

**RE: ACTION MARKETING SERVICES
Ltd
(RE: PRINT COPY & PRINTING Ltd)**

ADDRESS: 517 Parliament Street
Toronto, Ontario, Canada
M4X 1P3

CONTACT: Mr Gerald R Graves, President - (416) 964-8049

HISTORY: Both Re: Action Marketing Services and Re: Print Copy & Printing were founded by Gerald R Graves, who is president and sole director of both firms. Established in 1977, Re: Action initially offered advertising, marketing and promotion services. Recognizing the potential of computer-based word processing and other office automation technology, Graves expanded both companies' facilities to provide many of these new services starting with the establishment of both Re: Print and Re: Action's Document Creation Center in 1978. As a result, Re: Action Marketing Services and Re: Print Copy & Printing now offer not only advertising, marketing, sales promotion and public relations services, but also automated text and data creation, desktop publishing; data conversion; word and information processing; tele-communications; laser printing; graphic design; writing; editing; and system facility management and consulting services.

CAPABILITY: Re: Action and Re: Print are primarily involved in print communications of all types, including text creation, enhancement and print production projects, marketing plans, product sheets, technical, user, and training manuals; sales and support documentation; RFP responses; chemical, medical and engineering specifications and operations guides; biological abstracts; and reference works. Re: Action and Re: Print also offer complete writing, editing, graphic design, and marketing & promotional services. Both facilities and personnel have clearance to NATO secret level.

AVERAGE WORK FORCE: Management - 3
Administration - 6
Marketing & Information
Processing - 5 to 10
Graphic Design & Print
Production - 5 to 10
Others - 5 to 30

GROSS SALES: 1986 - \$1.00M
1987 - \$1.25M

PLANT SIZE: 7,500 Sq Ft

EQUIPMENT: 5+ IBM compatible 80286/80386 PCs; 2+ HP Laserjet + /SeriesII printers; Sigma Laserview Plus 19" high-res monitor; Electronic Publishing; 5 Xerox 860 IPS; 3 Xerox 850 PDS; 2 Xerox 820-II; 1 Xerox 16/8; 1 Xerox 2700-II; 2 Xerox 9400 EPS; 1 Kodak 150; 1 Xerox 6500 Color EPS; 1 Compaq 5161; Visualizing Lucy; Bell 201C synchronous modem; Bell 212A asynchronous modem; SME-4 modem eliminator; and miscellaneous peripheral equipment. Also support wide variety of software and provide data/format conversions.

EXPERIENCE: Customers include General Motors, Thomson-CSF, Ontario Ministry of the Environment, Chemetics (CIL), Chrysler Canada, Warner Lambert, Motorola Information Systems, Institute for Hydrogen Systems, Procter & Gamble, Addiction Research Foundation, Guaranty Trust, Liquid Carbonic Inc, Ontario Economic Council, Ontario Ministry of Education, Marshall Macklin Monaghan, Atomic Energy of Canada, Consumers Gas Company, Environics Research Group Ltd, Municipality of Metropolitan Toronto, Ontario Ministry of Municipal Affairs & Housing, Supply and Services Canada, Toyota Canada, and Xerox Canada.

KEYWORDS: Data Communications; Data Conversion; Desk Top Publishing; Direct Mail; Documentation; Editing; Electronic Publishing; Graphics; Laser Printing; Marketing; Microcomputer Programming; Operations Manuals; Printing; Public Relations; RFP Response; Reference Manuals; Reports; Specifications; Systems Facility Management; Systems Facility Services; Technical Manuals; Telecommunications; Text Management; Training Manuals; User Manuals; Word Processing; Writing.

REVISED: February 88

ROBERT MITCHELL Inc

ADDRESS: 350 Decarie Blvd
P. O. Box 950
St Laurent, Quebec
H4L 3K5

CONTACT: Mr P E Dostie, Vice President, Sales - (514) 757-2471

HISTORY: Robert Mitchell Inc was established in 1851 and at that time specialized in foundry work and railway equipment. Over the years, the company diversified and modified its manufacturing facilities. Consequently, Robert Mitchell Inc acquired other reputable firms that have become divisions of Robert Mitchell Inc, namely Prowse (established since 1929), Douglas Bros (founded in 1875), and the following subsidiary corporations:

- The Garth Company (in business since 1829)
- Canadian Cabinets Company Ltd (founded in 1968)
- 131098 Canada Inc - Aero Pattern Reg'd (1981)
- Robert Mitchell Co Inc (US Division, located in Portland, Maine)

CAPABILITY: Because of its diversification, Robert Mitchell Inc manufactures a great variety of products from airport ground support equipment (95% of all passenger loading bridges in operation at Canadian airports were fabricated and installed by the Robert Mitchell) to precision sheet metal machining, aluminum and magnesium castings, and patterns for the aerospace industry, plus laboratory facilities.

• Prowse - manufactures galley equipment, food service equipment for hospitals, institutions, hotels and cafeterias.

• Canadian Cabinets Company Ltd - specializes in environmental air control, such as laminar flow clean air work stations, biological containment hoods, and other related equipment.

• Douglas Bros - because of its complete line of metal working facilities, enables this division to manufacture pipe and fittings of stainless, carbon and alloy steels, process and pressure piping, pressure vessels, distilling units, desalination equipment, heat exchangers, sheet metal and plate custom products.

• The Garth Company - is a warehousing distributor of pipes, valves, fittings, and power piping specialties.

AVERAGE WORK FORCE: 550 - 600 employees

GROSS SALES: 1986 - \$67.8M
1987 - \$66.0M

PLANT SIZE: 250,000 Sq Ft (Montreal)
14,000 Sq Ft (Cornwall)

EQUIPMENT: No Data

EXPERIENCE: Robert Mitchell Inc, its divisions and subsidiaries serve the following industries: chemical, petro-chemical, pulp and paper, nuclear, water treatment, aerospace, pollution control, sewage treatment, food, beverage, distilleries, hydro-electric, breweries across Canada and the US.

KEYWORDS: Airport Equipment; Castings; Patterns; Railway Fittings; Pulp & Paper Instruments; Galley Equipment; Laminar Flow Work Stations; Biological Containment Hoods; Fume Hoods; Polypropylene Wet Stations; Modular Clean Rooms; Pipe & Fittings; Pressure Vessels; Reboilers; Desalination Equipment; Exhaust Intake; Exhaust Ducts; Reactors; Heat Exchangers; Digesters; Still Columns; Towers; Pressure Piping.

REVISED: January 88