

## AEROTECH INTERNATIONAL INC.

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**Keywords:** Aerotech International is involved, and over the last 30 years, in manufacturing, overhaul, sales and service of all types of aircraft and airline ground support equipment to commercial and military accounts.

**History:** Aerotech International was incorporated in Winnipeg, Canada on August 27, 1970. Aerotech International currently owns C-Way Industries Inc. in Spencer, Wisconsin and Tobias & Co. of Denver, CO, which are also engaged in similar work.

**Capability/Products:** Aerotech International's primary marketing area involves the HERMAN NELSON portable preheaters, used on aircraft ground maintenance. Aerotech owns all the tooling and dieing for the manufacture of this product. In addition, we offer a 38,000 square foot facility for overhaul and repair of all types of airline ground equipment.

**Experience:** Aerotech International markets to 108 countries in the world.

**Current Market Activity:** Aerotech International Inc. is currently involved in marketing worldwide as well as domestically. We are actively involved in marketing to Governments and their agencies as well as to aviation companies. We involve ourselves in trade shows directed toward our particular industry sectors both domestically and internationally.

**Rank Export Countries:** U.S.A., United Kingdom, Korea, Australia, New Zealand, Japan, Spain, Italy, Turkey, Argentina, Chile.

**Market Strategies:** Due to the nature of the products which we manufacture we tend to concentrate our marketing effort on geographic areas with colder climates.

We are presently pursuing market possibilities in the Commonwealth of Independent States (CIS) as well as in the People's Republic of China.

**Plant Size:** 60,000 square feet.

**Average Work Force:** 30 - 70

**Gross Sales:** \$5 Million

**Export Sales:** \$2 Million

**Ratio Commercial/Defence Exports:** 60% - 40%

**Qualifications:** Government certificates, Military certificates

**Date:** August 4, 1992