

Fortune magazine based on its generous supply of workers with advanced skills, a strong work ethic and strong local government support for corporate newcomers. Opportunities exist in the defence industry for highly specialized companies.

Ogden Air Logistics Center at Hill AFB offers potential for defence suppliers. The Base has worldwide logistics management and maintenance support responsibilities for some of the Air Force's most sophisticated weapon systems. It has system program management for two of the Air Force's foremost fighter aircraft and is the depot-level overhaul and repair for all types of aircraft landing gear, wheels, brakes and tires, and all Air Force photographic and reconnaissance equipment. Potential opportunities lay in aircraft and aircraft-related (weapon systems) sectors. There are opportunities at Ogden ALC in repair work for electrical and electronic items, mainly for the F-16. It's easier to become source approved on repair items than on new parts. Once approved on repair items, this can often lead to manufacturing approval for new parts.

Thiokol's Tactical Division annually accounts for over \$80 million of which half is sub-contracted. For their Standard Missiles and HARM, 20 items make up 87% of sub-contracts, notably in case assemblies, ignition system components, raw materials and chemicals.

E-Systems, Montek Division, has interest in electro- and electrical mechanical capabilities; mechanical/hydraulic actuators account for 60% of their business. Montek is all commercial aerospace with a large percentage of it being a major supplier to Boeing on nav-aids etc. The larger number of small machine shops in the Salt Lake area are meeting most of E-Systems' machine requirements. Much of the assembly work is still in-house.

Hercules Aerospace was tapped by NASA to conduct a program designed to improve the quality of nozzles used on solid-fueled rocket motors. Its primary focus is on electronics and instruments, with the TITAN IV being its largest program. Buying times have been stretched out on the Delta, Trident and Peacekeeper programs.

McDonnell Douglas' facility in Salt Lake City is relatively new. Originally the fuselage for the MD-80 was built there. In 1992 the MD-80 tail section assembly was transferred to Salt Lake City from Macon, Georgia. Also, the sourcing, purchasing and supplier relationship functions for the tail assembly were transferred to Salt Lake City from Long Beach, California. Canadian suppliers are primarily providing components to this facility for the MD-80 tail assembly.

Paramax Systems Corporation business is primarily on the TRC170 program. They purchase electrical/electronic items such as PCB's and machined and fabricated parts.