

FLEET INDUSTRIES

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Keywords: Manufactures complete structural airframe components for all sectors of aircraft. Abilities include tooling, design/manufacture, detail production, conventional riveting, autoclave bonding, welding and skin quality paint. (Aircraft assembly repair and overhaul- military, civil and general aviation.)

History: Established in 1930. At present the Fleet Industries Fort Erie facility is a Fleet Aerospace company traded on the Toronto Stock Exchange.

Capability/Product: Design support for aircraft, satellites, antennae and cabinetry. Full tool design and manufacturing in house. Sheet metal N.C. routing, treating and forming. CNC machining 3-4 axis. Composite and metal bonding with ultrasonic inspection. Final assembly automatic rivetting. Aircraft skin quality. Painting and finishing.

Experience: Fleet has built on solid knowledge of metal fabrication by pioneering the process of metal and composite bonding. Fleet has developed a reputation for handling difficult wing components, empennage sections and aircraft doors.

Current Marketing Activity: Fleet is pursuing customers in the European and Asian Markets as the growth areas over the next decade. They are also expanding their involvement in the general aviation sector in N.America.

Rank Export Countries: United States, U.K. and Holland

Marketing Strategy: Fleet is best suited to target countries that are just beginning to expand their aerospace sectors. They have technique and knowledge to share versus a proprietary product. Taiwan and Malaysia would be candidates. Fleet is interested in joint venture relationships to supply companies with work not formally done in Canada. They are also able to offer a base from which such companies can enter the U.S. Market.

Plant Size: 500,540 sq.ft.

Average Workforce: 500 employees: 128 with engineering qualifications.

Gross Sales: \$64 million

Export Sales: \$34 million

Commercial/Defence Ratio: 2:1

Qualifications: FAA, MOT, NATO AQUAP-1, ISO-9000, DND/DOD MILQ-9858-A

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