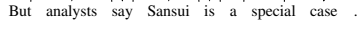
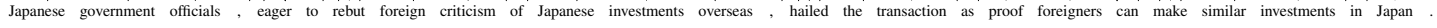
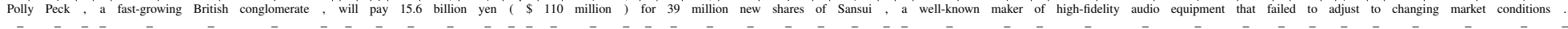
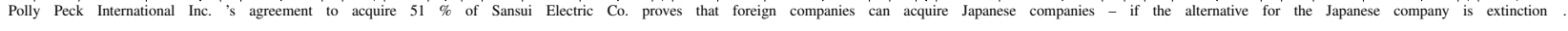
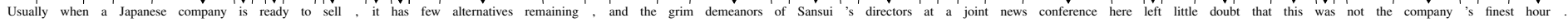
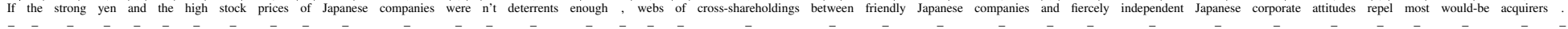
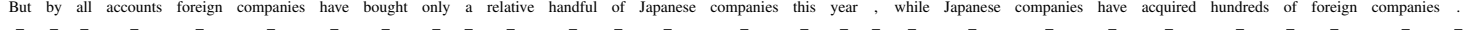
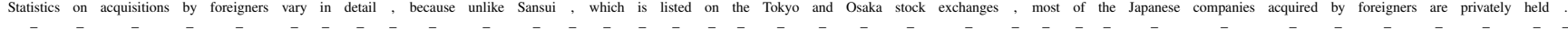
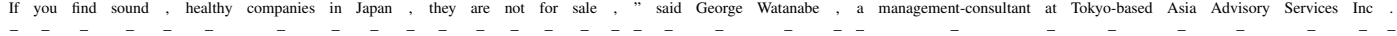


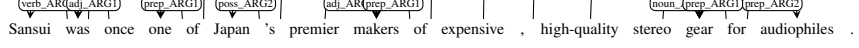
[20583001]



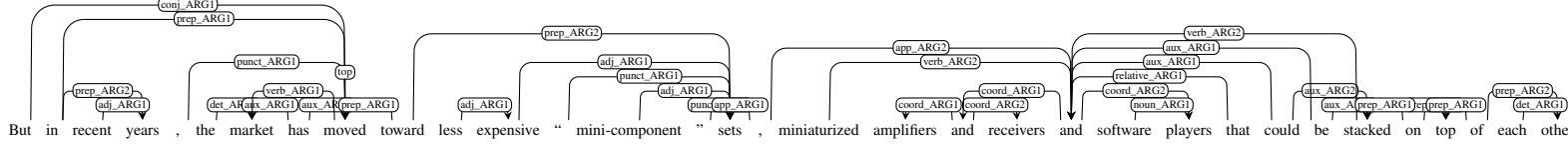
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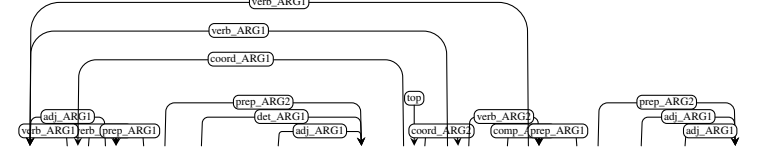


[20583015]



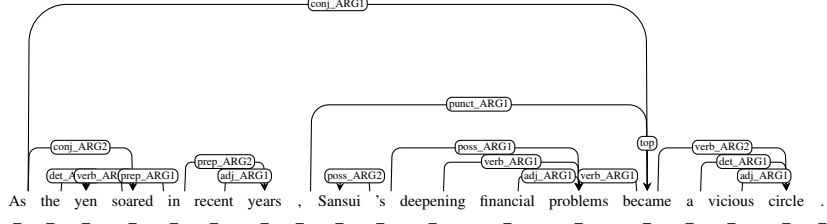
But in recent years , the market has moved toward less expensive " mini-component " sets , miniaturized amplifiers and receivers and software players that could be stacked on top of each other .

