

BURTEK SYSTEMS INC.

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Keywords: Surveillance, CCTV, access control, security consultant, intrusion alarm.

History: Federally incorporated in 1980, Burttek Systems Inc. has established itself as a nationwide distributor/system integrator specializing in surveillance, closed circuit television, access control, intrusion detection systems, public address and specialized intercommunication products.

Capability/Services: Pre-sale application assistance and system specification; on site system commissioning and after sales bench warranty and repair; integration of components from various manufacturers into an operational system; experience includes integrating CCTV surveillance systems with access control and voice communications, all under control of a central microprocessor matrix switcher; video/audio signal transmission by fibre-optic and micro-wave link; Burttek has a \$2,000,000 inventory in Canada; customer base of 1000, consisting of video, security, sound contractors, interconnect companies, telephone utilities, security distributors, institutional users such as governmental departments, hospitals, utilities etc.

Experience: Burttek's products are widely used in commercial, residential and institutional applications, including penitentiaries, law courts, airports, hospitals and nursing homes, hotels, schools, among others. The company has been involved in projects such as: Bell Canada Central Exchange Surveillance System, Ankara (Turkey) Rapid Transit System, RCMP Holding Cells Surveillance (throughout western Canada), Barrie/Northbay/Sudbury Jails, Barrie/Brantford/Dundas Police Departments, Point Leprieux Nuclear Station, Microsoft (Bellevue Wa) Corporate HQ Surveillance System.

Facilities: 25,000 square feet total in Montreal, Ottawa, Toronto, Vancouver (Head Office), Seattle. Each office consists of a warehouse/showroom, office, equipment service shop.

Personnel: 45 in four locations

Gross Sales: \$11 M

Domestic Sales: 95%, Export Sales 5%

Ratio Commercial/Defence: 95/5

Date of this profile: February 6, 1992