

THE SNC GROUP

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HISTORY: Founded in 1911, The SNC Group quickly earned a high reputation for excellence in engineering and in technical financial studies. The growth of the company is an outstanding success story. Its wide ranging services are provided by some 40 divisions, subsidiaries and associate companies. Members of the group have carried out projects or studies in more than 100 countries.

CAPABILITY: Long established as a leading Canadian engineer-integrator-constructor with worldwide projects, The SNC Group today operates in three main lines of business - engineering-construction, defense manufacturing and contracting, and integrated information technology.

In managing large projects such as airports, harbors, telecommunication networks, pipelines, metallurgical plants, refineries and regional electrification, SNC has developed advanced computer systems for the control of quality, cost, time and readiness in design, procurement and construction. Using its high precision materials management system, SNC purchases, inspects, expedites and delivers more than 150,000 freight tonnes of goods and equipment annually from world sources. SNC is experienced in the management of equipment intensive projects using advanced systems and procedures. Earned value and performance analysis techniques are used on many of its large capital projects. As engineer or entrepreneur, SNC has wide experience in high technology industries ranging from electronic components to laser-pressed discs.

SNC's information technology sector provides engineering services and turnkey projects for microwave, satellite and mobile radiocommunications, electromagnetic radio spectrum management, information management and computer-aided dispatching, and air traffic and vessel traffic control systems. It supplies turnkey hardware and software packages for specific management and control uses. In geomatics, it provides proprietary software products and services that simplify the mapping and management of property and equipment featuring alphanumeric graphic display and user oriented operation.

In the defense sector, the SNC Group is Canada's leading manufacturer of munitions, ranging from small caliber to heavy artillery, tank and naval supplies microprocessed based fire and damage detection and control systems for naval and marine use, and is currently supplying the Canadian Patrol Frigates and Trump programs. SNC defense is a major program integrator of large and small defense acquisition programs.

The SNC Group's R&D network has a staff of over 80, active in the research and development of new processes and products ranging from computer science applications to engineered materials.

AVERAGE WORK FORCE: PhD's - 40
Engineers - 500
Others - 3900

GROSS SALES: 1985 - \$223M
1986 - \$350M

PLANT SIZE: No Data

EQUIPMENT: The SNC Group's equipment includes the latest in computer systems and workstations from Digital, Intergraph, and IBM.

EXPERIENCE: SNC's present and past customers include various departments in the Canadian Government, The North Atlantic Treaty Organization, and major Canadian industries involved in defense projects.

KEYWORDS: Project Management; Engineering & Construction; Communication Systems; ATC; Spectrum Management; Ammunition; Munitions.

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HISTORY: Spar commenced operations as a public company in January 1968, following the acquisition of the Special Products and