

VARIAN CANADA INC. (VARIAN CANADA MICROWAVE PRODUCTS [VCMP])

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Keywords: Microwave and Millimetre Wave Tube, R&D, Manufacture and Repair. (Ground Equipment).

History: Varian Canada Inc. was incorporated in 1955 to supply microwave tubes to the Canadian military. The engineering and manufacturing segment of the company, VCMP, operates under the umbrella of Electron Device Group of Varian Associates, Palo Alto, California.

Capability/Products: VCMP has all the extensive facilities and capabilities in house that are needed for the manufacture of high quality electron tubes and electronic equipment. Products include: Millimetre Wave Subsystems, Satellite Communication Power Amplifiers, Power Supplies, Travelling Wave Tubes, Power Klystrons, Reflex Klystrons and Extended Interaction Klystrons. A few of the facilities which support our precise and delicate design and manufacturing activities include: "Watchmaker Accuracy" machine shop; In house manufacturing of high voltage transformers; Test facilities and clean rooms; Vacuum sealing facilities; Hydrogen and vacuum furnace as well as Environmental test facilities.

Experience: VCMP is able to qualify and test to MIL and commercial specifications and customized products are the specialty of the division.

Current Market Activity: Varian Canada Inc. currently sells tubes for communication and radar applications both airborne and ground based. Military programs have been a successful part of Varian's operation.

Rank Export Countries: U.S., U.K., and Europe, India, Japan, Far East and South America.

Market Strategy: Varian Canada Inc., as a subsidiary of Varian Associates Inc., sells worldwide. A good portion of our business is with both the Canadian and U.S. Militaries, Varian Canada Inc. would also like to increase its Canadian level of business.

Plant Size: Manufacturing 61,581 square feet, Lab 19,529 square feet, Warehouse 64,380 square feet, Office 14,960 square feet.

Average Work Force: 190 Employees.

Gross Sales: \$20 Million

Export Sales: 70%

Ratio Commercial/Defence Exports: 80:20

Qualifications: Military Certificates.

Date: August 10, 1992