

FMC Corporation (Santa Clara) is a prime manufacturer of armored personnel carriers and mobile weapon systems. DoD last December selected FMC Ground Systems Division, teamed with General Dynamics Land Systems, to continue work on the chassis that will carry the Army's next main battle tank (dubbed Block 3, cornerstone of the Army's US\$63 billion Armoured Systems Modernization Plan). FMC presents opportunities for machining, forging, and casting however there remains strong competition from current suppliers.

The **Sacramento Air Logistics Center** at McClellan AFB is a key assembler of communications equipment and aircraft (radar and communications). McClellan provides worldwide support of assigned weapon systems, equipment and commodity items, and has maintenance, distribution and contracting services essential to AF Logistics. McClellan has established strict environmental standards for all of its operations on the base. This opens opportunities for the supply of environmental monitoring, measuring and control equipment. The base began a major site remediation program two years ago and has developed many innovative clean-up and pollution prevention technologies that they would like to commercialize in some manner. In turn McClellan is interested in obtaining new technologies to incorporate into their existing programs.

Aerojet Solid Propulsion Company, Aerojet Boosters and Aerojet Tech Systems are the aerospace-defence segment of GenCorp. Aerojet does three basic areas of technology: rocket propulsion, ordnance and defence electronics. Aerojet is working on the next generation of boosters for the space shuttle, developing a smart munitions system to defend against heavily armoured vehicles, producing powerful engines for the new Titan IV, and designing advanced sensor systems for defence and meteorological applications.

Aerojet Solid Propulsion buys chemicals and man-made fibres, not electronics. Aerojet's supplier base provides: electro-mechanical, castings and forgings of all sizes, large assemblies, gear boxes, rotor blades and rocket motor systems and valves. They are interested in components for valves, flow form machine parts (e.g. for tactical rocket motor cases), rubber material, turbo-cones, graphite structures and chemicals.

Aerojet TechSystems manufactures liquid rocket motors. The best way to market here is to target new programs by meeting their Manager for New Technology. Techsystems is a system designer and assembler, with most manufacturing done outside the company. Opportunities exist for Canadian firms in foundry work (structure type castings), high pressure tanks (titanium or composites w/titanium liners), actuator valves and transducers. Aerojet has won 6 of the 10 NASA contract bids totalling US\$72 million for advanced development of propulsion components for the new ALS liquid rocket engine.

THE STATE OF UTAH - Utah's economy is dependent on local military bases and defense contractors. Salt Lake was voted #1 U.S. city in which to locate a business by