



AGILITY FORUM

Surviving and Thriving
in the 21st Century at the
Fourth Annual
Agility Forum Conference

CREATING THE AGILE ENTERPRISE: Models, Metrics and Pilots

March 7, 8, 9, 1995
Stouffer Waverly Hotel
Atlanta, Georgia

LEARN HOW to transform your organization into an Agile enterprise. America's leading Agility experts will be presenting the most current models, metrics and pilots for keeping American enterprise competitive in a global marketplace.

Who should attend?

CEO's, CFO's, change agents, production supervisors, strategists, engineers, all will learn how Agile thinking impacts the bottom line. Representatives from service industries as well as manufacturing should attend.

The Fourth Annual Conference on Agility is hosted by the industry-led Agility Forum, formerly the Agile Manufacturing Enterprise Forum. For registration and hotel information, contact Kathleen Dillon at 200 W. Packer Ave., Bethlehem, PA 18015-1582, phone 1-800-9BE-AGILE, fax (610) 694-0542.

READER CARD NUMBER 43

North American Machine Vision: Market Share Projections (1994-1998)

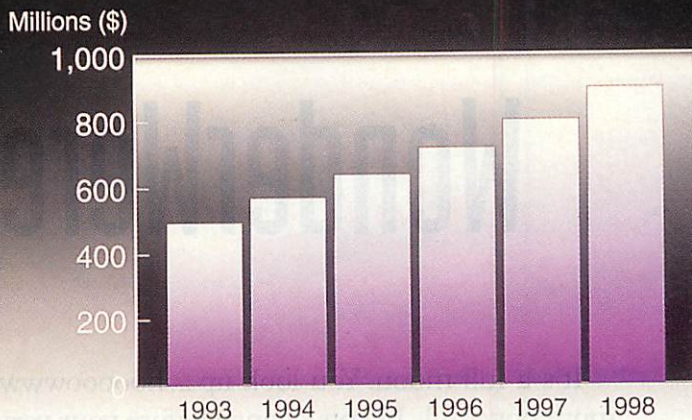


Chart shows the machine vision market doubling in terms of revenue in this decade.

AIA Market Study Sees Machine Vision Growing

BY MARTY WEIL

ANN ARBOR, MI—By 1998, suppliers of machine vision products expect the North American machine vision market to reach nearly \$900 million, according to a recent study released by the Automated Imaging Association (Ann Arbor, MI), the industry's trade group. Last year, North American machine vision suppliers sold \$495 million worth of products to North American companies while their overall worldwide sales totaled \$745 million—an amount that could go as high as \$1.3 billion by 1998.

According to Nello Zuech, president of Vision Systems International (Yardley, PA), the consulting firm retained by AIA to develop the report, the impact of this market expansion on machine vision users is a double blessing. "Users will see a dramatic fall in the price of machine vision technology, while at the same time, functionality will rise. Everything is going in the right direction, as far as the end-users are concerned. And, he continues, "As the numbers indicate, North American machine vision companies are doing well.

"The machine vision market rose along with the rebounding U.S. economy in 1993. Most machine vision niches saw improvements with dramatic gains in the semiconductor, electronics, and container industries," Zuech says. (The food, wood, and transportation industries are also among the leading vision users.)

"In many applications in the semiconductor or pharmaceutical industry, for instance, some operations can't be done without a vision system," Zuech notes.

"With continued improvements in the technology, new applications are emerging that will fuel even greater demand for machine vision as we near the next century."

The AIA study gives market information for each element of the machine vision field including components; image processing boards; general-purpose vision systems; application-specific vision systems; and value-added by distributors, OEMs, system integrators, and VARs.

"This type of analysis allows companies to identify the market for their specific portion of the industry, as well as determine overall market sizes of companies they sell to or buy from," says Jeffrey A. Burnstein, AIA's managing director.

Among the other issues addressed in the 204-page report are markets for three-dimensional vision systems, web scanning systems, X-ray-based machine vision systems, vision welding systems, image processing boards, and color-based vision systems. A separate section focuses on the market for lighting, optics, and cameras.

J.D. Edwards Jumps into Process Manufacturing

BY BILL McILVAINE

DENVER—J.D. Edwards & Co. (Denver, CO), a developer and vendor of manufacturing software for discrete industries, has announced a move into the process manufacturing arena. It is incorporating process functionality into its standard ERPx manufacturing and distribution package. The announcement will be formally made at APICS on October 31, and the company plans gen-

How To Transform Yourself Into An Industrial Monster: Be A...

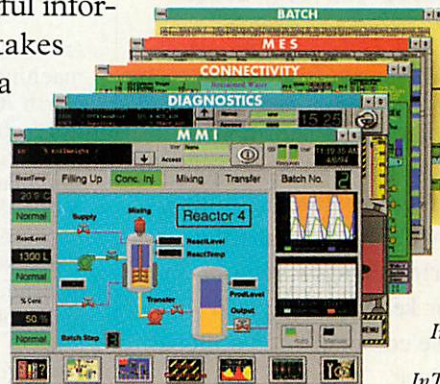
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