

Teleflex (Canada) Ltd.



How Canadian Operations Demonstrate Their Value to the Corporate Empire

Teleflex (Canada) Ltd. of Richmond, B.C., is a manufacturer of specialty fluid controls products. The company commenced operations in 1940, in Ontario, as a manufacturer of aircraft control cables. A subsidiary was established in Pennsylvania in 1942, and later became the parent company, Teleflex Inc. Teleflex (Canada) Ltd. is a diversified corporation with sales of USD 800 million.

In 1974, Teleflex (Canada) Ltd. acquired the hydraulic steering business of Capilano Engineering in Vancouver, B.C. This was in response to the needs of the Marine Group of Teleflex Inc. (U.S.A.) for hydraulic steering to complement its existing marine cablesteering products.

Mr. Harold Copping, President of Teleflex (Canada) Ltd., explains, "Our corporation began in Toronto in 1939. The Toronto company actually founded what is now our parent corporation, in 1942. The original U.S.-based operation was established during WWII in order to service the U.S. military operation. Following the war, the American operation grew and diversified so successfully that the founding family decided to restructure the business and moved the head office from Toronto to Pennsylvania. The Canadian company became the subsidiary."

Teleflex (Canada) Ltd. Today

The Vancouver operation purchased by the U.S. firm in 1974 is now the Canadian headquarters.

Teleflex (Canada) Ltd.'s mandates lie within specialty fluid controls. The subsidiary develops and manufactures all hydraulic steering systems for Teleflex worldwide, as well as a line of diesel engine products. The mandates are protected vigorously by the Canadian company as other American-based subsidiaries are eager to obtain Teleflex (Canada) Ltd.'s global responsibilities. Mr. Copping explains, "The U.S. represents a high percentage of our sales and we operate this business in ways to try to minimize the consequences of being far from the market. We compete with a subsidiary that has plants in Maryland and Pennsylvania for the same steering business, with different technologies."

Mr. Copping adds, "We've had to become world class in our ability to manufacture our product line. We have extensive experience in developing superior products and our technological competence is second to none. We're also probably lucky that the Chairman of the Board is Canadian and knows the attributes of doing business in Canada very well."

When the Vancouver subsidiary was initially purchased, the thinking was to shift the product line to Pennsylvania and shut the Vancouver operation down. Mr. Copping stresses, "I had to make sure we were doing well enough so that the parent corporation wouldn't want to close us down. Since 1974,