

ELECTRONIC COMPONENTS

Many of FMI's diverse electronic components are the most advanced in their competitive markets.



FMI's electronic components are used in industries ranging from computers and automobiles to telecommunications and instrumentation.

FMI's diverse range of electronic components includes electromechanical relays, connectors, keyboards and thermal printers. Many of these products are the most advanced in their competitive markets.

Relays

FMI's high-performance electromechanical relays are among the most reliable in the industry. Their small size, low power consumption and wide range of voltages make them the relays-of-choice for a large range of applications. The products are used in telecommunications applications such as line cards and loop carriers, as well as for networking, automotive and light-industrial applications.

Connectors

The company's connector product line includes printed-circuit-board and I/O types that meet the SCSI, Intelligent Peripheral Interface (IPI), 100baseTX Media Independent Interface (MII) and IEEE 1284 standards. Additionally,

FMI markets a full line of standard PC Card connectors that meet the PCMCIA, JEIDA (Japan Electronic Industry Development Association) and JEDEC (Joint Electronic Device Engineering Council) standards. These products are available in both thru-hole and surface-mount configurations.

Keyboards

FMI's keyboard offerings include products for engineering workstations and portable computers, two high-growth areas. The product line includes high-quality, low-cost keyboards with integrated pointing devices, as well as keyboards that are Microsoft Windows 95 compatible. FMI is devoting a good portion of its R&D to developing ergonomic keyboards and other input devices. In a tribute to the quality of the keyboard product line, FMI won the 1994 Outstanding Supplier Performance Award from Sun Microsystems. Other input products include pointing devices and pen-touch panels.

Thermal Printers

The company's thermal printers are used in a variety of applications including medical instrumentation, point-of-sale transaction processing and bar-code-label printing. The high-speed, high-resolution products are also found in taxi cabs, self-service gasoline pumps and ticketing machines. Battery-operated models meet the needs of users with handheld terminal applications.

Manufacturing and Distribution

An example of Fujitsu's international sourcing capability, FMI's electronic components are developed and manufactured in Japan and Malaysia. All electronic components are manufactured in International Standards Organization (ISO) certified factories, an assurance to customers that the products meet high quality standards. Because of that quality and reliability, many customers accept FMI's electronic components on a "no incoming verification" basis, eliminating the time and cost of shipment inspections.

Distributors, representatives, VARs and a direct sales force market the products to large OEMs in North, Central and South America.

FMI maintains a full product inventory in San Jose and at distribution locations



throughout the country. To meet its customers' Just-in-Time requirements, FMI offers flexible delivery systems.

Future Plans

Although the electronic components marketplace is diverse and extremely competitive, FMI's business is growing rapidly. The company again posted a record year for both sales and profits in 1994. For the past four years, FMI's growth rate has exceeded the industry average in virtually all its product lines. The company expects this growth to continue in 1995 because of its commitment to developing leading-edge technology that meets the needs of its customers.

In the future, FMI plans to enhance its local design capabilities to better meet the needs of its U.S. customers and to shorten turn-around time. The company will continue developing products for the computer, peripherals and other diverse markets, and will continue working to increase the reliability, reduce the size and lower the cost of system components. FMI's ongoing goal is to build on its existing customer relationships and to develop new ones with industry leaders. The company intends to earn those relationships through critical attention to customer needs, quality products and responsive service.

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