Products And Services For The Passive Components Industry
The Paumanok Group is the world’s largest supplier of market research and consulting services to the passive electronic component industry. For 15 years, Paumanok has supplied the following products and services for passive component manufacturers, distributors, component buyers, financial analysts and raw material suppliers:

- Market Research & Analysis
- Single Client Consulting
- Mergers & Acquisitions
- Passive Component Industry Magazine
- Marketing Services

Contact Information:

The Paumanok Group
130 Preston Executive Drive
Suite 101
Cary, NC 27513 USA
919.468.0384
919.468.0386 fax
email: info@paumanokgroup.com
website: www.paumanokgroup.com
Annual Market Research Reports

The Paumanok Group produces detailed off-the-shelf market research reports that include in-depth market information with emphasis upon value and volume of demand by world region, average unit pricing and price trends, competitive analysis, sales and market shares, competitive technology threats, supply chain analysis, and tactical and strategic market forecasts on the following subjects:

- **CAPACITORS**
  - Ceramic
  - BME Ceramic
  - Tantalum
  - Aluminum
  - DC Film
  - AC Film
  - Supercapacitor
  - Variable Capacitor

- **RESISTORS/INDUCTORS**
  - Chip
  - Networks/Arrays
  - Wirewound
  - Nichrome Film
  - Tin-Oxide
  - Carbon Film
  - Carbon Composition
  - Chip & Bead Inductors
  - Integrated Passive Devices

- **CIRCUIT PROTECTION**
  - Metal Oxide Varistors
  - PTC Thermistors
  - NTC Thermistors
  - Electronic Fuses
  - Gas Tubes
  - Thyristors
  - Zener Diodes
  - Avalanche Diodes
  - Line Feed Resistors

- **RAW MATERIALS/SUPPLY CHAIN**
  - Ta Ore, Powder & Wire
  - Ceramic Dielectric Materials
  - Electrode & Termination Materials
  - Anode & Cathode Foils
  - Metallized Films
  - Resistive Inks
  - Alumina Substrates
  - Carbon Cloth & Powders

Monthly Market Research Reports

The Paumanok Group also produces market research reports every month on selected passive component products. These reports include 84 months of shipment data, including value, volume and average unit pricing for products by type. In each monthly report, Paumanok provides tactical and strategic forecasts along with industry intelligence data that was collected during the prior month. We currently produce the following reports every month:

- Multilayered Ceramic Chip Capacitors
- Tantalum Capacitors
- Chip Resistors

For a free sample of off-the-shelf market research from The Paumanok Group on the passive electronic component industry, please make a request by email at info@paumanokgroup.com.
Paumanok conducts market research & analysis that is tailored to the specific needs of individual companies. Over the past decade, Paumanok has conducted hundreds of single client projects for respected customers in the passive electronic component industry. These single client projects have been conducted for passive component manufacturers, raw material suppliers, component distributors, and end-users of passive components. Some of the areas of single client consulting that Paumanok has engaged in over the past few years have centered in the following areas:

- Market Size Reassurance Studies
- Supply Chain Analysis
- OEM & CEM Comparative Pricing Analysis
- Emerging Country Market Analysis
- Competitive Intelligence
- Viability Of Business Plan Analysis
- Acquisition Target Analysis
- New Product Launch TAM Analysis

Sample Projects In Single Client Consulting:

**CERAMIC**
- BME MLCC
- HTBT Dielectric Powders
- Palladium Electrodes
- Silver Terminations
- Nickel Electrodes
- Copper Terminations
- Thin Dielectric Tapes
- 0201 MLCC

**PLASTIC FILM**
- Polyester Film
- Polypropylene Film
- PEN, PET, PPS Film Chips
- Power Film Capacitors
- Interference Suppression
- AC & Pulse
- Chip Inductors

**ELECTROLYTIC**
- Polymer Tantalum Capacitors
- Polymer Aluminum Capacitors
- Tantalum Ore
- Tantalum Powder
- Tantalum Wire
- Anode Foils
- Cathode Foils
- Niobium Powders
- Niobium Capacitors
- Separator Papers
- Carbon Powders & Cloths
- DLC Supercapacitors

**FIXED RESISTOR**
- Ruthenium Inks
- Alumina Substrates
- Multichip Arrays
- SIPs, DIPs
- Integrated Passive Devices
- Tantalum Nitride Thin Film Devices

**CIRCUIT PROTECTION**
- Multilayered Varistors
- Zinc-Oxide Powders
- Polymer PTC Thermistors
- Ceramic PTC Thermistors
- NTC Thermistors
- Chip & Bead Inductors
- Ferrite Cores
- Thyristors
- Line Feed Resistors (Surge)
- Electronic Fuses
- Gas Discharge Tubes

**REGIONAL MARKET ANALYSIS**
- China/ Hong Kong/ Taiwan
- India & Other Central Asia
- Korea, Singapore, Malaysia & ROA
- Brazil/ South & Central America
- USA, Canada & Mexico
- Eastern Europe & Former USSR
- Western Europe
- Middle East & Africa
Mergers & Acquisitions

Paumanok has been active in mergers & acquisitions in the passive electronic component industry for more than 10 years, and has been involved in many of the large and small transactions within the industry since 1990.

Paumanok has worked for banks and investors who finance the transactions, for the companies wishing to be purchased and for the companies wishing to buy.

Our primary merger & acquisition services include:

- Providing due diligence for existing transactions.
- Identifying prospects for acquisition.
- Identifying companies who are willing to buy.
- Providing contact, liaison and consulting services during the process of the transaction.
The Paumanok Group owns and publishes Passive Component Industry Magazine, a four-color, high-end publication dedicated to the promotion of the passive electronic component industry. The magazine is advertiser driven, and has global, dedicated readership of 10,000, including passive component manufacturers, raw material suppliers, component distributors and buyers of passive components.
The Paumanok Group offers you an affordable way to find new customers and to grow your business in the passive component industry. Through insightful evaluation, backed up with in-depth business intelligence, and our unique contacts and resources throughout the passive components supply chain, Paumanok can design, develop and implement a marketing campaign unlike any other organization in the industry. Here is a list of the services we offer:

- Brochure and space ad writing and editing (we understand what you want to sell!)
- Brochure and space ad layout and design
- Brochure mailing to Paumanok’s global passive component mailing list.
- Ad placement in Passive Component Industry Magazine

Sample of Marketing Services Campaign:

- Customer Meeting & Concept Development
- Brochure and Space Ad Copywriting
- Brochure and Space Ad Layout & Design
- Brochure Printing
- Passive Component Mailing List Segmentation
- Brochure Mailing
- Ad Placement in Passive Component Industry Magazine
- Results!