

SSL Manufacturing: Keeping America Competitive

Most industry leaders weigh **six key factors** in deciding where to locate SSL facilities. **Here is why many consider the United States an attractive option for some products.** Innovation, flexibility, and efficiency will be essential in keeping our nation competitive in SSL manufacturing.

WHAT IT MEANS FOR THE U.S.

The U.S. is a rapidly growing and potentially enormous market for high-value SSL products — especially luminaires — making it an attractive location for many companies.

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While Asian countries offer substantial subsidies and tax breaks for capital equipment, some companies place more value on the U.S. commitment to cost-shared R&D, coupled with local energy efficiency incentives to spur market demand.

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While labor rates in the U.S. are higher than in many other areas of the world, productivity and quality considerations can be a competitive counterbalance.

1

Access to Markets

For higher value SSL products, keeping engineering and manufacturing close to markets and customers is a competitive advantage.

6

Government Incentives

Manufacturers often evaluate the mix of incentives offered by national and regional governments to attract investment in new facilities.

5

Labor Costs, Productivity, and Quality

The skills, productivity, and quality focus of the labor force are essential considerations, especially in agile and automated manufacturing.

4

Intellectual Property Protection

Companies using proprietary technologies are especially sensitive to the need to protect their intellectual property.

2

Access to Supply Chains

Locating near key suppliers can speed adaptation to constantly evolving product designs and customer demands.

3

Access to Innovation

Innovative companies need the expertise of regional suppliers, related industries, universities, consulting firms, and the labor force.

WHAT IT MEANS FOR THE U.S.

Maintaining a healthy “ecosystem” of innovative and agile U.S. suppliers of materials, components, and specialized processes will attract companies to locate here.

WHAT IT MEANS FOR THE U.S.

The U.S. has been the acknowledged leader in SSL R&D — and will need to continue being seen as “where the action is” regarding innovation.

WHAT IT MEANS FOR THE U.S.

Strong laws and enforcement protecting intellectual property make the U.S. a favored location for companies on the leading edge of technology.