

### 1.6 Canadian Suppliers to DCA

The following Canadian companies have supplied equipment to the Department of Civil Aviation.

- . Audor Communication Inc - air traffic consoles for Ipoh Airport
- . Raytheon Canada Ltd - surveillance radar for Subang International Airport
- . CAE Electronics Ltd - flight simulators

Canadian companies serious about entering the market in Malaysia, should appoint a local agent to represent their product/service in Malaysia.

### 1.7 Foreign Suppliers

Although there has been no definitive market leader in the supply of aviation products, the French company Thomson-CSF has been the dominant supplier of telecommunication equipment in the past few years. Thomson-CSF, the defence electronics branch, has been represented in Malaysia since 1981 with a maintenance workshop and a liaison office of its telecommunications division. It has supplied Malaysian civil aviation with navigational aid systems including :

- . Instrument Landing System (ILS) in Subang, Kuching and Johor Baru
- . Distance Measuring Equipment (DME) in Mersing and Kerteh
- . VHF Omnidirectional Range Beacon/Distance Measuring Equipment (VOR/DME) in Kota Kinabalu and Kuching
- . Airbus 300 simulator.

Among other suppliers, Plessey (U.K) and Phillips (Netherland) have supplied navigation landing aids and Litton (USA) were the source of an automatic flight inspection system.