

# FURUKAWA ELECTRIC

*Company's Quebec subsidiary invests*

Doug Kong,  
President,  
Phillips-Fitel Inc.



## \$14.4 million

to  
double  
plant capacity

Phillips-Fitel Inc. (PFI), the Canadian offshoot of Japan's giant Furukawa Electric Company, is spending \$14.4 million on a joint venture that will double the productive capacity of its optical ground wire (OPGW) plant at Rimouski, Quebec. PFI's partner in the project is the Société générale de financement du Québec (SGF), a publicly-funded economic development agency.

Commenting on the joint venture, Mr. T. Nishiyama, Director of Furukawa's Bare Wire Division, said: "Our company could not have hoped for a better investment partner than a Quebec company. SGF will be committed to promoting the interests of this venture and helping us to secure a lasting leadership position in this world market."

Mr. Doug Kong, President of Phillips-Fitel Inc., whose head office is in Willowdale, Ontario, says that one advantage of the Rimouski location is "a highly skilled and stable workforce whose performance is reflected in our certification as an ISO 9001 facility."

"Highway transportation links are excellent to all destinations in North America. And we have convenient access through the Port of Montreal to our offshore markets in India, Brazil and Chile."

Another competitive plus is a strong working relationship with a major Phillips-Fitel customer, Hydro-Québec, with whom the company cooperates in research and development and other areas.

### Two-phase timetable

PFI plans to expand in two phases. The first, already under

way, will increase plant capacity by 70 per cent and will add 10 new jobs to a 50-person workforce. Budgeted at \$8.4 million, this phase is scheduled for completion by March 1998.

Backed by a \$6-million investment, the second phase will carry PFI to its medium-term goal of doubling its productive muscle. The timetable calls for the expansion to keep pace with world demand for OPGW, which PFI expects to grow

dramatically as customers for broadband communication capabilities multiply.

PFI posted annual sales in 1996 of \$25 million and exported over half of its production, compared with five per cent when it opened for business in 1993. The company's offshore markets include the United States, China, India, Australia, Brazil and Chile.

Furukawa Electric Company Ltd. had annual sales of \$8 billion in 1996. A world leader in optical systems technology, the Tokyo-based company's output also includes electrical wire and cable, fibre optic components and systems, and aluminum and copper products. ♦

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