

Aerospace industries grow

With more than \$2.3 billion in sales in 1980, Canada's aerospace industry is ranked fifth in the world in sales behind the United States, France, Britain and the Soviet Union, reports the *Canadian Press*.

Although Canada does not specialize in producing large commercial or military aircraft, "within our specialties, we're extremely competitive", said Jacques Des Roches, president of the Air Industries Association, which represents 110 aerospace companies in Canada.

Des Roches predicts the industry will double its sales by 1985 and redouble them by the end of the decade. Employment is expected to increase to 57,000 in 1985 and 67,000 by 1990 from the current 42,000.

About 30 of Canada's aerospace firms recently had the chance to show their wares at the Paris Air Show, where the latest in equipment, systems and technology is displayed and deals worth hundreds of millions of dollars are struck.

The ten-day show, held every two years, was expected to attract about 600,000 to its 600-plus exhibits, while executives from the industry, government and defence officials compared products and services, opened negotiations and signed contracts.

Among the companies which attended were Spar Aerospace Limited and Litton Systems Canada Limited, both of Toronto, and Canada's only full-scale plane producers — de Havilland Aircraft of Canada Limited and Canadair Limited.

At the 1979 air show Canadian firms signed deals worth about \$5 million and made contacts that led to deals worth millions more. Canadian companies were expected to fare better this year according to Ontario government officials.

Breakthrough

"In the last two years, Canadian companies have made a major breakthrough on the world market. They have excellent reputations; no longer do they have to talk about quality and reliability. Now it's just a question of getting down and selling," said Ontario Industry Minister Larry Grossman.

De Havilland, for example, has succeeded in producing and marketing the *DASH-7* and *DASH-8* short takeoff and landing (STOL) airplanes, designed for the short-haul commuter market that has developed rapidly since the U.S. deregulated its airline industry in 1978.



Options for De Havilland's DASH-8 have risen substantially this year.

De Havilland Aircraft announced a jump in options for its new 36-passenger *DASH-8* aircraft to 115 from 103 during the opening of the Paris Air Show. Joining the ranks of *DASH-8* customers were Jersey European Airways, Aviation Enterprises and an unnamed U.S. operator, while ACES Colombia have increased their existing options.

De Havilland has also sold or contracted for more than 100 50-seat *DASH-7*s. Deregulation has also led to increasing demand for the Havilland's other commuter aircraft, the 19-seat *Twin Otter*.

Increased sales

De Havilland, bought by the federal government in 1974, increased its sales last year to \$247 million, from \$171



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million in 1979, and earned a \$3-million profit.

De Havilland expects to realize about 50 per cent of the world-wide market for new turboprop aircraft in the 30- to 40-passenger size through 1995. The first *DASH-8* will fly in mid-1983 and delivery to customers will begin the following year. To accommodate *DASH-8* production de Havilland recently began a \$60 million, 600,000 square-foot expansion program. Once completed, new manufacturing facilities will allow the company to reach a production rate of six a month within the first 15 months of production. A new *DASH-8* facility is already completed.

"The *DASH-8* hasn't even been built yet and it's already a success," said company spokesman Colin Fisher, who estimates the world-wide market will grow to about 1,200 planes, with the company expected to sell 600, worth \$3 billion.

Spar has succeeded in producing a unique device called the remote manipulator system — a jointed arm that will fly aboard the U.S. space shuttle and be used to move satellites and other payloads into and out of the shuttle's cargo door.

The popularity of Canadair's \$7.7-million *Challenger* business jet has also provided inroads in the world market for the Montreal-based company, which has already delivered 14 of the aircraft.

The company said world-wide sales of business jets have grown to 4,000 in 1980 from almost 2,000 in 1975. By 1985, that market should grow to almost 10,000 and by the turn of the century, to 22,000.

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