Control Systems, Synchronous and Stepping

Annual Sales: 70M

Employees: 400

Key Management: Willis J. Kanaley-Plant Mgr.

Key Contacts: Fred Jubb - Sr. Buyer

Business Overview: A private company that was purchased by Dana Corp. in 1989. Superior currently manufacturers direct drive motors(eliminating gears and the chain drive) for heavy moving equipment. The company has been in Bristol since the late 1930's and has a solid customer base.

Canadian Opportunity: There are a number of holes in Superior's product offering that could be filled by Canadian product using Superior's strong U.S. customer contacts.

Company: Superior Electric

Payent: Dana Corp.-Toledo, OH

Address: 383 Middle St.

City: Bristol States CT Zip Code: 06010

SIC: 3612 Preducts: Voltage Control Systems, Synchronous and Stepping Metazas, Controls

Annual Sales: 70M Europoyees: 40

Key Minnagement: Willis J. Kanalov-Plant Mgr.

Rey Contacts: Frod Jubb - Sr. Buy

basiness Overview: A private company that was purchased by Dana Corp. m 1989. Superior currently manufacturers direct drive motors(eliminating gears and the chain drive) for heavy moving equipment. The company has been in Bristol since the late

Canadian Opportunity: There are a sumber of holes in Superior's product offering that could be filled by Canadian product using Seperior's strong U.S. customer contacts.

Company: Tech Systems

Parent: Datron Inc.-Hoffman Estates, IL

Address: 401 Watertown Rd.

City: Thomaston

Zip Code: 06787 State: CT

Telephone: (203) 283-5801

Fax: (203) 283-5777

SIC: 3625 Products: Waveguides and Microwave Components, Motors, Generators and 3679 Controls 3621

Annual Sales: 58M

Employees: 240

Key Management: Robert Gavazzi-Pres.

Key Contacts: Bill Hynes-Purch. Dir.

Business Overview: Company has halved its size in last 18 months with sale of microwave business to NEC Corp. in Massachusetts. Their business is now exclusively motors and motor generators for nuclear, shipboard, mass transit and electric cars.

Canadian Opportunity: Size of company dictates a limited R&D or expansion capability. Offload or component improvement should be sold in a vendor approach effort. Company has excellent potential for project effort into expanded application of specialty motors.

Company: Tech Systems

Parents Datron Inc. Hoffman Fantos, H.

Address: 401 Watercown Rd.

Sily: Thomaslon State: CT Zip Code: 06787

Tehroboaci (203) 233-5801 Fax: (203) 283-5777

SRC: 3625 Products: Waveguides and Microwave Components, Motors, Components, Motors, Components, Motors,

manual Solest 58M

Employees: 240

Key Manuesmant Robert Gavazzi-Pres.

Key Contacts: Bill Hynes-Purch, Dir.

Rusaeess Overview: Company has haived its size in last 18 months with sale of microwave business to NEC Corp. in Maszachusens. Their business is now exclusively motors and motor genera-

Canadian Opportunity: Size of company dictates a limited [L&D or expansion capability. Officed or component improvement should be sold in a vendor approach effort. Company has excellent potential for project effort into expanded application of specialty motors.

Company: Textron Lycoming

Parent: Textron Inc.-Providence, RI

Address: 550 Main St.

City: Stratford

State: CT Zip Code: 06497

Telephone: (203) 385-2000

Fax: (203) 385-3352

SIC: 3724 3511 Products: Gas Turbine Engines for Aircraft, Marine & Tanks

Annual Sales: 775M

Employees: 3,600

Key Management: Michael Propen - VP Material

Key Contacts: Dave Tericciano- Dir. of Purch. Itzhak Ben-Dor-Mgr. Int'l Procurement

Business Overview: Manufacturer of engines for M1 tank which has been major program over last five years. Production has slowed down and requirements are less than initial orders. Program was to be ended in 1994, but has a temporary new life until

1996.

Canadian Opportunity: Like any defence downsizing impacted company, Lycoming has lost a number of production/development capabilities through layoff activities. Limited capabilities for electronics firms as company has a number of long-

term procurement commitments.

Company: Teatron Lycoming

Parent: Textron inc. Frovidence, RI

Addresse 550 Main St.

Olyre Strained State: CT Zip Code: 05497

Telephone: (203) 335-2000

SIG: 3724 Products: Gas Turbine Engines for Aircraft, Marine & Tanks

Annual Sales: 775M

Employees: 3,600

Ney Managements Muchael Propen - VP Material

Rey Contacts: Dave Tericciano- Dir, of Purch. Itshak Ben-Dor-Man. Int'l Procurement

Basiness Overview: Manufacturer of angunes for MI tank which has been imagor program over last five years. Production has slowed down and requirements are less than initial creters. Program was to be ended in 1994, but has a temporary new life until rook

Canadian Opportunity: Like say defence downsizing impacted company, Lycoming has lost a number of production/development capabilities through inyoff activities. Limited capabilities for electronics firms as company has a number of long-

Company: United Technologies Corp.

Parent: Corporate Headquarters

Address: United Technologies Building

City: Hartford	State: C	CT Zip Code: 06101		
Telephone: (203) 728-7(000 Fax: (20	203) 728-7881		
SIC: Pro and	Building Electronics,	aft Engines, Helicopters and Aerospace/Space & e Systems; Elevators/Escalators, Air-Conditioning g Electronics, Automotive Parts and Electronic		
Annual Sales: 20B	Systems Employed	ees: 184,000		
	ert F. Daniell-Chairman an David-Pres.	nd CEO		
Key Contacts: Geo	rge Sanford JrVP Purch.	1.		
has d publi Nord -core have t defen Hami	lecentralized all functions e c relations/communications en (radar systems) to West or undesired business inclu been divested. Focus is no ace/aerospace-Sikorsky (Hel	cut its corporate staff in Hartford and except top corp jobs, tax and some s functions to the divisions. Sale of stinghouse finalized in May. Other non uding UT Automotive (\$1.4B) also ow on key businesses: elicopters), Pratt & Whitney(engines), ems) and commercial Otis (elevators),		
Capital Equ pero	rdinated by the VP of Proc nipment is also directed thro ceived corporate benefit car	multidivision components equipment are curement at the corporate office. rough the corporate office where a an be realized. Companies failing to divisions should explore this contact		

UTC has had two excellent profit quarters in 1994 and is receptive to new ventures with an international connection. Other non-New England divisions: Pratt-Florida/Pratt-Canada; Chemical Systems-San Jose, CA; USBI-Huntsville, AL.

Company: United Technologies Corp.

Parent: Corporate Headquarters

Address: United Technologies Building

City Hartbard

States CT Eig Code: 05101

Productive Automit Edginges, Steleoupurs and Actuspace/Space &

Building Electronics. Automotive Parts and Electronic Systems

Ampenal Sudes: 208

Employeest 184,000

Rey Messagements Robert F. Danieli-Chaitman and CEO Gentre David Fras.

Key Contacts: George Samond Ir. - VP Fund.

Waswe The comparation communications can be comported with in Hartfoord and here escentralized all functions can exist top corp jobs, tax and some public relations/communications thuctions to the divisions. Sale of there is an endostred business including UT Automotive (SI 4B) also here been divested. From is now on key businesses: defence/accorpace-Silcorsky (Helicoptars), Fran & Whitey(engines), Hanilton Standard(cirorsh systems) and commercial Otic (elswators). Carrier(air conditioning).

Canadian Opportunity:

ty: Large procurement of multidivision components equipment are coordinated by the VP of Procurement at the components office.

Equipment is also directed through the corporate office where a senseived corporate benefit can be realized. Companies failing to nake access with the various divisions thould explore this contact. TC has had two excellent profit quarters in 1994 and is receptive to new ventures with an international connection. Other non-New England divisions: Pratt-Florida/Pratt-Canada; Chemical Systems-San lose, CA; USBI-Huntsville, AL.

Parent: Thomas & Bus Gap, Bridgewate, Ni Address: 2675 Rosto 25 Cay: Maines Telephone: (203) 262-6261 SIC: 3675 3629.

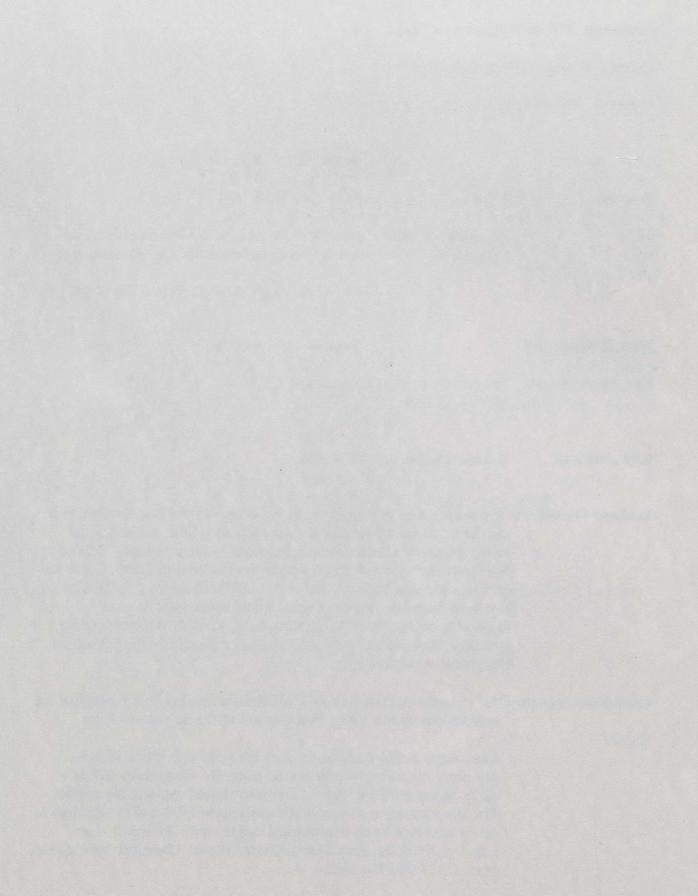
Key Management: Evereit D. Aradi Contracts VI

Key Contacts:

O. Hierne-Purch.

Business Overview:

Canadian Opportunity.



Company: Vitramon, Inc.

Parent: Thomas & Betts Corp.-Bridgewater, NJ

Address: 5675 Route 25

City: Monroe

State: CT Zip Code: 06468

Telephone: (203) 268-6261

Fax: (203) 261-4446

SIC: 3675 Products: Ceramic Chip Capacitors 3629

Annual Sales: 60M

Employees: 515

Key Management: Everett D. Arndt-Contracts VP

Key Contacts:

Tad O. Hjerpe-Purch.

Business Overview:

these Overviewr Sale and cranster to Westinghouse from UTC is complete with major changes expected over the next 18 months. Company recently threatened to anove from Connecticut unless major tax incentives were made.

Canadian Opportunity:

Norden. This is an excellent time to approach Westinghouse for purchasing/learning/offload options.

Company: Vitramon, inc.

Parent: Thomas & Botts Corp. Endgewaler, NJ

Address: 5675 Route 25

Chyr Monroe State: CT Zip Cade: 06468 Telephoae: (203) 268-6261 Fax: (203) 261-4446 SIC: 3675 Products: Ceromic Chie Canacitors

Amunal Social 60M Employees: 515

Les Management: Everet D. Amai-Connacts VP

Key Comparist Tad O. Histop-Purch,

Breihess Overview:

Summan files manufactor

Company: Westinghouse Norden Systems Inc.

Parent: Westinghouse Electric Co.-Phil., PA

Address: Norden Place

City: Norwalk

State: CT Zip Code: 06856

Telephone: (203) 852-5000

Fax: (203) 852-6363

SIC: 3812 Products: Radar, Electronic & Space Propulsion Systems, Militarized Computers 3764 3571

Annual Sales: 220M

Employees: 1350 in CT 1600 div. wide

Key Management: John Wohler-Pres.

Key Contacts:

Eugene Fox-Purch./Material

Business Overview: Sale and transfer to Westinghouse from UTC is complete with major changes expected over the next 18 months. Company recently threatened to move from Connecticut unless major tax incentives were made.

Canadian Opportunity: Westinghouse is exploring various options for what to do with Norden. This is an excellent time to approach Westinghouse for purchasing/teaming/offload options.

Company: Wastinghouse Norden Systems Inc.

Provents Westinghouse Electric Co. Phil., PA

Address: Norden Flace

Norwalk States CT 24p Codes 06856

Fatenhone: (203), 852-2000 Fax: (203) 552-6363

SIC: 3812 Products: Actan, Electronic & Suece Propulsion Systems.

17.05

innai Salese 220M Employeest 1350 th CL 1600 div. wide

Kay Manageneels ton wonney wat

Lev Cantastat Fanana Fox-Plack Manufal

Desiness Overview: Sale and unarder to Washinghouse from UTC is complete with major olitappes expected over the next 18 months. Company recently threalened to move from Connectent unless major an incontives were made.

Canadian Opportunity: Westinghouse is exploring various options for what to do with Norden. This is an excellent time to approach Westinghouse for purchasing/teaming/offload options.

Company: Winchester Electronics

Parent: Litton Industries Inc.-Beverly Hills, CA

Address: 400 Park Rd.

City: Watertown

State: CT Zip Code: 06795

Telephone: (203) 945-5000

Fax: (203) 945-5191

SIC: 3643 Products: Connectors & Electrical Contacts 3678

Annual Sales: 78M

Employees: 370

Key Management: George Mulligan-Materials Mgr.

Key Contacts:

Joseph Duffy-Purch. Mgr.

Business Overview: Operates as a contract company due to involvement in mostly telecommunications/ computer projects. Additional Litton division in CT is Litton-Veam Inc. (also in Watertown) that manufacturers specialized electrical connectors.

Canadian Opportunity: Limited potential, as company is a subcomponent producer and vendor supply is mostly raw materials.

Companys Windower Electronics

Parent: Linton Industries Soc.-Reventy Hills, CA

Address: 400 Pack Rd.

City: Wattawa State: CT Zip Code: 06795 Fatephane: (203) 965-5000 Fax: (203) 945-5191 SIC: 3643 Francists Connectors & Electrical Controls

Annual Sales: 76M Enqloyees: 370

Key Management: George Multigan-Materials Mgr.

key Contacts: Iosoph Duffy-Purch. b

Basiness Overview: Operates as a contract company due to involvement in mostly telecommunications/ comparer projects. Additional Litron division in CT is Labor-Veam Inc. (also in Waterrown) they monufactures specialized electrical connectors.

Cauadian Opportunity: Limited potential, as company is a subcomponent producer and wendor supply is mostly raw materials.

Company: Wiremold Co.

Parent:

Address: 60 Woodlawn St.

City: West Hartford

State: CT Zip Code: 06110

Telephone: (203) 233-6251

Fax: (203) 232-0596

SIC: 3644 Products: Wiring Devices and Wire Management Systems

Annual Sales: 90M

Employees: 430

Key Management: Frank Giannattisio-VP Operations

Key Contacts:

Frank Silvey - Purch. Mgr.

Business Overview: Company is actively pursuing foreign markets.

Canadian Opportunity: In search of low cost supplies or joint buying relationships to reduce costs.

New England Coornerstat Electronic Companies

Company: Wiremold Co.

Parent:

Additess: 60 Woodlawn St.

Silve West Martined States CF Zip Code: 06110

Telephone: (203) 233-6251 Fax: (203) 232-6250

SIC: 3644 Products Wiring Davices and Wire Management Systems Soc3

Amman Sales: 90M

Enquipyees: 430

Key Management: Frank Giannatticie-VP Operations

Key Contacts: Frank Silvey - Purel. Me

Rasiness Overviews Company is actively pushrings foreign markets.

Canadian Opportnalty: In search of how cost supplies or joint buying relationships to reduce costs.

Company: Xerox Corp.

Parent: Headquarters of Corporation

Address: 800 Long Hill Rd.

City: Stamford

State: CT Zip Code: 06904

Telephone: (203) 968-3000

Fax: (203) 968-3188

SIC: 3579 Business Products 3577 3861 Products: Electronic Printing Systems Primary Products Copiers, and Systems

Annual Sales: 7B

Employees: 86000worldwide

Key Management: Paul A. Allaire-Pres.

Key Contacts: Ronald B. Campbell Jr.,-VP Strategy William Howe-Exec. VP Mfg.

Business Overview: Company was one of the first major U.S. corporations to announce staff cuts as a strategy to increase profits. Since 1991, Xerox has been heading toward reducing staff by 12,500. Recently the corporation entered into a contract with EDS to run Xerox's computer and communications network. About 1,700 current Xerox workers will be

shifted to EDS. Company continues to streamline business and concentrate on copiers and related business machines.

Canadian Opportunity: Although significant amount of purchasing decisions (and Manufacturing) is done in Rochester, NY there are many corporate decisions that could be influenced through contractors with strategy or planning groups at corporate office. A number of products are undeveloped or at design stage at Xerox with no intention of production or marketing. There could be potential for low cost partnering with Canadian specialized machine manufacturer. New England Commercial Floringuin Commente

Company: Nerox Corp.

Parents Headquaters of Corparation

Address: 300 Long Bill Rd.

Nys Standord Standord Stand CT Zip Codes 06002

Felsphquet (293) 968-3060 Fest (203) 968-3188

SIC: 3379 Products: Electronic Printing Systems Frankry Frederics Copiers, Business Products

1986

Avouted Soles: 78

Employeest 86000worldwide

Key Management: Paul A. Allaire-Pres.

Key Contacts: Ronald B. Campbell Jr.,-VP Strategy William Howe-Exec. VP Mfg

estiness Overview: Company was one of the first major U.S. corporations to announce full cuts as a stating to manages profile. Since 1991, Xerox has been beading toward reducing staff, by 12,300, Recently the corporation outsud into a contrast web EDS to rus Xerox's computer and contrast into a contrast web EDS to rus Xerox's computer and contrast main a contrast web EDS to rus Xerox's computer and

sculed to EDS. Company consistence to structure business and concentrate on concerts and related business machines.

which Although significant amount of purchasing decisions (and Manufecturing) is done in Rochester, NY there are many corporate decisions that could be influenced through contractors with strategy or planeing groups at corporate office. A number of products are undeveloped or at design stage at Xerer with no intention of production or marketing. There could be potential for low cost partnering with Camedian specialized machine manufactmer.

City: Status

MAINE

SIC: 3678 Products: Printed Clicuit Connectors and Switche

Annual Sales: 12M Employees:

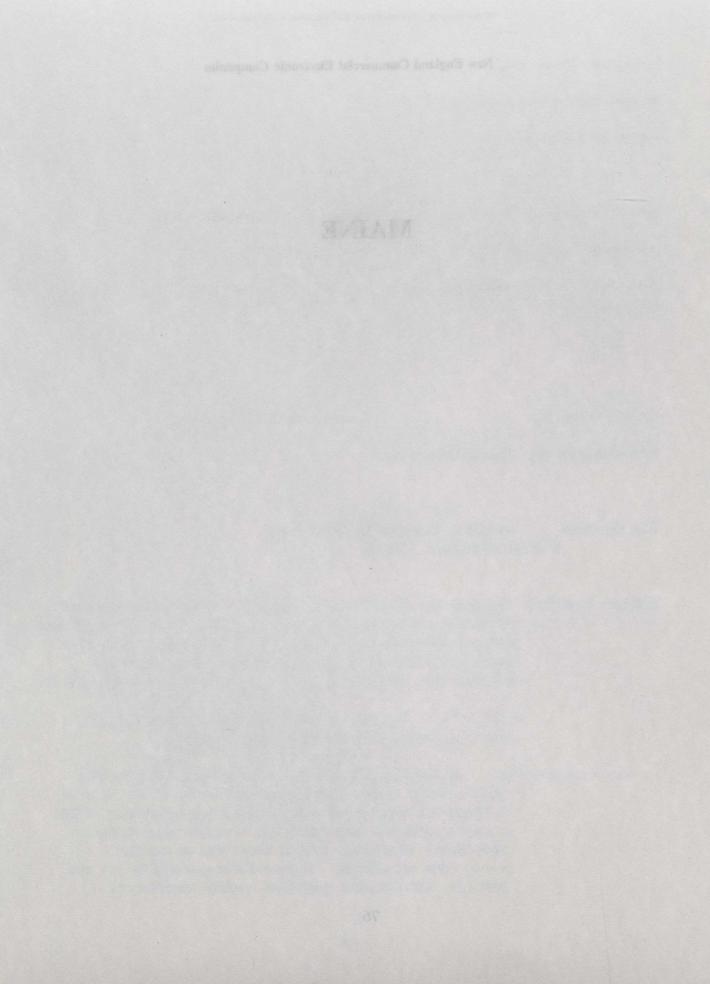
Key Management: Allan Aschott-Plant Mgr

Kiny Confactor

nna Perk-Purch.

Business Overview: (See Augat Massachusetts listing)

Canadian Opportunity: (See Augat Massachusetts listin



Company: Augat Inc./Interconnection Components Div.

Parent: Augat Inc.-Mansfield, MA

Address: Community Dr., Sanford Estates

City: Sanford

State: ME Zip Code: 04073

Telephone: (207) 324-9381

Fax: (207) 324-3461

Products: Printed Circuit Connectors and Switches, SIC: 3678 Interconnection Socket 3679 Lines

Annual Sales: 12M

Employees: 260

Key Management: Allan Aschoff-Plant Mgr.

Key Contacts: Donna Park-Purch.

Business Overview: (See Augat Massachusetts listing)

Canadian Opportunity: (See Augat Massachusetts listing)

New Regimed Commercial Electronic Companies

Computay: Augat Inc. Americannection Components Dir

Parent: Augot Inc.-Mansfield, MA

Address: Community Dr., Station Barates

City: Sanford States ME Zip Code: 04073

SIC: 3638 Products: Printed Circuit Connectors and Switches, Interconnection Seeket

Samual Selese 12M Employeest 260

Net Manageonene: Allas Aschoff-Plant Mar.

sey Contacts: Dama Park-Purch:

Basiness Overviews (See Augat Massionusens listing)

Canadian Opportunity: (See Augat Massachusens listing)

Company: Control Devices Inc.

Parent:

Address: 228 Standish Rd.

City: Standish

State: ME Zip Code: 04084

Telephone: (207) 642-4535

Fax: (207) 642-0199

SIC: 3613 Products: Thermo Protectors, Circuit Breakers, Telecommunications Products 3661

Annual Sales: 85M

Employees: 300

Key Management: Bruce D. Alkinson-GM

Key Contacts:

(position recently vacated, no replacement as of 8/15/94)

Business Overview: Effective August 1,1994 this facility was purchased by an investment group from GTE. With this sale GTE's commercial electronics presence in New England is eliminated with the exception of some CT investments.

Schenoctady, NY must be contacted out of heligor, test of with assistance of provincial and informing ful vendor gevernments as it is difficult to arrange meaning ful vendor contacts with company (if new supplier).

Canadian Opportunity: Once the sale settles in and a new purchasing agent is hired this operation should be receptive to new vendor relationship.

Vew England Consumption Electronic Companies

Company: Control Devices Inc.

Parents

Address: 228 Standish Rd.

Chyc Standish States ME Zip Code: 04086

SIC: 3613 Preducts: Thermo Protectors, Circuit Breakers, Pelecommunications Products

Astronal Sales: 85M

Employees: 300

Key Management: Bruce D. Alkinson-GM

(ay Coulacist (notition recently vacated, no replacement as of \$/15/94)

Dustacess Overview: Effective August 1,1994 this facility was purchased by an investment group from GTE. Will this sale GTE's commercial electronics preptuce in New England is climinated with the exception of some CT investments.

Connedian Opperenaity: Once the sale settles in and a new purchasing agent is hired this operation should be receptive to new vendor relationship.

Company: General Electric Co.

Parent: GE-Fairfield, CT

Address: 534 Griffin Rd.

 City: Bangor
 State: ME
 Zip Code:
 04401

 Telephone:
 (207)
 941-2500
 Fax:
 (207)
 941-2526

SIC: 3621 3443 3563 Products: Turbine Buckets, Rotors and Oil Tanks, Diaphragms

Annual Sales: 38M

Employees: 460

Key Management: Steve Graebert-Plant Mgr.

Key Contacts: (no purchasing done here, contact G.E. Schenectady, NY.)

Business Overview: Facility remains in operation despite fear it would close in early 1993. There is limited administrative activity at this facility.

Canadian Opportunity: Since no purchasing carried out in Bangor, GE in Schenectady, NY must be contacted. Contact should be done with assistance of provincial and federal governments as it is difficult to arrange meaningful vendor contacts with company (if new supplier).

Company: General Fleethic Co.

Tarran: GE Farfield, CT

Address: 534 Guiffin Rd.

City: Eargar State: ME Zip Code: 04401

SIC: 3621 Products: Torbme Buckets, Rotors and Oli Tanks, Diophragans 3448 3565

Andres Sales 38M

apployees: 460

Key Management: Steve Graeben-Plant Mgr.

ontactst (no purchasing done here, contact G.E. Scheneci

Business Overview: Facility remains in operation despite fear it would close in early 1993. There is limited administrative activity at this facility.

Canadaa Opperrunkoy: Since no purchasing curried out in Baagor, GE in Schenectedy, MY must be contected. Contact should be done with assistance of provincial and federal governments as it is difficult to arrange meaningful vendor contacts with company (if new supplier).

Company: National Semiconductor Corp.

Parent: National Semiconductor Corp.-Santa Clara, CA

Address: 333 Western Ave.

City: South Portland

State: ME Zip Code: 04106

Telephone: (207) 775-8100

Fax: (207) 775-8014

SIC: 3674 Products: Digital Semiconductors

Annual Sales: 425M

Employees: 1,500

Key Management: Kirk Pond-Pres.

Key Contacts:

George Madden-Purch. Agent

Business Overview:

Canadian Opportunity:

New England Counterraint Electronic Companies.

Company: National Semiconductor Corp. Parent: National Semiconductor Corp.-Santa Clara, CA Address: 333 Western: Avc.

City: South Portland Telephanne. (207) 773-8500 SEC: 3674 Products: Disput Semiconductors

ianan Salas: 423M Key Managemene: Kick Pone-Pres.

ey Contucts: George Madden-Purch Agoni

tustees Overviewe

Canadian Opportunity:

Company: Osram/Sylvania Inc.

Parent: Osram Sylvania-Danvers, MA

Address: 200 Sylvan Rd.

City: Bangor

State: ME Zip Code: 04401

Telephone: (207) 947-8386

Fax: (207) 942-8226

SIC: 3679 Products: Precision Weided Electronic Components, Lead Wires

Annual Sales: 12 M

Employees: 130

Key Management: John Anderson-Plant Mgr.

Key Contacts: Kathy Cyr-Purch. Norm Violette-Purch.

Business Overview: Operation has shrunk over last several years and survival is under consideration following the sale from GTE to Osram/Sylvania. This facility (weld plant) is attempting to find long term contracts to spread out production.

Canadian Opportunity: Limited sales or venture potential, but may see offload activity if business grows.

Company: OstartoSylvania Inc.

Purcuit Ostain Sylvania-Danvars, M.

Choi: Bangor Stance ME Zip Cade: 04301 Telephane: (207) 947-8386 Fax: (207) 942-8226 SIC: 3879 Products: Precision Weithed Electronic Components, Lea

Ananal Salest 12 M

mplayees: 130

Nonagement: John Anderson-Plant Mer.

Key Contacts: Kathy Cyr-Parch. Norm Violente-Parch.

Bushness Overview: Operation has shrank over last several years and survival is under consideration following the sale from GTE to OsranvSylverits. This facility (weld plant) is attempting to find long terms contracts to spread out production

Canadian Opportusaitys Limited siles of venuurs potential, but may see official activity if susienss grown.

Company: Osram/Sylvania, Inc.

Parent: Osram Sylvania Inc.-Danvers, MA

Address: Friendship Rd., P.O. Box N

City: Waldoboro

State: ME Zip Code: 04572

Telephone: (207) 832-5313

Fax: (207) 832-7800

SIC: 3677 Products: Current Carrying Wiring Devices, Tungsten Coils and Filaments

Annual Sales: N/A

Employees: 240

Key Management: David Brown-Plant Mgr.

Key Contacts:

William G. Little-Purch. Mgr.

Business Overview: Company purchased from GTE in 1993 with final transfer in early 1994. Osram/Sylvania is headquartered in Danvers, MA (508)777-1900 and manufactures quartz lamps and lights at that facility. Osram/Sylvania is owned by Osram GmbH-Germany. Another facility is in Hillsborough, NH.

Canadian Opportunity: Recent changes have not settled in as yet with operation and procurement opportunities for Canadian suppliers unknown.

Company: Ossam Syrvania, Inc.

Parent: Osmin Svivania Inc.-Danvers MA

Address: Friendship Rd., P.O. Nox N

City: Waklebore State: ME Zip Code: 04572

Telephoner (207) 932-3313. Enc. (207) 832-73:00

SIC: 3677 Products: Current Carrying Waing Devices, Tangatan Calls and Hiamonic

ANN Salast MAA

Employees: 240

Key Managamente David Brown-Plant Mgr.

Key Contacts; William G. Little-Purch, Mgt.

Strainess Overview: Company purchased from GTE in 1983 with finish transferr in early 1994. Ostran/Sylvania is boadquartened in Bonvers. MA (508)777-1900 and manufactures quartz lange and lights at mat facility. Ostran/Sylvania is owned by Ostran Galoff-Gartacty Another facility is to Hillsborough, Nii.

Canadian Opportunity: Recent changes have not settled in as yet with operation and procurement opportunities for Canadian suppliers unknown.

Company: Pratt & Whitney Manufacturing Co.

Parent: Div. Pratt & Whitney-UTC-Hartford, CT

Address: Wefle Rd.

City: North Berwick

State: ME Zip Code: 03906

Telephone: (207) 676-4100

Fax: (207) 676-4122

SIC: 3724 Products: Aircraft Engine Parts

Annual Sales: 170M

Employees: 900

Key Management: Robert E. Ponchak-Plant Mgr.

Key Contacts: Ted Harris - Purch. Mgr.

Business Overview:

Canadian Opportunity:

Company: Pratt & Whitney Manufacturing Co. Parent: Div. Pratt & Whitney-UTC-Hardord, CT Address: Woffe Ed.

Can: Northe Berwick State: MB Zap Code: 03900 Pelephone: (297) 676-4109 Fax: (207) 676-4122 SIC: 3724 Product: Alterali Bosine Party

Annual Sales: 170M

Raplovees: 900

Key Managoment: Robert E. Ponchak-Plant Figt.

Tey Contacts: Ted Harr

and and a second part

Insiness () vervient

Causdian Opportunity:

Company: Shape Inc.

Parent:

Address: Biddeford Industrial Park

City: Biddeford

State: ME Zip Code: 04005

Telephone: (207) 282-6155

Fax: (207) 283-9130

SIC: 3695 Products: Video and Audio Cassettes

Annual Sales: 200M

Employees: 880

Key Management: Michael Thomas - Pres.

Key Contacts: Diane Turgeon-Purch. Mgr.

Business Overview: Not an electronics manufacturer, but a basic component producer (injection molded cassettes for audio and video cassettes). Company is growing after a growth problem several years ago.

Canadian Opportunity: As a basic component producer, only vendor opportunity is in raw materials and specialized machines for production.

