

aviation equipment includes fixed aircraft (C-130's, Falcons) and helicopters (Seakings, Dolphins and Jayhawks).

Representatives of DGSC, DISC, SPCC, and ASO will be available at HiTEC '93 for those firms requesting an appointment.

### **Canadian Vendor Opportunities with U.S. Prime Contractors in mid-Atlantic Region**

There are over 200 US prime contractors in the mid-Atlantic region, making it a ripe area for Canadian suppliers of mil-spec qualified material. The primes are concentrated in the major manufacturing areas of Philadelphia and suburbs; Lancaster-York, Pennsylvania; Baltimore and suburbs in Maryland; Washington, DC and suburbs in Virginia. In southern Virginia the primes are well spread out.

The US primes in the mid-Atlantic region manufacture a full range of military equipment and products including: helicopters, aircraft parts for repair and overhaul, ordnance, timing devices, military computer systems, vertical launch equipment, electronic systems, optical night vision equipment and systems, nuclear propulsion equipment, mobile shelter systems, valves, fittings, and gears, communication transmission equipment, military refrigeration equipment, hydraulics, and monitors for computer systems.

Vendor supply opportunities continue to exist for mil-spec qualified Canadian companies offering superior quality, pricing and service.