

WESTERN PROPELLER (WINNIPEG) LIMITED

206 Saulteaux Drive
Winnipeg, Manitoba
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Contact: Terry Hope, Manager
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Keywords: Provides sales, overhaul and repair to Hartzell, McCauley and Hamilton Standard propellers and governors, Dowty propellers and common module exchange units. Also non-destructive testing and painting.

History: Western Propeller are wholly owned Canadian Corporations dating back to Edmonton, AB in 1948. Economics and highly qualified staff allowed for expansion to Winnipeg, MB, in 1957, Mississauga, ON in 1969 and Richmond, B.C. in 1980. All locations are Transport Canada approved overhaul stations.

Capability/Products: Overhaul and repair of Hartzell propellers and governors, McCauley propellers and governors, Hamilton Standard propellers and governors, Dowty propellers. Exchange units available for common models.

Current Market Activity:

Trade shows coming up this winter - North Oak and MINN.
Air Shows, Abbotsford, B.C., Oshkosh, Wisconsin
Yellow Page Directories
Trade Publications
Outgoing Sales

Rank Export Countries: U.S.A.

Market Strategy:

Priorities - Inform customers of our capabilities.
Geographic - Northern Ontario, Manitoba, Saskatchewan, North & South Dakota, Minnesota, Wisconsin.
Strategies - Trade shows, yellow page directories - toll free dialing, trade publications, telemarketing, direct mail and outgoing sales.

Plant Size: Winnipeg - 10,000 square feet.

Average Work Force: Engineers 2, Technicians 7, Administration 1.

Gross Sales: \$675,000

Export Sales: \$200,000

Ratio Commercial/Defence Exports: 99:1

Qualifications: MOT

Date: August 24, 1992