Companys Shape Inc.

Parents

Addresser Eksternet Industrial Park

City: Eddeford State: 14% Zip Code: 04008 Folephone: (207) 282-6153 Fax: (282)-283-9134

mul Salesr 200M Employees

Key Management: Michael Thomas - Pres.

Key Confucts: Diane Turgoon-Purch, Mar.

Sasiness Overview: Not an electronical manufactmert, but a basic component producer (injection molded casetings for audio and video caseting). Company is growing other a growin problem several years ago.

Canadian Opportunity: As a basic component producer, only vendor opportunity is in raw meterials and specialized machines for perduction.

Company: Vishay Sprague

Parent: Vishay Intertechnology, Inc.-Malvern, PA

Address: Lower Main St., Box 231

City: Sanford

State: ME Zip Code: 04073

Telephone: (207) 324-4140

Fax: (207) 324-7223

Products: Electronic Components, Tantalum Capacitors SIC: 3675 3679

Annual Sales: 100M

Employees: 1,100

Key Management: Hank Powell-GM

Key Contacts: Al Murelli-Purch.

Business Overview: A growth division with a multiple number of new application products introduced between 1993/94.

Canadian Opportunity: Recommend contact with Vishay purchasing to offer new source of material supply and development assistance.

Company: Vishav Someue

Furniti Visnay Enterrectinology, inc.-Malvert, PA

Address; Lower Main St., Box 231

City: Senford Tolephone: (207) 324-4140 Fax: (207) 324-7223

SIC: 3575 Products: Electronic Components, Tanklum Capacitors 3679

Annual Sales: 100hf

Employeest 1,100

Key Managements Hank Powell-GM

Rey Contacts: Al Murelli-Purcha

Business Overview: A growth division with a multiple number of new application products introduced between 1993/94

Canadian Opparization Recommend contact will Vishay purchasing to offer new source of material supply and development assistance.

Company: Watts Fluidair

Parent: Siebe Plc-Windsor, UK

Address: Cutts Rd.

City: Kittery

State: ME Zip Code: 03904

Telephone: (207) 439-9511

Fax: (207) 439-5632

SIC: 3569 Products: Filters, Lubricators and Regulators for Compressed Air Line 3613 Equipment

Annual Sales: 40M

Employees: 200

Key Management: Richard H. DeMarle-GM

Key Contacts: Jerry Jordan-Purch. Agent

Business Overview:

Canadian Opportunity:

New Engiand Companying Electronic Companies

Campanys Wats Fluidair

Parents Siebe Pis-Windson, UK

Addams: Cuits Ed.

Chy: Kiltery State: ME Zip Cente: 03904

Tetephone: (207) 4.9-9511 Fink: (207) 439-5632

SIC: 1569 Products: Pilars, Labricators and Regulators for Compressed Air Ling

Tapeulouiva

Annus Seless 40% Employees: 209

Key Connets: Jerry Jordan-Purch. Agent

Cauadian Opportunity:

MASSACHUSETTS

Ammind Selles: 50114

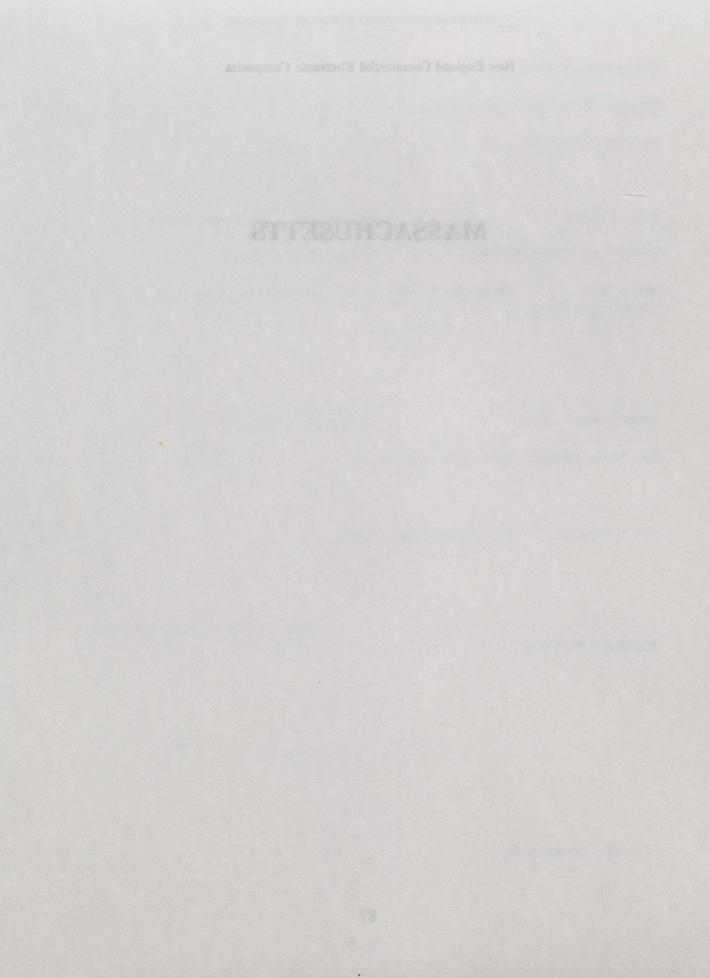
Key Maragement: Ron Rice-Dir. of Min

Key Conducts:

komie Lane-Purch.

Business Overview: Corporate office of Aerover, handles foreign supplier purchases. NOTE: Fax referenced above is for the corporate office.

Canadian Opportunity: Contact should be made with both component office and New Bedford, MA facility.



Company: Aerovox Inc.

Parent: Aerovox Inc.-North Dartmouth, MA

Address: 740 Belleville Ave.

City: New Bedford

State: MA Zip Code: 02745

Telephone: (508) 994-9661

Fax: (508) 995-3000

Products: Capacitors for Power Supplies SIC: 3629

Annual Sales: 80M

Employees: 680

Key Management: Ron Rice-Dir. of Mfg.

Key Contacts: Bernie Lane-Purch.

Business Overview: Corporate office of Aerovox handles foreign supplier purchases. NOTE: Fax referenced above is for the corporate office.

Canadian Opportunity: Contact should be made with both corporate office and New Bedford, MA facility.

Company: Aerovox Inc.

Parent: Acroves Inc.-North Darmouth, MA

City & New Redford States MA Kip Code: 02745 Telephonet (308) 994-9661 Part (508) 995-3600 SIC: 3629 Products Capacitors for Power Supplies

Amuel Salid: 80M

Employees: 620

Key Managements Ros Rice-Dir. of Mfg.

Key Contacts: Bernie Lane-Purch.

Business Overview: Corporate of accover handles foreign repplier parchases. NOTE: Fax relatenced above is for the corporate office.

Causidian Oppertunity: Contect should be made with both corporate office and New Bedford, MA facility.

Company: Aerovox, Inc.

Parent: Headquarters for Aerovox

Address: 370 Faunce Corner Rd.

City: North Dartmouth

State: MA Zip Code: 02747

Telephone: (508) 995-8000

Fax: (508) 995-3000

SIC: 3629 Products: AC Oil Capacitors for Air Conditioners, Motors and Lights

Annual Sales: 120M

Employees: 1,100

Key Management: Earl Sherman-Sr. VP

Key Contacts: Steve Santos-Dir. of Purch.

Business Overview: Company operates independent of parent control. Their pro-

Business Overview: Corporate office of Aerovox handles foreign supplier purchases.

Canadian Opportunity: Contact should be with both corporate office and New Bedford, MA facility.

Company: Acrovox, Inc.

Parent: Hendenseters for Acroyox

Andress: 370 Faunce Comer Ed.

City: North Dartscouth Strate: MA Zip Cude: 02747

SIC: 3629 Products: AC Oil Capacitors for Air Conditioners, Motors and

kunnent Saless 120Mf Ecaptoyeess 1,100

Sey Contucts: Steve Sentos Dir. of Purch.

Businers Overview: Corporate office of Aerovox handles foreign supplier purchases.

Cassadina Opportanily: Conact should be with both corporate office and New Bedfird, MA facility.

Company: Allegro Microsystems, Inc.

Parent: Sankon Electric, Ltd.-Japan

Address: 363 Plantation St.

City: Worcester

State: MA Zip Code: 01605

Telephone: (508) 853-5000

Fax: (508) 856-7434

SIC: 3674

Products: Semiconductors and Integrated Circuits

Annual Sales: 215M

Employees: 2,000

Key Management: Dennis Fitzgerald-VP Operations

Key Contacts:

Ed Lenard - Purch. Mgr.

Business Overview: Company operates independent of parent control. Their production of semiconductors is both specialized and general purpose product. Allegro continues to find new product applications for its integrated circuits.

Canadian Opportunity: Company is looking to increase its foreign supply and would be attracted to a Canadian alliance for sales or alternate end application uses.

Company: Allegro Microsystems, Inc. Parent: Senion Electric, Luk-Japan Address: 363 Electrica St

City: Worcester State: MA Zap Coder 01602 Telephone: (508)-852-5000 Fax: (508)-855-7434 SEC 3674 Coducts: Semicondustors and Incertand Circuits

Americal States: 215M

Employees: 2,600

Key Managements Donals Fitzgerald-VP Operations

ey Contactan Ed Lonard -

Lanard - Purch, Mgr.

Burdasse Orserview: Company operates independent of percent control. Their production of senticonductors is both specialized and general purpose product. Alleggo continues to find new predict applications for its integrated elevatist.

Canadian Opportunity: Company is looking to increase its foreign supply and would be attracted to a Canadian alliance for sales or alternate end application uses.

Company: Alpha Industries Inc.

Parent:

Address: 20 Sylvan Rd.

City: Woburn

State: MA Zip Code: 01801

Telephone: (617) 935-5150

Fax: (617) 935-2359

SIC: 3663 for Defence 3674 3679 Products: Microwave, Semiconductors, Electronic Components Systems

Annual Sales: 60M

Employees: 600

Key Management: Robert Goldwasser-VP of R&D

Key Contacts:

Paul Therrien-Purch.

Business Overview: Defence system work continues to be profit portion of business. Company has pursued commercial application product development and is starting to see costing potential for sales.

Canadian Opportunity: Good opportunity as there are a number of underdeveloped programs with funding shortfalls. May be a key to accessing the specialized defence semiconductor products market.

New England Constanticial Electronic Companies.

Companyei Alpha Industrias Inc.

Parionts

Address: 20 Sylvan Rd.

City: Wobara. States MA Zip Coder 01801

Telephane: (517) 935-5150 Fax: (617) 935-2359

SIC: 3063 Products Mictowave, Semiconductors, Electronic Components for Defence

3679 .

Enneloyeess (K

Key Managements Robert (Management 4 al

Sey Contacts: Paul Thernen-Purch

Bushaess Overview: Defence system work continues to be profit portion of business. Company has prused commercial application product development and is starting to see costing parential for sales.

Canadian Opportuniay: Good opportunity as thate are a number of underdeveloped programs with funding shortfalls. May be a key to accessing the specialized defence semiconductor products market.

Company: Altron, Inc.

Parent:

Address: One Jewel Dr.

City: Wilmington

State: MA Zip Code: 01887

Printed Circuit Boards, Multilayer Boards, Back and

Telephone: (508) 658-5800

Fax: (508) 657-9340

SIC: 3679 Wire Wrap 3672

Panels

Products:

Annual Sales: 65M

Employees: 700

Key Management: Samuel Altschuler-Pres.

Key Contacts: Matthew Palance-Purch. Agent Lillian Davis-Purch. Mgr.

Business Overview: Company has expanded business into a number of specialized product and end application areas. They have recently obtained several large mulit-year contracts.

Canadian Opportunity: They may be receptive to offload of certain assembly activities to avoid excess capacity in years ahead.

Company: Altron, Inc.

13DISTRAT

Address: One lewel Dr.

Cuy: Wilmington States 51A Zip Code: 0188

Telephone: (508) 558-5300 Fax: (908) 557-9340

SIC: 3679 Products: Protect Cucont Brands, Multidayet Boards, Reck and Wire Wrap

Ammal Sales: 6.M.

Employees: 700.

Key Managements Samuel Allachuler-Free.

Key Contacts: Mattice Pairco-Purch. Agent Lillian Davis-Purch Mer.

Bushuess Overview: Company has expanded basiness into a number of specialized product and end application areas. They have recently obtained several large multi-year contracts.

Cauadian Opportunity: They may be receptive to offload of certain assembly activities to avoid excess capacity in years alread.

Company: Ametek Aerospace Products Inc.

Parent: Ametek, NYC

Address: 50 Fordham Rd.

City: Wilmington	State: MA Zip Code: 01887
Telephone: (508) 988-4945	Fax: (508) 988-4944
SIC: 3728 Products: Cockpit	Mfr. Aircraft & Turbine Engine Products relating to
	Displays, Engine Sensors, Signal Conditioning & Monitoring Systems & Flight Systems Reference

Annual Sales: 130M

Employees: 740

Key Management: Robert W. Harris-VP/GM Ronald J. Casagrande-Mgr. Business Develop.

Key Contacts: Craig Maedel-Purch. Mgr.

Business Overview:

Canadian Opportunity:

Companya Americk Aerospace Products Inc

Parent: Americk, 19YC

Address: 50 Fordham Rd.

City: Wilmington

State: MA Zig Code: 01887

Telephane: (508) 928-4945 Pace (208) 928-4

SIC: 3728 Products Mfr. Arcraft & Turbine Engine Products relating to Coolspit 3812 Outplays, Engine Sensors, Signal Conditioning & Monitoring

Armoni Salas 130M

Key Manageoneath Robert W. Harris-VE/GM. Romald J. Caragerande-Mgr. Business Bevelop.

Key Contacts: Casig Macdel Frank.

Bushneys Overview

Company: Analog Devices, Inc.

Parent:

Address: One Technology Way, Box 9106

City: Norwood

State: MA Zip Code: 02062

Telephone: (617) 329-4700

Fax: (617) 326-8703

SIC: 3674 Products: Mixed Signal Processing, Integrated Circuits

Annual Sales:

Employees: 4700(corp)

Key Management: Jerald Fishman

Key Contacts:

Robert George-Purch. /Operations

Business Overview: Company is in a major management reshuffle with the sale of IAD division taking place in early fall.

Canadian Opportunity: Not a good time for contacting Analog because there is no purchasing dept. It will fall out from shake up. It would, however be beneficial to contact Analog at the end of the fall when they have a purchasing staff.

Company: Assion Devaces, Inc.

1.5000rans

Address: One Technology Way, Box 9196

SIC: 3574 Products: Mixed Stynal Processing, Improved Crousts

issue hadan

ter Management: Jereid Fishman

key Coatseis: Robert George-Parch, Diperations

Business Overview: Company is in a major management rashuffle with the sale of IAD division taking place in early fail.

Canadian Opportunity: Not a good time for contacting Analog because there is no purchasing dept. It will fall out from shake up. It would , however be beneficial to contact Analog at the end of the fall when they have a purchasing staff.

Company: Analogic Corp.

Parent:

Address: 8 Centennial Dr.

City: Peabody

State: MA Zip Code: 01960

Telephone: (508) 977-3000

Fax: (508) 531-7386

SIC: 3841 Products: Signal Conversion Products
3823

Annual Sales: 175M

Employees: 1,100

Key Management: John Tarello-Sr. VP Admin.

Key Contacts: Tony DelMoral-Dir. of Material Sourcing

Business Overview: Analogic is made up of five separate companies in Wisconsin, California(Altraanalog), Denmark, Quebec(ISIS) and a small facility in Wakefield, Massachusetts. Headquarters are in Peabody in addition to a significant amount of the manufacturing.

Canadian Opportunity: Company offers Componentsent supply potential through direct contact with the Director of Sourcing in Peabody.

Company: Analogic Corp.

Parcents

Additess: 3 Centennial Dr.

City: Feabody State: MA Zip Code: 01960 Telepineae: (508), 977-3099 Fax: (568) 531-7386

Annual Sales: 175M

amplayeest 1,100.

animba qv n2-orienti Inho I arehover. VP Admin.

any Luminess for Delkional-Dir. of Material Sourcing

Susants (revertient Analogic is made up of five separate companies in Wisconsin, California(Altranalog), Denmark, Quence(ISIS) and a small facility fa Wakefield, Massachusetts. Headquarters are in Peabody in addition to a significant amount of the manufacturing.

Canadian Opportunity: Company offers Componentsent supply potential through direct constant with the Director of Sourcing in Peabody.

Company: Ark-Les Corp.

Parent:

Address: 51 Water St.

City: Watertown

State: MA Zip Code: 02172

Telephone: (617) 924-2330

Fax: (617) 924-5460

SIC: 3643 Products: Electric Switches and Interconnect Devices, Terminals 3613

Annual Sales: 45M

Employees: 150 in Stoughton 660 corp wide

Key Management: Thomas F. Prince-VP Operations

Key Contacts:

Joseph Paraboschi-VP Mfg.

Business Overview: This is the corporate office. Purchasing is at Stoughton, MA although corporate office is involved in large buys. Purchasing function decentralized with each department controlling their own procurement requirements.

Canadian Opportunity: With growth of the Raleigh, NC and Mexican operations, it is important to contact the Raleigh facility purchasing dept.

New England Commercial Presidentic Companies

Company: Art-Les Com.

PATTER

Address: 51 Water St.

City: Watonown States MA Zip Gode: 02172

HC: 3643 Products: Electric Switches and Intermanest Devices, Terminals 3613

d-Sains: 43Mb Earphayces: 150 in Stanghina. 660 c

Key Managements Thomas F. Prince-VP Operations

lay Contacts: Joseph Paraboschi

Cusiceess Overview: This is the corporate office. Purchasing is at Stoughton, MA although corporate office is involved in large buys. Purchasing function decentralized with each department controlling their own procenteness requirements.

Canadian Opportunity: With growth of the Raleigh, NC and Mexicon operations, it is important to contact the Raleigh facility purchasing dept.

Company: Arrow Automotive Industries Inc.

Parent:

Address: 3 Speen St.

City: Framingham

State: MA Zip Code: 01701

Telephone: (508) 872-3711

Fax: (508) 872-2045

SIC: 3694 Products: Automotive Electrical Equipment, Water Pumps and Clutches

Annual Sales: 125M

Employees: 1,100

the optime Resident Succession Die of A Table alles has required in

Key Management: Jim Ocment-Pres.

Key Contacts: Bill Ledbetter-Material Mgr.

Business Overview: Company has no manufacturing in New England.

Canadian Opportunity: All purchasing in Spartansburg, SC. Contact with headquarters only for project or long term program relationship.

Company: Arrow Automotive Industries inc

States and

Address: 3 Speen St.

City: Frammigham States MA Zip Code: 01701

Telephone: (508) \$72-3711 Fax: (508) 872-8045

SIC: 3694 Products: Automotive Electrical Equipment, Water Pumps and Clarches

Annual Saber: 135M Frankleyes: 1,103

fer Confortst 1860 Lediratier-Malarial Migt

Encluser Overview: Company has no manufacturing in New England.

Canadian Opportunity: All purchasing in Spanansburg, SC. Contact with leadquarters only for project or long term program relationship.

.

Company: AT&T, Inc./Merrimack Valley Works

Parent: American Telephone & Telegraph-NYC

Address: 1600 Osgood St.

City: North Andover

State: MA Zip Code: 01845

Telephone: (508) 960-2000

Fax: (508) 960-1132

SIC: 3661 Products: Telecommunications Transmission Equipment and Components

Annual Sales: N/A

Employees: 6,000

Key Management: John F. McKinnon-VP Mfg.

Key Contacts:

Jim Mills-Purch. Mgr.

Business Overview: Division manufacturers transmission equipment primarily for connect and fiber optics. Federal Systems Div of AT&T also has operation in Andover.

Canadian Opportunity: Changes in purchasing management expected during the next few months.

Company: AT&T, inc./Merrimack Vallay Works Parent: American Telephone & Telegraph-MYC

Hy: North Andover States MA Zh Cade: 01845

Felephone: (508) 960-2000 Fac: (500) 960-1132

SIC: 3661 Products: Telecommunications Transmission Selfpment and Components

Annual Sales: N/A

invitoyees: 6,000

Nev Managements Iona P. McKanen-VP Mfg.

Key Compets: Jan Mills Purch, Mars.

Busiussa Overviève Erivision manufacturers transmission equipment permarily for connect and fiber optics. Federal Systems Div of AT&T also has operation in Audewer,

Canadian Opportunity: Changes in purchasing management expected during the next few months.

Company: Augat, Inc.

Parent:

Address: 89 Forbes Blvd.

City: Mansfield

State: MA Zip Code: 02048

Telephone: (508) 543-4300

Fax: (508) 339-5747

SIC: 3625 Communication 3663 3678 Products: Electronic Controls, Switches, Terminals, Connectors

Annual Sales: 420M

Employees: 3,900

Key Management: William R. Fenoglio-Pres.

Key Contacts: Dorothy O'Brien-Purch . Mgr.-(Mashpee, MA)

Business Overview: Company also has operation in Mashpee, MA(230 employees) that manufacturers electronic interconnect Components and Sanford, ME (207)324-9381 that produces printed circuit connectors and switches. President of company assumed position on September 6, 1994. He was previously president of the Barnes Group in Bristol, CT

Canadian Opportunity: Due to changing customer base, both actual customers and sales volume, there has been a rapid turnover of vendors. There may be a good opportunity in the fall to revisit the vendor/supplier and outsourcing requirements of Augat. It is also an opportune time as the new president is expected to implement a number of changes.

Company: Augal, Inc.

13 server 1

Address: 39 Forder Blvd.

City: Mansfield

Telephone: (508) 543-4340 Fax: (.505) 539-5747

SIC: 3625 Products: Electronic Controls Switches, ferminals, Communication

367/8

Automat Sales 420M

UUR, E. Hanayolquad

Lev Managements William R. Fanoglio-Pres.

Rey Connects: Doneiry O'Briten-Forch Man.-(Mashpee, MA)

Business Orceviews Company also has operation in Mashpee, MA1230 employees) that manufacement electronic interportect Components and Sanford, ME (2071)24-9381 that produces printed circuit connectors and switches, President of company assumed position on September 6, 1994. He was previously president of the listness Group in Bristol. CT

Canadian Opportunity

sales volume, there has been a tapid turnover of vendors. There may be a good opportunity in the fall to revisit the vendor/supplier and outsourcing requirements of Augat. It is also an opportune time as the new president is expected to implement a number of changes

Company: Bolt-Beranek & Newman Inc.

Parent:

Address: 150 Cambridge Park Dr.

City: Cambridge

State: MA Zip Code: 02138

Telephone: (617) 873-3700

Fax: (617) 873-3405

SIC: 3661 Products: Computer Networking Products 3663

Annual Sales: 320M

Employees: 2,500

Key Management: Stephen R. Levy-Pres.

Key Contacts: Linda Thomas - Purch. Admin. (contact for identifying appropriate buyer)

Business Overview: Company also operates additional facility in Cambridge, MA (BBN Communications) that produces wide area network systems.

Canadian Opportunity: The next few years are expected to be a growth time for the company. Large contracts to foreign and domestic customers are under consideration. Recommend contacting Bolt-Beranak as soon as possible in 1994 for future supplier requirements.

Company: Bolt-Bergneit & Newman Inc.

12019735.9

Address: 150 Cambridge Fact Di

Chips Cambridge State: MA Zip Code: 02138

MG: 3661 Products. Computer Serviorking Products 3663

Annual Sales: 320M Employees: 2,360

Key Managements . Stophon R. Levy-Press

Key Controust Landa Thomas - Purcht Admin. feethert for idealifying appropriate buyer)

Business Overviewe Company also operates additional multip in Cambridge, MA (BBN Communications) first produces were new more network, weather,

Canadian Miporounity: The post is a years are expected to be a growth dime for the contrary large contrary to foreign and domestic resumption tradese indiceration. Accommend cantering MotePerenter at soon as possible in 1994 for attain supplier incurrences.

Company: Bose Corp.

Parent:

Address: The Mountain Rd.

City: Framingham

State: MA Zip Code: 01701

Telephone: (508) 879-7330

Fax: (508) 872-6541

SIC: 3651 Products: High Fidelity Sound Systems & Amplifiers
3556

Annual Sales: 620M

Employees: 1,200

Key Management: Sherwin Greenblatt-Pres.

Key Contacts:

Lance Dixon - Dir. Purch.

Business Overview: Most business growth is in consumer products. The company during the last ten years has aggressively pursued its commercial products business, including aviation headsets and communications equipment.

Canadian Opportunity: Their commercial products are underdeveloped in marketing. Opportunities exist for tie in with Canadian audio/communications manufacturers.

Company: Base Corp.

intenti

Address: Tee Mountain Ed.

City: Framingham State: MA Zip Code: 91701

Theory of (SDC) 2584 recordency communities

such mark Productst High Fidelity Sound Systems & Amplificate

Annual Sales: 620M

ow Managements Showin Growshaw, Deer

Kay Contactor Lance Direct - Dire Purch

Business Overview: Most business growth is in consumer proceeds. The coopsney during the fast ten years has hegerscively pursued its commercial products business; in holing availant headsets and communications equipment.

Canacian Opportualive Their commercial prodocts are underdeveloped in marketing. Cipitorineited excist for the in with Canadian audio/communications manufacturers.

Company: Bull H N, Worldwide Information Systems

Parent: Group Bell-Paris, France

Address: 300 Concord Rd.

City: Billerica

State: MA Zip Code: 01821

Telephone: (508) 294-6000

Fax: (508) 294-4851

SIC: 3672 Products: Small and Medium Computer Systems and Printed Circuit Boards

Annual Sales: 630M

Employees: 1,500

Key Management: Ronald D. Pampel-Pres.

Key Contacts:

Bob DeFusco-Purch. Mgr.

Business Overview: U.S. manufacturing has all but been eliminated. All hardware is produced in France through parent. Bull U.S. is a software producer. Employment in U.S. is 10% of 1987 level. Brighton, MA facility does purchase some production hardware and equipment.

Canadian Opportunity: Billerica facility buys accessory items to support Bull Systems. Connectors and other special application Components are among a number of items that Bull is now sourcing out of MA facility for U.S. customer support.

Company: Ball H N, Worldwide Information Systems

Parenti Group Bell-Paris, France

Address: 300 Concord Rd.

4

Luy: Ellerica State: MA Zip Code: 01821

Telephone: (308) 294-6030 Fax: (308) 294-4851

SIC: 3672 Products: Smail and Medium Computer Systems and Printed Circulit Roards

Annual Salest 630M

006.1 issayolqua

Key Stauagements Ronald D. Pampel-Pres.

Key Contacts: Rob DeFusco Purch, Mar.

Inciness Overview: U.S. manufacturing bas all but been circumated. All bardware is produced in France damagin parant. Ball U.S. is a zoffware producer. Employment in U.S. is 16% of 1987 level. Erighton, MA facility dats purchase some production hardware and conjuncent.

Canadian Opparrantity: Biltorica facility bays accessory mans to support Buil Systems. Connectors and other special application Components are among a number of nome that Buill is now sourcing out of MA facility for U.S. sumenest support.

Company: C & K Components, Inc.

Parent:

Address: 15 Riverdale Ave.

City: Newton

State: MA Zip Code: 02158

Telephone: (617) 964-6400

Fax: (617) 527-3180

SIC: 3613 Products: Miniature Switches

Annual Sales: 15M

Employees: 550

Key Management: James Walsh-Pres.

Key Contacts: Gerald Indignaro-Purch.

Business Overview:

Canadian Opportunity:

rinniky: Based on provide and knowledges of pittalls of other high prowth companies (DEC in the 1976's, Wang is the 1980's). Company is looking for presenting with volum added suppliers. Canadian create beard and processor Companyants companies should excluse.

Company: C & K Components, Inc.

thoras 9

Address: 15 Riverdate Ave.

City: Newton Telephone: (617) 964-6400 Fax: (677) 327-3180

Annual Sales: 15M Employees: 550

Key Contacts: Gerald Indignaro-Purch.

Business Overview:

Crustian Opportunity:

Company: Chipcom Corp.

Parent:

Address: 118 Turnpike Rd.

City: Southboro

State: MA Zip Code: 01772

Telephone: (508) 460-8900

Fax: (508) 490-5726

SIC: 3575

Products: Computer Terminals and Peripheral Equipment

Annual Sales: 260M

Employees: 560

Key Management: Rob Heid-CEO

Key Contacts:

Joan Clare-Purch.

Business Overview: One of Fortunes 100 fastest growing companies in the U.S.. Company has created a number of specialized and creative application systems.

Canadian Opportunity: Based on growth and knowledge of pitfalls of other high growth companies (DEC in the 1970's. Wang in the 1980's). Company is looking for partnering with value added suppliers. Canadian circuit board and memory Componentsent companies should explore.

Company: Chipcom Com.

l'areni.

Address: 118 Turquize Bd.

City: Southbaro State: MA Zip Code: 01772

Telephones (508) 400-8900 Taxt (508) 490-5726

SIC: 3575 Productor Computer Terrain is and Periphonal Equipment

Aussaat Salas: 260M Easystoyees: 560

Key Management: Rob Beld-CEO

Key Centactic from Clarchevel.

Eusiness Overview: One of Porturnes 100 fastest growing companies in the U.S... Company has created a number of specialized and oreative application systems.

Canadian Opperturbity: Based on growth and throwledge of pittal's as arran high growth compromes (DEC in the 1976's Wang to the 1980's). Company to looking for paratering with value added sugary to components of an array of the second sugary of the second sugary of the second sugary of the second second sugary of the second second second second second.

Company: Cole-Hersee Co.

Parent:

Address: 20 Old Colony Ave.

City: South Boston

State: MA Zip Code: 02127

Telephone: (617) 268-2100

Fax: (617) 268-9490

SIC: 3643 Products: Vehicle Electrical Equipment, Switches, Connectors and 3679

Annual Sales: 70M

Employees: 490

Key Management: Robert L. Mayer-Pres.

Key Contacts:

Francis Tighe-Purch.

Business Overview: After a decade of declining sales and reduced profits growth in auto sales by domestic manufacturers has enlivened Cole-Hersee's business.

Canadian Opportunity: Limited potential for marketing or vendor supply relationship, but next year could offer new contract opportunities.

Campany: Cole-Hersee Co.

:mean:

Address: 20 Old Cology Ave.

City: South Bouton State: MA Zip Code: 0212:

renghame: (017) 268-2106 Fax: (617) 268-9490

SIGT 3643 Products: Venicie Electrical Equipment, Switches, Connectors and Plags

Annual Sules: 70M

Employees: 490

key Managemeat: Robert L. Mayer-Pres

Key Contacts: Francis Tigho-Purch

Business Overview: After a decade of declining sales and reduced profits growth in auto sales by demostic manufacturers has enlivened Cole-Hersen's business

Canadian Opportunity: Limited potential for maritering of vendor supply relationship, but next year could offer new contract opportunities.

Company: Data General Corp.

Parent:

Address: 4400 Computer Dr.

City: Westborough

State: MA Zip Code: 01581

Telephone: (508) 366-8911

Fax: (508) 898-5412

SIC: 3571 Products: Minicomputers

Annual Sales: 670M

Employees: 5,800

Key Management: Ronald L. Skates-CEO/Pres.

