

CANADIAN MARCONI COMPANY

ADDRESS: 2442 Trenton Ave
Montreal, Quebec, Canada
H3P 1Y9

CONTACT: Mr E J Spinner, Mgr, Business Development & Programs,
Avionics Division - (514) 341-7630, Ext 4335

HISTORY: CMC is a public company incorporated in Canada in 1903 as the Marconi Wireless Telegraph Company of Canada. The change to its current name occurred in 1925. The General Electric Company, p.l.c. of London, England, holds 51% of CMC's shares, with the remainder being widely held in Canada and the US.

The company is organized into six more or less autonomous Divisions, each performing in separate product and/or services areas. The Divisions are Components, and Special Services, based almost entirely in Montreal; Avionics Division, based in Montreal but has a fairly large R&D and systems group in its Kanata facility; Radar, and DataCommunications Products Divisions in Kanata; and Defence Communications Division, based in Montreal, but recently opened a new facility in Cornwall, Ontario. CMC has one wholly-owned subsidiary in the US - CMC Electronics Inc in Eatontown, NJ.

CAPABILITY: The Divisional product areas are:

- Avionics Division - Navigation systems, landing systems, monitoring and display instruments, and performance management products.
- Radar Division - Ship surveillance, search and rescue, and surface radar systems and related equipment.
- DataComm Products - Telex/data exchange systems.
- Components Division - Multi-layer printed circuit boards, hybrid micro-circuits, illuminated panels, power supplies, precision machined parts, surface mount technology and rigid-flex boards.
- Defence Communications Division (DCD) - Tactical communications equipment.
- Special Services Division (SSD) - Repair and overhaul of communications and electronic products, calibration of electronic test equipment, and through its Commercial Communications Group, automated training systems, and other support systems.
- CMC Electronics Inc - Support for marketing, sales and services of company products, and research and development in support of the Defence Communications Division.

The company's military avionics products are used by the defense agencies of more than 20 countries. More than 5,000 Doppler navigation systems and velocity sensors have been supplied for use in rotary wing and fixed wing aircraft as well as drones. Commercial avionics is equally active. Airlines in 45 countries use CMC's navigation, monitoring and display systems aboard more than 100 aircraft.

The company's digital, color-coded, vertical-scale engine instruments have set a standard for the aerospace industry. Performance of these instruments has led the US military to select them for use in the MOHAWK, APACHE, SEAHAWK, AHIP (OH-58D) and BLACKHAWK programs. Some CMC cockpit instrumentation has been designed to be compatible with specialized night-vision equipment. The reliability and accuracy of these engine instruments provide aircraft operators with precise measurements of all vital engine parameters.

In addition to Doppler navigation and engine instruments, the Avionics Division produces Omega/VLF navigation systems. CMC started designing Omega navigation systems during the early 1970s. The company is now producing its third and fourth generation Omegas, the CMA-734/771 "Alpha" Omega, and the CMA-734 "Arrow", which uses an LCD display.

Finally, the Avionics Division manufactures ground based MLS, and designs and manufactures ILS, DME and VOR equipment, and air-

borne MLS receivers. The division also designs and produces NAVSTAR/GPS receivers.

CMC's most advanced radar system is the AN/SPS-503 surveillance system. Developed for the Canadian Destroyer Life Extension program (DELEX), it is now being marketed in various configurations to other countries of the world. The surveillance system is intended for fast patrol craft, frigates and destroyers. The company's LN-66 family of radars is used extensively by the US Navy. More than 850 of the AN/SPS-59(V) configuration are aboard virtually all classes of US Navy vessels.

Few companies in North America possess CMC's high technology ability for the production of printed circuit boards (including SMT and rigid-flex), hybrid microcircuits and power supply systems. CMC's Components Division has built a strong base of competitive technology and superior human resources. In addition to supporting the other CMC divisions, the Division boasts a strong sales base of international aerospace and defense companies.

In data communications, CMC's CMS-755 telex exchange now handles all of the UK's telex traffic originating from 11 major cities. The telex system uses new technology in low-speed data switching. This system is being marketed to other areas of the world with a need for this service.

CMC's Defence Communications Division (DCD) is a world leader in design and supply of line-of-sight tactical radio, having supplied 8,000 sets to the US Army and 7,000 sets to 25 other countries. This radio, the AN/GRC-103(V), has recently been joined in US Army inventory by a multiplexer, the TD-1427, and two converter types, all contained in Radio Terminal Set AN/TRC-180(V), built specifically for the 9th Infantry Division Quick Reaction Program.

CMC's most recent contribution to US Army inventory is the AN/GRC-226(V), the exclusive line-of-sight radio set for the Mobile Subscriber Equipment program. Under contract to the US Army, DCD is currently developing a Digital UHF ECCM Radio, which is expected to be produced in large numbers in the 1990s.

On the telephone side, DCD has established a world reputation with the SB-4170/TT Switchboard and is now offering the Subscriber Access Radio Telephone (SART) which increases capabilities and flexibility in the combat radio networks.

The Special Services Division's expertise includes calibration of precision test equipment, repair and overhaul of electronics systems, and field support of communications and detection installations.

CMC Electronics Inc in the USA provides research and development in conjunction with future US Army requirements in communications. While future plans call for manufacturing expansion at this facility, the Company currently concentrates on support for marketing, sales and service of communications and electronics products to the US military and civil aviation.

AVERAGE WORK FORCE: * Engineers - 267
* Technologists - 60
Others - 2533
Total - 2860

* These figures include only those (in Canada) actively engaged in R&D; it excludes management and production personnel.

GROSS SALES: 1986 - \$210M
1987 - \$214M

PLANT SIZE: Montreal - 500,000 Sq Ft
Kanata - 194,000 Sq Ft
Cornwall - 42,000 Sq Ft

EQUIPMENT: CMC has a wide variety of specialized production and test equipment including an Anechoic Antenna Test Range, Automated Test Equipment, EMI/EMC testing to 2GHZ, and environmental testing facilities to all major MIL standards. In addition, complete facilities are available for component manufacture of specialized items, and assembly of electronic components and systems to customer design or specifications.