

Section II

COMPANY PROFILES

A.E.I. TELECOMMUNICATIONS (Canada) Ltd

Code: AEI

Address: 419 Notre Dame Ave
Winnipeg, Manitoba, Canada R3B 1R3

Contact: Mr. K R Yates, President - (204) 942-7221

History: AEI, an established Canadian company for over 55 years, is a wholly owned subsidiary of the General Electric Company of England. There are no other Canadian locations.

Capability: AEI is involved in the engineering, manufacturing, distribution and installation of telecommunication switching systems. They have supplied major local and toll switching systems for Canadian metropolitan areas, as well as smaller dial offices, PABX systems, and peripheral equipment.

Average Work Force: Engineers - 10
Others - 122

Gross Sales: \$8-\$10M (Per Annum)

Plant Size: 40,000 sq ft

Equipment: The company has the following equipment available for use on projects:

- **Laboratory Equipment:** SWPT 6800 Computer Software System, Soroc Software Programming (Development) System, etc.
- **Machinery Equipment:** Ragen 750 Automatic Self Programmable PC Board Assembly System, Econopak 229 Automatic PC Board Soldering System, etc.
- **Test Facilities:** Environmental Chamber, adjustable from 0 to 70°C (32.0-158°F) for burn-in testing of various integrated circuits (PC boards).

Experience: AEI is involved in the production of Automatic Number Identification (ANI) systems and 911 Emergency Reporting Systems for world-wide markets. They have over 20 years of experience with ANI systems manufacture and have over 2.5 million lines of ANI equipment installed in North America and other world-wide markets.

Keywords: 5 = Communications;
Telecommunications = 5; Switching = 5; PABX Systems = 5;
Peripheral Equipment = 5; Automatic Number Identification Systems = 5; Telephone Gear = 5.

Revised: Dec 83

AEL MICROTEL Ltd Manutronics Division

Code: MAN

Address: 100 Strowger Blvd
Brockville, Ontario, Canada K6V 5W8

Contact: Mr. E R MacIntosh, Marketing & Sales Manager -
(613) 342-6621

History: In 1980, the Manutronics Division of AEL Microtel Ltd, a Canadian owned company, was established to market custom electronic manufacturing services. A percentage of the total resources currently available to Manutronics will be expanded to meet future needs. Microtel, Canada's second largest manufacturer of telecommunications equipment is a wholly owned subsidiary of British Columbia Telephone Company.

Capability: Microtel's resources are available in the areas of PCB blank designs, layout & fabrication, PWC assembly & test, automatic backplane wiring, computerized wire verification, hybrid circuit assembly & test, and complete product development and assembly, etc. Manutronics offers Microtel's production expertise and facilities on a contract basis to industry to meet specialized needs such as military standards P 5510 and I45208.

Average Work Force: Total - 1200

Gross Sales: Manutronics - 1983 - \$6M +
Manutronics - 1984 - \$12M (Projected)
Manutronics - 1985 - \$13M (Projected)

Plant Size: 473,000 sq ft

Keywords: 7 = Electronics; 12 = Machining;
20 = Miscellaneous; Fabrication/Assembly/Test = 7;
PC Boards = 7; Automated Backplane Wiring = 7; Printed Wiring Card = 7; Sheet Metal = 12; Hybrid Assembly = 7;
Plastic Molding = 12; Reed Capsule = 20; Relays = 7;
Coils = 7; Custom Design & Development = 7.

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AERO MACHINING Ltd

Code: AER

Address: 5411 Industrial Blvd
Montreal-North, Quebec, Canada H1G 3H7

Contact: Mr. Gerard Beausoleil - (514) 324-4260

History: Aero Machining Ltd is a small machining company incorporated in 1963 in the Province of Quebec. There are no other Canadian or US locations.

Capability: Aero Machining Ltd provides services in tool design, production, maintenance, sub-assemblies, die and mold development, and fabrication. They specialize in general machining, three axis profiling or four spindle profilers, high tensiles, titanium, and D-6-AC material. Their quality control is governed by the "Aero Machining Ltd" quality control manual in accordance with MIL-Q-9858A and MIL-C-45662A. The company is approved for the manufacture of aircraft hydraulic servos, landing gear components, and missile and airframe machined parts. Accumulative quality control records are kept to provide necessary traceability of inspection data. Their quality control policy is approved to meet the requirements of various US DOD QC specifications, as well as the Canadian DND 1015 specification, for the manufacture of aircraft mechanical parts and mechanical and hydraulic assemblies.

Average Work Force: Total - 120

Gross Sales: 1982 - \$2.8M