Key Contacts:

Al Regina-Purch. Mgr.

Business Overview: An outgrowth of DEC in the early 1970's, Data General never has had its own niche market or class of customer. Downsizing like DEC and every other computer manufacturer. DG is eliminating a number of internal manufacturers operations.

Canadian Opportunity: As company establishes right size, consideration will be given to value added relationships. This may be the right time to propose a supplier plus vendor/ customer association.

Loungauy: Data General Corp.

Parents

Address: 4400 Computer Dr.

City: Westhamough States MA Zip Code: 01581

SIC: 3371 Products: Maintownantery

Ampinyanes works Sales 5,800

Loy Contarist Al Regine-Purch, Mer.

Buchaess Overview: An outgrowth of DEC is the carry 1970/2. Data Seneral never hose had its overruche market or obsect of outgomer. Downsizing the DHC and every offers computer memoracterse. DG is eliminating a memore of internal resolution to computer memoracters.

Canadian Oppertually: As company establishes right size, consideration will be given to value added relationships. This may be the right time to propose a supplier plus vention. customer association

Company: Datel Inc.

Parent:

Address: 11 Cabot Blvd.

City: Mansfield

State: MA Zip Code: 02048

Telephone: (508) 339-3000 **Fax:** (508) 339-6356

SIC: 3571 Products: Data Acquisition Components and Subsystems 3577 3551

Annual Sales: 120M Employees: 300

Key Management: Nicholas G. Tagaris-Pres. Due to major staff changes taking shoe Sentember Childher

Key Contacts: Leif Jacobson-VP Mktg. & Sales James Caverly-Purch.

a fully showed continued losses. The DEC with his has not found a Business Overview: Not an SIC 3600-3800 commercial electronics or systems manufacturer but, a purchaser of electronic Components for their data acquisition systems.

It is delicipated that DHC will sell off divisions outside its Canadian Opportunity: At one time company was thought to be a growth system producer, but has now settled into subsystem/Componentsent manufacturing. They do however present good opportunity for connector supply. that a wish list of value added OFF technology operations he

Company: Datel Inc.

SHEWS!

Address: 11 Cabor Blyd.

Carp: Monshold States MA Zity Code: 02044

(augunomer (508) 339-3600 Fast (508) 359-6356

SIL: 3371 Froducts: Data Acquisition Compositions and Subsystems

sozolemii socie inana

Key Managenerst: Nicholas G. Fagaris Pres.

Key Contactat Loif Incobson-VP Migg. & Sales James Caverly-Purch.

Business Overview: Not an SIC 3600-3800 companying electronics or systems manufactures but, a parchaser of electronic Components for their data acquisting systems.

Canadana Oppertuanty: At one time company was frought to be a growth system producer, but has now settled into subsystem/Componentsent manufacturing. They do however present good opportunity for connector supply.

Company: Digital Equipment Corp.

Parent: Corporate Office/Headquarters

Address: 146 Main St.

City: Maynard

State: MA Zip Code: 01754

Telephone: (508) 493-5111

Fax: (508) 493-4173

SIC: 3674 Network Products: (

: Computers, Components, Peripheral Equipment,

Computer Systems

Annual Sales:

Employees: 90,000

Key Management: Robert E. Palmer-Pres. Graham Long-VP Sales

Key Contacts: Due to major staff changes taking place September-October recommend contact to fax number above for appropriate purchasing contact.

Business Overview: The company still tries to find its way in the computer industry. With the departure of its founder Ken Olsen almost two years ago, DEC continues to make major changes to its organization including massive layoffs and early retirement buyouts. The most recent quarter report in July showed continued losses. The DEC PDP line has not found a replacement and other attempts to compete in the minicomputer market have not been encouraging. On July 14,1994 DEC announced plans to reduce its factory and office space 10 M sq. feet.

Canadian Opportunity: It is anticipated that DEC will sell off divisions outside its core business and possibly some of its core business in 1995 if losses do not diminish. One business that is sure to go is the disk storage business. This business, plus a number of Componentsent manufacturing operations, have high growth potential. Would advise that a wish list of value added DEC technology operations be reviewed and explored for Canadian investment/purchase.

Company: Dignal Equipment Carp.

Farent: Corporate Office/Haadquariers

Address: 146 Millo St.

Capt Maynand Shuth MA Shuth MA 259 Code: 01734

Telephones (508) 493 5111 Fax: (508) 493-4173

SIG: 3674 Predices: Congruters: Components, Peripheral Sympatement, Network

Computer Systems

Autres Sales:

Consideration 90,000

Key Management: Robert E. Cohner-Pres. Graham Long-VP Sales

Key Contacts: Dho to major staff changes taking place September-October recommend contact to das auniber above for appropriate purchasing contact

ess Overviewe Tile company suit tries to fine its way in the company industry. With the exactance of its founder Kee Gizen almost two years ago, DHC continues to make major changes to its organization meluding measure involts and early restrement buyoots. The most necest quarter topon is help showed continued tosses. The DHEC FOP line has not found a replacement and other attempts to compete in the minicomputer market have not been encouraging. On tary 14,1994 DHC antounces plans to reduce its factory and office agance H0 M ag. feet.

Canadian Opportunity: It is anticipated that DHC will tall all divisions omside its error between and possibly source of its our business in 1995 if losses do not dimutch. One business that is size to go is the disk storage basiness. This residence, this a nomber of Componentent manufacturing operations, have high growth potential. Would advise that a west tist of value added DHC methodogy operations be reviewed and explored for Consider investment/purchase.

Company: Dynamics Research Corp.

Parent:

Address: 60 Concord St.

City: Wilmington

State: MA Zip Code: 01887

Telephone: (508) 658-6100

Fax: (508) 658-0522

SIC: 3663 Products: Digital Position Sensors and Encoders 3812

Annual Sales: 110M

Employees: 1,000

Key Management: Albert Rand-Pres.

Key Contacts:

Bob Felsberg- Purch.

Business Overview:

Canadian Opportunity:

New Expland Commercial Electronic Communic

Company: Dynamics Research Con

Parents

Address: 60 Concord St.

Case Williamston Telephoner (508) 658-6100 Case 2003 Cas

Annual Sules: 110M

Key Contacts: Boo Felsberg- Parch.

Business Overview:

L

Company: Dynatech Corp.

Parent:

Address: 3 New England Executive Park

City: Burlington

State: MA Zip Code: 01803

Telephone: (617) 272-6100

Fax: (617) 272-2304

SIC: 3651 Medical 3841 3663 3651 3821 Products: Data, Video, Communications Test, Auto Diagnostic, Equipment

Annual Sales: 410M

Employees: 3,200

Key Management: John F. Reno-Pres.

Key Contacts: Robert Hertz - VP Contracts/Purch.

Business Overview: The only remaining Massachusetts manufacturing facility is Uxex Corp. (Chelmsford) which will be moving to New Hampshire in September. Whistler Corp. in Westford, MA was sold 18 months ago.

Canadian Opportunity: Company has 25 facilities (production) throughout the world. Several sales offices in Canada with hope of expanding presence in Canada.

Company: Dynatech Corp.

A BELSTER I

Address) 3 New England Executive Park

Edge Bachington States MA Zin Code: 01803

Traiophnaises (617) 272-6100 Fax: (617) 272-2301

 SIC: 3651 Freeducts: Data, Video, Communications Test, Auto Diagnostic, Medical
 3841 Equipment
 3663
 3651

Annual Sales: 410M

Key Mamagemean: John F. Reno-Pres.

Key Contacts: Robert Forts - VP Contracts/Purch.

Bushaess Overwhew: The only remaining Massachusetts manufacturing facility is Uxex Corp. (Chelinsford) which will be moving to New Hampshire in September. Whistler Corp. in Westford, MA was sold 18 months ago.

Canadian Opportunity: Company has 25 facilities (production) throughout the world. Several sales offices in Canada with hope of expanding presence in Canada.

Company: EG&G Inc.

Parent: Corporate Headquarters

Address: 45 William St.

City: Wellesley

State: MA Zip Code: 02181

Telephone: (617) 237-5100

Fax: (617) 431-4115

SIC: 3812 Equipment 3826 33821 3679

Annual Sales: 2.4B

Employees: 30,500

Key Management: John M. Kucharski-Pres.

Key Contacts:

Alyn Rovin-Dir. of Worldwide Procurement

Business Overview: EG&G has manufacturing operations in several other states including Pennsylvania and California and overseas, but most of their manufacturing is through various facilities in MA with the exception of oil seal operations in RI. Recent sale of EG&G Wakefield operation to private company. This division manufactured very limited defence related/end use Componentsent.

Canadian Opportunity: Opportunity for codevelopment of biomedical and laboratory systems under bid process.

Company: E G & G Isc.

Parent: Corporate Headquarters

Address 45 William St.

City: Wellesley State: MA Zhe Cone: 02181

Telephone: (617) 237-5100 Fax: (617) 431-4115

SIC: 3812 Products: Military Electronics Biomerical and Enteratory Equipment

Annual Sales: 2,43

Employees: 36.560

Key Managements John M. Kucharski-Pres.

Key Contacts: Aiya Rovin-Dir. of Worldwide Procurates

Studienza Overview: EO200 has menufactoring operators in several other states including Pennsylvanic and Califordia and overseas, but start of their manufacturing is through variates

sale of EGE: Watesfield operation to private company. This division manufectured very limital defence related and use Componentsent.

Canadian Opportunity: Opportunity for codevelopment of biomedical and taboratory evaluations and raboratory

Company: E G & G, Inc./Electrooptics & Components

Parent: E G & G-Wellesley, MA

Address: 35 Congress St.

City: Salem

State: MA Zip Code: 01970

Telephone: (508) 745-3200

Fax: (508) 745-0894

SIC: 3679 Components 3827 Products: Electrooptic Systems, Light Sources and Electronic

Annual Sales: 40M

Employees: 440

Key Management: Paul Beach-GM

Key Contacts:

William McKenny-Purch.

Business Overview: Division produces navigation positioning application hardware for both military and commercial ships. In addition to Salem division which is detailed, EG&G has the following MA electronics products divisions that employ between 50-100 people: Environmental Equipment Div.-Burlington, MA-Oceanographic & Industrial Equipment and Woburn Cathode Ray Tube Div.-Woburn, MA-Special Purpose cathode ray tubes.

Canadian Opportunity: Vendor opportunities should be explored end of year for opening of contract requirements in mid 1995. Environmental Equipment Division - Burlington (contact John Darcy - Purchasing (617) 270-9100).

Company: B G & G. Inc./Electroophes & Compenent

Parents E G & G-Wellesley, MA

Address 37 Conness St.

CH1: Salem State: MA Zip Code: 01970

relegitioner (308) 743-3200 Fax: (508) 745-3894

SIC: 3679. Products: Electropile Systems, Light Courses and Electronic Companying

1005 reside fancas

Euployees: 440

Key Mintagements Paul Beach-GM

Key Contactes

William McKeing-Princh.

 Austratas Overview: Brokace produces nevogation pratizening application bardware for book military and commercial ships. In addition to Salest division which is dotated, EG&G has the following MA electronics products of scores that employ bate can \$0-100 peoplet
 Revitement of a employ for fundation. MA-Oceanographic fa ladarated if (sign)

Propose callede ray fulles.

Canadian Opportantly: Vents opening of or

Figure 1995 - Parates of contract requirements in and 1995. Environments eponing of countract requirements in and 1995. Environments Figurent Division - Bunington (contact John Dausy - Parchasme (c 17) 220-91000.

Company: Eaton Semiconductor Equipment Division

Parent: Eaton Corp.-Cleveland, OH

Address: 108 Cherry Hill Dr.

City: Beverly

State: MA Zip Code: 01915

Telephone: (508) 921-0750

Fax: (508) 927-3652

SIC: 3674

Products: Semiconductor Equipment

Annual Sales: 130M

Employees: 620

Key Management: Peter Younger-GM

Key Contacts:

Maria Phillips-Materials Mgr.

Business Overview: Company is a manufacturer of large systems.

Canadian Opportunity: This division of Eaton has concentrated on U.S. market. Opportunity for accessory equipment producers to team with Eaton as they expand markets including foreign. New materials manager expected in October.

Company: Exion Semiconductor Equipment Division Parent: Exion Corp. Cleveland, OH Address: 108 Cherry Hill Dr.

City: Beverly Relephones (508) 921-0750 Fax: (508) 927-3652 SIC: 3674 Products: Semeconductor Fouriement

ey Contacts: Maria Paulips-Maurials Mar.

instants Derrytewy Campany is a comutacemer of large systematic

Canadian Opportunity: This conston of Eason has concentrated on U.S. market. Opportunity for accessory equipment producers to teact with Eason as they expand markets inclusing foreign. Mere markets markets assessed in October

Company: Foxboro Co., The

Parent: Siege-UK

Address: 38 Neponset Ave.

City: Foxboro

State: MA Zip Code: 02035

Telephone: (508) 543-8750

Fax: (508) 549-4380

SIC: 3823 Products: Industrial Control Indicating and Recording Instruments and

Systems

Annual Sales: 420M

Employees: 4,300

Key Management: Stanley Shaffran-Pres.

Key Contacts: Peter Lovelace - Material/Purchasing

Business Overview: Company continues to concentrate on foreign markets as major growth area. Recently entered into a joint venture with Chino Corp.-Japan.

Canadian Opportunity: Foxboro is open to joint ventures as a method of growing foreign developed markets. Potential exists for marketing/sales, value added participation.

Consuling Opportunity: Bapected that Navy will continue to purchase F-18 alreadt. Currently 34% of the work on the F-18, P-404 engine is done at the Lynn facility. It is expected that upgrader and improvement development will become active from 1995 on. Also supplier contracts will be revisited in early 1995 for multi-year requirements.

Company: Foxboro Co., The

Parent: Sizze-UK

Address: 38 Mappinset Ave.

Cavit Foxborn States MA Zip Code: 02085

Telephane: (508) 543-8750 Fax: (508) 540-4380

SIC: 3323 Productic Industrias Control Indicating and Recording Instruments

Annual Salest #2004

Key Managonanti: Sanley Shaifma-Pres.

Key Constants: Peter Lovelace - Material/Parchasing

Binámese Overview: Company continues to concentrate on foreign markets as major growth area. Recently entered into a joint venture with Chino Corp.-Iapza.

Canadisa Opparamity: Fosboro is open to joint ventures as a method of growing foreign developed markets. Foreefal exists for marketing/sales, value added parasipation.

Company: G E Aircraft Engines

Parent: GE-Fairfield, CT

Address: 100 Western Ave.

City: Lynn

State: MA Zip Code: 01910

Telephone: (617) 594-0100

Fax: (617) 594-2243

SIC: 3724 Products: Jet Engines

Annual Sales: 1.6B

Employees: 4,100

Key Management: B.H. Rowe-Sr. VP

Key Contacts: Dan Sandrone-Purch. Liaison Evandale, OH is headquarters for G.E. Purchasing related to aircraft engines.

Business Overview: The aircraft engine division is headquartered in Cincinnati, Ohio. In the latter part of 1992, GE (this facility) was able to win a \$754 M contract to develop a jet engine for a new Navy fighter. This was the largest contract the Lynn plant had

ever received, but did not increase employment. Current programs of GE include the F404 engine for the

F-18 aircraft and the F414 new development engine for the Navy. GE, Cincinnati has reduced its work force from 17,000 to 8,000. Lynn produces small class engines

(up to 18,000 hp.) Cincinnati produces engines 20,000 - 80,000 and Durham facility produces intermediate engines.

Canadian Opportunity: Expected that Navy will continue to purchase F-18 aircraft. Currently 84% of the work on the F-18, F-404 engine is done at the Lynn facility. It is expected that upgrades and improvement development will become active from 1995 on. Also supplier contracts will be revisited in early 1995 for

multi-year requirements.

New England Commercial Rischemic Uwnpanies

Company: 6 E Aircraft Engines

Parent: OE-Fairfield, CT

Address: 100 Western Ave.

Elity: Lynu States MA Zip Ordes 01910

and and find must

Sitt 5124 Products let Engines

Amual Sales: 1.68

Key Management: B.H. Rowe-Sy. VP.

Key Contactar Dan Sandrone-Parch, Lizizon Evandale, Oil is headquarters for G.E. Functursing related to starrait engines.

the latter part of 1992, GE (this facility) was also to win a 5734 M contrast or develop a jet engine for a

ever received, but did and the hugest contract the Lycan plant had ever received, but did and therease employment. Current programs of GE include the F404 engine for the

Cincernate and the rest law work force from 17,606 to 8,6037. 1 yran products and class ongines

top to 18,000 bp.). Chronnati produces engines 20,000 - 80,000 and Durham facility produces intermediate engines.

Canadian Opportunity:

Currentity 24% of the work on the F-18, F-204 angine is done at the Lynn facility. It is expected that

applicades and improvement development will become active from 1995 e.g. Also supplier contracts will be revisited in early 1995 for multi-year requirements.

Company: G T E Government Systems Corp.

Parent: GTE Corp.-Stamford, CT

Address: 77 A St.

City: Needham Heights

State: MA Zip Code: 02194

Telephone: (617) 449-2000

Fax: (617) 446-3294

SIC: System

Radio

Products: Command, Control, Communication and Intelligence Needham-(Military Satellite Terminals and Antennas, UHF

for the Shuttle

Annual Sales: 1B

Employees: 2600(Needham)

Key Management: Francis A. Gicca-Pres. Gail King-Contracts/Counsel

Key Contacts:

Purchasing at Taunton (No Purchasing at this Facility)

Business Overview: In December, 1993 the division received a \$6.8M contract from the U.S. Air Force for a ground communications systems prototype, designed to improve the Air Force's voice and data links with the Army and Navy. Production contract to be issued around 1996. This system is based on a commercial program that will be completed end 1994.

Canadian Opportunity: (see GTE Taunton)

Company: OTE Government Systems Core

Parenti GTE Coqt. Stanford, CT

Address: 77 A SU:

State: MA Zip Code: 02194

Telephones (617):449-2400 Fax: (617):446-3394

SEC: Products: Command, Control. Communication and Intelligence Socion-Neediano-(Military Saclific Terratuals and Antennats, URF

the the Shaale

Assaud Sales: IB

Employees: 26000 editions

Key Managabasata Francis A. Bicaz-Press Gali Xing-Conuncts/Counsel

key Contacto: Purchasing at Taunton (No Perchasing at this Pacifit

useress Overview: In December, 1925 are denoted a convert a form the U.S. exit Force for a ground communications systems prototype, designed to reprove the Air Force's voice and data with the Air Force's be issued around 1996. This system is based on a commercial program that will be convoluted each 1986.

Canadian Opportantlyr (see 61B Tassas)

Company: G T E Government Tactical Systems

Parent: GTE Corp.-Stamford, CT

Address: 400 John Quincy Adams Rd.

City: Taunton

State: MA Zip Code: 02780

Telephone: (508) 880-4000

Fax: Not Available

SIC: 3669 Products: Communication Systems

Annual Sales:

Employees: 720

Key Management: Bernard Resnik-VP

Key Contacts: Dorothy Cochrane - Purch. Mgr.

Business Overview: Taunton facility is the only GTE - MA manufacturing facility. Manufacturing until a year ago was carried out in Waltham, MA with some at Needham.

Canadian Opportunity: GTE continues to concentrate on both its commercial telephone and military businesses. Company is looking for subcontractors to share development costs. Procurement operation at Taunton is a good candidate to initiate joint project discussions. New Coulons Conserved Electronic Companies

Company: G T E Covenness Tactical Systems Parent: GTT Corp.-Stanford, CT Address: 400 John Chines Adams Ed

City: Taudon Tolephater (208) 880-4000 fax: Not Available Sire was Producty: Communication Laboration

Annual Spices

Einployees: 720

Key Managements Beinard Resnik-VI

ev Contaets: Morothy Cochtane - Purch. Mar

business Overview Taunton isoning is ine only GTE - MA manufacturing facility. Manufacturing until a year ago was carried out in Waltham, MA with soure at Netoniam.

madian Departmenty: OTE configures to concentrate on both its commercial iclephone and military, burmercial Company is looking for subcontractors to share development costs.

project discussions.

Company: Genrad, Inc.

Parent:

Address: 300 Baker Ave.

City: Concord

State: MA Zip Code: 01742

Telephone: (508) 369-4400

Fax: (508) 371-7597

SIC: 3825 Products: Automatic Test Equipment

Annual Sales: 240M

Employees: 1,500

Key Management: Richard C. Tippett-GM

Key Contacts:

Don Witherwell-Purch. Mgr.

Business Overview: The company recently completed the development and first production of test systems for printed boards. Genrad, as a policy, avoids direct bidding on U.S. military contracts, but does appreciable business with companies who integrate their hardware into defence packages. Company also operates a smaller manufacturing facility in Bolton, MA that produces Componentsent test sets.

Canadian Opportunity: Company would be interested in working with a Canadian company who could provide access military contract or subcontract work. Genrad is very progressive and can be approached with pricing and product improvement proposals.

Company: Course, Inc.

- 170 person f

Address 300 Boken Ave

City: Concord Telephonics (503) 362-4400 Fast (503) 372-4400 Fast (503) 371-7597

Ammal Sales: 240M Sales: 1,500

Key Management: Richard C. Timoir-GM

Key Contacts: Don Witherwell-Purch. Mar

Bushness Overview: The company recently completed the development and first production of test systems for printed boards. General, as a policy, avoids direct bidding on U.S. military contests, but does suprecipile numbers with companyies who interrupt their

heatiware into defence packages. Campany size operates a sublice manufacturing facility in Endon.

Canadian Oppartunity: Controly would be interested in wording with a Canadian courseary who could prov do access military contract or subcontract work. General is very progressive

proposals.

Company: Hewlett-Packard

Peresit: Howlott-Packard - Palo Alto, CA

Address: 300 Appolo Dr.

Citya Chelassioni

State: MA Zip Code: 01824

Fax: (508) 250-6600 Fax: (508) 250-92

SICI 3572 Products: Computer Peripheral Encipitent, Computer Surveys Units,

5271 Minicomputers

Annual Sales: 720M ca. Employees: 800

Key Management: Gary Eichhorn - GM

Key Contacts:

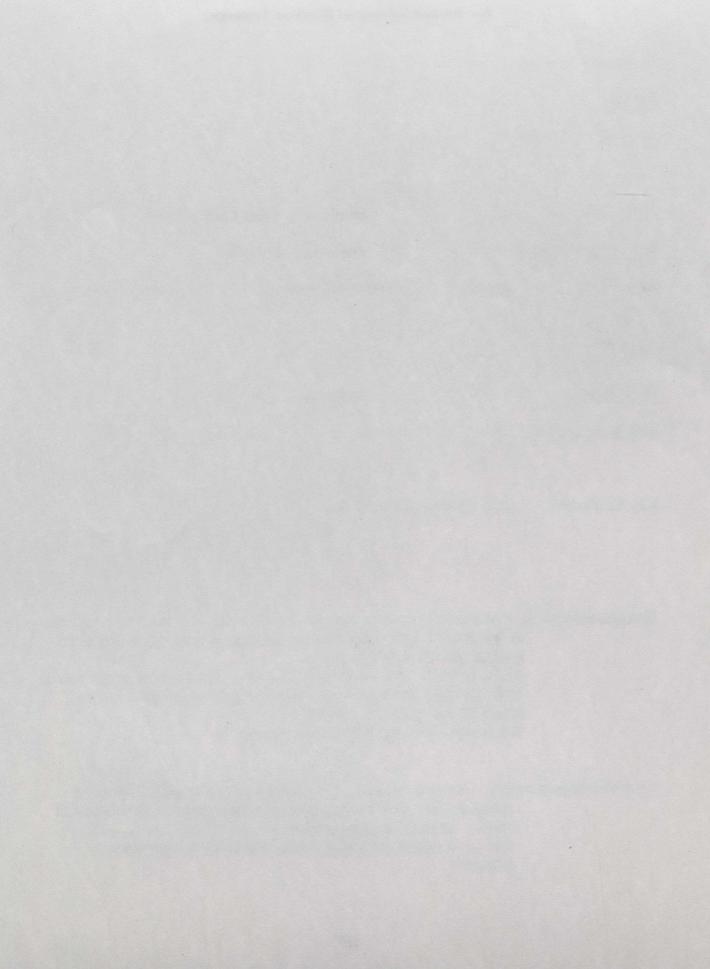
No current purchasing manager)

Business Overview: Following the acquisition of Appolo Computer by Hewists-Packard in 1988 the optication was known as Hewlett Packard /Appolo Computer Division. This division is

betweening valegrated into Elewiett-Packard operations. Web towerness becausing 22.8 to 6.92, the corporation is strengthing its position as the number two computer compares.

Cumarian Opperfundty: These is currently (as of September 5, 1994) so purchasing manager for this division Potential for both composited and subsystem wenders. Storngly recommend contact be made in loss fail 1994, as new purchasing

no meno di lice nel 1994, es new purchering stati chould es in place.



Company: Hewlett-Packard

Parent: Hewlett-Packard - Palo Alto, CA

Address: 300 Appolo Dr.

City: Chelmsford

State: MA Zip Code: 01824

Telephone: (508) 256-6600

Fax: (508) 250-9286

SIC: 3572 Products: Computer Peripheral Equipment, Computer Storage Units, 3571 Minicomputers

Annual Sales: 720M est.

Employees: 800

Key Management: Gary Eichhorn - GM

Key Contacts: (No current purchasing manager)

Business Overview: Following the acquisition of Appolo Computer by Hewlett-Packard in 1989 the operation was known as Hewlett Packard /Appolo Computer Division. This division is now fully integrated into Hewlett-Packard operations. With revenues increasing 22% to 6.9B, the corporation is strengthing its position as the number two computer company.

Canadian Opportunity: There is currently (as of September 5, 1994) no purchasing manager for this division Potential for both component and subsystem vendors. Storngly recommend contact be made in late fall 1994, as new purchasing staff should be in place.

Company: Hawlon-Packard

Parent: Hewley-Fackard - Palo Ano, CA

Audress: 300 Appolo Dr.

City: Chelmsford State: MA 24p Code: 01824

4000-002 (308) 226-0000 Parts (308) 250-9286

SIC: 3572 Products: Computer Paripharal Equipment, Computer Storage Units, 3571 Minicomputers

Aunual Sales: 720M est. Employees: 800

Key Management: Gary Eichhorn - GM

sey Coutacist (250 correct purchasing manager)

Business Overview: Following the sequisition of Appole Computer by Hewlen-Fachard in 1939 the operation was known as Hewlett Packard /Appole Computes Division. This division is

increasing 22% to 6.90, the conjunction is stranguing its position as the number two computer company.

Canadian Opportunity: There is currently (as of September 5, 1994) no parehasing manager for this division Potential for both component and subsystem vendors. Storngly recommend contact

Company: Instron Corp.

Parent:

Address: 100 Royal St.

City: Canton

State: MA Zip Code: 02021

Telephone: (617) 828-2500

Fax: (617) 575-5758

SIC: 3829

Products: Instruments and Systems for Advanced Materials Testing

Annual Sales: 240M

Employees: 1,500

Key Management: James M. McConnell-Pres.

Key Contacts:

Brad Monroe-Purch. Mgr.

Business Overview:

Canadian Opportunity:

Company neites on vendors for Componentsent supply, and prowth will any heavily on external manufacturers. Contact with tonics by instal fabricators and electronics subsystem nampfacturers to support their end products, the additional to Componentsent manufacturers) has great recential benefit.

Company: Instron Corp.

Parent:

Address: 100 Royal St.

City: Canton Friephone: (617) 828-2500 Frat: (617) 875-3758

Annual Sales: 240M Employees: 1,500

Key Managements James M. McConnell-Frees.

Key Contacts: Brad Monroe-Purch. Mgr.

Business Overview:

Company: Ionics

Parent:

Address: 65 Grove St.

City: Watertown

State: MA Zip Code: 02172

Telephone: (617) 926-2500

Fax: (617) 926-3760

SIC: 3823 Products: Pollution Control Instruments, Water Purification Systems 3589

Annual Sales: 240M

Employees: 1,300

Key Management: William E. Katz - Pres.

Key Contacts: Michael Soper - Operations Division Dave Gunning - Business Investment Division

Business Overview: Company operates various divisions throughout the U.S., including RCC in Seattle and a manufacturer of water softener equipment in Pennsylvania. Purchasing is divided among the two divisions of the company, referenced above. The purchasing manager for electronic Components is Steve Walkerman.

Canadian Opportunity: Company relies on vendors for Componentsent supply, and growth will rely heavily on external manufacturers. Contact with Ionics by metal fabricators and electronics subsystem manufacturers to support their end products (in additional to Componentsent manufacturers) has great potential benefit.

New England Commercial Florironic Campanies

Company: Jonics

Paronti

Address 65 Grave St.

Lity: Waterflown State: MA Zip Code: 02172

Telephone: (617) 926-2500 Fax: (617) 926-3780

SIE: 3823 Products: Pollution Control Instruments, Water Purification Systems 5539

Annual Sales: 240M

key Maangentent: William 2. Kats - Pres.

Key Contacts: Michael Soper - Operations Division Dave Guming - Business Investment Division

Business Overviews Company energies various divisions dirongheet the U.S., including RCC in Searche and a remarkations of water softener equipment in

Autoug and two divisions of the company, referenced above. The

Canadisa Opportuality: Congrany relies on yo

Contact with leader by metal fabricators and electronics subsystem manufacturers to support their end products (in additional to Componentsent manufacturers) has great rotantial benefit

Company: Itek Optical Systems

Parent: Litton Industries, Inc.-Beverly Hills, CA

Address: 10 Maguire St.

City: Lexington

State: MA Zip Code: 02173

Telephone: (617) 276-2000

Fax: (617) 276-3306

SIC: 3663 Products: Film, Electroptical, Ground and Airborne Camera Systems, Mirrors

Annual Sales: 60M

Employees: 450

Key Management: James Frey-Pres.

Key Contacts:

Edmund Landers-Purch. Agent

Business Overview: Limited commercial electronics involvement except in the accessory equipment for their optical systems.

Canadian Opportunity: Electronic manufacturers of support equipment for electroptical aerospace systems.

Company: Rek Optical Systems

Parent: Litton Industries, Inc. Bevary Hills, CA.

Address: 10 Magnine St.

City: Lexanguat States MA Zip Codes 02173

1elephones (617) 276-2000 Fax: (617) 276-3306

SM: 3663 Products: Film, Electroptical, Ground and Arthorne Camera Systems, Mirtors

Ainmal Salesc 60M

annin ann ann ann

Rey Management: James Frey-Pres.

Edmund Landers-Purch, Age

ousuress Overview: Limited commutual electronics involvement except to the accessory equipment for their optical systems.

Canadian Opportunity: Electronic manufacturers of support equipment for electroptical acrossage systems

Company: Kidde-Fenwal Inc.

Parent: Williams Holdings Plc-UK

Address: 400 Main St.

City: Ashland

State: MA Zip Code: 01721

Telephone: (508) 881-2000

Fax: (508) 881-6729

SIC: 3613 Products: Fire and Temperature Controls, Indicators and Switches 3822 3823

Annual Sales: 120M

Employees: 520

Key Management: Robert T. Wickam-Pres.

Key Contacts: Ms. Bobby Williams-Purch. Mgr.

