

Global and China Micro Electric-Voice Device Industry Report, 2010-2011

https://marketpublishers.com/r/G88DF263C3FEN.html

Date: February 2011 Pages: 96 Price: US\$ 2,000.00 (Single User License) ID: G88DF263C3FEN

Abstracts

The report mainly resolves around electric-voice devices of mobile phone and notebook computer.

Foster, the world's largest manufacturer of speaker unit, is involved in large-diameter cone speaker, but it ranks the second in mobile phone and notebook computer field.

Such momentous occasions as call center, air traffic control, 911 missions, and stock exchange all employ the office phone headsets of Plantronics which is the world's No.1 manufacturer of office phone headsets and also provides civil Bluetooth headsets, yet most of which are OEMed by China's GoerTek.

As the overlord in mobile phone electric voice field, AAC, Nokia's and Apple's favorite, is in possession of the most complete product lines and technologies. At the end of 2010, Knowles Electronics under Dover Corporation invested US\$855 million to obtain the sound solutions business of NXP Semiconductors' Standard Products Division. NXP Semiconductors whose sound solutions business began in 1929 is the pioneer expert of micro electroacoustics and dominates mobile phone speaker/receiver field, nevertheless, NXP Semiconductors has devoted itself to mixed signal business and divested itself of the non-core businesses.

A great number of electric voice manufacturers are gathered at Weifang, Shandong Province, China, of which, GoerTek, the largest one, possesses the best capability of rapid die sinking within the industry and has vigorously expanded LED and 3D glasses fields from which the company has made remarkable achievements in recent years.

Hosiden, the time-honored Japanese enterprise, has suffered sharp declines in both



performance and competitiveness. Electric voice business is not the core business of the company, so its market shares are mostly snatched by AAC, GoerTek, and Merry.

Merry, the largest electric voice enterprise in Taiwan, gives priority to hands-free receivers which make it the biggest supplier of Nokia, Sony Ericsson, and Motorola.

Panasonic Electronic Devices Co., Ltd. mainly produces speakers. Creysn, the earphone giant, is the major supplier of Apple iPod, iTouch, and iPhone, and also has its own brand earphones. Bujeon is the core supplier of Samsung mobile phone electric voice and the revenue from Samsung contributes 70%.

On February 28, 2008, Sonion was purchased by Technitrol and operated in the electronic components division named Pulse which was later acquired by Altor Fund in July 2009.

In 2005, Plantronics purchased Altec Lansing, the big manufacturer of notebook computer speaker with a history of over 70 years, for US\$166 million; while at the end of 2010, it sold the ever loss-making Altec Lansing to a fund company at a bargain of US\$16 million.

Knowles supplies 80% of MEMS microphones worldwide and no one can shake its dominating position in the short run despite the failure in the lawsuit against ADI. Although it is an unknown small enterprise, Fortune Grand Enterprise Co., Ltd. (Forgrand) is the global largest manufacturer of notebook computer speaker with the market share of 50%.

A big electric voice factory as usual needs a staff of 8,000 to 10,000, thus with low automation particularly in the inspection. China is the place optimal for electric voice enterprises to survive, while Japan, Europe and America have no competitiveness at all. Electric-voice devices, the non-core components of mobile phone and notebook computer, are often confronted with rollback from brand vendors. Consequently, the sales price of electric-voice devices keeps falling year after year, the manufacturers make meager profit and they have to actively exploit non mobile phone and notebook computer fields, including vibrating motor, LED, 3D glasses, and large-diameter speaker.



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