

E.T.M. INDUSTRIES INC.

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Keywords: Supplier of precision machined parts to Boeing, Haley Industries and Gearbox Machining as well as manufacturer of sheet metal assemblies.

History: Started company in 1977 as Ed's Tool & Machine. Changed name to E.T.M. Industries Inc. in 1988.

Capability/Products: Conventional and CNC machining, sheet metal work; Special fixture and jig building; Precision honing, boring; Tool making; Aircraft sheet metal subassemblies; Plastic injection mold design and construction; Plastic injection molding; CAD/CAM design; Exclusive manufacturer of "Watkin Vacuum Finger Print Chamber" for law enforcement.

Experience: Joint venture with ETM/Haley; Manufacturer of Boeing 767 APU Door-'Cast'; Manufacturer of Watkin Vacuum Finger Print Chamber.

Current Market Activity: Marketing is done via direct visits to customers and by telemarketing. Our sales representative in Ohio covers Western Pennsylvania, Ohio and Southern Michigan.

Activities: Boeing 777 (Haley/ETM joint venture); Hayes Dana & Dana Corp. - heavy truck components; Parker-Hannifin Corp. - Cleveland, Ohio - molded face plates.

Rank Export Countries: U.S.A.

Market Strategy: Our priority is to expand our aerospace customer base in Montreal, Toronto area (Western Quebec and Ontario) and install a representative to Boeing in Seattle, Washington by 1993.

Niche customers - Bell Northern Research, Northern Telecom, Newbridge Networks, Parker Hannifin.

Plant Size: Manufacturing area 15,000 square feet.

Gross Sales: \$2.2 Million

Export Sales: \$250,000 U.S.

Ratio Commercial/Defence Exports: 70/30 in 1992

Qualifications: CSA Z299.3, NATO, AQAP-4, Boeing D10-8000A.

Date: August 5, 1992