Business Overview: Canadian Opportunity:

Company: Kidde-Penwai Inc.

Parent: Williams Holdings Fie-UK

Address 400 Main St.

City: Ashland State: MA Zip Code: 01721

Telephone: (S68) 881-2089) Pax: (S68) 381-0728

SIC: 3613 Products: Fire and Tamperature Controls, Indicators and Switches 3822 3921

Amani Sales: 120M

Employees: 520

Rey Management: Robert T. Wickam-Pros.

Key Contacts:

bby Williams-Purch. Mgr.

Business Overview:

Company: Kollmorgan Corp.

Parent: Corporate Office

Address: 1601 Trapelo Rd.

City: Waltham

State: MA Zip Code: 02154

Telephone: (617) 890-5655

Fax: (617) 890-7150

SIC: 3827 Products: Motors and Electrical Interconnects

Annual Sales: 120M

Employees: 860

Key Management:

Key Contacts: (see Northhampton facility)

Business Overview: Company produces direct current and specialty motors, electroptical instruments, electrical interconnects including printed circuit boards. An early mover out of military /defence business with concentration on growth in commercial products since late 1980's. Company recently sold several defence businesses including Keene, NH infared imaging systems business.

Contrany: Kollmorian Com.

Parean Carporate Office

City: Wattham State: MA Eip Code: 0215 Telephone: (617) 800-5555 Fax: (617) 390-7130 SIC: 3527 Products: Mahnus cod Electronic Interconcess

Annual Salos: 120M

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and the second second

Normananation facility)

Au entre services out of anti-activity and services, electropheal instances, electropheal instances, electropheal anti-activity and anti-activity anti-activity anti-activity and anti-activity activity activ

/defense business with concentration on provid in commental products since late 1960's. Company recently sold reverst defence businesses including icense, NE intervel, uppeling sustains business.

Canadian Oggonyunky:

Company: Kollmorgan Electro-Optical

Parent: Kollmorgan-Waltham, MA

Address: 347 King St.

City: Northhampton		State: MA Zip Code: 01060
Telephone:	(413) 586-2330	Fax: (413) 584-1324
SIC: 3827	Products:	Optical, Electro-Optical Instruments & Sensor Systems

Annual Sales: 80M est.

Employees: 525

Key Management: (see corporate office)

Key Contacts: Jack Ouimet-Dir. of Purch.

Business Overview: (see Kollmorgan-Waltham)

Canadian Opportunity: (see Kollmorgan-Waltham)

Compuny: Kolimorgan Electro-Optical Parent: Kolimorgan-Walifiam, MA Address: 347 Kine St

Cityr Morithlampton Felejihonet (413) 586-2330 Felejihonet (413) 586-2330

SIC: 3827 Products: Optical, Electro-Optical Instruments & Sensor Systems

Annual Sales: 80M est. Employees: 325

Key Management: (see conorate office)

Key Contacts: Jack Ocimet-Dic. of Purch.

Business Overview: (see Kolimorgan-Walisham)

Canadian Opportunity: (see Collenormen-Weltham)

Company: Loral Infrared Imaging Systems

Parent: Loral Infrared Imaging Systems-NYC

Address: 2 Forbes Rd.

City: Lexington

State: MA Zip Code: 02173

Telephone: (617) 862-6222

Fax: (617) 863-3496

SIC: 3674 Products: Government Contract Infrared Systems

Annual Sales: 50M

Employees: 210

Key Management: Edward Bell-Dir. Mktg.

Key Contacts:

June May-Lead Buyer (617)863-4900

Business Overview:

Company: Loral Infrared Imaging Systems Parent: Loral Infrared Imaging Systems-NYC Address: 2 Forbes Rd.

City: Loxington Falephone: (617) 862-6222 Fax: (617) 863-3496 SH2: 3674 Freducts: Governman Contact Infrared Systems

> Annual Salest 50M Finployeest 210 Key Management: Edward Bell-Dic Mitte

Key Coulacist June May-Lead Buyer (617)863-4900

Hushass Oversiever

Company: Loral Microwave FSI

Parent: Loral Corp.-Chicago, IL

Address: 16 Maple Rd.

City: Chelmsford

State: MA Zip Code: 01824

Telephone: (508) 256-4113

Fax: (508) 256-8227

SIC: 3663 Oscillators 3674 3625

Annual Sales: 60M

Employees: 550

Key Management: Robert M. Knowles-Pres.

Key Contacts:

Bob Dasho-Purch. Mgr.

Business Overview:

New England Countervial Electronic Company

Company: Loral Microwave FST

Parent: Loral Corp.-Chicago, H.

Address: 16 Maple Ed.

City: Cholinsford State: MA Zip Cale: 01824

SIC: 3663 Products: Micrower Signal Sources, Control Devices, Diodes and Oscillatura 3674

Annual Sales: 6083

Employees: 550 ·

Key Managements Robert M. Kaowles-Pros.

Business Overview:

Company: LTX Corp.

Parent:

Address: LTX Park University Ave.

City: Westwood

State: MA Zip Code: 02090

are made to the structure of MAA Constant of the total costs of

Telephone: (617) 461-1000

Fax: (617) 329-8836

SIC: 3825 Products: Electrical Signal Instruments, Computerized Test Equipment 3669 3577

Annual Sales: 190M

Employees: 1,100

Key Management: Richard Boltrus-Sr. VP Operations

Key Contacts: Glen W. Meloni-Contracts/Purchasing

Business Overview: Their largest competitor is Teradyne in Boston.

Company: LTX Com.

BROBEL

Address: LTE Park University Ave.

Calif. Wextwood State: MA Zap Code: 02000 Relephone: (617) 461-1000 Fraz (617) 329-8836 MC: 3825 Products: Electrical Signal Instalation: Computerized Less aquinament 3669

Anadal Sales: 190M

Eaupioyness: 1,100

Rey Management: Richard Boltrus-Sr. VP Operations

Key Contacts:

Meloni-Contracts/Purchasi

Business threeverst Their intgest competitor is Teradens in Pound

Canadian Capponentities

Company: M/A Com, Inc.

Parent: Corporate Headquarters

Address: 401 Edgewater Place

City: Wakefield

State: MA Zip Code: 01880

Telephone: (617) 272-9600

Fax: (617) 224-5655

SIC: 3674 Products: Communication Equipment and Components 3679 3663

Annual Sales: 600M

Employees: 2,400

Key Management: Allan Rayfield-Chief Operating Officer

Key Contacts: Dave Levine-@ MED Operations Lowell- Handles contracts for many divisions. There is no corporate VP or Dir. of Purch.

Business Overview: Company is still going through reorganization efforts. In 1992 major changes were made to the structure of MA/Com and the relationship of various businesses. A major move from Burlington to Lowell, MA was completed in mid 1993. It is anticipated that additional organizational changes will be made in 1994 causing the structure of their purchasing organization to change.

Canadian Opportunity: The following divisions of MA/Com all present opportunity for Componentsent supply and project participation: Anzac Operations-Burlington-Mfr. RF and Microwave Signal Processing Components. Filcom Microwave Inc-Chelmsford-Broadband Microwave Integrated Subsystems-Chelmsford-Integrated Microwave Interconnect Products-Waltham-RF, Microwave Connectors MED-Lowell-Digital Signaling Processing Systems Semiconductor-Burlington-Silicon & GaAs Microwave Diodes

Company: M/A Com. Inc.

Parent: Corporate Headquarters

Address: 401 Edgewater Place

City: Wakefield

Telephone: (617) 272-9600

Fat: (617) 224-3635

AC: 2070 Products: Communication Equipment and Components 3670

Annual Seless Follow

Employees: 2,465)

sey Managentents Allan Kayfield-Chief Operating Officer

Clave Levine () AFTS (Section 1 Syst

Lowell- Blandles contracts for many divisions. There is no corporate VP or Dir. of Purch.

brainness Overview: Company is still going through reorganization efforts. In 1992 major changes were made to the arrective of MA/Com and the teleficaship of various businesses. A major

1994 causing the structure of their

purchasing organization to obacigo.

Canadian Opportunity

Ay: The following divisions of MA/Com all protect opportunit for Componentsent supply and project participation: Anzac Operations-Buclington Mir. RF and Microwave Signal

Filecan Microwaye ine-Chainsland Broadband Microwaye Integrated Subsysteme-Chainsland Integrated Microwaye Intercontent Freducts Weithton-RF, Microwaye Connectors MED-Lowell-Digital Signaling Processing Systems Semiconductor-Burtington-Silicon & GoAs Microwaye Diod

Company: M/A Com-Antenna & Cable Division

Parent:

Address: Haverhill Rd.

City: Amesbury

State: MA Zip Code: 01913

Telephone: (508) 388-5210

Fax: (508) 834-7110

SIC: 3679

Products: Cable Assemblies, ECM and GPS Antennas

Annual Sales: 50M

Employees: 320

Key Management:

Key Contacts:

George O'Neil-Purch.

Business Overview: Division was previously owned by Adams-Russell. M/A Com purchased div. in 1989 during its growth period.

Canadian Opportunity: Company's division is expected to grow and has recently entered into several promising government bid proposals.

Company: MIA Com Amonna & Cable Division

They and

Adviross: Havenall Rd.

City: Amothury State: 54A Zip Code: 01913 Telephone: (508) 388-5210 Fax: (508) 834-7110 SiC: 3079 Products: Cable Association: 50M and 609 Apresses

Annual Sales: 50M

Key Management

Employees 320

y Contaols: George O'Neil-Pure

Business Overview: Division was previously owned by Adams-Russell. M/A Compurchased div. in 1939 during its growth period.

Canadian Opportunity: Company's division is expected to grow and has recently outered into soveral promising government bid proposals.

Company: Martin Marietta Aerospace

Parent: Martin Marietta-Bethesda, MD

Address: 163 Bedford St.

City: Burlington

State: MA Zip Code: 01803

Telephone: (617) 229-5000

Fax: (617) 229-3332

SIC: 3825 Systems 3663 3827 Products: Test Equipment Command Controls and Miscellaneous Components

Annual Sales: 25M

Employees: 220

Key Management: John Hallal-GM

Key Contacts: Arthur Crochetierre - Purch. Mgr.

Business Overview: An ex-GE operation currently building ground vehicle and aircraft test equipment, and command control systems. Limited optical system manufacturing. Company also produces missile parts, inertial guidance systems at facility in Pittsfield, MA. This operation acquired with the purchase of GE's Aerospace Division has greatly reduced staff from a level of near (5000) in 1991 to (1600) in July of 1994. While all core businesses of GE's have been retained at this facility, their profitability and order quantities have greatly diminished.

Canadian Opportunity: This company is operating with a number of new staff, some of them from the outside, but some from GE operations. With new staff or the mere nature of a new

parent, Canadian companies should revisit past successes. It is advisable for Canadian defence companies to develop a method for inclusion in the development

of systems/Components for new next generation equipment. Good opportunity for electronics Components/subsystem companies as inhouse support is limited.

Company: Marin Marinetta Aarosseec

Farear: Martin Markena-Reduceds, MD

Address 163 Redford St.

Carlos Encronantes States MA Zin Codes (1980);

Folephone: (617) 239-5000 - Far: (617) 2

SIC: 3225 Products: Test Equipment Command Courols and Misselfaneous.

3837

Amuni Sules: 25M

Emplayeest 220

Key Managements John Halled-GM

hey Contacts: Aviour Crochesions - Purch, Mer.

business orrecview: An ix-OE operation currently building ground vehicle and aircraft list equipment, and command control systems. Limited optical system

produces missile parts, inertial guidance systems at facility in Finsfield, MA. This operation acquired with the purchase of GE's Aenospace Division has accult reduced

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anadian Opportunity: This company is operating with a number of new maff, and the of from from from the outside, but range from GE aparations. With

patient, Canadian configanies should revisit past successes. It is advisable for Canadian defence compariies to develop a method fo inclusive in its development

of systems/Components for new resu generation equipment. Good opportunity for electronics Components/subsystem companies as inhouse support is limited.

Company: Megapulse Inc.

Parent:

Address: 8 Preston Court

City: Bedford

State: MA Zip Code: 01730

Telephone: (617) 275-2010

Fax: (617) 275-4149

SIC: 3812 Products: Solid State Navigation Transmitter Equipment

Annual Sales: 18M

Employees: 150

Key Management: William Roland

Key Contacts: Bill White-Purch. Mgr.

Business Overview: Currently manufacturing the Loran C transmitting system for the U.S.-DOD.

Canadian Opportunity:

132

New Expland Commercial Electronic Communics

Companys Megapuist los.

Charmen 1

Address: S Prestor Court

CR32 Bealand Releptrone: (617) 273-2010 Fau: (617) 273-4149 SIC: 3812 Preducts: Solid State Navigetion Transmitter Equipment

Annual Sales: 18M

Key Managemenn William Roland

Key Contacter Bill White Purch, Mer.

Susiness Overview: Currently manufacturing the Loran C manufiting system for the U.S.-DOD.

Company: Modicon Inc.

Parent: AEG Akliengesellschaft-Germany

Address: One High St.

City: North Andover

State: MA Zip Code: 01845

Telephone: (508) 794-0800

Fax: (508) 975-9046

Products: Programmable Logic Controllers SIC: 3625

Annual Sales: 360M

Employees: 1,700

Key Management: Paul White-GM

Key Contacts: Ken Holland - Purch. Mgr.

Business Overview:

Company: Medicon Inc.

Parente AEG Aidiengesellschaft Gesmany

Address: One fligh St.

Chy: North Andover States MA Zip Code: 01845 Tetrphone: (508) 794-0800 Eax: (508) 973-9046 SIC: 3625 Products Programmable Logic Compliant

Anoual Sales: 360M

MO-onidW lines ruesmanements was

Key Contactic Ken Holland - Purch: Mgr.

Bushess Overview:

Company: Northrop Corp. Electronics Systems

Parent: Northrop Corp.-Los Angeles, CA

Address: 100 Forse St.

City: Norwood

State: MA Zip Code: 02062

Telephone: (617) 762-5300

Fax: (617) 762-2196

SIC: 3812 Products: Gyroscopes, Accelerometers, Strapdown and Space

Annual Sales: 130M

Employees: 900

Key Management: D.E. Hanlon-VP & GM R. Sette-Dir. of Mktg.

Key Contacts: Michael Reagen-Purch. Mgr. John Sullivan-Buyer

Business Overview: All procurement for their manufacturing requirements are made at their facilities in Norwood. AMRAAM, Harpoon are major programs.

Canadian Opportunity: Large portion of their multiyear procurement is controlled out of Los Angeles corporate office, but is being transferred to Norwood control during the end of 1994. An important contact Components manufacturers.

Company: Northrop Corp. Electronics Systems

Parent: Mordinop Corp. Los Angoles, CA

Adamses: 100 Forse St.

Cify: Nerwood State: MA Zip Code: 02062

Telephone: (617):762-5300 Fax: (617) 762-2196

STC1 2812 Products: Gyroscopes, Accelerometory, Strapdown and Space Systems

Annual Sales: 130M

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Key Maangement: D.E. Hanlos VP & GM R. Sette-Dir. of Matg.

Key Contacts: Michael Rescon-Purch, Mgr. John Sullivan-Bayer

Business Overview: All procurement for their manificturing requirements are made at their facilities in Norwood. AMRAAM, Harnoos are major processes.

Canadran Opportunkty: Large portion of their multiyear procurement is controlled out of Les Augeles conversat office, but is being transferred to Nerwood control during the sed of 1994.

Company: Orion Research, Inc.

Parent:

Address: 529 Main St.

City: Boston

State: MA Zip Code: 02129

Telephone: (617) 242-3900

Fax: (617) 242-8538

SIC: 3825 Equipment 3823 3826 Products: Electrodes and Meters: Electronic Chemical Analysis

Annual Sales: 40M est.

Employees: 450

Key Management: Chane Graziano-Pres.

Key Contacts: Lance Solimi-Purch. Mgr.

Business Overview:

Company: Orion Research. Inc

Parent:

Address: 529 Main St.

City: Boston State: MA Zip Code: 02129 Telephone: (617) 242-3900 Fax: (617) 242-8538 SIC: 3825 Products: Electrotics and Meters: Electronic Chemical Analysis

Annual Salest 40M est. Eauployees: 450

Cey Centucts: Lance Solimi-Purch, Mgr.

Business Overview:

Company: Parker Hannifin Corp. Nichols Div.

Parent: Parker Hannifin Corp.-Cleveland, OH

Address: 48 Woerd Ave.

City: Waltham

State: MA Zip Code: 02154

Telephone: (617) 894-0650

Fax: (617) 899-7057

SIC: 3594 Products: Engine Pumps 3724

Annual Sales: 170M

Employees: 780

Key Management: J. Meston-GM

Key Contacts:

Jim Clancey-Purch.

Business Overview: Business held steady until the 1990's, but costs are a concern to maintain business levels. Significant amount of business and profits were related to aerospace application.

Canadian Opportunity: Components supply potential for Canadian companies, but long-term sales/contractual commitments are tied into corporate office contacts.

New England Contineerint Electronic Companies

Company: Furker Hannific Corp. Michols Div. Parent: Farker Ransifia Corp. Cleveland, OH

City: Wattano State: MA The Code: 02154 Polephone: (617) 201-0650 Fax: (617) 202-2057

stills 1994 Fraducts: Bredne Panapa 3724

Annust Sales: 170M Employees: 780

Hasiness Overview: Business hald stendy until the 1990's, but costs are a concern to maintain business levels. Significant amount of business and profiles were related to acrospace application.

Canadinan Lappertanity: Components supply petential for Canadina companies, but lang-term sales/contractual commitments are tied into corporate office conacts.

Company: Picturetel Corp.

Parent:

Address: 222 Rosewood Dr.

City: Danvers

State: MA Zip Code: 01923

Telephone: (508) 762-5500

Fax: (508) 762-5106

SIC: 3651 Equipment 3661 3663 Products: Video Conferencing and Visual Telecommunications

Annual Sales: 120M

Employees: 1,100

Key Management: Norman E. Gaut-Pres.

Key Contacts:

Steve Johnson - Purch.

Business Overview: Picturetel is one of a handful of 1990's successes in New England. Its growth continues to be rapid and it is anticipated that new offshoot business will emerge as growth progresses. Company hit a bump on the road in mid 1994 with operations control problems.

Canadian Opportunity: If company's attention can be obtained a Canadian venture has a good potential by selling European connection. Also related businesses in Canada have a receptive audience at Picturetel.

New Excland Commercial Electronic Communics

Companye Picturated Core.

SHEPTER'S

Address: 222 Rosewood Dr.

CHV: Danvers

State: MA 23p Code: 01923

Telephone: (508) 762-5500

2517-537 (208) 762-5166

Proce 3021 Products: Vator Continuencing and Visual Telecommunications Equipment - 3651

Avunual Sules: 120M

ODi.1 tesesolation

Key Management: Nerman E. Caut-Pres.

Cev Contacts:

towe Johnson - Punch

isfness Overview: Ficturcial is one of a handfel of 1990's excesses in New England. Its growth continues to be rapid and it is endernated dust new offshoo incluers will encage as growth

propresses. Company nil a pump on the road in and 1994 with operations control problems.

'anadiau Opportunity: If company's attantion can be obtained a Canadian venture has a good potential by sufficing European connection. Also related businesses in Canada have a receptive audience at Ficturetet.

Company: Polaroid Corp.

Parent:

Address: 549 Technology Square

City: Cambridge

State: MA Zip Code: 02139

Telephone: (617) 386-2000

Fax: (617) 386-0712

SIC: 3692 Products: Light Polarizing Filters, Films, Batteries, Coatings

Annual Sales: 2.4B

Employees: 9,700

Key Management: I. MacAllister Booth-Pres.

Key Contacts: (Corporate purchasing directory - (617) 386-0712)

Business Overview: Although not in the key focus SIC codes of this study, Polaroid is included due to its activity in advancing photographic technologies with major activity in a myriad of commercial electronics technology. Polaroid has not been successful during the 1990's in bringing new profitable products to the market in spite of their past marketing success.

Canadian Opportunity: Purchasing id divided into a number of groups. Major groups are Chemicals and Capital Projects. Recommend contact with phone number reference above to identify specific buyer for contact. New England Conserving Electronic Companies

Company: Polaroid Corp.

isnous!

Address: 549 Technology Square

Colyr. Camorage State: MA Zip Code: 02139 Felephone: (517) 385-2000 Fax: (517) 385-0712

Mich 3092 Products: Light Policizing Filters, Filters, Edugrics, Conducts

Annual Sales: 2.43

imployees: 9,760

Key Management: 1. MacAllister Booth-Pres.

Key Coutaets: (Corporate purchasing directory - (617) 386-071;

business over view bulketing not in the key toons all codes of this study. Polaroid is included date to its activity in advancing photographic technologies with major and dity up a marind of commercial electronics technology. Polaroid has not been successful during the 1960's in bringing new profitable products to the market in space of their fam marketing

Canadian Opportunity: Furthasing id divided into a number of proups. Major proupa are Chemicals and Capitot Projects. Recommend contact with phone number reference above to identify specific bover for contact

Company: Pollak, Joseph, Corp.

Parent: Stoneridge Inc.-Warren, OH

Address: 195 Freeport St.

City: Boston

State: MA Zip Code: 02122

Telephone: (617) 282-9550 **Fax:** (617) 282-8726

SIC: 3625 Products: Solid State Switches & Electromechanical Controls 3674

Annual Sales:

Employees: 900

Key Management: Gerald Pisani-Pres.

Key Contacts: Stan Travis - Purch. Mgr.

Charles S. Warney Scrall Bus Chord.

Business Overview: Company manufactures most of its Components for the automotive industry. They also have a manufacturing facility in Stoughton, MA.

Company: Pollak, Joseph, Corp.

Parent: Steneridge Inc. -Warren, OH

Address: 195 Preeport St.

City: Boston States MA Zip Code: 62122

receipment (613) 282-93300 Fax: (613) 282-8326

SIC: 3625 Products: Solid State Switches & Electromechanical Controls 3574

Ammal Sales:

Employees: 900

state mester orstaat tenteraliennen faar

Hey Coninates Man Travis - Purch: Ma

Business Overviews Company manufactures most of its Components for the automotive industry. They ais have a manufacturing facility in Stoughton, MA

Company: Raytheon Co.

Parent: Corporate Headquarters

Address: 141 Spring St.

City: Lexington

State: MA Zip Code: 02173

Telephone: (617) 862-6600

Fax: (617) 860-2172

SIC: 3631 Appliance Products	Products: Electronics, Energy, Envir	onmental and Major
3632	in addition to Missiles, Radar, N	Navigation/Communications
and		8
3679	other Defence Systems	
3764		
3812	L .	

Annual Sales: 9.8B

Employees: 63,000

Key Management: Dennis Picard-Chairman & CEO Gerald A. Smith-VP Washington Operations (713)486-5400

Key Contacts: Martin J. Kane-Dir. Procurement John Harding-VP Contracts Charles S. Warner-Small Bus. Coord.

Business Overview: Company looked to the 90's with great anticipation in spite of defence cutback. Patriot was hoped to be growth missile program. In mid 1992 Raytheon had over \$8 billion order backlog in missile orders. Questions on Patriot capabilities foreign competition and foreign defence cutbacks have stalled companies missile programs.. As an electronics company, Raytheon is also a producer of silicon chips, electronic storage tubes, display devices etc.

Canadian Opportunity: Difficult to analyze as there are significant changes occurring in company's make/buy policy. It is, however, advisable to approach Raytheon on an initial (and depending on product) quarterly basis to track company's approach to vendor supply and Components/subsystem manufacturing capability. New England Conservant Martronic Companies

Company: Ravincon Co.

Parent: Corporate Headquarents

Address: 141 Spring St.

nongenized avenue

CITED SHOP they will be and

Fiele (617) 862-66(10)

FROM (617) 860-3172...

Appliance Products Electronics, Ehergy, Environmental and Major

and and server in addition to Missiles, Radar, Navigation/Continuncation

Annual Sales: 9.8B

hangeogenet 63,000

ey Management: Dennis Picard Clasiman & CEO Gerald A. Sauh-VP Washington Oncentions (213) Aba sano

> Key Contacts: Marila I. Kane-Din. Procurement John Harding-VP Contracts Charles S. Warner-Small Baz. Count

musiness Overview: Company looked to the 90's will grast anticipation in spite of dat

1992 Itayaheun nod over \$6 billion order backlog in missike onders. Oneshons or Patriot capabilities foreign compatition and foreign defence cubacts have sailed

electronics company. Revuelon is also a products of silleon chip electronic storage athes, display devices etc.

Catadian Opportunity:

age company's make/bay policy. It is, however, advisable to approa he company's make/bay policy. It is, however, advisable to approa Raytheon on the initial (and degending

in process of quartery statis to track company's approach to vendor inpoly and Components/subsystem manufacturing capability.

Company: Siemens Nixdorf Information Systems

Parent: Siemens Nixdorf Systems-Germany

Address: 200 Wheeler Rd.

City: Burlington

State: MA Zip Code: 01803

Telephone: (617) 273-0480

Fax: (617) 221-0232

SIC: 3571 Equipment 3572 3577 Products: Computer Terminals, Storage Systems and Peripheral

Annual Sales: 540M

Employees: 1,200

Key Management: Adrian Peters-Pres.

Key Contacts: Michael Scordino-VP Mfg.

Business Overview: Although not a 3600-3800 commercial electronics company (sales product wise) Nixdorf is a sizable purchaser of electronic Components.

Canadian Opportunity: There has been a tendency to purchase locally or from established German parent company suppliers. There is, however, the potential to transplant local vendors that are not viewed by company as reliable long term Components suppliers. Recommend contact with manufacturing to discuss Canadian supply. New England Commercial Floringaic Community

Company: Signons Nixderf Information Systems

Parent: Szemens Nixdorf Systems-Garmany

Address: 200 Whoter Rd.

Liny: Burlington State: MA Zig Code: 01803 Lelephanec (617) 273-0430 Fax: (617) 221-0232 SIC: 3571 Products: Computer Terminals, Storage Systems and Peripheral SIC: 3572 Storage

> Amaani Salesa 540M Key Managementi Adrian Processione

Michael Scontino-VP Mise

Business Overview: Although not a 3600-3860 commercial electronics company (sales product wise) Mixdorf is a sizable prochaser of electronic Components

portmality: There has been a tendency to purchase locally or from established thermon patent containty suppliers. There is, howeve the potential to transplant local vandors that

ue not viewed by company as reliable long term Components suppliers. Recommend contact with manufacturing to discuss Canadian supply

Company: Simplex Time Recorder Co.

Parent:

Address: One Simplex Plaza

City: Gardner

State: MA Zip Code: 01440

Telephone: (508) 632-2500

Fax: (508) 632-5107

SIC: 3669 Products: Time Equipment, Fire Alarms and Security Systems 3579

Annual Sales: 340M

Employees: 3,900

Key Management: T.A. Curtain-CFO

Key Contacts: S. Lundsted-VP Mfg. Linda Earl-Purch. Mgr.

Business Overview: Headquarters of company in Gardner, MA. Company also has facilities in various states and foreign locations.

Canadian Opportunity: Electronics Components are sourced from various U.S. and foreign suppliers. Recommend that Simplex be a priority contact for switches, connectors, wire harnesses and other electronic Components.

Yow Fughand Commercial Fleetronic Communics

Company: Simplex Time Recorder Co.

Parent

Address: One Simplex Plaza

City: Gardner Telephone: (508) 632-2300 Fax: (508) 632-5107 SR: 3660 Fradacts: Time Equipment. Fire Alarms and Security Sym

Annual Sales: 340M Employees: 3 or

Key Management: T.A. Cursin-CPO

Key Contacts: S. Lundsted-VP Mfg.

Business Overview: Headquarters of company in Gardner, MA. Company also has facilities in various states and foreign locations

Camadian Opportunity: Electronics Composents are sourced from various U.S. and foreign suppliers. Recommend that Simplex be a priority contact for switches, contactavrs, wire harmestes and other electronic Commonsta

Company: Sipex Corp.

Parent:

Address: 22 Linnell Circle

City: Billerica

State: MA Zip Code: 01821

Telephone: (508) 667-8700

Fax: (508) 667-8310

SIC: 3674 3577 Products: Power Hybrids, Flash Converts, Data Acquisition Systems

Annual Sales: 65M

Employees: 340

Key Management: Frank DiPetro-CFO

Key Contacts: Sam Smookler-Sr. VP GM

Business Overview: Sipex is a fairly new company that has developed attractive products in the data support industry.

Canadian Opportunity: Company has only recently (1992) started to look for international involvement. Recommend the Canadian complementing companies develop joint marketing efforts with Sipex. Due to size of company, recommend that contact be through general manager.

Company: Siper Corp.

smoral

Address: 22 Linnell Circle

City: Billerica State: MA Zip Code: 01821 Telephone: (508) 667-8700 Fax: (508) 667-8210

Annual Sales: 65M

Employees: 340

Key Management: Frank DiPetro-CPO

Key Contacts: Sam Smookier-Sr. VP GA

Business Overview: Sipex is a fairly new company that has developed attractive products in the data support industry.

Canadian Opportunity: Company has only recently (1992) started to look for international involvement. Recommend the Canadian complementing companies develop joint marketing offorts with Sipex. Due to size of company, recommend that contact be through general menager.

Company: Telco Systems Inc.

Parent:

Address: 63 Nahatan St.

City: Norwood

State: MA Zip Code: 02062

Telephone: (617) 551-0300

Fax: (617) 551-0539

SIC: 3663 Products: Fiber Optics Transmission Equipment

Annual Sales: 70M

Employees: 430

Key Management: Paul D. Larzey-Pres.

Key Contacts:

Barbara Belkin-Supervising Purch.

Business Overview: Corporate office and manufacturing in Norwood. Company also has a manufacturing facility in California.

Canadian Opportunity: Growing company good prospect for sales. Limited Canadian sales so vendor supply from Canadian source would be viewed as exposure to Canadian market.

Company: Telco Systems Inc.

charman

Address: 63 Maharan St.

Chiri Morwood Telephone: (017) 551-0309 Fax: (517) 551-0309

Autorial Sales: 20M

life passed and

Key Minngennent: Paul D. Larzey-Pres

key Contacts: Barbara Ballan-Supervisi

Surgness Uverview: Company office and manufacturing in Norwood. Company also has

541

Company: Teradyne, Inc.

Parent:

Address: 321 Harrison Ave.

City: Boston

State: MA Zip Code: 02118

Telephone: (617) 482-2700

Fax: (617) 422-3600

SIC: 3825

Products: Automatic Test Systems for Electronic Components

Annual Sales: 350M

Employees: 2,000

Key Management: Alex D'Arbeloff-Pres.

Key Contacts:

Stanley Forman-Dir. of Purch.

Business Overview: Company headquartered in Boston, but has offices and manufacturing in California, New Hampshire, Illinois and several foreign operations in Japan.

Canadian Opportunity: With a solid financial picture, customer base and product, company is aggressive in expanding markets and product improvement. Vendor base could be expanded with attraction to foreign second source Canadian suppliers. New England Coounservial Electronic Coounspice

Company: Teradyne, Inc.

: Margaria

Address: 321 Harrison Ave.

