

CLEARWATER AIRCRAFT MAINTENANCE & OVERHAUL INC.

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Keywords: Clearwater Aircraft is a complete aircraft repair, overhaul and paint center specializing in regional/commuter aircraft as well as large corporate aircraft. Our "state-of-the-art" environmentally approved paint booth offers complete strip and paint capabilities.

History: Clearwater Aircraft incorporated in 1988 operating from the old Air Ontario hangar at Sarnia, Ontario. January 1992 saw a major expansion to a new 65,000 square foot facility located (on the former Centralia Air Force Base) at Huron Park, Ontario.

Capability/Products: Airframe - overhaul and major structural repair and modifications; Aircraft interior refurbishment; Aircraft strip and paint; Engine - heavy maintenance on Allison 501/T56 engines; Composite repair; Management of aircraft import and export programs with the regulatory authorities of Canada, the United States and Third World countries; and Computerized "Aircraft Maintenance and Inventory Control" Program.

Experience: Clearwater Aircraft has the largest environmentally-approved paint booth in Canada (outside of DeHavilland). We are proud to have undertaken the first 2 complete overhauls of DHC 8 aircraft involving some 20,000 manhours which were delivered "snag free" to Australia.

Current Market Activity: Clearwater provides overhaul and paint capabilities primarily to the operators of Canadian manufactured aircraft located throughout the world. Clearwater's support of these aircraft take the company's personnel to wherever support is required. Through various marketing affiliations, Clearwater is actively establishing a global framework to which increased marketing "substance" will be added.

Rank Export Countries: USA, South America, Mexico, Pacific Rim.

Market Strategy: Clearwater's marketing priorities lay with small to medium size turbo-prop aircraft in cooperation with several key joint ventures. Geographically, Clearwater's marketing thrust will be directed to: Canada's natural trading partner, the United States; to our newest trading partner as per NAFTA, Mexico; to South America; to the rapidly expanding markets of the Pacific Rim and to India and Southern Africa. Clearwater has expanded its customer support through the formation of alliances to include such services as: component overhaul; engineering and design; avionics; NDT Testing; inventory and control packages; spares provisioning; heightened interior refurbishing; aircraft audits; sales and leasing; aircraft ferrying; flight training; and technical training. Marketing will be undertaken through active and aggressive pursuit of the target markets in association with affiliates.

Plant Size: The Clearwater facility is 65,000 square feet with 3 maintenance bays; 1 state-of-the-art totally enclosed and environmentally approved paint booth; 1 composite's shop; 1 interiors' shop. Worthy of mention is the heightened accessibility of Clearwater Aircraft due to the Ontario Development Corporation's undertaking of a \$2.4 Million Runway Improvement Program at Huron Park.

Average Work Force: Clearwater's work force has the flexibility of adjusting according to workload and ranges from 10 - 55 AMEs; from 15 - 30 apprentices; from 7 - 25 paint staff; and 15 administrative and support staff.

Gross Sales: \$4 - 5 Million

Export Sales: \$3.5 Million

Ratio Commercial/Defence Exports: 1st military aircraft is due mid September 92.

Date: September 11, 1992