

terminal functions. Customer orders are fully configured in-house and go through a full systems test prior to shipping. Multi-stage quality monitoring is provided by an independent QA/QC/Production Engineering group. This group is also responsible for field installations. Epic Data's manufacturing facility is augmented by its parent company, Ebco Industries Ltd. Ebco provides capabilities in the areas of metal fabrication, painting, and tool & die making.

**Average Work Force:** Total - 110

**Gross Sales:** 1980 - \$3.9M  
1981 - \$1.8M  
1982 - \$3.5M  
1983 - \$7.2M

**Plant Size:** 14,500 sq ft

**Equipment:** Epic Data's equipment list include - Wave solder machine (Aqueous Flux); Aqueous PCB Washer and Contaminant Monitor; PCB dry and bake chamber; component prep machines; semi-automatic IC inserter; metalized foil processing equipment; automatic shorts checker; cable tester; power supply tester; PCB burn-in rack; walk-in terminal burn-in room; drill presses; flat cable press; crimp terminal machines; and miscellaneous meters, scopes, and debugging aids.

**Experience:** Epic Data is touted to be a world leader in the manufacture and design of data collection equipment. They have major clients throughout the world and their equipment is frequently recommended for use by such major computer companies as Xerox, Tandem, Digital Equipment Corp, and Sperry Univac. Epic Data customers include - General Electric, Monsanto, General Motors, Motorola, Mexican Government, Hughes Aircraft, Lockheed, Martin Marietta, City and County of San Francisco, Canadian Government, and others.

**Keywords:** 6=Computers; 7=Electronics; 17=Software Services; 19=Testing/Test Equipment; Solid State Devices=7; Design to Requirements=17; Data Collection Systems=7; Terminals=7; Portable Terminals=7; Controllers=7; System Controllers=7; Microprocessor Technology=6, 7; PC Boards=7; Component/System Testing=7, 19.

**Revised:** Dec 83

## EPITEK ELECTRONICS Ltd

**Code:** EEL

**Address:** 100 Schneider Road  
Kanata, Ontario, Canada K2K 1Y2

**Contact:** Mr. Lee Lockwood, Sales Manager - (613) 592-2240

**History:** Epitek Electronics was incorporated in 1969 with a US subsidiary, Epitek Electronics Inc, located in Ogdensburg, NY. The latter is a distribution center only. The company specializes in the design, development and production of thick film hybrid circuits and networks for the electronics industry. Epitek Electronics is a division of Epitek International Inc.

**Capability:** The Epitek custom design expertise is directed primarily towards the following market areas - (1) *Computer Communications* (terminator networks, modem hybrids, tone squelch hybrids); (2) *Telecommunications* (line matching networks, RF hybrids); (3) *Instrumentation* (ladder networks, input alternators, voltage dividers); and (4) *Military Devices* (oscillator hybrids, trimmable resistor networks, Codec hybrids). Their standard product line includes audio amplifiers, active filters, telephony hybrids, and SIP/DIP resistor and resistor-capacitor networks. Epitek strives for quality control and can design to meet MIL-M-38510, MIL-STD-883 and MIL-R-83401. Epitek has a thin film production facility in operation at its Kanata plant. They intend to develop expertise in solar cell and chip resistor line technology in the near future.

Approximately 5% of their budget is directed towards internal R&D. The company has a facility security clearance. They have had DND 1015 (MIL-S-9858) facility approval in effect since July 1983.

**Average Work Force:** PhDs - 4  
Engineers - 5  
Others - 200

**Gross Sales:** \$6.5M (Current)

**Plant Size:** 32,000 sq ft

**Equipment:** Epitek's manufacturing facility is equipped with all the standard production and test equipment to insure quality production. Special equipment includes two YAG laser trimmers and CO<sub>2</sub> ceramic laser scribe.

**Experience:** Epitek's sales are divided - 60% to the US and 40% to Canada. They have no direct sales to the US military, but about \$3M to the DOD through US primes. The indirect DOD sales are in the areas of mines and sonobuoys. Epitek is interested in doing business with the USAF.

**Keywords:** 5=Communications; 6=Computers; 7=Electronics; Solid State Devices=5, 6, 7; Custom Circuits=5, 6, 7; Microcircuits=5, 6, 7; Hybrid Circuits=5, 6, 7; Instrumentation=7; Telecommunications=5, 7; Sonobuoy Components=7; Mine Components=7; PC Board Design & Fabrication=5, 6, 7; Thick Film Hybrid=5, 6, 7; Thin Film Hybrid=5, 6, 7.

**Revised:** Dec 83

## ERNST LEITZ CANADA Ltd

**Code:** ELC

**Address:** 328 Ellen St  
Midland, Ontario, Canada L4R 2H2

**Contact:** Mr. David G Stephenson, Mgr, Special Products Sales - (705) 526-5401

**History:** Leitz Canada was established in Midland, Ontario in 1952 as a subsidiary of Ernst Leitz Wetzlar GmbH, West Germany. At that time, the company commenced operations with twelve personnel and since then, the company has expanded through internal growth in three major business areas:

- Photography
- Custom commercial optical assemblies and systems
- Military optical assemblies and instruments

**Capability:** Ernst Leitz Canada is a well integrated firm specializing in the design and manufacture of complex precision opto-mechanical and electro-optical components and assemblies. From a comprehensive suite of computerized optical design and CAD programs in the engineering departments, to complete opto-mechanical testing capabilities, Leitz is equipped with the most modern equipment to undertake both large volume production and prototype quantities for conventional, state-of-the-art and research programs. Full machining capabilities, surface treatment, optical grinding and polishing of spherical, aspherical and plano optics, in glass, metal and infrared materials, microprocessor controlled coating facilities, and optical measurement and testing apparatus enable Leitz to undertake the fabrication, assembly and test of this complex optical equipment. New developments are underway in weight reduction techniques for missile seeker systems using plastics as well as fabrication and coating of a variety of infrared optical materials for military applications.

**Average Work Force:** Professionals - 50  
Total - 475