Chy: Boxton Telephone: (517) 482-2760 Eax: (617) 422-3600 SIC: 3825 Products: Automatic Lag Sustance for Electronic Con-

Annual Salast 350M

Key Management: Alex D'Atheloff-Pres

key Contacts: Stanley Forman-Dir. of Pur

Business Uresview: Company headquartered in Boston, but has offlices and manufacturing in Californie, New Hampshire, Illinois and several foreign operations in Japan.

tadha Opportunity: Verb a solid financial meture, customer base and product, company is aggressive in expanding markets and product improvement. Vendor base could be expanded with attraction to foreign second source Canadian suppliers.

Company: Textron Defense Systems

Parent: Textron Corp.-Providence, RI

Address: 201 Lowell St.

City: Wilmington

State: MA Zip Code: 01887

Telephone: (508) 657-5111

Fax: (508) 657-3273

SIC: 3669 Systems 3812 3728 Products: Communication, Surveillance, Missile and Landing

Annual Sales: 270M

Employees: 2,000

Key Management: Jules J. Siegel-Sr. VP Strategic Systems Robert Wilson-VP Tactical Systems

Key Contacts: Barbara Riley-Material Support

Business Overview: Textron's Defence Systems Division designs and manufacturers aerospace/defence- Re-Entry Systems & Penetration Aids; Tactical Systems; Smart Submunitions; Spacecraft, Satellite & Optical Systems; Carbon/Carbon Materials; Aircraft Carrier & Microwave Landing Systems; Microwave Antennas & Precision Pointing Systems for the Aerospace/Defence Industry.

Canadian Opportunity: Foreign sales offer greatest growth market. Company looks to expand to commercial aircraft applications. Vendor base will hold fairly constant with most programs already being fixed and new ones being postponed. Expect 1995 upgrade and new development dollars to open bidding and supplier subcontract opportunities.

Company: Textron Defense Systems

Parent: Textron Corp.-Providence, RI

Address: 201 Lowell St.

Lify: Wilmusgion State: MA Zip Code: 01887

Telephone: (503) 657-5111

1777 TPA (2002)

SIC: 3669 Products: Communication, Surveillance, Missile and Landing Systems

Amual Sakes: 270M

Imployees: 2,000

Key Management: Jules J. Siegel-Sr. VP Strategic Systems Roburt Wilson-VP Tactical Systems

ley Contacts: Barbara Riley-Material Suppo

Business Overview: Textron's Defence Systems Division designs and manufacture

Systems: Swart Submunitions; Systems: Swart Submunitions; Spacecraft, Satellite & Optical Systems; Carbon/Carbon Materials;

vironan Carner & Microwave Landing Systems; Microwave Antennas 2 Pracision Pointing Systems for he Accompany Industry

Canadian Opportunity: Foreign sales offer a

expanse to communical aircraft applications. Vendor base will hold fairly crossion with most programs already being fixed and new ones being postponed. Expect 1995 apprade and new development dollars to open bidding and supplier subcontract

Company: United Electronics Controls

Parent:

Address: 180 Dexter Ave.

City: Watertown

State: MA Zip Code: 02172

Telephone: (617) 926-1000

Fax: (617) 926-2568

SIC: 3822 Products: Temperature Controls & Recorders, Pressure Vacuum 3829 3823

Annual Sales: 40M

Employees: 460

Key Management: B. Hamilton-VP Mfg.

Key Contacts: Sheryl O'Connell-Purch. Mgr.

Business Overview: This is the United Senor Division of the company and corp. office.

Canadian Opportunity:

147

New England Companyed Electronic Companies

Company: United Electronics Controls

Starswell.

Address: 180 Dexter Ave.

City: Watertown State: MA Zip Code: 02172

Frieghoue: (517) 926-1020 Fax: (517) 926-25

SIC: 3822 Products: Tomperanue Controls & Recorders, Pressure Vacuum Controis 3820

mand Series: 40M

Key Managements B. Handhon-VP Mix.

Key Confacts: Sheepi O'Consoli-Purch, Mer.

business Overview: This is the United Senar Division of the company and corp. office.

Company: Unitrode Corp.

Parent:

Address: 8 Suburban Park Dr.

City: Billerica

State: MA Zip Code: 01821

Telephone: (508) 670-9086

Fax: (508) 667-5878

SIC: 3674 Supplies 3679 3621 3663 Products: Data Conversion Products, Electronic Components, Power

Annual Sales: 120M

Employees: 800

Key Management: Robert Gable

Key Contacts: Tammy Perry-Purch. Coordinator (power cube) (508)667-9500 Dennis Henderson-Purch. (micro network) (508)852-5400

Business Overview: Also operates Powercube Corp. in Bellerica, MA that manufacturers high reliability lightweight power supplies. Micro Networks in Worcester, MA is a manufacturer of hybrid and monolithic data conversion Components. Unitrode also recently purchased Microsemi in Watertown, MA. Microsemi manufacturers semiconductors-contact Bob Dutton-Purchasing (617)926-0404.

. New England Commercial Florironic Companies

Campanya Unitrode Com.

23059708⁶

Address: 8 Schumpen Park Dr.

Engr Billerica State: MA 7

Telephone: (508) 670-9036 Fax: (508) 867-547

Annual Sales: 120M

Key Management: Robert Gable ;

Key Contacts: Tammy Party-Purch: Coordinator (power cube) (508)667-9500 Densis Headerson-Purch. (mitro actwork) (508)852-5460

Baniness Overview: Aiso operates Francecobe Curp, in Bellevier, MA thei manufacturers bigh reliability lightweight power supplies. Micro Metaenks in Wareeski, MA is a manufacturer of relatid and monolithic data conversion Compenents. Unitede also mosally purchased Microsomi in Warstrown, MA. Microsomi basediachurers conferencements in Warstrown, MA. Microsomi Distion-Purebasing (617)926-0404.

Company: Varian Assoc.

Parent: Varian Assoc. Inc.-Palo Alto, CA

Address: 150 Sohier Rd.

City: Beverly	State: MA Zip Code: 01915	
Telephone: (508) 9	22-6000 Fax: (508) 860-5437	
SIC: 3674 & 3679 3823 3563 3599	Products: High Vacuum Pumps, Gauges, Leak Detectors, Radar Communication Assemblies	
Annual Sales: 65M	Employees: 260	
Key Management: Ch	Paul Frasso-GM (Beverly facility) harles McKenna (Glouster facility) (508)281-2000	
Key Contacts:	Scott Sherbondey-Purch. Mgr. (Beverly)	
ti C N	Varian's defence/aerospace activities in New England are located in he Beverly facility. Two other facilities: Varian Ion Inplant Systems- Gloucester and Varian Vacuum Products-Lexington manufacture commercial products exclusively.	
Canadian Opportun	ity: Since Varian CFRPP is a Components and subsystem (power supplies) producer, there is limited potential for extensive value added product sales. There may be benefit in establishing a relationship with their three facilities as a method of becoming a supplier to their California operations. There is the potential that certain in-house work (solid state Components) may be offloaded.	

Company: Varian Assoc.

Parvent: Varian Assoc. Inc. Pulo Alto, CA

Address: 150 Soliter Rd.

(inge Bevarity

State: MA Kip Code: 01915

Telephone: (508) 922-6020 Fax: (503) 86

SIC: 3674 Productst High Vanuum Purops, Gauges, Leak Detecture, Radat

Communication Arsemblies

Annual Soles: 65M

imployeest 260

Key Management: Faul Frasso-GM (Beverly facility) Charles McKenna (Glouster facility) (568)281-2000

ey Contactat Scott Sherboadey Parch. Mgr. (Beverh

Business Overviews Varian's defence/ecrosomere activities in Now England are invated in the Beyeniy facility. Two other faoilities: Varias fon Ingiant Systems-Olearester and Varian Vacuum Products Lexington manufacture comparedial products.

exeñañvoly.

Canadian Opportunity:

supplies) producer, there is limited potential for extensive viproduct sales. There may be benefit

ecotting a supplier to their California operations. There is the otential that certain in-house

work (solid state Components) may be officiated.

Company: Volex Interconnect Systems

Parent: Volex-UK

Address: 358 Faunce Corner Rd.

 City: North Dartmouth
 State: MA
 Zip Code: 02747

 Telephone: (508) 995-9500
 Fax: (508) 995-9893

SIC: 3643 3678 3357 Products: Electrical Connectors and Cable Assemblies

Annual Sales: 75M

Employees: 540

Key Management: D. Christopher Cross-Pres.

Key Contacts: Al Smith-Purch. Mgr.

Business Overview: Company (formerly Components Manufacturing Service, Inc.) was bought by Volex a year ago. No other manufacturing or offices in U.S.

Canadian Opportunity: Company interested in expanding North American presence. Canadian manufacturing explored.

Company: Volex interspenset Systems

HU-zohoV chrona

Address: 338 Faunce Corner Rd.

Luyr North Dartmonth State: MA Zip Code: 02747

relepanaet (208) 995-9200 East (508) 993-9393

SHC: 3643 Products: Electrical Connectors and Cabio Assemblies. 3678

Annual Sales: 75M Employees: 54

Key Management: D. Christopher Cross-Pres.

Key Contacts:

I Smith Purch. Mgr.

Business Overview: Company (formerly Components Manufacturing Service, Inc.) was bought by Volex a year ago. No other manufacturing or offices in U.S.

anadian Opportunity: Company atorested in expanding Morth American presence. Canadian manufacturing explored.

Company: Waters Corporation

Parent:

Address: 34 Maple St.

City: Milford

State: MA Zip Code: 01757

Telephone: (508) 478-2000

Fax: (508) 872-1990

SIC: 3826 Products: Instrumentation for Bioengineering

Annual Sales: 420M

Employees: 910

Key Management: Arthur McGowan-Dir. Mfg.

Key Contacts:

Mary Kachinsky - Purch. Mgr.

Business Overview: Company went through investor buyout from M Millipore Corporation in August of 1994. No major changes expected within the company.

Canadian Opportunity: Letter sent to suppliers on August 15, 1994 notifying them of change in company name and ownership. Recommend contact with company as new suppliers are being sought with evaluation of current vendor base.

Company: Waters Corporation

Farents

Address: 34 Maple St.

Chyr. Milliad Telephone: (308) 478-2000 Fast (308) 872-1990

out 38.00 Products: Instrumentation for Brachennering

Ammai Sales: 420M

Key Management: Aring Medowan-Dir. Mir.

Key Contacts: Mary Rachin

hinsky - Purch. Mgr.

Bushiess Overviewe Company went through investor bushie from M Millipore Corporation in August of 1954. No major changes expected within the company.

Cateadian Opportunity: Lotter was to suppliers on August 15, 1994 notifying them of change in company name and ownership. Recommend contact with company as new suppliers are being sought with evaluation of current worder base

Company: Wellfleet Communications Inc.

Parent:

Address: 39 Manning Road

City: Billerica

State: MA Zip Code: 01821

Telephone: (508) 670-8888

Fax: (508) 436-3157

SIC: 3661 Products: Data Communications Equipment for Computers

Annual Sales: 440M

Employees: 760

Key Management: Paul Severino-CEO

Key Contacts: Justin O'Connor - Purch. Mgr. (508) 670-8888 Jan Sanzo - Purch. Mgr. (508) 436-3543

Business Overview: Number 12 on Fortunes top growth companies list. Company sees no signs of slowdown or miscue. Planning on merging with Synoptic of California before the end of the year. All of company's facilities are in Billerica. Corporate office is at 8 Federal Street.

Canadian Opportunity: Very progressive company with receptiveness to new ventures and ideas. Canadian suppliers would present an attractive potential for Wellfleet if packaged as foreign market exposure/interest. Contact with two manufacturing facilities purchasing managers is advised. Also contact with administrative staff at corporate office recommended. New Suchard Commercial Electronic Community

Companys Welthers Communications Inc.

CISHPEN'S

Address 39 Manning Road

Carya Billionica Totophones (SUB) 670-8888 5622 (SUE) 436-3157

resonances treated as the common store Equipment for Commences

Autoral Sales: 440ML

Kupstorees: 280

Rey Managements Paul Sevenino-CBO

Easy Contactor Austin O'Connor - Proch. Mgr. (508) 670-8888 Inti Sanzo - Purch. Mgr. (508) 436-3543

Business Grerview: Namber 12 on Borones de growth companies list. Company sees no signs of sicualown or missue. Planning on merging with Synaptic of California hefore the

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Sanadian Opportunally: Very progressive company with receptiveness to new venture and ideas. Canadian suppliers would present an attractive potential for Wolffleet if packaged as foreign market exposure/interest. Contact with two manufacturing facilitie purchasing managers is advised. Also contact with administrative staff at corporate office

Parech

AGGINGER 400 EXTRACT

NEW HAMPSHIRE

Aunual Salest 120M

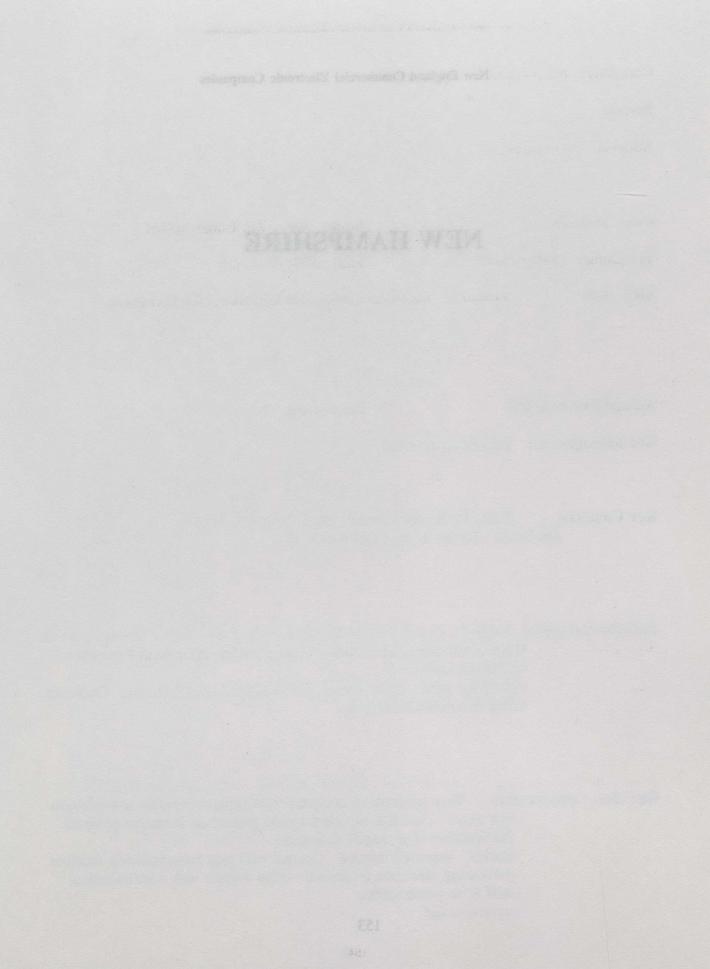
Key Management: Ole Inset VP Mile

Rey Contacto:

Dennis DiRienzo - Perch Mer.

business Overview: Alien Bradley is a subcidiary of Rockwell Interestional

the annual Opportunity: Some procentment is controlled due of Milwaukee with balance handled by Manchester facility. Usually special application connecessts are purchased by the Next Hamoshire facility.



Company: Allen - Bradley Co.

Parent:

Address: 460 Elm St.

City: Manchester

State: NH Zip Code: 03101

Telephone: (603) 625-8299

Fax: (603) 625-9586

SIC: 3674 Products: Photo Electric Controls, Flame Safeguard Controls

Annual Sales: 120M

Employees: 260

Key Management: Ole Imset-VP Mfg.

Key Contacts:

Dennis DiRienzo - Purch. Mgr.

Business Overview: Allen Bradley is a subsidiary of Rockwell International.

Canadian Opportunity: Some procurement is controlled out of Milwaukee with balance handled by Manchester facility. Usually special application components are purchased by the New Hampshire facility.

Company: Alies - Beadley Co.

Address: 460 Elm St.

City: Manchestar Felephonet (603) 625-8299 Fax: (603) 625 9536

Annual Suiss: 120M

Ney Minangement: Ole Imset-VP Mfg.

Key Contacts: Dennis DiRienzo - Purch, Mer

Business Overview: Allen Bradley is a schedury of Rockwell International

Canaditat Opportunity: Some procurement is controlled out of Milwaukee with balance handled by Manchester facility. Usually special application components are purchased by the New Hampshire facility.

Company: Cabletron Systems Inc.

Parent:

Address: 35 Industrial Way

City: Rochester

State: NH Zip Code: 03867

Telephone: (603) 332-9400

Fax: (603) 332-4616

SIC: 3672 Products: Network Test Instruments, Cable Assemblies & Hardware 3663 3829

Annual Sales: 410M

Employees: 1,400

Key Management: Robert Levine-Pres.

Key Contacts: John Caruso-Dir. Mfg. Art Vodicka-Materials Mgr.

Business Overview:

Canadian Opportunity:

Company: Cablemon Systems Inc.

Piterstift.

Authress: 15 Industrial Way

Chips Recocater

State: NH Zip Code: 03867

relephone: (603) 332-3400 Past: (603) 332-4616

SIC: 3672 Products: Menvork Test Instruments, Cable Associatios & Signification of Stationate

Ammuni Sales: 410M

Employees: 1,400

Key Management: Robert Levine-Frez.

Key Contacts: John Caruso Dir. Mi Art Vodicke Materials Mgr.

Business Overview:

Capadian Opportunity:

Company: Clarostat Manufacturing Co., Inc.

Parent: Hawker-Siddeley Group Plc-UK

Address: One Washington St.

City: Dover

State: NH Zip Code: 03820

Telephone: (603) 742-1120

Fax: (603) 742-0481

SIC: 3676 Products: Resistors, Rheostats and Switches, Potentiometers, 3679

Annual Sales: 50M

Employees: 480

Key Management: James C. Horne-Pres.

Key Contacts: Floyd Parshley-Purch.

Business Overview: Clarostat is run as an independent operation of Hawker-Siddeley. Hawker is a large U.K. aerospace company. Due to profitability of the company, they are expected to remain at their existing size with possible growth by mid 1995.

Canadian Opportunity: As a fairly integrated company, offload capabilities are doubtful though business relationship with Hawker should be explored.

Company: Clarosiat Manufachuing Co., Inc.

Parent: Hawker-Siddeley Group Pic-UK

Address: Caro Washington St.

City: Dover State: NH Zigi Code: 03820

SIC: 3676 Products: Reastors, Rheostats and Switches, Potentiometers, Encoders

Annual Salos: 50M Employees: 480

Key Managements James C. Horne-Pres.

Key Contacts: Floyd Parahev-Purch.

maxiness Overview: Clarostat is tun as an independent operation of Hawker-Siddeley. Flawker is a large U.K. acrospace company. Due to profitability of the company, they are expected to

contain at their parametering size with possible growth by mid 1995.

Canadiaa Opportunity: As a fairly integrated company, utiload capabilities are doubtful though business relationship with Hawker should be explored.

Company: Crompton Moductec, Inc.

Parent: Hawker-Siddeley Plc-England

Address: 920 Candia Rd.

City: Manchester

State: NH Zip Code: 03109

Telephone: (603) 669-5121

Fax: (603) 622-2690

SIC: 3613 Electrical & Digital Panel Meters, Control Meters, **Products:** Pyrometers, 3823 Thermocouples

Annual Sales: 27M

Employees: 260

Key Management: Glen Campbell-VP Mfg.

Key Contacts:

Michael Fitzpatrick-Purch.

Business Overview:

Canadian Opportunity:

Company: Crompton Modustee, Inc.

Parent: Hawker-Siddaley Pic-England

Address: 920 Candia Rd.

City: Manchester State: NH Zin Code: 03109

Telephone: (603) 069-5121 Fax: (693) 622-2600

SIC: 3613 Products: Electrical & Digital Partel Meters, Control Meters, Pysomaters, 3893

> Amauni Suiesi 17M Key Managament: Giet Cambell-VP Mir.

> > key Contaets: Michael Fitzpathelo-Purch.

Canadian Opportunity:

Company: General Electric Co.

Parent: GE- Fairfield, CT

Address: 130 Main St.

City: Sommersworth

State: NH Zip Code: 03878

Telephone: (603) 692-2100

Fax: (603) 749-8178

SIC: 3825 Products: Watt-hour Meters, Instrument Transformers, Load Management Devices 3612

Annual Sales: 145M Employees: 1,100

Key Management: John V. Bucci-GM

Key Contacts: Daris McCulough-Purch. Mgr.

Business Overview: This has become a solid performer for GE and although employment is down from the nearly 1700 in late 1988, production costs have held steady. Business has picked up over last year.

Canadian Opportunity: A niche product manufacturer who presents a long term customer potential for numerous component supply. G.E. companies do not rely on each other for their components and raw materials.

Company: General Elecuie Co.

Farcal: Gil- Fairfield, CT

Address: 130 Main St.

Cutyr Sounnersworth State: NH Zip Code: 03378

Firsthmonet (603) 692-7140 [Fax: (603) 149-8178

SHC: 3825 Products: Watchour Maxors, Instrument Transformers, Lord Management Devices

Annual Sales: 145M

imployees: 1,100

Key Management: John V. Bucci-GM

ontacias Daris McCulough-Parch, Mar.

Summers Overview: This has become a solid performer for GE and although employment is down from the nearly 1700 in lats 1988, production costs have held steady. Business has picked up over last year.

Canadian Opportunity: A niche product manufacturer who presents a long term customer potential for numerous component supply. G.E. companies do not rely on each other for their components and naw materials.

Company: General Electric Co.-Aircraft Engine GRP

Parent: GE-Fairfield, CT

Address: 31 Industrial Park Dr.

City: HooksetState: NHZip Code: 03106Telephone: (603) 666-8300Fax: (603) 666-8128SIC: 3724Products: Aircraft Engine Components

Annual Sales: 40M

Employees: 600

Key Management: George Oliver-Plant Mgr.

Key Contacts: Nelson Fitzpatrick-Purch. Mgr.

Business Overview: This aircraft component manufacturing facility of GE has been in Hooksett since 1966 and is viewed as a cost effective operation.

Canadian Opportunity: Many of GE-Aircraft Engine divisions purchases are carried out in Ohio or Lynn, MA. The procurement potential directly with the Hooksett plant is limited. They are, however, in control of a number of purchased items.

Company: General Elecuic Co.-Aircraft Engine GR Parent: GB-Fairfield, CT

Address: 31 Industrial Park Dr.

City: Hookzei State: NH Zip Code: 03106 Telephone: (603) 666-8309 Fax: (603) 668-8128 SIG: 3724 Products: Aircraft Engine Components

Annual Sules: 40M Employees: 6

Key Management: Goorge Odver-Plant Mar.

195 Melson Propartick-Parch

Business Overview: This attornet component manufacturing theminy of GE has been in Hooksett since 1966 and is viewed as a cost offective operation

Caratican Opportunative Many of GE Aucrait Engine divisions purchases are extrined out in Olito or Lynn, MA The procureatent polantial directly with the Housest plant is firmited.

Company: GFS Mfg.

Parent:

Address: 21 Crosby Rd., P.O. Box 1409

City: Dover

State: NH Zip Code: 03820

Telephone: (603) 742-4375

Fax: (603) 742-9165

SIC: 3677 Products: High Frequency Transformers, Custom Coils 3612

Annual Sales: 10M

Employees: 210

Key Management: Robert D. Sylvester-Pres.

Key Contacts:

Ed Hudson-Purch.

Business Overview:

Canadian Opportunity:

ips Company has over a rapid increase of sales and product effering. Based on the strangth in the particle there may as apportunity for project solution. Weather projectial is limited based on antenetics to come integrated manufacturing.

Company: GES Mfg.

Parent:

Address: 21 Crosby Rd., P.O. Box 1469

Case Bover States NH Zip Code: 03820 Releatione: (663) 742-4735 East 4697) 742 0765

SIG: 3677 Products: High Frequency Transformers, Custom Colls 3612

Amand Sales: 10M Ecophysics 210

Kay Managements Robert D. Sylvester Press.

Key Contacts: Ed Badison Purch.

Business Overview:

Caustian Opportunity:

Company: Hadco Corp.

Parent:

Address: 12 A Manor Parkway

City: Salem		State: NH Zip Code: 03079
Telephone: (603)	898-8010	Fax: (603) 898-6227
SIC: 3672	Products:	Blanks and Backplanes for Circuit Boards

Annual Sales: 200M

Employees: 1,300

Key Management: Andrew E. Lietz-VP Chief Operating Officer

Key Contacts:

Donald Torrisi-Purch. Mgr. (603)432-2004

Business Overview: Hadco has manufacturing facilities in Salem(headquarters), Derry and Hudson, NH. All purchasing is done through the Derry facility.

Canadian Opportunity: Company has seen a rapid increase in sales and product offering. Based on the strength in the market there may be opportunity for project activity. Vendor potential is limited based on extensive in-house integrated manufacturing.

New England Commercial Florinopic Companies

Company: Hadeo Corp.

:mym?

Address: 12 A Manor Parkovay

Chrys Sziern Tekophome: (503) 398-8010 SRC: 3672 Froducts: Bianics and Backwistness for Genetic Reserve

Auronal Saires; 20024

Emplement 1.300

Key Management: Andrew E. Leve-VP Chief Operating Office

Sey Contaels: Docaid Torrisi-Parely, Mgr. (603)432-20

Dustness Diverview: Hadoo has namufacturing datilities in Salean(headquarters), Derry and Hadson, MH. All purchasing is done through the Derry facility.

Canadian Opportunity:

officing. Based on the strength in the parket mere may be opportunity for project activity. Vendor potential is finited based on extensive in-bouse integrated manufacturing.

Company: Jewel Electrical Instruments, Inc.

Parent:

Address: Grenier Field Industrial Park

City: Manchester

State: NH Zip Code: 03108

Telephone: (603) 669-6400

Fax: (603) 669-5962

SIC: 3613 Products: Analog & Digital Panel Meters, Avionic Instruments

Annual Sales: 14M

Employees: 260

Key Management: John R. Allard-Pres.

Key Contacts:

Craig Hutchinson-Purch.-(603)668-1900

Business Overview: Company operates five different companies (divisions) in Manchester, two at different locations all under the Allard Industries Corporation.

Canadian Opportunity: Employment and sales have been consistent within the company due to their balance of both government contract work and a variety of industry application products. Recommended contract to explore development work as part of component supply.

Company: Jewei Electrical Instruments, fac.

Address: Grenier Field Industrial Park

City: Manchester Felephone: (603) 669-6400 Fax: (613) 569-5400

summand of the Alexies Adalog & Digital Passis Active Avionity Sandara

Annual Sales: 14M Employeen 260

Xey Managements John R. Allard-Pres.

Aug Contacts: Carig Hundrinson-Frank -(603)668-1900

Business Overview: Company operates five different companies (divisions) in Bianchester, two at different locations all under the Allard Industries Corporation.

Canadian Opportunity: Entpicyment and sales have been consistent within the contracty due to their balance of both government contract work and a verticity of indu-ary application products. Recommercial contract to explore development work as part of controctent anoty.

Company: Kollsman

Parent: Div. of Sequa Corp.-NYC

Address: 220 Daniel Webster Highway

City: Merrimack

State: NH Zip Code: 03054

Telephone: (603) 889-2500

Fax: (603) 889-7966

SIC: Products: Electroptical Systems, Aircraft Flight Instruments, Test Equipment

Annual Sales: 155M

Employees: 1,200

Key Management: C.F. Richmond-VP Int'l C. Bernhardt-VP Military Sales

Key Contacts: Mr. Cris Smith-Dir. Purch. Kollsman-Military Ron Belden-Small Business Liaison Bill Slaiby-Purch. Mgr.

Business Overview: High concentration on government contract work. Increased control from parent company.

Canadian Opportunity: Company rumored to be making major changes at the end of this year. It would be advantageous to contact Cris Smith to initiate long term vendor/offload or multi-year supply.

Defense Systems Division-Mextinates, Wil-Astronomical Test System Information Systems Division-Nationa-C1 Surveillance Surveillance Systems Division-Hadson, MRI-Pression Detection Mading

Company: Kollsman

Parent: Div. of Sequa Com.-NYC

Address: 220 Daniel Webster Highway

City: Marrimack State: NH Zip Code: 03934

Telephone: (603) 839-2590 Far: 1003) 589-7966

SIC: Products: Electroptical Systems, Aircraft Filght Instruments, Test

Armund Selest 155M Employees: 1,200 New Management: C.F. Richmood-VP Int'l C. Bernhardt-VP Military Salas

Ney Contacts: Mr. Cris Smith-Dir. Purch. Kollaman-Military Ron Seiden-Smith Business Liaison Bill Slaiby-Purch. Mgr.

Bustaess Overview: High concentration on gevenment contract work. Hereased control from patent contrany.

Cannatian Opportunity: Company remember to be making major changes at the end of this year. It would be advantageous to confign Cris Smith to initiate long term vendor/offload or multi-year supply.

Company: Lockheed Sanders Inc. (Corporate Office)

Parent: Lockheed Corp.-Calabassas, CA

Address: Daniel Webster Highway S, P.O. Box 0868

City: Nashua

State: NH Zip Code: 03061

Telephone: (603) 885-4321

Fax: (603) 885-2673

SIC: 3663 **Products:** Defence Electronics-Electronics and Infrared Countermeasures Digital 3671 Avionics Signal Processing Ocean Surveillance ASW, Training and 3679 Simulation, Test Sets 3577

Annual Sales: 550M Employees: 4,800

Key Management: John R. Kreick-Pres.

Key Contacts: Jack Powell-Dir. of Subcontracts

Business Overview: Still a major builder of electronic counter measures systems for U.S. and foreign military. Optical programs for defence services expanding.

Canadian Opportunity: New Hampshire Divisions of Company:

Avionics Division-Nashua-Cockpit display systems, Ebedded Processors Submarine warfare Programs Division-Nashua-Low Frequency Sonar System Countermeasures Division-Nashua-Self Protection Countermeasures Defense Systems Division-Merrimack, NH-Automated Test Systems Information Systems Division-Nashua-C2 Surveillance

Surveillance Systems Division-Hudson, NH-Precision Direction Finding

New England Consistential Floringic Companie

Company: Lockhead Sanders Inc. (Company: Office)

Parsent Lockbard Com . Chabraces CA

Adultant Eaniel Websiter Highway S. P.O. Box 0868

Calgo Mashnas Telephonen (603) 200 (10)

SIC: 3663 Products: Protecto Electronics Electronics and Infrared Contententermanner Digital 3671 Avionics Signal Processing Ocean Surveillance ASW Training and

And was included

Amuni Salest 350M

Employeese d. R. R.

Key Managamant: John R. Kreick-Pent

and store Powell-Dir. of Subodulates

Bustaness Urerview: Suil a major builder of electronic counter measures systems for R.S. and foreign military. Optical programs for defence services expending.

nation Opportant to New Hampshire Divisions of Company

Aviance Division-Namus-Cookid display systems, Ebedded Processors Submaride worfore Browness Feinmene Keines Submaride

onse System

Desease Systems Division-Montinack, All-Automated Test System Information Systems Division-Maxhua-C2 Sarveillance Surveillance Systems Division-Maxhua-C2 Sarveillance

Company: Osram/Sylvania Inc.

