

## CANADIAN MARCONI COMPANY (CMC)

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**Keywords:** CMC has been designing and building communication and electronic systems since 1903. The company is one of Canada's foremost suppliers of high-technology electronic components and products to the North American defence market, and to civil and private aviation and aerospace organizations.

**History:** CMC is a publicly held Canadian corporation with the General Electric Company, P.L.C. (GEC) of the United Kingdom as a major shareholder.

**Capability/Products:** CMC business activities focus on the Aerospace and Communications sectors, in the following areas:

**Aerospace:** Commercial Navigation Systems, Flight Systems, Doppler Navigation Systems, Opto Electronics, Vertical Display Systems, Cockpit Management Systems, Display Systems, Adaptive Antennas, Monitoring and Processing Systems, System Engineering, Radar Systems, Microelectronics, Power Conversion, and Magnetic Products, Customer Support.

**Communication:** Tactical Radios, Next Generation Radios, Area Communications Systems, Vehicle Communication Systems, Datacomm Products, Facsimile Products, Telex Transmission Equipment, Telex/Data Switching, Combined Fax/Telex Networks, Marine Products, Land Communications, Electronic Test Instruments, Security Systems, Calibration and Repair.

**Current Market Activity:** Our current marketing activity is the promotion of Avionics Repair and Overhaul capabilities to Canadian and European Aircraft Maintenance Companies, Avionics Manufacturers and Defence Departments.

**Rank Export Countries:** Worldwide.

**Market Strategy:** To provide third party repair, overhaul and refurbishment of military and civil avionics equipment.

To establish a full service Canadian Avionics Support Centre.

The marketing priorities have no geographic preference but our initial focus has been European Aircraft and Avionics Manufacturing Companies. The marketing approach has been to directly contact the companies involved with providing support to aircraft fleets.

**Plant Size:**

Montreal Plant (Executive Offices and Manufacturing) 550,000 square feet.  
Kanata, Ontario Plant 200,000 square feet.  
Cornwall, Ontario Plant 43,000 square feet.

**Average Work Force:** Montreal Plant - 1650, Kanata Plant - 460, Cornwall Plant - 265.

**Gross Sales:** \$338,810 Million

**Export Sales:** \$202,417 Million

**Ratio Commercial/Defence Exports:** 75% Defence, 25% Commercial.

**Qualifications:** World Aviation Authorities, Military & Government Certificates.

**Date:** August 20, 1992