[20583017]



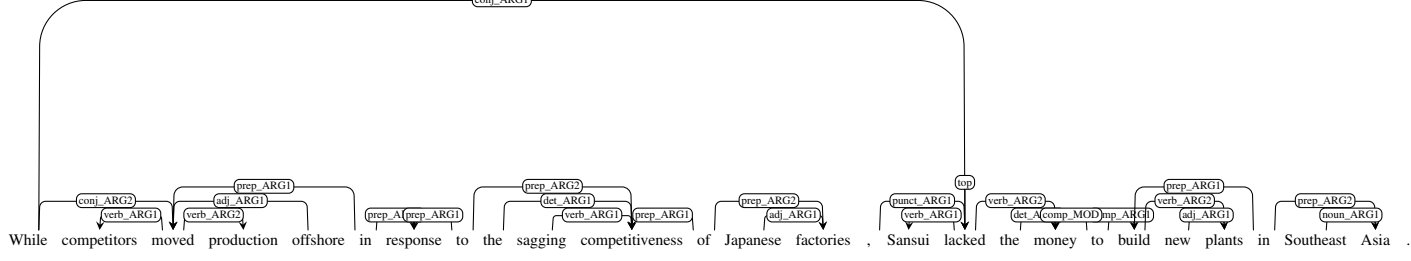
Sansui was late into the mini-component business and failed to branch into other new businesses .

[20583018]



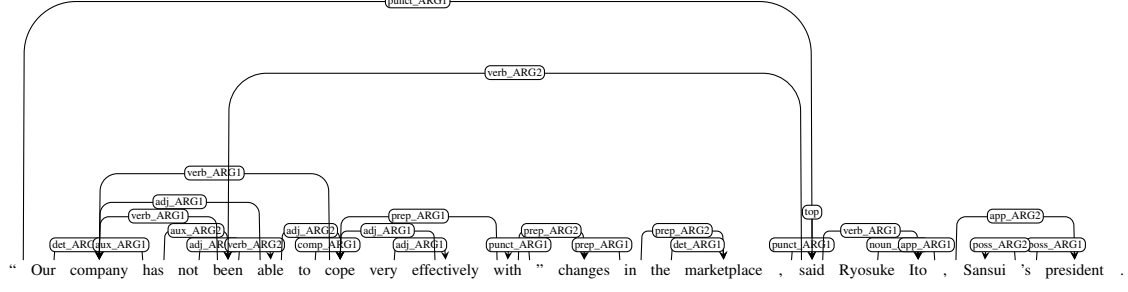
As the yen soared in recent years , Sansui 's deepening financial problems became a vicious circle .

[20583019]



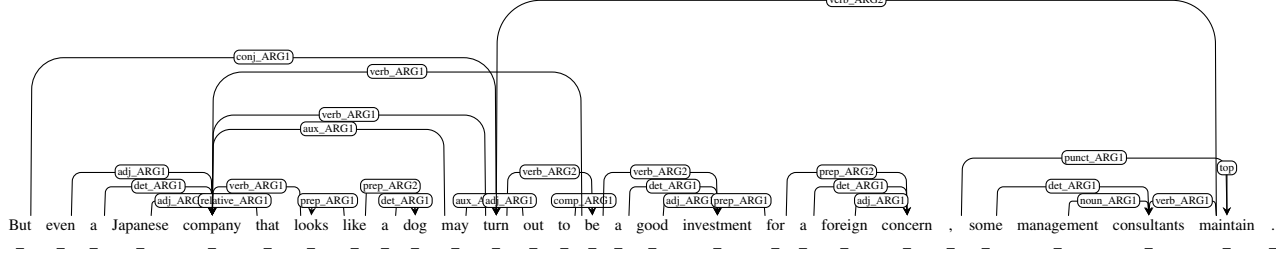
While competitors moved production offshore in response to the sagging competitiveness of Japanese factories , Sansui lacked the money to build new plants in Southeast Asia .

[20583020]



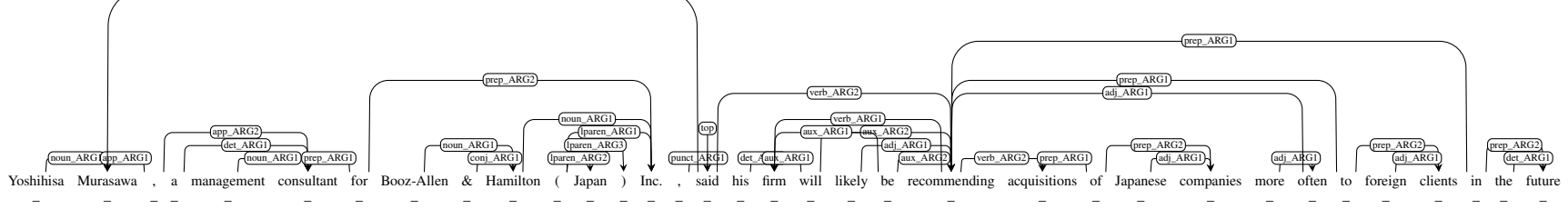
" Our company has not been able to cope very effectively with " changes in the marketplace , said Ryouke Ito , Sansui 's president .