Parent: Osram/Sylvania Inc.-Danvers, MA

Address: 275 West Main St.

City: Hillsborough

State: NH Zip Code: 03244

Telephone: (603) 464-5533

Fax: (603) 464-7490

SIC: 3647 Products: Automotive and Miniature Lighting Products 3641

Annual Sales: 175M

Employees: 840

Key Management: Charles Jerabek-VP/GM

Key Contacts:

John Patridge-Purch. Mgr.

Business Overview: GTE division was purchased by Osram/Sylvania. This division also has facility in Waldsboro, ME. A number of plant improvement plans have been put on hold pending the settlement of ownership changes/transition.

Canadian Opportunity: Some specialty wire connectors, blocks and switches etc. requirements.

Company: Osmar/Sylvania Inc.

Parent: Ostamisyleania Inc. Danvars, has

Address: 275 Way high st.

City: Hilizoarough Telephane: (603) 464-5333 Eas: (603) 464-5333

Stor 2007 Products: Automotive and Ministers Lighting Products

Ammun Sales: 17564

Dag zaovnicina

Key Management: Charles Iscobek-VP/GM

ey Contacts: Joint Particles-Put

business Overview: GTE division was purchased by Oscami/Sylvania. This division also has facility in Waldabores, ME. A sumber of plant improvement. plans have been put on hold pending the settlement of overeship changes/itansified.

Canadian Opportunity: Some specially wire connectors, blocks and switches etc.

Company: R C D Components, Inc.

Parent:

Address: 520 East Industrial Park Dr.

City: ManchesterState: NHZip Code: 03101Telephone: (603) 669-0054Fax: (603) 669-5455SIC: 3679Products: Resistors Coated & Molded Inductor Coils

Annual Sales: 48M

Employees: 360

Key Management: Louis J. Arcidy-Mktg. Mgr.

Key Contacts:

Mark A. Arcidy-VP Operations/Purchasing

Business Overview: RCD continues to search out new markets for its products. Company has been a fairly consistent performer through the last five years.

Canadian Opportunity: Due to the size of the company and large competitors, there could be a benefit in contacting RCD to discuss joint ventures or access new markets (end product applications). Vendor base fairly well established.

Company: R C D Components, inc.

Parents

Address: 528 East Industrial Park Dr.

City: Manchester State: NH Zip Code: 03101 Telephone: (603) 669-0034 Fax: (603) 569-5455 SfC: 3679 Froducts: Resistors Coated & Malded Inductor Calls

Annual Sales: 48M

Key Management: Louis L. Areidy-Mility, Mgr.

Asy Contacts: Mark A. Arcuby-VP Operations/Penchasing

Examiness Over view: MCD continues to search not new markets for its products. Company has been a fairly consistent performer through the last five years.

Canadian Opportuality: Dee to the size of the company and large compatibute, there could be a scattle in confacting RCD to discuss joint ventures or secess are markets (and product toplications). Vendor base tairly well established

Company: Teledyne Electro-Mechanisms

Parent: Teledyne Inc.-Los Angeles, CA

Address: 110 Lowell Rd.

City: Hudson

State: NH Zip Code: 03051

Telephone: (603) 889-6191

Fax: (603) 882-4457

SIC: 3672 Products: Flexible Printed Circuits and Cables, Electronic Interconnect Assemblies 3678

Annual Sales: 35M

Employees: 210

Key Management: Rick Pettit-Pres.

Key Contacts: James Suprenant-Purch.

Business Overview: Company also manufactures several soldering machines including hot air soldering leveling.

Canadian Opportunity: Their market is improving and with it the requirement to strengthen and add to their vendor base. Contact is advised to become part of developmental team.

Company: Teledyne Electro-Mechanisms

Parenti Telodyne Inc.-Los Angeles, CA

Address: 110 Lowell Rd.

Calge Hudson States Nill Zip Code: 03051

Felephonet (603) 889-6194 Fax: (603) 882-645

SIC: 1672 Products: Flexible Printed Circuits and Cables, Electronic Interconnect Assemblies

Annual Salesa 33M

Key Management: Rick Petric-Pres.

Key Contacts: James Supremant-Purch,

Business Overview: Company also manufactures several soldering machines including hor air soldering leveling.

Canadian Opportunity: Their market is improving and with it the requirement to strengthen and add to their vendor base. Contact is advised to become part of developmental team.

Company: Teradyne Connection Systems Inc.

Parent: Teradyne, Inc.-Boston, MA

Address: 44 Simon St.

City: Nashua

State: NH Zip Code: 03060

Telephone: (603) 889-5156

Fax: (603) 889-9892

SIC: 3672 Products: Electronic Components, Connectors and Printed Circuit Boards 3678 3679

Annual Sales: 80M

Employees: 850

Key Management: George W. Chamillard-VP/GM

Key Contacts:

Michael Rankins-Purch.

Business Overview: Division operates independent of their Boston headquarters. Purchasing, contracts etc. decisions are carried out in Nashua.

Canadian Opportunity: An active manufacturing operation with a growing product line. Good candidate for additional source of raw materials and component supply.

Company: Teradyne Connection Systems Inc

Parent: Tesseyne, Inc.-Person, MA

Address 14 Stroom St.

Lity: Nachun State: NH Zip Code: 03050

restmone: (603) 389-3156 Fax: (603) 889-3156

54C: 3672 Products: Electronic Components, Connectors and Printed Chruit Reards

unnod Sales: 80M Employees: 850

wey addungstaurate George W. Chandland-VP/GM

Michael Ranking-Purch.

loginess Overview: Division opcipies sudependent of their Boston headquarters. Purchasing, contracts etc. decisions and carried and in Mashin

 Anadem Opportunity: An active manufacturing operation with a growing product line. Good cardidate for additional source of raw materials and component supply.

Company: Unitrode Integrated Circuit Corp.

Parent: Unitrode Corp.-Billerica, MA

Address: 7 Continental Blvd.

City: Merrimack

State: NH Zip Code: 03054

Telephone: (603) 424-2410

Fax: (603) 424-3460

SIC: 3674 Products: Integrated Circuits

Annual Sales: 35M

Employees: 220

Key Management: Dennis Peasenell-VP/GM

Key Contacts: Bruce Greenland-Purch. Mgr.

Business Overview: Company has sold a number of their Massachusetts and Maine Divisions to concentrate on their core products. Primary IC business is for general commercial application.

Canadian Opportunity: As company continues to divest themselves of certain products and production activities there is potential for obtaining supplier relationship without displacing any existing external vendors.

New England Commercial Flactronic Concentio

Companys Unitrode Integrated Circuit Corp. Parents Unitrode Corp.-Silierice, MA

Audress: / Continental Bivd.

Cuy: Merrinhads State: NH Zig Code: 03054 Tolephone: (603) 424-2410 Fax: (605: 424-3450 SiC: 3674 Products Interreted Const.

> Annual Sales: 35M Employeess 220 Ker Management: Tunnin Duringer 101001

> > Key Contacts: Bruce Greenland-Purch.

business Overview: Company has sold a number of their Massachusetts and Maine Divisions to concentrate on their core products. Primary IC ousiness is for general commercial application.

addiant Opportunitors As company conduces to divest themselves of certain products and production activities there is potential for obtaining supplier relationship without displacing any existing external vendors.

Company: Vishay Sprague

Parent: Vishay Intertechnologies Inc.-Malvern, PA

Address: 70 Pembroke Rd.

City: Concord

State: NH Zip Code: 03301

Telephone: (603) 224-1961

Fax: (603) 224-1430

SIC: 3675 Products: Solid Tantalum Capacitors

Annual Sales: 60M

Employees: 260

Key Management: Dean Webber-GM

Key Contacts: Michael T. Lahey-Purch.

Business Overview: Manufacturer of specialty tantalum capacitors. Vishay Sprague in Hudson, NH (Manufacturers hybrid circuits and other electronic components) is moving to Nebraska in February 1994.

Canadian Opportunity: Remains to be seen what products will be dropped by Vishay at new facility. It is recommended that supply requirements be discussed with Concord facility.

New Explored Commercial Electronic Commercia

Campary: Vishey Spingun

Parent: Vishay interfectuciogies inc.-Malvem, PA

Autorest. As Pendooke Rd,

Cibyr Concord Teksphonas (603) 224-1961 SEC: 3675 Sect 3675 Sect 3675

> Annual Sales: 60M Faulus 260 Key Manutement: Dean WebberGM

> > hey Contacts: Michael T. Lahey-Purel

husiness Overview: Monufacturer of grecinity tantainen capacitors. Vishay Sprague in Hudson, NH (Manufacturers hybrid circuits a other clocarovie

components) is moving to Newskin in Paintanty in

Canadian Opportuelty: Remains to be seen what products will be dropped by Vishay at new facility. It is recommended that supply requirements be discussed with Concord facility.

City: Previoence

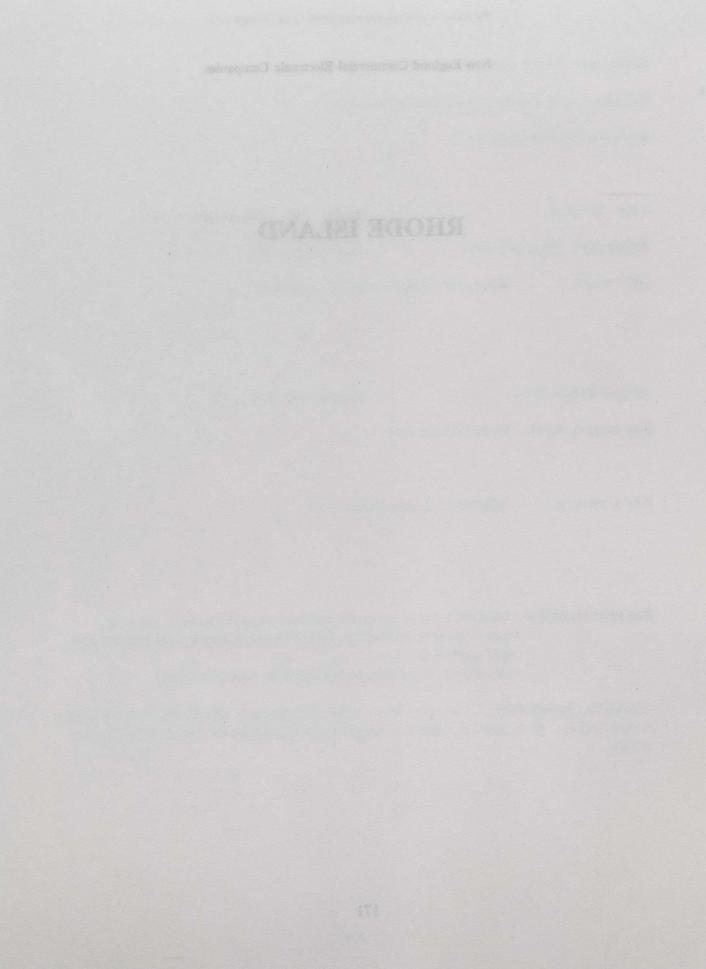
RHODE ISLAND

Let Calification

Nick Montalhano-Porch. Mar. (508)998-1131

Business Overview: Company undi recently knows as Morogram Industries Inc. now AFC Cable Systems. Corporate office is in Providence. Mehanfacturing, in Fighthurg and other locations. Furthering all done in Fighthurg.

Counding Opportunity: Specialized preduct line. Wiring products for preder floor or hidden locations has possible vendor supply potential.



Company: AFC Cable Systems Inc.

Parent: Monogram Industries Inc.-Providence, RI

Address: 50 Kennedy Plaza, 19th Floor

City: Providence

State: RI Zip Code: 02903

Telephone: (401) 453-2000

Fax: (401) 453-2009

SIC: 3679 Products: Electrical Wiring and Cabling

Annual Sales: 165M

Employees: 540

Key Management: Harry M. Crump-Pres.

Key Contacts: Nick Montalbano-Purch. Mgr. (508)998-1131

Business Overview: Company until recently known as Monogram Industries Inc. now AFC Cable Systems. Corporate office is in Providence. Manufacturing in Fitchburg and other locations. Purchasing all done in Fitchburg.

Canadian Opportunity: Specialized product line. Wiring products for under floor or hidden locations has possible vendor supply potential.

warmand Commercial Electronic Communics

Company: AFC Cable Systems teo. Parent: Monogram Industries Inc.-Frovidence, RI Address: 50 Kennedy Place, 19th Floor

City: Providence Telephone: (401) 453-2000 SIC: 3679 SIC: 3679 Products: Electrical Wring and Cabing

Annual Sales: 165M Employees: 3

Key Management: Harry M. Crumo-Pres.

vey Comacts: Mick Montalbano-Purch, Mgr. (308)998.1

Dusiness Overveew: Company until secently known as Monogram Industries Inc. now AFC Cable Systems. Corporate office is in Providence. Manufacturing in Fitchburg and other locations. Perchasing all done in Fitchburg.

Consume typperformings Specialized product file. Wirneg products for under fibor or bidden locations has possible vendor sumply potential

Company: Allied-Signal Automotive Aftermarket

Parent: Allied-Signal Inc.-Moorestown, NJ

Address: 105 Pawtucket Ave.

City: Rumford

State: RI Zip Code: 02916

Telephone: (401) 434-7000

Fax: (401) 431-3162

SIC: 3694 Products: Automotive Oil, Air, Fuel and Water Filters, Spark Plugs and Brakes 3714

Annual Sales: 470M

Employees: 250 (3600-Div.)

Key Management: Michael A Monti Jr.-Pres.

Key Contacts:

Gary Stump-Purch. Mgr.

Business Overview: This facility is the distribution, sales, advertising and purchasing headquarters for the automotive aftermarket division of Allied-Signal. No manufacturing is carried out in this facility.

Canadian Opportunity: Due to the increase in Allied's electronics (automotive) business there is an excellent point of contact for both automotive electronics systems/components sales as well as raw electronics products, wire, semiconductor and connectors etc.

Yow England Commercial Electronic Communics

Company: Allied-Signal Automotive Afternation

Perenti Allied-Signal Inc.-Moore-town, N

Address: 105 Faunusket Ave.

Cap: Rundord

State: RI Zhy Code: 02918

Relephone: (401) 434-7000 Ent: (401) 431-316

SIC: 3694 Freducts: Autometive Oil, Air, Fuel and Water Filters. Spark Flags and Bookes

MA-'10 During at the second recommendances

Oary Stump-Purch. Mgr.

business Overview: This facility is the distribution, sales, advertising and purchasing headquarters for the actomotive aftermarket division of Allied-Signal No manufacturing is carried out in this facility.

Amerikan Opportunity: Due to the increase in Alliest's electronics (automotive) business there is an excellent point of country for both automotive electronics systemu components sales as well as raw electronics products, whey autionaduater and connectors etc.

Company: Cherry Semiconductor Corp.

Parent: Cherry Corp.-Waukegan, IL

Address: 2000 South County Trail

City: East Greenwich Telephone: (401) 885-3600		State: RI Zip Code: 02818 Fax: (401) 885-3600	

Annual Sales: 60M

Employees: 800

Key Management: Alfred S. Budnick-Pres.

Key Contacts: Leonard Minkin - Purch. Mgr.

Business Overview: Company has grown from around 400 employees to over 800 within the last two years. Primary market is automotive but, they support IBM, Motorola and other computer companies' integrated circuit requirements.

Cambridge Opportunity:

Canadian Opportunity: Due to rapid growth company offers a good market for material supply or technology transfer/sharing.

Campany: Cherry Semiconductor Corp. Parent: Charry Corp.-Waukagan, IL

Chy: East Greenwich Statu: RI Zip Code: 02818 Telephone: (401) 835-3600 Fav: (401) 835-3600 SIC: 3674 Products: Integrated Circuits and Semiconductor Device

Annual Sales: 60M

Employeest 800

Key Management: Alfred S. Budnick-Pres

Contacts: Leonard Minkin - Purch. h

 Ansatass Overview? Company has grown from around 400 employees to over 800 within the last ever years. Primary market is autometive but, they support 18Mt, Motorola and other compater companies' integrated elecult requirements.

Consultant Oppertunities Elec to rapid growth conjuny offers a good market for mulenal analytic redenoisey monthering

Company: Electro Films, Inc.

Parent:

Address: 111 Gilbane St.

City: Warwick

State: RI Zip Code: 02886

Telephone: (401) 738-9150

Fax: (401) 738-4389

SIC: 3679 Products: Micro Electronic Components 3674

Annual Sales: 18M

Employees: 225

Key Management: Jean D. Madden, Jr.-Pres.

Key Contacts: Mike Napolitano - Purch. Mgr.

Business Overview:

including commercial and military acrospace, telecommentations and where environmental control required.

Canadian Opportunity:

Caractiza Opportunity: Fairly solid sociality base as takes percented in difficult.

Companyo Electro Films, Inc.

Parent:

Address: 111 Gibbane St.

Caya Warwazk State: RI Zip Code: 02886 Telephanet (401) 738-9150 Fax: (401) 738-4389

3674 recently recently material electronic Companies

Manuel Sales: 18M

Employees: 225

Koy Management: Jean D. Madden, Jr.-Pres.

vey Contactat Make Napolitano - Putch, Mg

Susiness Overview:

Canadian Opportunity:

Company: Elmwood Sensors, Inc.

Parent: BTR Pic-London

Address: 500 Narragansett Park Dr.

City: Pawtucket

State: RI **Zip Code: 02861**

Telephone: (401) 727-1300

Fax: (401) 728-5390

SIC: 3822 Products: Bimetal Thermostats, Thermal Fuses, Flexible Heaters, **Touch Screens** 3823 3829

Annual Sales: 40M Employees: 550

Key Management: Thomas W. Berlan-GM

Key Contacts: John Gifford-Purch. Mgr.

Business Overview: Involved in temperature control products for numerous industries including commercial and military aerospace, telecommunications and where environmental control required.

Canadian Opportunity:

Fairly solid supplier base so sales potential is difficult.

Longpany: Einswood Sensors, Inc.

Parent: BTR Fic-London

Address: 500 Marraganzen Park Dr.

City: Pawinekei

State: RI Zip Code: 0286

Part (401) 727-1300 Fax: (401) 728-5300

SIC: 3822 Evolucits: Educed Thermosiats, Thermal Puses, Flexible Heaters, Touch Screens

nmmi Sales: 40M

Managements Thomas W. Berlan-OM

n John Gifford-Purch, Mgr.

nustriess Overview: involved at tennorshifts control products for numerous industries including commercial and military acrospace, telecommunications and whore environmental centrol required.

communication of the second second second second second is difficult

Company: Federal Electronics, Inc.

Parent:

Address: 75 Stamp Farm Rd.

State: RI Zip Code: 02921 City: Cranston Telephone: (401) 944-6200 Fax: (401) 272-7840 Products: Cables, Wire Harness and Electromechanical Assemblies SIC: 3679

Annual Sales: 7M

Employees: 150

Key Management: Romolo Evangelista-Pres.

Key Contacts: Anne Murphy - Purch. Mgr.

Business Overview: Company is family run but has a strong customer base.

Canadian Opportunity: Opportunity for project work or marketing representation.

Campany: Federal Flockronics, Inc.

Parent:

Address: 75 Stamp Farm Rd.

City: Cranston

States RI Zip Code: 02931

felephone: (401) 944-6200 Fax: (401) 272-7348

SIC: 3679 Products: Cables, Wire Haracss and Electromechanical Avecualdies

Annual Sales: 7M

Employees: 150

Key Managements Ro-

key Contacts: Anne Murphy - Purch, Mgr

Business Overview; Company is family run but has a zirong customer base

anagina Opportunity: Opportunity for project work or marketing representation.

Company: Federal Products Co.

Parent: Esterline Technologies-Bellevue, WA

Address: 1144 Eddy St., Box 9400

City: Providence

State: RI Zip Code: 02940

Telephone: (401) 781-9300

Fax: (401) 941-5280

SIC: 3825 Products: Precision Measuring Instruments, Gauges

Annual Sales: 60M

Employees: 520

Key Management: John H. Hubbard-Pres.

Key Contacts: Joseph H. Deslauiers-PA

Business Overview: Operates as an independent division of Esterline.

Canadian Opportunity: Company presents potential candidate for product representation of Canadian complementing instruments etc. through parent.

Company: Federal Products Co.

Parent: Esterline Technologies-Bellevas, WA

Address: 1144 Eddy St., Box 9400

City: Frovidence State: RI Zip Code: 02940

SIC: 3825 Products: Precision Measuring Instruments, Gauges 3824

Annual Salas: 60M

Employees: 520

kay Managament: John H. Hubbard-Pres

ices Contactor joseph H. Desiguiers-PA

Additions Oversitewi Operates as an independent division of Estering

Chinadian (Apportunity) Company presents potential candidate far product Pepresentation of Canadica complementing instruments etc. through

Company: K V H Industries Inc.

Parent:

Address: 110 Enterprise Center

City: Middletown

State: RI Zip Code: 02840

Telephone: (401) 847-3327

Fax: (401) 849-0045

Products: Heating Sensor Systems, Compasses and Electronic SIC: 3567 **Range Finders** 3634 3829

Annual Sales: 5.8M

Employees: 70

Key Management: Chris Burnett-Mgr. Bus. Devel.

Key Contacts: Kristen Quinn-Purch. Mgr.

Business Overview: Company manufactures both commercial and military advanced sensor systems & digital magnetic compasses for aircraft. Also produces some non-aerospace products including heating sensor systems.

Canadian Opportunity: Due to the size of the company and impact on profits from decreased aerospace, order potential for Canadian component suppliers unknown.

Company: K V H Industries Inc.

Patrent:

Address: 110 Enterprise Conter

City: Middletown

State: RI Zip Code: 02840

Telephone: (401) 847-3337 Fax: (401) 849-0045

SIC: 3567 Froducts: Heating Sensor Systems, Compasses and Electronic Range Finders

3829

Employees: 70

"Gut work a rearrant house on

business Overview: Company manufactures both commercial and military advanced sensor systems & digital magnetic compasses for aircraft. Also produces some non-acrospace products including heating sensor systems.

Canadian Opportunity: Due to the size of the company and impact on profiles from decreased zerospace, order potential for Canadian component suppliers unknown.

Company: Leviton Manufacturing Co.

Parent: Leviton Mfg. Co., Inc.-Little Neck, NY

Address: 745 Jefferson Blvd.

City: Warwick

State: RI Zip Code: 02886

Telephone: (401) 737-4500

Fax: (401) 736-1454

SIC: 3643 Products: Electric Wiring Devices, Cord Sets and Switches 3644

Annual Sales: 85M

Employees: 1,500

Key Management: Richard Millar-GM

Key Contacts: Elaine Guertin (Little Neck, NY) - (718) 229-4040 (No purchasing at Warwick facility)

Business Overview: Company also operates facility in Providence (known as Cable Electric Products) (401)737-4505. Leviton is a fully integrated manufacturer of electronic components.

Canadian Opportunity: Potential for raw material (wire, metal components etc.) or outsourcing where production runs are low or their production cost are high.

Jampany: Levinan Manufachuang Co.

Parent: Leviton Mfg. Co., Inc.-Little Neck, MY

Addresses 745 lefterson Blvd.

City: Warwick State: RI Zip Code: 02835

Telephone: (401) 737-4500 Fax: (401) 736-1454

SICt 3643 Products: Electric Witting Devices, Cost Sets and Switches 3644

Amunal Sales: 85M

Employeest 1,500

Key Management: Richard Miller-GM

Key Contacts: Elaine Guerrin (Little Neck, NY) - (718) 229-4040 (Ho purchasing at Warwich facility)

Business Overview: Company also operates facility in Providence (known as Cable ; Electric Products: (401)737-4505. Leviton is a fully integrated aramufasturer of electronic components.

Lauaassa (Jopparturzäy: Parenial for rew material (wire, metal componenta etc.) or outsourcing where production runs are low or their production cost

Company: New England Instrument

Parent: Siebe Plc-Windsor, UK

Address: 245 Railroad St.

City: Woonsocket

State: RI Zip Code: 02895

Telephone: (401) 769-7274

Fax: (401) 762-2954

SIC: 3823 Products: Potentiometers & Sensors 3825

Annual Sales: 9m

Employees: 110

Key Management: Robert Cimerol-GM

Key Contacts: Steve Chenard - Purch. Mgr.

Business Overview: Company is a division of Robertshaw Controls which is headquartered in Richmond, VA.

Canadian Opportunity: Company has reduced work force by a third over last year. There could be supply potential as they attempt to fill the gaps in manufacturing outsourcing requirements.

Company: New England Instrumont

Parent: Siehe Mc-Windsor, UK

Address: 745 Railroad St.

City: Woonsoulet Estate: RI Zip Code: 02895 Felephone: (401) 769-7274 Fax: (401) 762-2954

SIC: 3823 Products: Potentiometers & Sensors

Aprilad Sales: 96

Employees: 110

Key Management: Robert Cimerol-CN

ary Contacts:

izeve Chenard - Purch, Mg

musiness Overviewt Company is a division of Foherishaw Controls which is headquartered in Fohmoren, VA.

Company Company has reduced work force by a think over hast year. There could be anophy persential as they attempt to full the gaps in manufacturing outsourcing requirements.

Company: Philips Components/Discrete Products Div.

Parent: DV Philips-The Netherlands

Address: 100 Providence Pike

City: Slatersville

State: RI Zip Code: 02876

Telephone: (401) 762-3800

Fax: (401) 762-3805

SIC: 3671/3674 Products: Semiconductor and Electron Tubes

Annual Sales: 130M

Employees: 215

Key Management: Jeff Janssen-GM

Key Contacts: Phil Derocher-Purch. Mgr.

Business Overview: Division headquartered in Riviera Beach, FL (4700 employees). Division produces electronic components including resistors, capacitors, discrete semiconductors, magnetic products & optoelectronic products.

Canadian Opportunity: Due to growth in semiconductor market there is potential for material support and supply.

New Eastland Commercial Electronic Communics

Company: Philips Components/Durrets Products Div. Parent: DV Philips-The Netherlands

City: Slatersville States El Zip Code: 02876 Faiephone: (401) 762-3800 Fax: (401) 762-3805

Anoual Sales: 130M

Key Management: Joff Jansson-GM

Rey Cantaets: Phil Derocher-Purch: Mar

Business Overviewt Division headquartened in Riviera Beach, FL (4760 employaes), Division produces electronic components including resistors, capacitors, discrete semiconductors, magnetic preducts & optoelectronic products.

Canadian Opportunity: Due to growth in semiconductor market there is potential for material support and supply.

Company: Textron Inc.

Parent: Corporate Headquarters

Address: 40 Westminister St.

City: ProvidenceState: RIZip Code: 02903Telephone: (401) 421-2800Fax: (401) 421-2878SIC: 3728Products: Aerospace & Navigational Control and Guidance Systems
3761
3812

Annual Sales: 6.9B

Employees: 46,500

Key Management: James Hardymon-Pres.

Key Contacts: Ronda Butler-Corp. Purch. Mgr.

Business Overview: Headquarters of Textron Corp. is involved in both aerospace/ defence and commercial electronics products. Primary business remains defence-engines for tanks, helicopters, air cushion craft systems and numerous electronics products.

Canadian Opportunity: Company is investing heavily in commercial electronics products both for transportation as well as industrial applications. With a solid base of commercial products, company is looking to expand into commercial electronics and other industrial product areas.

Campany: Textron inc.

Paranta Constante Mastenarians

Address: 40 Westminister St.

City: Providence State: RI Zigi Code: 02903

Telephone: (401) 421-2800 Fax: (401) 421-2878

 SIC: 3728 Products: Acrospace & Navigational Control and Guidance Systems 3761
 3761

Annual Sales: 6.9B Employees: 46.500

Key Managemenn: James Hardymon-Pres.

key Contacts: Ronda Batter-Corp. Purch. Mgr.

ousiness Overview: Headquarters of Textron Corp. is involved in both serespees/ defence and commorcial electroaucs products. Frimary business remains defence-engines for tanks,

products; an evaluon craft systems and numerous electronics products;

Canadian Opportunate: Company is investing heavily in commercial electronics products both for mansportation as well as industrial applications. With a solid heav of commercial products, company is locking to expand into commercial electronic and other industrial readers.

Company: Triangle Wire and Cable

Parent:

Address: 95 Grand Ave.

City: PawtucketState: RIZip Code: 02862Telephone: (401) 722-8600Fax: (401) 724-5220SIC: 3679/3357Products: Industrial Electrical Wire, Cable and Cord Sets

Annual Sales: 120M

Employees: 630

Key Management: William R. Van Fetchmann-Pres.

Key Contacts: Joe Bendavid-Purch.

Business Overview: Company went through a consolidation several years ago. At that time it was known as Royal Electric Co.

Canadian Opportunity: Company going through significant adjustments and market so sales opportunity is limited.

Company: Triangle Wire and Cable

iluris i

Address 95 Grand Ave.

 Cays Provinciest
 States RI
 Zip Code:
 02862

 Futeplume:
 (401)
 722-8600
 Fax:
 (401)
 724-5220

and Jorwand Products: Industrial Electrical Wire, Cable and Cord Sats

Annual Sales: 120M Employees: 630

Key Contactst Joe Rendavid-Purch

Business Overview: Company went through a consolidation several years ago. At that that the first the first the several plane if was known as Royal Electric Co.

Canadian Opportunity: Company going through significant adjustments and market a piles opportunity is limited.

Company: Walco Electric Co.

Parent:

Address: 303 Allens Ave

City: Providence

State: RI Zip Code: 02905

Telephone: (401) 467-6300

Fax: (401) 941-4451

SIC: 3625 Products: Electric Drives & Control Motors & Generators 3621

Annual Sales: 14M

Employees: 125

Key Management: Ellis S. Waldman-Pres.

Key Contacts: Jim Biera-Purch. Mgr.

Business Overview: Electrical apparatus repair variable speed drives & production control panels manufactured by the company have a very limited market and customer base.

Canadian Opportunity: To expand business (customer base) company would be attracted to joint venture to open international and other U.S. markets through additional product offering. New England Commercial Eles rende Community

Contpany: Walco Elecuic Co.

Parents

Address: 303 Allens Ave

Thy: Providence State: El Zin Codes 62605

Telephones (401) 467-6300 Fax: (401) 041-445)

SEC: 3525 Products: Electric Drives & Centrel Motors & Generators 3633

Annual Sules: [4M

The states of the second secon

Key Managements Ellis S. Waldman-Pros.

Sey Contactat Jim Diam-Provis, Mar.

provident contraction apparatus report variable speed drives de production control provident manufactured by the dramany have a vary limited market and control base.

Connectant Dispersioning: To expand business (contonner base) company would be attracted to joint venture to open international and other U.S. markets through additional product affering.

VERMONT

Rey Contacts: Genelo Pay Purch, Ageni

Beatiness Overview: Company products both reliarry and commercial cables and switches. Commercial electronics items are sold to telecommunications and a public of electronics systems and neers. Correctly selling to Canadian Marconi and Northern Telecom.

Canadran Opportunity: As a subsystem and component assembler the company relies on vendor manufactured components/parts.

VERMONT

Company: Arrowsmith Shelburne Inc.

Parent:

Address: 2085 Shelburne Rd.

