

## **BLASTWORKS INC.**

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**Keywords:** Manufacturer of custom designed and built shot peening and blast cleaning equipment.

**History:** Ontario Corporation, Incorporated in May 1989.

**Capability/Products:** Leading Canadian manufacturer of automated and semi-automated shot peening and blast cleaning equipment.

Equipment uses compressed air method of blast media propulsion. Machines are custom designed to suit end users production requirements, workpiece size and shape, material handling needs, budget, space limitations and final work specifications.

Aerospace applications have primarily centred around shot peening equipment for components such as peening equipment for components such as aircraft wheels, brakes and wing components. Blastworks equipment has been installed at six aerospace plants to date.

**Experience:** Four principals of this company average 11 years experience in the shot peening/blast cleaning industry. Blastworks is focusing on computer controlled shot peening equipment for highly repeatable results.

**Current Market Activity:** Products distributed through independent agents located throughout North America.

Sales leads are supported by the factory with written proposals, proposed equipment layout drawings and personal plant visits.

Primary sales efforts have concentrated on Central and Eastern U.S.A. and Eastern Canada.

Advertising found in the Thomas Registry, Fraser's Directories and The Shot Penner.

**Rank Export Countries:** U.S.A.

**Market Strategy:** Preferred sales areas are Central and Eastern U.S.A. and Eastern Canada. Equipment has also been shipped to California, Washington, Oregon and Utah in the Western U.S.A. One machine is located in Singapore and one in Korea, both having been sold to U.S. based companies with major equipment contracts in these countries.

**Plant Size:** 6,000 square feet.

**Average Work Force:** Admin. - 2, Sales - 2, Design - 3, Manufacturing - 6.

**Gross Sales:** \$1.5 Million

**Export Sales:** \$1 Million

**Ratio Commercial/Defence Exports:** 4:1

**Qualifications:** AQAP-9 NATO

**Date:** August 10, 1992