[20583021]



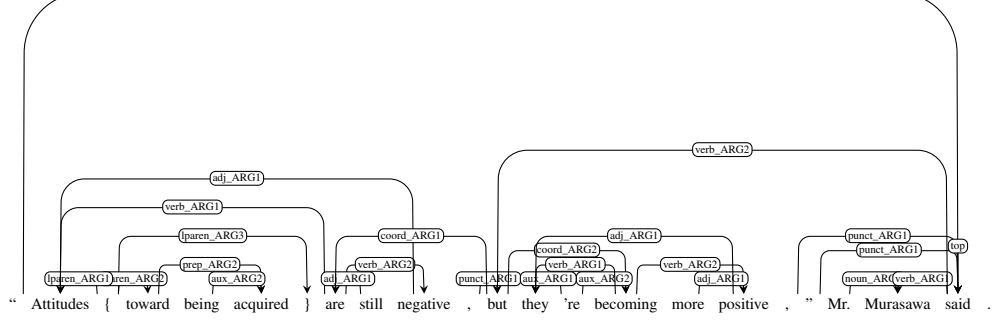
But even a Japanese company that looks like a dog may turn out to be a good investment for a foreign concern , some management consultants maintain .

[20583022]



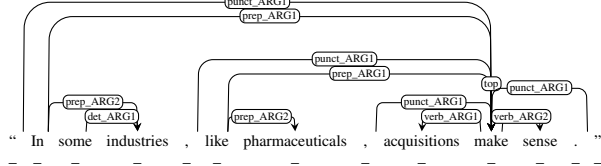
Yoshihisa Murasawa , a management consultant for Booz-Allen & Hamilton (Japan) Inc. , said his firm will likely be recommending acquisitions of Japanese companies more often to foreign clients in the future .

[20583023]



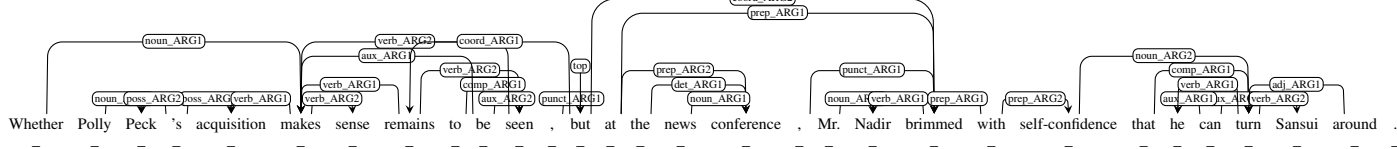
" Attitudes [toward being acquired] are still negative , but they 're becoming more positive , " Mr. Murasawa said .

[20583024]



" In some industries , like pharmaceuticals , acquisitions make sense . "

[20583025]



Whether Polly Peck 's acquisition makes sense remains to be seen , but at the news conference , Mr. Nadir brimmed with self-confidence that he can turn Sansui around .

[20583026]

Sansui , he said , is a perfect fit for Polly Peck 's electronics operations , which make televisions , videocassette recorders , microwaves and other products on an " original equipment maker " basis for sale under other companies ' brand names .

[20583027]

He said Polly Peck will greatly expand Sansui 's product line , using Sansui 's engineers to design the new products , and will move Sansui 's production of most products other than sophisticated audio gear offshore into Polly Peck 's own factories .

[20583028]

" Whatever capital it (Sansui) needs so it can compete and become a totally global entity capable of competing with the best in the world , that capital will be injected , " Mr. Nadir said .

[20583029]

And while Polly Peck is n't jettisoning the existent top-management structure of Sansui , it is bringing in a former Toshiba Corp. executive as executive vice president and chief operating officer .

[20583032]

In September , it announced plans to acquire the tropical-fruit business of RJR Nabisco Inc. 's Del Monte foods unit for # 557 million (\$ 878 million) .

[20583033]

Last month , Polly Peck posted a 38 % jump in pretax profit for the first half to # 54.8 million from # 39.8 million on a 63 % rise in sales .

[20583034]

Joann S. Lublin in London contributed to this article .