City: Shelburne

State: VT Zip Code: 05482

Telephone: (802) 985-8621

Fax: (802) 985-2070

SIC: 3663 Products: Military Electronics System, Microwave Switches and Cables 3679 3357

Annual Sales: 12M Employees: 45

Key Management: Gordon T. Graves-CEO

Key Contacts: Gerald Fay-Purch. Agent

Business Overview: Company produces both military and commercial cables and switches. Commercial electronics items are sold to telecommunications and a number of electronics systems end users. Currently selling to Canadian Marconi and Northern Telecom.

Canadian Opportunity: As a subsystem and component assembler the company relies on vendor manufactured components/parts.

Company: Arrowsmith Shelburne Inc.

Parent:

Address: 2085 Shelburne Rd.

City: Shelburne

States VT Zip Code: 05483

Lelephonet (802) 985-8621

Fax: (802) 988-2070

SIG3 3003 Products: Military Electronics System, Microwave Switches and Cables 3679

Annual Sales: 12M

Employees: 45

Key Muangement: Gordon T. Graves-CEO

y Contacts: Geraid Fay-Purch. Agent

Instances Overview: Company produces both military and commercial cables and switches. Commercial electronics items are sold to telecommunications and a number of electronics systems end users. Currently selling to Canadian Marconi and Northern Telecom.

Canadian Opportunitys As a subsystem and component assembler the company relies on vendor manufactured components/control

Company: B.F. Goodrich Aerospace

Parent: B.F. Goodrich-Akron, OH

Address: Panton Rd.

 City: Vergennes
 State: VT
 Zip Code:
 05491

 Telephone: (802) 877-4559
 Fax: (802) 877-4113

SIC: 3829 Products: Commercial and Military Fuel Systems

Annual Sales: 80M Employees: 760

Key Management: Blake Rane-VP Finance Joe Wilson - Operations Mgr.

Key Contacts: Jay LaFoy - Purch. Mgr.

Business Overview: Company involved in both military and commercial fuel systems for jet engines.

Canadian Opportunity: Question of possible component sales or manufacturing offload due to depressed market. Advisable to also contact Joe Wilson relative to long term supply agreements.

Company: B.F. Goodrich Acrossing

Farents B.F. Goodneh-Akron, OH

Address: Patton Rd.

Chry Vergennes

Fact (802) 877,4113

SEC: 3329 Products: Commercial and Military Fuel Systems

Aanmal Saise: 80M Fanskeyees: 760

Key Management: Blake Rane-VP Finance Jos Wilson - Operations Mar

Key Contacts: Jay LaPoy - Purch, Mer.

Business Overview: Company involved in both military and communcial fuel systems for jet engines.

Canadian Opportunity: Question of possible component sales or manufacturing official due to depressed market. Advisable to also contact Joe Willow relative to long term seppiy agree-

Company: Bio-Tek Instruments, Inc.

Parent:

Address: Highland Park, P.O. Box 998

City: Winooski

State: VT Zip Code: 05404

Telephone: (802) 655-4040

Fax: (802) 655-3399

SIC: 3841 Products: Medical Safety & Test Equipment, Laboratory 1nstruments 3845 3826

Annual Sales: 50M

Employees: 260

Key Management: Eric Perron-GM John Wilson - VP Mfg.

Key Contacts: Beth Gillespie - Purch./Mfg. Coordinator

Business Overview: Growing company with expected entry into international markets starting in 1995.

Canadian Opportunity: Beth Gillespie coordinates purchasing and manufacturing requirements. There are four primary buyers within Bio-Tek. Company is in need of new suppliers for general component requirements.

Campany: Bio-Tek Instruments, Inc.

Parent:

Address: Highland Park, P.O. Box 998

City: Witteestd State: VT Zip Code: 05404

Telephoner (802) 655-4040 Fax: (802) 655-33

SIC: 3841 Products: Medical Safety & Yest Equipment, Laboratory Astromouts 3845

Annual Sales: 50M

Employees: 260

Key Management: Eric Perron-GM John Wilson - VP Mfg

Ley Contacts: Beth Gillespiz - Purch./Mfg. Coordi

Business Overview: Growing company with expected entry into international markets starting in 1995.

Auadian Opportunity: Both Gillespie coordinates purchasing and manufacturing requirements. There are four primary buyers within Bio-Tek. Company is in need of new suppliers for general component multivements

Company: Courtaulds Aerospace

Parent: Courtaulds Advanced Materials-UK

Address: 6 Shields Dr.

City: Bennington

State: VT Zip Code: 05201

Telephone: (802) 442-9964

Fax: (802) 447-3642

SIC: 3728 Products: Lightweight Electronic-Enclosures & Components, Masks & 2547 Specialty Components for C41 Applications

Annual Sales: 10M Employees: 120

Key Management: Daniel J. Maneely-GM

Key Contacts: Laurie Tilley-Purch.

Business Overview: Initial business was medical products including knee braces, x-ray tables etc. Since their founding 14 years ago they have diversified into Aerospace products.

Canadian Opportunity: Due to diversity of the company's products they do not devote enough attention to many of their products potential. Opportunity for related products company to act as the marketing arm or sublicensee for product. Due to capacity/production requirements, offload is a potential.

Company: Courtaulds Aerospace

Parent: Courtaulds Advanced Materials-UK

Addresst & Shields Dr.

City: Beanington State: VT Zip Code: 05201

telephone: (802) 442-9964 Fax: (802) 447.2

SIC: 3728 Products: Lightweight Electronic-Eaclosures & Components, Masics &

appendix for the Applications for C41 Applications

Annual Sales: 10M

Employees: 120

Key Management: Daniel I. Mancely-GM

Key Contacts: Laurie Tilley-Purch.

usiness Overview: Initial business was medical products including knew braces, xray tables etc. Since their founding 14 years ago they have diversified into Aerospace products.

Canadian Opportunity: Due to diversity of the company's products they do not devote enough attention to many of their products potential.

not as the marketing arm or sublicensits for product. Due to caractry/production repelrements, offload is a potential

Company: Dynapower Corp.

Parent: Dynapower Corp.-Farmington Hills, MI

Address: 1020 Hinesburg Rd., Box 9210

City: South Burlington	State: VT Zip Code: 05403
Telephone: (802) 860-7200	Fax: (802) 864-3782

SIC: 3629 Products: AC to DC Electric Rectifiers

Annual Sales: 8M Employees: 100

Key Management: Dan Kalman-GM

Key Contacts: Michael Misset-Purch. Agent

Business Overview: Company has remained consistent in size over the early 1990's, but they see an opportunity to fill a need where larger competitors have left the market.

Canadian Opportunity: Interested in material supply alternatives, both raw material and components.

Company: Dynapower Corp.

Parcall Dynapower Corp. Hammington Hills, MI

Address: 1020 Hinesburg Rd., Eax 9210

Cays Scatta Burington

Telephone: (802) 860-7200 Fax: 602) 264-3

SIC: 3019 Products: AC to DC Electric Reutifiers

Annual Sales: SM

Key Management: Dan Kaiman-GM

Key Contacts: Michael Missol-Purch, Agent

Business Overview: Company has remained consistent in size over the early 1990's, but they see an opportunity to fill a need where larger compatitors have tell the market

Chnadian Opportunity: interested in material supply altornatives, both new material and components.

Company: Eveready Battery Co.

Parent:

Address: 401 Gage St.

City: Bennington		State: VT	Zip Code:	05201
Telephone: (802) 442	2-6301	Fax: (802) 4	47-3245	
SIC: 3692 P	Products: Dry and	Wet Primary I	Batteries	
Annual Sales: 42M		Employees:	500	
Key Management: J	.K. Perryman			
Key Contacts:	Dan Headly-Purch. M	Mgr.		
Business Overview: (see St. Albans listin	g)		
Canadian Opportunit	ty: (see St. Albar	ns listing)		

New Pogland Commercial Floritennie Commined

Lonnouny: Everenty Staticty Co. Surveys: Address: 401 Gage St. Chy: Bonnington Felephone: (802) 442-63401 Fax: (802) 447-234 Fax: (802) 442-63401 Fax: (802) Fa

Canadian Opportunity: (see St. Albans lighting)

Company: Eveready Battery Co.

Parent:

Address: 75 Swanton Rd.

City: Saint Albans

State: VT Zip Code: 05478

Telephone: (802) 524-2151

Fax: (802) 524-2501

SIC: 3648 Products: Flashlights, Battery Components and Lithium Batteries 3691

Annual Sales: 35M Employees: 250

Key Management: Randy Vohyles-Plt. Mgr.

Key Contacts: Kevin McGinn-Purch.

Business Overview: Limited involvement in electronic products, but they have a number of electronic battery associated products under development for production consideration.

Canadian Opportunity: Accessory products to market, support or service Eveready battery items could be of interest.

New England Commercial Fleringale Commendes

Company: Everendy Battery Co.

Parent:

Address: 75 Swamon Kd.

City: Saiat Albans

Status VT Ap Code: 0547

Telephane: (302) 524-2151

Fax: (802) 524-2501

SIC: 3648 Products: Flacklights, Battery Compensation and Lithium Batteries 3631

Ampuni Sales: 35M

Key Management: Randy Vohvies-Ph. Mer.

Key Contacts: Kevin McGinn-Furch.

Business Overview: Educited involvement in electronic products, but they have a number of electronic battery associated products nader development for production consideration

Canadian Opportunity: Accessory products to market, support or service Everency battery items could be of interest.

Company: General Electric Co./Aircraft Engines

Parent: G.E. - Fairfield, CT

Address: 210 Columbian Ave.

City: Rutland		State:	· VT	Zip Code:	05701
Telephone: (802) 77	73-9121	Fax:	(802)	775-3750	
SIC: 3724	Products: Aire	craft Engine	s Parts		
Annual Sales: 170M	1	Empl	oyees:	1,600	
Key Management:	Richard Michau	ud-Pres.			
Key Contacts:	Kathy Vaillancourt-Purch.				
Business Overview:	Manufacturing	for both cor	nmerci	al and militar	ry aircraft parts.

Canadian Opportunity: Procurement for capital items done through G.E. procurement operations in Cincinnatti, OH.

Company: General Electric Co./Aircraft Engines

Parents G.E. - Fairfield, CT

Address: 210 Columbian Ave.

City: Rutland States VT Zio Cades (533)

Telephone: (802) 773-9121 Fax: (802) 779

SIC: 3724 Products: Aircraft Engines Parts

Amutal Sales: 170M

Rey Management: Richard Michaud-Pres.

Key Contacts: Kaupy Vallancourt-Purch.

Susinges Overview: Manufactoring for both commercial and military aircraft parts. Canadian Opportunity: Procurement for canital items does through G &

procurement operations in Cincinnanii, OH,

Company: IBM Corp./Technology Products Division

Parent: International Business Machine Corp.-Arkmonk, NY

Address: 1000 River Rd.

City: Essex	Junction	State: VT Zip Code: 05452
Telephone:	(802) 769-0111	Fax: (802) 769-5503
SIC: 3672 Logic	Products:	Semiconductor Computer Memory Circuitry and

Annual Sales:

Employees: 6,700

Key Management: Douglas Grose-Plt. Mgr.

- Key Contacts: Steve Burgeron-Purch.
- Business Overview: This division facility continues to reduce staff and manufacturing activity. Another major layoff is expected late this fall. Facility will remain an active manufacturer of memory circuitry for IBM.

Canadian Opportunity: With employment reductions it is expected that a number of material fabrication and design, including some low volume software will be available for outsourcing.

Company: IBM Corp./Technology Products Division

Pareat: International Business Machine Corp. Ari nonk, NY

Address: 1000 River Rd.

Cityr Essen Junction State: VT Zip Cede: (194

Telephone: (802) 769-0111

Fax: (802) 769-5503

SIC: 3672 Products: Semiconductor Coopnier Memory Circuites and

tests ? Intent

Employees: 6.700

Key Managements Douglus Gross-Pit. Mer.

Key Contacts: Steve Burgeron-Furch.

hushness Overview: This division facility continues to reduce staff and manufacturing activity. Another major layoff is expected tate this facility will remain an active manufacturer of memory circuity for ISM.

Canadlan Opportunitor With employment reductions it is expected that a number of material fabrication and design, including some low volume activities will be available for outsourcing.

Company: Nexus Custom Electronics

Parent:

Address: Prospect St., P.O. Box 250

City: Brandon

State: VT Zip Code: 05733

Telephone: (802) 247-6811

Fax: (802) 247-3946

SIC: 3672 Products: Printed Circuit Boards

Annual Sales: 15M Employees: 100

Key Management: F.R. Simmons-Pres.

Key Contacts: Mary Cook- Purch. Mgr.

Business Overview: This company was formerly owned by Dowty, who cash tight 18 months ago sold out to an investor/employee group. Since the sale of the company, there has been implementation of expansion plans and financial situation is good.

Canadian Opportunity: With transition of the company to new directions the time is excellent to approach Nexus regarding project or product sharing efforts.

Company: Nexus Custom Electronics

ineres i

Address: Prospect St., P.O. Box 250

Chyr. Biandon

101101 (802) 247-6811 Fax:

214.1 2012 Products: Printed Circuit Boards

Annual Sales: 15M

mploveest 100

Sey Management: F.R. Simmons-Pres.

Key Contacts: Mary Cook- Purch, Mar

view: This company was formerly owned by Dowty, who cash tight 18 months ago sold out to an investor/employee group. Since the sale of the company, there has been

2000 St DOUBLINS MICHAEL MICH MICHAEL SCHEREDOL 18 2000.

anadian Opportunity: With transition of the company to new directions the time is excellent to approach Nexus regarding project or produ-

Company: Simmonds Engine Sensing Systems

Parent: B.F. Goodrich-Akron, OH

Address: Panton Rd.

City: VergennesState: VTZip Code: 05491Telephone: (802) 877-4497Fax: (802) 877-4112SIC: 3724Products: Engine Sensing SystemsAnnual Sales: 35MEmployees: 400Key Management:Nick Karthaus-VP Finance

Key Contacts: Brad Howe-Engr.

Business Overview:

Canadian Opportunity:

New England Connection Electronic Companies

Company: Simmonds Engine Sensing Systems Parent: B.F. Goodrich-Akton, OH Address: Panton Rd. City: Vergennes Telephone: (502) 377-4497 Fax: (302) 377-4497 Sile: 3724 Amnual Sales: 35M Amnual Sales: 35M Key Management: Mick Karthaus-VP Finance Key Management: Mick Karthaus-VP Finance Roriness Overview:

至何是

Company: York Capacitors Corp.

Parent:

Address: 450 Weaver St., Box 278

City: Winooski

State: VT Zip Code: 05404

Telephone: (802) 655-2550

Fax: (802) 655-4307

SIC: 3675 Products: Capacitors

Annual Sales: 8M

Employees: 120

Key Management: Harold Dubilier-Pres.

Key Contacts: Dennis Getty-Purch. Agent

Business Overview: Company manufacturers general purpose capacitors.

Canadian Opportunity: Potential joint venture partner or opportunity to market special application product in conjunction with York.

M Components & Materials Computer Products Sound Signet, Security and Ansie Vietal DM Communications RF/Microwave Instrumentation Production & Packaging Equipment Communication

Companys York Capacitors Corp.

0003382

Address: 450 Weaver St., Box 273

City: Wincoski, States VT Zin Codes 05404

Trispinana: (802) 655-2550

SEC: 3675 Products: Canaditors

Ananai Satesi 3M Tanaloyeesi 121

isoy Managements Harold Dabilier-Pres.

Key Contactat Dennis Geny-Purch. Agent

pussiness Overview: Company manufacturers general purpose canacitors.

Canadian Opportunity: Potential joint venture partner or opportunity to market special application product in conjunction with York

MANUFACTURERS' REPRESENTATIVES

ELECTRICAL AND ELECTRONIC PRODUCTS

New England manufacturers' representatives of commercial electronics and electrical products and components are concentrated in the greater Boston area.

Approximately 150 electronic and electrical products manufacturers' representatives are located in New England. There are also fifty or so other multiple industry/product manufacturers' representatives, who handle some electronic components or equipment.

The following listing includes representatives located m New England with the best opportunity to represent Canadian products.

All of the manufacturers' representatives referenced cover the six New England states and, based on their industry expertise and contacts, may also market products in other states, primarily the northeast. With rare exception, all but a few have five or fewer employees. Many are one person operations.

Products represented are for various end application products/industries including: defence/aerospace, computer, medical, utilities, communications and manufacturing equipment.

Products Represented by Companies

Although most of the manufacturers' representatives cover a wide range of commercial electronics products, their specialization is as follows:

	CM	Components & Materials
	CP	Computer Products
	SSS	Sound Signal, Security and Audio Visual
	COM	Communications
	RF	RF/Microwave
	IN	Instrumentation
	PPE	Production & Packaging Equipment
	CE	Consumer Electronics

ANUFACTURERS' REPRESENTATIVES

ELECTRICAL AND ELECTRONIC PRODUCTS

New England manufacturers representatives of commercial electronics and electrical products a

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Products represented are for various and application products/industries installates defeates/actives, constant medical, utilities, communications and manufacturing conjuncts.

Products Represented by Campanies

Annough meas of the monuformetic' representatives onver a white range of commercial electronics produces, their

Manufacturers' Representatives

Company:	Zaslow Sales C	ompany			
Address:	800 Cottage Gr	ove Roa	d		
City:	Bloomfield	State:	CT	Zip Code:	06002
Telephone:	(203) 242-7781	Fax:	(203)	243-9442	
Contact:	Chester Zaslow	- Pres.			
Products:	СМ				

Company:	Abbott-Allison	Co., Inc				
Address:	P.O. Box 825					
City:	Branford	State:	CT	Zip Code:	06405	
Telephone:	(203) 481-0450	Fax:	(203)	488-5637		
Contact:	Claire Palmieri	- Pres.				
Products:	CM, IN					

Addelco Corporation			
20 Freeman Place			
Needham State:	MA	Zip Code:	02192
(617) 444-4754 Fax:	(617)	455-8274	
Maurice B. Polayes			
CM, SSS, IN			
	20 Freeman Place Needham State: (617) 444-4754 Fax: Maurice B. Polayes	20 Freeman Place Needham State: MA (617) 444-4754 Fax: (617) Maurice B. Polayes	20 Freeman Place Needham State: MA Zip Code: (617) 444-4754 Fax: (617) 455-8274 Maurice B. Polayes

Company:	Apex Associate	s, Inc.			
Address:	21 Highland Ci	rcle			
City:	Needham	State:	MA	Zip Code:	02194
Telephone:	(617) 444-8070	Fax:	(617)	455-9148	
Contact:	Brian Doherty -	- Pres.			
Products:	СМ				

Company:	Atlantic Compo	nent Ma	rketin	g	
Address:	249 Roosevelt /	Ave.			
City:	Pautucket	State:	RI	Zip Code:	02862
Telephone:	(401) 727-1400	Fax:	(401)	723-2670	
Contact:	Timothy Danby	- Pres.			
Products:	СМ				

Company: Zaelow Sales Company Addresse 300 Cottage Grove Road City: Bloomfield States CT Zip Codes 08002 Telephones (203) 242-7781 Fax: (203) 245-0442 Contact: Chester Zaslow - Pros. Products: Ch

panet Athenit Alliana Co., inc. 1998 P. O. Box 225 Brenford States CT Zip Codet 06 Abores (203) #81-0430 Pess (203) 488-5637 act: Chite Falmteri - Pres terts: C34, 1P

National Comparation
20 Processia Placa
Needhare States MA 24p Codes 025
Names (617) 444-4734 Sax; (617) 455-5274
Mattice B Polytos
CM, 555, 38

Company: Address: City: Telephone: Contact: Froducts

Aper Associass, Inc. 21 Mightand Circle Needbarn State: MA Zip Codes (2194 (617) 444-8070 Fun: (517) 455-9143 Scian Deherts - Pens. CM

N1 Atlande Component Matheming
249 Roosevelt Ave.
Pautucket Statet RI 259 Cader 026
net (401) 727-1400 Fax: (401) 723-2576
Timothy Danby - Pres.
CM

Manufacturers' Representatives

Company:	Barton Associat	tes, Inc.				
Address:	808 Commerce	Street				
City:	Glastonbury	State:	CT	Zip Code:	06033	
Telephone:	(203) 727-9417	Fax:	(203)	633-4754		
Contact:	Charles K. Bar	ton - Pr	es.			
Products:	СМ					

Company:	Bell Controls In	nc.						
Address:	23 Factory Stre	23 Factory Street						
City:	Nashua	State:	NH	Zip Code:	03060			
Telephone:	(603) 882-6984	Fax:	(603)	882-9049				
Contact:	R.J. Bell - Pres	s.						
Products:	СМ							

Company:	Berberian & Associates, Inc.					
Address:	857 Turnpike Street					
City:	North Andover State: MA Zip Code: 01845					
Telephone:	(508) 689-0155 Fax: (508) 682-6866					
Contact:	Gerald H. Berberian - Pres.					
Products:	CM, CE, CP					

Company:	Coakley Boyd & Abbett						
Address:	10 Speen Street	10 Speen Street					
City:	Framingham	State:	MA	Zip Code:	01701		
Telephone:	(508) 820-0800	Fax:	(508)	820-4607			
Contact:	Tim Coakley -	Tim Coakley - Pres.					
Products:	СМ						

Company:	Comp Rep Associates, Inc.							
Address:	100 Everett Stre	100 Everett Street						
City:	Westwood	State:	MA	Zip Code:	02090			
Telephone:	(617) 329-3454	Fax:	(617)	329-6395				
Contact:	Lloyd Mullin -	Lloyd Mullin - Pres.						
Products:	СМ							

Company: Barton Accolates, Inc. Address: 802 Commercer Stream Citys: Glastenhurg Status: CI 25p Cone: 06833 Telephones (203) 727-9417 Far: (203) 633-6754 Contact: Charles R. Batton - Fras. Products: CM

> Companys Addresss Clips Telephones Cantack

23 Factory Street Nathan States NH 24p Cades 9(8)66 (603) 552-5984 Faxr (603) 332-30,69 R.J. Bell - Pres. CM

> Company: Address: City: Telephone: Contact: Products:

337 Turnyike Street
337 Turnyike Street
338 Audover State: MA Zip Cade: 01843
(508) 659-0155 Fuz: (508) 682-6856
0endd H. Berberian - Pres.
CM, CE, CP

Company: Coattoy Boyd & Atoen Address: 16 Spean Saren City: Framingham State: M. 23g Cada; 01701 Telephone: (508) 820-0800 Fax: (503) 826-6800 Cantact: Fire Couldey - Phys. Products: CM

Company: Camp Rap Amoestan, Inc. Address: 100 Evarent Steer City: Westwood State: MA Zig Codes 6209 Folephone: (617) 329-3454 Fax: (617) 329-6395 Contact: Lloya Mather Pres.

Company:	Computech, Inc					
Address:	1 Bridgeview Circle					
City:	Tyngsboro	State:	MA	Zip Code:	01879	
Telephone:	(508) 649-3030	Fax:	(508)	649-3276		
Contact:	Nizar Jhaver -	Nizar Jhaver - Pres.				
Products:	CM, CP					

Company:	Conti-Younger	Associa	tes, Inc.		
Address:	12 Blanchard R	oad			
City:	Burlington	State:	MA 01803	Zip Code:	01803
Telephone:	(617) 273-1582	Fax:	(617) 270-0310		
Contact:	Robert Conti -	Pres.			
Products:	CM, PPE				

Company:	Crawford Assoc	ciates In	ic.				
Address:	7 Exeter Way						
City:	Andover	State:	MA	Zip Code:	01810		
Telephone:	(508) 470-2122	Fax:	(508)	474-0594			
Contact:	William K. Cra	William K. Crawford ;- Pres.					
Products:	СМ						

Company:	DAS Inc.				
Address:	P.O. Box 404				
City:	West Suffield	State:	CT	Zip Code:	06093
Telephone:	(203) 668-1664	Fax:	(203)	668-5869	
Contact:	Gary J. Galka	- Pres.			
Products:	CP, PPE, IN				

Company:	Datcom, Inc.						
Address:	2 Winter Street	2 Winter Street(617) 891-4600					
City:	Waltham	State:	MA	Zip Code:	02154		
Telephone:	(617) 891-4600	Fax:	(617)	899-0393			
Contact:	Lawrence C. E	Lawrence C. Eisenhauer - Pres.					
Products:	СМ						

moanor: Courputech, Irc. bresst: I Bridgeview Circle Fi Tymgshoro State: MA Zig Cade: 0187 ephone: (508) 649-3030 Fax: (508) 649-3276 duct: Nizar Inaver - Pres. ducts: C.M. CP

> Companys Address: Citys Telephones Contact: Products

12 Bianchard Road Barliagson States MA 01803 Zip Gode: 0130 (617) 273-1582 Faxe (617) 270-0310 Robert Conti - Pres. CM, PPE

> Companys Addresst Citys Telephones Contacts Products:

7 Erester Way Andover States MA ZIP Codet 01818 (S08) 470-2122 Pax: (S08) 474-0594 William K. Crawford : Pres.

ompanyi UAS In: ddress: P.O. Box 404 ity: West Sufficki State: CT Zig Code: 060 staphene: (203) 568-1564 Fest: (203) 663-3869 ontact: Gary I. Gelka - Pres. endacts: CP, PPE, IN

Lonny augu Schlasses: Dateom, hoz. Schlasses: 2 Winter Screeg(617) 891-9800 Chys: Waltham Stattet MA Zip Code: 02154 Felephone: (617) 891-4600 Fax: (617) 899-0393 Contact: Lawrence C. Elesubarger Fras. Productse CM

Manufacturers' Representatives

Company:	Electronic Equipment Sales Corp.						
Address:	69 S t. George	69 S t. George Street					
City:	Duxbury	State:	MA	Zip Code:	02331		
Telephone:	(617) 934-6210	Fax:	(617)	934-0776			
Contact:	David A. Raym	David A. Raymond - Pres.					
Products:	PPE, IN						

Company:	Electronic Marketing Company						
Address:	1092 Johnson Road						
City:	Woodbridge	State:	CT	Zip Code:	06525		
Telephone:	(203) 397-1461	Fax:	(203)	387-6111			
Contact:	Joseph F. Hella	Joseph F. Hellauer - Pres.					
Products:	CP						

Company:	Gerber Sales C	orp.					
Address:	15 Church Stre	15 Church Street					
City:	Burlington	State:	MA	Zip Code:	01803		
Telephone:	(617) 229-1150	Fax:	(617)	272-0203			
Contact:	Eugene M. Me	Eugene M. Megna - Pres.					
Products:	CM, CP, PPE						

Company:	Hathaway Electronics, Inc.					
Address:	P.O. Box 8					
City:	Lexington	State:	MA	Zip Code:	02173	
Telephone:	(617) 861-7010	Fax:	(617)	861-7014		
Contact:	Stephen L. Stanford - Pres.					
Products:	СМ					

Company:	Kitchen & Kutc	hin, Inc				
Address:	87 Cambridge Street					
City:	Burlington	State:	MA	Zip Code:	01803	
Telephone:	(617) 229-2660	Fax:	(617)	273-5895		
Contact:	Melvin Kutchin	- Pres.				
Products:	СМ					

	Deutsury States MA Zip Godes 02331 (617) 934-6210 Fax: (617) 934-6776
Contract:	
	Barilogica . States MA Zip Codes 01803

Manufacturers' Representatives

Company:	Magyar and As	sociates	, Inc.		
Address:	P.O. Box 1121				
City:	Bennington	State:	VT	Zip Code:	05201
Telephone:	(802) 442-5858	Fax:	(802)	442-3189	
Contact:	Jules L. Magya	r - Pres			
Products:	CM, IN				

Company:	New England N	letwork			
Address:	105 Webster St	reet			
City:	Tilton	State:	NH	Zip Code:	03276
Telephone:	(603) 286-8600	Fax:	(603)	286-7779	
Contact:	Patrick ;J. Clar	k - Pres	s.		
Products:	CM, PPE				

Company:	Newby Inc.				
Address:	105 Webster St	reet			
City:	Hanover	State:	MA	Zip Code:	02339
Telephone:	(617) 878-1512	Fax:	(617)	878-6708	
Contact:	Mark A. Newb	y - Pres	s.		
Products:	CM, PPE				

Company:	Northeast Sales and Distribution Company					
Address:	P.O. Box 17039					
City:	Esmond	State:	RI	Zip Code:	02917	
Telephone:	(401) 231-8223	Fax:	(401)	232-7847		
Contact:	Norman Harrington - Pres.					
Products:	СМ					

Company:	Ray Perron and Company, Inc.					
Address:	1040 Great Plain Avenue					
City:	Needham	State:	MA	Zip Code:	02192	
Telephone:	(617) 449-6162	Fax:	(617)	444-1074		
Contact:	Dean R. Perror	1 - Pres				
Products:	CM, CP					

Companya Magyar and Asso Addressa P.O. Box 1123 Cleys Bennington S Telephones (802) 442-5258 I Contacte Jules L. Magyar Freduces CM, IN

New England Neuwork 165 Weekser Street Teller States MH Zip Coder 0323 (603) 285-3600 Fact (603) 285-3770 Panick J. Chek - Pros. CM, PPB

> Companys Addresss Citys Felophones Contacts Produces

Newloy me. 105 Webster Street Hanoves States MA Zig Codes 02339 (617) 878-1512 Fund (617) 878-6708 Mark A. Newloy - Puss. CM, PPB

Company: Norineau Sales and Distribution Company Address: P.O. bys 17059 City: Exmend States Ri Zig Code: 0297 Telephonet (401) 231-8223 Fac: (401) 232-7847 Contact: Kormen Eucologion - Page. Products: CM

Company: Ray Perron and Company, Inc. Address: 1040 Grout Plain Amerane Gay: Needham States MA Zig Codes 03192 Telepihones: (617) 449-6163 Fast (617) 444-3674 Contact: Dean R. Poinns - Pres. Produces: CM, CP

Manufacturers' Representatives

Company:	Rosenbaum Ele	ctronics			
Address:	83 Boston Post	Road			
City:	Guilford	State:	CT	Zip Code:	06437
Telephone:	(203) 453-4524	Fax:	(203)	458-6961	
Contact:	Robert N. Rose	enbaum	- Pres.		
Products:	СМ				

Company:	S-J Associates New England
Address:	44 Mall Road
City:	Burlington State: MA Zip Code: 01803
Telephone:	(617) 272-5552 Fax: (617) 272-5515
Contact:	Joseph Younger - Div. Mgr. (company has 10 offices and 45 employees)
Products:	CM SSS COM

Company:	Sales Engineeri	ng Co.			
Address:	153 Main Stree	t			
City:	Salem	State:	NH	Zip Code:	03079
Telephone:	(603) 893-5521	Fax:	(603)	893-7680	
Contact:	Stephen Curran	- Pres.			
Products:	СМ				

Company:	Sequel Associat	es, Inc.			
Address:	1501 Main Stre	et, #1			
City:	Tewksbury	State:	MA	Zip Code:	01876
Telephone:	(508) 851-4010	Fax:	(508)	851-0527	
Contact:	Daniel P. Arms	strong -	Pres.		
Products:	СМ				

Company:	The Macinnis C	Co., Inc.			
Address:	106 Access Roa	nd			
City:	Norwood	State:	MA	Zip Code:	02062
Telephone:	(617) 762-8090	Fax:	(617)	762-5059	
Contact:	Norm Macinnis	- Pres.			
Products:	CM, PPE				

Alamitational Representatives.

Company: Researchman Electronetes Addresst 83 Bostus Post Road City: Guilford States CT 21p Codes 06437 Telephanet (203) 453-4524 Fast (203) 458-6961 Contacts Robert M. Rostatisum - Past. Productst CM

> Company: Address: Gity: Telephone: Contact:

44 Mail Road Burtington Stute: MA Zin Codes 03803 (617) 272-5552 Fax. (617) 272-5515 Joseph Younger - Div. Mgr. (company has 10 offices and 45 corporate CM

> Company: Address: Clops Tolophone; Conjucts Broducts

153 Main Street
Salem Statet NH Zip Code: 0307
(603) 893-5521 Pax: (603) 893-7680
Stephen Caroan - Pres.
CM

Company: Sequel Accordance, Inc. Addresse: 1501 Main Scient, #1 Chys: Towichury States MA 25pt Coder (83) Tolaphenes: (508) 851-4049 Fas: (508) 851-0529 Coulact: Daviel P. Arnostrong - Pene Products: CM

Scorptany: The Macianis Co., Inc.
 Addenast M5 Access Read
 Score M6 States M6 Zip Code: 02053
 Score (517) 762 8050 Fax: (517) 762 5059
 Score Macianis - Pres
 Score CM, PRS

Company:	Trident Systems	S			
Address:	82 Rye Hill Cir	cle			
City:	Somers	State:	CT	Zip Code:	06071
Telephone:	(203) 749-2521	Fax:	(203)	749-2521	
Contact:	Ralph Burnette	- Pres.			
Products:	CM, CP				

Company:	W.A. Hendrickson Co., Inc.
Address:	766 Country Way, P.O. Box 450
City:	North Scituate State: MA Zip Code: 02060
Telephone:	(617) 545-0652 Fax: (617) 545-1485
Contact:	Robert Hendrickson - Pres.
Products:	CM, SSS, COM

Manufacturers' Kepnesiatalives

ouropauge Teidear Speceaux Adresse & Row Hall Circle 1950 Sources States CT Zip Codes 06071 Arphones (207) 749-2521 Pare (205) 749-2521 autoets Rahh Borrette Pare autoets CM, CP

> Campguago Addresso Cityo Telephones Contacts Products

W.A. Handhrickson Co., Ins.
366 Country Way, P.O. Box 450
North Schuate States MA Zip Codet 02060
(617) 545-0652 Fast (617) 545-3485
Robert Hondrickson - Press
CM, 555, COM

Manufacturers' Representatives

TRADE ASSOCIATIONS

ELECTRICAL & ELECTRONIC SPECIFIC AND GENERAL U.S. INDUSTRY

Massonsi Accordation of Manufacturies
 1251 Proceptivatia Arc., N.W., Saido 1500 N.
 Washington, D.C. 20004

Priezienne: COOL-620-3700 From (202) 626-3730 Comment: Alexander B. Frowbridge Frank Monthership: Represent Industry in tatation, holosomic relations, governorest relations and inter-

A separation: Money & Equipment Handberger, Anapendes Address: P.O. Roy (1966) 10 Laboratory Drive Research Triangle Park, NC 27709 Telephoner: (201) 555-8509 Fact (2011/06-80159 Cartairs: Chris M. Pares - International Teads Denvers! Biombership: Association of a real and indep daty we kits commissionities parts and equipments

Manufactorers' Representatives

TRAD'S ASSOCIATIONS

ELECTRICAL & ELECTRONEC SPECIFIC

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Association:	Aerospace Industries Association
Address:	1250 Eye Street, N.W.
	Washington, D.C. 20005
Telephone:	(202) 371-8400 Fax: (202) 371-8470
Contact:	Mr. Richard A. Linder - Pres.
Membership:	Represents U.S. manufacturers of commercial, military and business aircraft, helicopters, aircraft engines, missiles, spacecraft and related components and equipment.
Association:	Aviation Distributors & Manufacturers Association
Address:	1900 Arch Street
	Philadelphia, PA 19103
Telephone:	(215) 564-3484 Fax: (215)564-2175
Contact:	Thomas O'Neil - Pres.
Membership:	Represents manufacturers and distributors in the aviation field.
Association: Address:	National Association of Manufacturers 1331 Pennsylvania Ave., N.W., Suite 1500 N. Washington, D.C. 20004
Telephone:	(202) 626-3700 Fax: (202) 626-3720
Contact:	Alexander B. Trowbridge - Pres.
Membership:	Represents industry in taxation, industrial relations, government relations and inter- national affairs.
Association: Address:	Motor & Equipment Manufacturers Association P.O. Box 13966 10 Laboratory Drive Research Triangle Dark, NC 27700
Telephone:	Research Triangle Park, NC 27709
Contact:	(201) 569-8500 Fax: (201)569-0159 Chris M. Bates - International Trade Director
	Association of auto and heavy duty vehicle manufacturers, parts and equipment.
Membership:	Association of auto and neavy duty venicle manufacturers, parts and equipment.

Association: Address:

Telephene: Contaci

Aerospace Industries Associa 1250 Eye Streat, N. W. Washington, D.C. 20005

Mr. Richard A. Linder - Pres. Mr. Richard A. Linder - Pres.

> Association: Address:

1900 Arch Stream 1900 Arch Stream 7/bilad-spids, PA 19103

Polephones (215) 564-3484 Fax: (215)364-2175 Contact: Thomas O'Neil - Pres. Membership: Represents manufactures and distributors in the su

Manufacturies
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 Washington, D.C. 20004

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Alexandor B. Trowbridge - Pres. R. Represents industry in resulton, industrial relations, government velations and inter-

Association: Motor & Equipment Manufacturers Association Address: P.O. Box 13966 Research Triangle Park, NC 27709 Research Triangle Park, NC 27709 Relepinence (201) 569-8500 Fax: (201)569-0139 Centrate: Chris M. Eates - International Trade Director Memberships Association of auto and heavy data vehicle manufacturers gatte and aroun

Association: Address:	Computer and Business Equipment Manufacturers Association 120 Eye Street, N.W., Suite 200 Washington, D.C. 20005
Telephone: Contact: Membership:	 (202) 737-8888 Fax: (202) 638-4922 John L. Pickitt - Pres. Manufacturers of information processing, business, and communications products. Serves as secretariat for information processing standards group. Conducts public policy programs, and compiles industry statistics.
Association: Address: Telephone: Contact: Membership:	Electrical Equipment Representatives Association 406 W. 34th Street, Suite 628 Kansas City, MO 64111 (816) 753-0210 Fax: (816) 753-1954 John S. McDermott - Exec. Dir. Sales agents for manufacturers of electrical equipment used by utilities, industrial firms, and the government.
Association: Address:	Electrical Generating Systems Association 10251 W. Sample Road, Suite B Coral Springs, FL 33065
Telephone: Contact: Membership:	 (305) 755-2677 Fax: (305) 755-2679 David L. Kellough - Exec. Dir. Manufacturers, distributor / dealers, and manufacturers' representatives of devices used to generate electrical power through the use of an internal combustion engine or a gas turbine coupled to a generator, usually of portable size.
Association: Address:	Electrical Manufacturing and Coil Winding Association P.O. Box 278 Imperial Beach, CA 91933
Telephone: Contact: Membership:	 (619) 575-4191 Fax: (619) 575-5009 Charles E. Thurman - Exec. Dir. Electric motor, coil, and transformer manufacturers; suppliers; firms and individuals with an interest in the field.

Association: Computer and Basiness Equipment Manufacturers Association Address: 120 Eps Street, N.W., Saite 200 Washington, D.C. 20005

> Telephones Contact: Meathership:

John L. Pickin - Pres. Manufacturers of information processing, business, and communications products. Serves as secretariat for information processing standards group Conducts public policy programs, and compiles informers stateded

> Association: Address:

Mecurear configured representatives Association
 400 W, 340 Street, Saile 628
 Kensus City, MO 64111

sphones (\$16) 753-0210 Far: (\$16) 753-1954
 tast: John S. McDerstott - Exec. Dir.
 shereitip: Sator agents for manufacturors of electrical equipment used by utilities.
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Association Atdreser

10251 W. Satuple Road, Sum B. Card Springer, T. Stury

> Telepiumet Contrage Mombership:

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> Tataon: Electroni Manufag and Goll Winding Association ess: P.O. Box 276 Emperie Resolt CA 91913

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Association: Address:	National Association of Electrical Distributors 45 Danbury Road Wilton, CT 06897
Telephone: Contact: Membership:	 (203) 834-1908 Fax: (203) 834-1555 Richard A. Coldrick - Pres. Wholesale distributors of electrical supplies and apparatus. Maintains numerous committees.
Association: Address:	National Association of Relay Manufacturers 9459 N. Broadmoor Road Milwaukee, WI 53217
Telephone: Contact: Membership:	 (414) 351-4548 Fax: (414) 351-4548 Donald E. Dangott - Exec. Dir. Manufacturers of relays. Works to standardize technical ratings, nomenclature, and testing methods.
Association: Address:	National Electrical Manufacturers Association 2101 L Street, N.W., Suite 300 Washington, D.C, 20037
Telephone: Contact: Membership:	 (202) 457-8400 Fax: (202) 457-8411 Malcolm E. O'Hagan - Pres. Companies that manufacture equipment used for the generation, transmission, distribution, control, and utilization electric power, such as electrical machinery, motors, industrial automation, construction, utility, transportation and communication.
Association: Address:	National Electrical Manufacturers Representatives Association 200 Business Park Drive, Suite 301 Armonk, NY 10504
Telephone: Contact: Membership:	 (914) 273-6780 Fax: (914) 273-6785 Henry P. Bergson - Exec. Dir. Electrical sales representatives and manufacturers who use independent representatives.

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Associations: Mational Asso Address: 45 Daubury I

45 Daubury Road Willion, CT 06897

> Yelepitmae: Contact: Membership

Richard A. Coldrick - Pres.
 Wholesale distributors of electrical applice and applicatus. Maintenes manorous communes.

Association: Address:

9459 N. Broadrooce Road Milwaukee, WI 53217

(414) 351-4548 Fara (414) 351-4548
 Donatd E. Daugott - Exec. Dir.
 Manufacturers of relays. Works to standardize technical ratings, concenciature, and testing methods.

Associatiou: Address:

2101 L Steen, N.W., Suite 300 Washington, D.C. 20037

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(202) 457-8400 Fax: (202) 457-8411 Malcolm E. O'Hagas - Fres. Companies that manufacture equipment used for the gener

listellution, control, and utilization electric power, such as electrical machinery, notors, industrial succession, construction, utility, transportation and commonication.

> Association: Solitees:

200 Bestness Park Drive, Saige 301 Argentic, NY 10504

(2114) 273-0180
 Fast (214) 273-0783
 Faste F. Bergson - Exoc. Elic.
 Electrical salus representatives and manufacturess who use independences opresentatives.

Association: Address:	American Electronics Association 5201 Great American Parkway, Suite 520 P.O. Box 54990 Santa Clara, CA 95054
Telephone:	(408) 987-4200 Fax: (408) 970-8565
Contact:	J. Richard Iverson, CEO
Membership:	Trade Association Representing U.S. electronics industry. New England offices are in Worburn, MA (617) 938-1925 and Hauppauge, NY (203) 978) 1081, which covers Connecticut only.
Address	RO E. Middlefield Road
Association:	Electronic Industries Association
Address:	2001 Pennsylvania Avenue, N.W.
	Washington, D.C. 20006
Telephone:	(202) 457-4900 Fax: (202) 457-4985
Contact:	Peter F. McCloskey - Pres.
Membership:	Represents U.S. electronics industry. Largest electronics industry association.
Association: Address:	Electronics Representatives Association 20 East Huron Chicago, IL 60611
Telephone:	(312) 649-1333 Fax: (312) 649-9509
Contact:	Raymond J. Hall - CEO
Membership:	Manufacturers' representations selling components and materials; computer,
	instrumentation, and data communications products to electronics industry.
Association:	Surface Mount Equences Manufacturers Association
Association: Address:	Institute for Interconnecting and Packaging
Auuress:	7380 N. Lincoln Avenue
	Lincolnwood, IL 60646
Telephone:	(708) 677 2850 Earth (708) 677 0570
Contact:	(708) 677-2850 Fax: (708) 677-9570 Thomas J. Dammrich - Exec. Dir.
Membership:	Companies that are producers and users of electrical interconnections for
Member smp;	electronic equipment.

 Association:
 American Electronics Association

 Address:
 5201 Electronics Association

 P.O. Box 35900
 Factors, C 42034

 Telephanes:
 (403) 987-9200

 Contaut:
 F. Electronics Circle, C 6200

 Mandemitiz:
 Fract (403) 940-8363

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> Association Address:

2001 Peursylvania Avenue, N.W. Washington, D.C. 2006

esegmente: (202) 457-4980 Fax: (202) 457-4985 Autacht Potst F. McCloskey - Pres. Fembarship: Represente U.S. electronics industry. Largest alcompating industry and

> Association; Address:

Arectropics Representatives Associati
 20 East Fluron
 Chroseo, IL 50611

requirates (312) 049-1233 First (312) 649-2269 Intracts Revended I, Hali CEO embershipt Macolociostes' representations sulling comparison and materiales; comparing interconsumbles, and data communications products to sirectoratic lefterate

> Association: Address:

Institute for Institution southy and Packaging 7380 N. Lincoln Avenus Lincolnwood, IL 60646

 (708) 577-2880 Far: (708: 677-9570
 Thomas I. Datamatich - Eace. Dir.
 Comparies that are producers and users of electrical interconnections for electronic equipment.

Association: Address:	National Electronic Distributors Association 35 East Wacker Drive, Suite 1100 Chicago, IL 60601
Telephone: Contact: Membership:	(312) 558-9114 Fax: (800) 347-6332 Mary Sue Lyons - Exec. VP Wholesale distributors of electronic components and computer products.
Association: Address:	Semiconductor Equipment and Materials International 805 E. Middlefield Road Mountain View, CA 94043
Telephone: Contact: Membership:	 (415) 964-5111 Fax: (415) 967-5375 William H. Reed - Pres. Firms, corporations, and individuals engaged in supplying fabrication equipment, materials, or services to the semiconductor industry.
Association: Address:	Semiconductor Industry Association 4300 Stevens Creek Blvd., No. 271 San Jose, CA 95129
Telephone: Contact: Membership:	 (408) 246-2711 Fax: (408) 246-2830 Andrew Procassini - Pres. Companies that produce semiconductor products such as discrete components, integrated circuits, and microprocessors.
Association: Address:	Surface Mount Equipment Manufacturers Association 4113 Barberry Drive Lafayette Hill, PA 19444
Telephone: Contact: Membership:	 (215) 825-1008 Fax: (215) 941-6773 Judith Ginsberg - Exec. Dir. Manufacturers of equipment or software used by the electronics industry. Works to develop standards for equipment used to create circuit board assemblies in order to allow manufacturers to integrate equipment.

Association: Nationa Address: 35 Erg

35 East Warder Drive, Suit 1100 Chiefon, 11, 80801

Automatic (AD) 508 2014 Func (200) 367 6332 Automatic Mary, Sue Lyone + Euro, VP Automaticality: Washeedta descriptions of electronic community and assume the description

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Leicobiceast (415) 364-5111 Feat (415) 967-3375 Sounce: William R. Reed - Fres. Menuressign: Firms, conformitions, and individuals suggested in supplying tabrication

> Association: Address:

4300 Stavets Creek Elvd., No. 271 San Josh, CA 93129

nomen (+05) sec-set1 Fax: (+05) 245-2530 att Andrew Fromssini - Pres persising Companies that produce centronductor products such as discrete components integrated circuits, and microprocessors

> Associations Vehicles

mant - Surrison Mount Equipment Munichements Association 4113 Barbarry Deire Lafavente Hill, PA 19844

Completered (215) E23-1006 Frag: (213) 941 6773
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TRADE SHOWS

COMMERCIAL ELECTRICAL & ELECTRONIC

Please note that all trade shows are annual events and are usually at the same place and time year to year.

Check with the organizer of the show for confirmation of actual dates and location.

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Trade Assessmentions

TRADE SHOWS

COMMERCIAL ELECTRICAL & D. BCTRONIC

Prease note that all trade shows are annual events and are usually at the same place and hine year to year.

Check with the organizer of the show for configuration of actual datas and location

Trade Shows

Name: ELECTRO Intenational

Focus: Producers of high-technology electronics, software engineering and computers

Dates: June 2-6

Location: Hynes Convention Center - Boston, MA

Organizer: Miller Freeman Inc.

Telephone: (214) 239-3060 Fax: (214) 419-7875

Name: Electronic Imagining International

Focus: Integrated conference & exhibition on OEM's, system integrators, design, etc.

Dates: September 13-15

Location: Providence Convention Center - Providence, RI

Organizer: Miller Freeman, Inc.

Telephone: (214) 239-3060 Fax (214) 419-7875

Name: HVAC & R Show

Focus: International air-conditioning, heating & refrigeration exposition

Dates: January 23-25

Location: New Orleans Convention Center - New Orleans, LA

Organizer: International Exposition Company

Telephone: (203) 221-9232 Fax (203) 221-9260

Name: NORTHCON '94

Focus: Electronics exhibition emphasizing design, test, production & software

Dates: October 11-13

Location: Washington State Convention Center - Seattle, WA

Organizer: Electronics Convention Management

Telephone: (310) 215-3976 Fax(310) 641-5117

Trade shows

Name: ELECTRO Distant

Loones Estadators of high reducing states only any software engrissing and computers

I manhow Harris Communication Constant Stationer S

Organizer: Aliller Treeman Inc.

Telephone: - (214) 232-3060 Fax: (214) 419.7938

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Pucus: integrated conference & exhibition on OEM's some fournesses daring and

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Location runations Convention Canter - Providence, RI

Grganizer: Millor Presences Inc.

Telephone: (214) 239-3050 Pex (214) 41907875

Name: HVAC & R SEOW

Focus: Externational aut-conditioning, lication do refriere most convention

Dates grants 13421

LOCATION New Orleans Convention Center - New Orleans LA

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Temphonan (203) 221-9232 Fex (203) 221-9260

Name: MONTRON W

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Dates: October 11-13

Localion: Washingson State Convention Center - Scattle, W

Organizar: Electronics Convention Management

Tolephone: (310) 215-3976 Fax(310) 641-5117

Trade Shows

Name: SEMICON- Southwest

Focus: Showcase for equipment, materials & supplies used in manufacture of semiconductors

Dates: October 18-19

Location: Austin Convention Center - Austin, TX

Organizer: SEMI

Telephone: (415) 964-5111 Fax (415) 940-7932

Name: SEMICON- West

Focus: Showcase for equipment, materials & supplies used in manufacture of semiconductors

Dates: July 19-21

Location: Moscone Center - San Francisco, CA

Organizer: SEMI

Telephone: (415) 964-5111 Fax (415) 940-7932

Name: Aircraft Electronics Association, Exposition & Convention

Focus: Aviation electronics, test equipment and services

Dates: April 28 - May 4

Location: Bally's Hotel - Las Vegas, NV

Organizer: Aircraft Electronics Association

Telephone: (816) 373-6565 Fax (816) 478-3100

Name: ASME Cogen Turbo Power

Focus: Gas turbine engine technology, gas turbo manufacturers, industry service equipment

Dates: October 25-27

Location: Red Lion Hotel - Jantzen Beach, Portland, OR

Organizer: International Gas Turbine Institute

Telephone: (404) 847-0072 Fax (404) 847-0151

Trade Algoriation 1

Frank Shank

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Dates: Deterrer 1.8.19

Location: Austin Convertion Center - Austin, TX

Organisaet. Sign

Telephones: (415) 364-5111 Far (415) 940-1911

Name: SEMICOR. We

Pocus: Shawoate for opulpriont, materials & supplies used in masufacture of actional confictures of

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Location: Moscone Center - San Francisco. CA

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Telephones (415) 964 5111 Pag (415) 940-7032

Name: Aircust Electronici Association Exposition & Commission

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Dates: April 28 - 10 by d

Location: Bally's Hotel - Law Versey,

Organizer: Aircraft Electronics association

Telephone: (810) 373-6265 Fer (816) 478-3100

Name: ASME Cogen Turbo Power Focue: Gas tarbins cogina technology, gas turbo menufactarare, industry sa vica equipme Usets: October 25-27

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Trade Shows

Name:	Computer and Electronics Show
Focus:	Computer hardware, software, peripherals, systems, modems, electronic equipment
Dates:	November 8-10
Location:	Hartford Civic Center - Hartford, CT
Organizer:	Daniels Productions, Inc.
	(203) 561-3250 Fax (203) 561-2473
Name:	Mid West Electronics
Name:	Electrical Industry & Fibre Optics Expo
Focus:	Electrical construction products used primarily by electrical contractors
Dates:	October 23 -25
Location:	McCormick Center - Chicago, IL
Organizer:	National Electrical Contractors Association
Telephone:	(301) 657-3110 Fax (301) 215-450
Name:	Electronic Industry Show - Corporation Convention
Focus:	Electronic distributors, sales reps, manufacturers of electronics, int'l trade co's
Dates:	April (1995 date open)
Location:	Convention Center - Las Vegas, NV
Organizer:	Electronic Industry Show Corp.
Telephone:	(312) 648-1140 Fax (312) 648-4282
Name:	Ideas in Science and Electronics Exposition and Symposium
Focus:	Electronic test and measurement instrumentation and control, computer aided design
Dates:	May 9-11
Location:	Albuquerque Convention Center - Albuquerque, NM
Organizer:	
Telephone:	(505) 262-102 Fax (505) 265-1143
Name:	International Coil Winding '95
Focus:	Electrical manufacturing & coil winding industry
Dates:	September 22-24
Location:	Convention Center - Cincinnati, OH
Organizer:	Professional Expo Management Co.
Telephone:	(708) 260-9700 Fax (708) 260-0395

Parte Shores

Name: Computer lando are, software, periularels, systems, moderels, electronic equipme forms: November 3-10
 Locado Martiord Civia Ceaser Hartlord, CT
 Organizer: Daniels Productions, Inc.
 Telephone: (203) 561-3350 Fax (203) 561-2473

Pocus: Electrical industry & Fitere Optica Expo Focus: Electrical construction products used primarily by electrical contractors Datest: October 23 -25 Location: McCormick Center - Ultreago, EL Ocganizer: National Electrical Contractors Association Telectrones: (301) 657-3110 Fex (301) 215-450

Name: Electronic Industry Show - Corporation Convention Pozzai Electronic distributors, sales rept. ressufficturers of electronics, ini'l ande co's Dates: April (1995 date open) Elections Convention Canter - Las Vegas, RV Coganizar. Electronic Industry Show Corp. Telephone: (312) 648-1140 Par (312) 648-4282

Narasco lotas in Solonce and Electronics Exposition and Symposium Focurs: Electronic rest and measurement instrumonation and control, computer added design Dates: 5409 9-19

> Deganizers Menagaripe Convent of Center - Monquerque, NM Deganizers Mets in Science and Electronics Inc. Teleptoine: (505) 202-102 Fax (505) 205-1143

> > Names Family advant Cold Winding '95
> > Poates Electrical manufacturing & cold winding industry Dates: September 22-24
> > Details: Convention Coates - Cinclennif, OH
> > Organizer: Professional Estim Management Cu. Telephone: (708) 262-0740 Fax (708) 262-0735

Trade Shows

Name:	ISHM '94
Focus:	Engineers & Scientists in Circuitry
Dates:	November 15-17
Location:	Hynes Convention Center - Boston, MA
Organizer:	International Society Hybrid Microelectronics
Telephone:	(703) 471-0066 Fax (703) 471-1937
Name:	Mid West Electronics

Focus: Electronic equipment & products used in production, assembly, design & packaging Dates: May 9-11 Location: Minneapolis Convention Center - Minneapolis, MN Organizer: Miller Freeman, Inc.

Telephone: (214) 239-3060 Fax (214) 419-7875

Name: National Electrical Equipment Show

Focus: Power generation, transmission & distribution, lighting, wiring, etc.

Dates: March (date open)

Location: McCormick Place - Chicago, IL

Organizer: Cahners Exhibitions Ltd.

Telephone: (203) 964-0000 Fax (203) 964-0176

Name: NEPCON East

Focus: Design, fabrication & assembly of circuits & electronic assemblies

Dates: June 13-15

Location: Bayside Convention Center - Boston, MA

Organizer: Cahners Exposition Group

Telephone: (708) 299-9311 Fax (708) 635-1571

Name:NETCOM/Networks & CommunicationsFocus:Computer and communication equipment, supplies and servicesDates:May 1-3Location:Hartford Civic Center - Hartford, CTOrganizer:Daniels Productions Inc.

Telephone: (203) 561-325 Fax (203) 561-2473

Trade Shows

ISINA '94
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Name: Mid West Electronics
 Pocus: Electronic equipment & products used in production, ascendby, design & packaging
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 May 9.41
 Constion: Minarepolic Convention Center - Minucapolis, MN
 Organizer: Milka Freeman, Inc.
 Telephone: (214) 239-3050 Fast (214) 419-38235

Name: Mational Electrical Equipment Show Franz: Fourier geocration, maneniscion & distribution, lighting, withog, etc Deres: March (sure open) Location: MeConneck Place - Chicago, E. Organizet: Cabuers Exhibitions Lat Telephone: (203) 964-0033 Fax (933) 394-34176

Name: NBPCON Bast Pocus: Design, infectorierrek assembly of electronic Assemblic Datest Dune 13-16 Location: Heyeride Convenier Center - besene, M.A. Organizer: Calmers Exposition Group Telephone: (708) 209-9311 Parc (786) 635-1571

Name: NETCOM/Networks & Communications Focus: Computer and communication equipment, supplies and service Dame: May 1-3 Location: Hartford Civic Cansar - Hartford, CT Organizer: Damicis Freductions Inc. Telephone: (203) 361-325 Fax (203) 561-3473

Trade Shows

Name:	Networks Expo 95 in Boston
Focus:	International show & conference focusing on computer networking and connectivity
Dates:	February 13-15
Location:	Hynes Convention Center - Boston, MA
Organizer:	Blenheim Jewelry Shows Inc.
Telephone:	(201) 346-1400 Fax (201) 346-1532

Name: San Diego Electronics Show

Focus: Electrical, mechanical, production, test engineers in electronics industry

Dates: January 11-12

Location: Convention Center - San Diego, CA

Organizer: Epic Enterprises, Inc.

Telephone: (619) 294-2999 Fax (619) 294-6699

Name: SOUTHCON '95

Focus: Electronic manufacturability, design for testability, quality management

Dates: March (date open)

Location: Orange County Convention Center - Orlando, FL

Organizer: Electronic Conventions Management

Telephone: (310) 215-3976 Fax (310) 641-5117

Name:	Technet '95
Focus:	Communication, electronics, computer sciences in government, armed forces &
	industry
Dates:	June 6-8
Location:	Convention Center - Washington, DC
Organizer:	Armed Forces Communication Electronics Association
	(703) 631-6200 Fax (703) 818-9177

Name: United States Air & Trade Show

Focus: Aviation & aerospace industry

Dates: July 17-24

Location: International Airport - Dayton, OH

Organizer: United States Air & Trade Show

Telephone: (513) 898-5901 Fax 898-512

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Manne: Neuworks Bape 95 is Boston Pocus: International share & conferencis focusing on computer networking and connectivity Datest February 13-15 Datest Hydro Contrar Center - Boston, MA Organiser: Bienheim Jesertry Shows Inc. Telephone: (201) 346-1400 Pax (201) 346-1532

Frame: San Diego Electronics Show
 Focus: Electrical, mechanical, production; teat engineers in electronics inductry
 Dates: January [1-12]
 Location: Convention Center - San Diego, CA.
 Organizzer: Equic Ennorprises, Inc.
 Folgebene: (619) 294-2999 Fax (619) 294-6699

Names: SQCTRCON '95
 Focas: Blacthonic manufacturatility, design for testability, quality management
 Sates: March (date open)
 Location: Grange County Convention Center - Orlendo, FL
 Organizer: Historonia Conventions Management
 Telephone: (310) 213-3876 Fas (310) 541-5117

Former Locator Vo
 Former Roman anderson, dectoonies, comparis primero in government, annost hurves & instruct, annost hurves & bashary.
 Dates: Start 6-8
 Losatiar: Contention Center - Washington, DC
 Organize: Acade Forces Communication Electronics Association
 Starphane: (363) 631-63200 Fix (703) 818-9177

Focus: Serimon & senerace infusion Dates: July 17-24 Location: Baierontocal Airpott - Bartan, OH Organizar: Orited States Air & Tende State Folgetude: (513) 398-5001 Fax 868-512

Trade Shows

Name:	WESCON '94
Focus:	High tech OEM electronics expo
Dates:	September 27-29
Location:	Anaheim Convention Center - Anaheim, CA (1995 show in San Francisco in
	October)
Organizer:	Electronics Convention Management
Telephone:	(310) 215-3976 Fax (310) 641-5117

There's the companies projected in this easily have a different purch that drop give at the east of 1999. Over the y companies (or divisions) have consolidated their quartitions with effer origidivisions or have been sold to another company. There are also twenty first enterpaires that closed or cranet business at locations where they found operations supervisionly are services inclusioner. The first of most of these Yachines is subject to potential use or entrying at a finance date.

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September 13-2

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Summary Conclusions and Recommendations

While there are a number of recommendations provided in the individual analysis for a specific company, one general observation was made from this study. All companies are searching for the best mix of people, products and administrative/manufacturing locations.

The changes occurring, or caused by the actions of companies in the commercial electronics industry over the last five years are greater than any similar period of time since a commercial electronics industry existed. While the 1970's and 1980's were a period of unparalleled growth and new business introduction, the 1990's have been and will continue to be the period of unparalleled readjustment and reshuffling. Unlike any other industry that is experiencing or has encountered radical change, companies involved are with few exceptions healthy and prospering. Changes have occurred generally based on a slow down in business, reduction in profits, or increased competition. As mentioned previously in other sections of this study, a large number of commercial electronics companies have an appreciable aerospace/defence business, and the changes affecting these companies is more pronounced and with a more urgent need.

Thirty five companies reviewed in this study have a different parent than they did at the end of 1989. Over forty companies (or divisions) have consolidated their operations with other units/divisions or have been sold to another company. There are also twenty five companies that closed or ceased business at locations where they found operations unprofitable or excessively costly. The fate of most of these facilities is subject to potential sale or startup at a future date.

The major choices for company moves have been to the southeastern states of South Carolina, North Carolina and Georgia. There also have been a number of relocations to Kansas, Ohio and other midwest states. Few of the companies reviewed for this study have left New England for a foreign location. Those with foreign locations (either a parent or subsidiary) have in a few cases closed those facilities, but in most cases increased activity carried on at those facilities. Few companies surveyed in this study have opened any foreign manufacturing or other sales office, etc. during the 1990's.

There also were (surprisingly) only a handful of foreign acquisitions of U.S. companies or divisions during the last few years.



Munuary Conclusions and Recommendations

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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.



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