

FIELD AVIATION COMPANY INC.

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Keywords: Forty five years of experience. Complete range of fully integrated aviation related services; complete maintenance, repair and overhaul services to the strictest standards; world wide recognition of specialized aeronautical designs and developments; a leader in the aerospace, defence and avionics industries.

History: Incorporated originally in 1947 in Oshawa, Ontario. In 1958 Field built a major facility in Calgary and one in Toronto in 1960. In 1990 the Senior Executive and Divisional Management concluded an asset purchase agreement with the former owners and formed Field Aviation Company Inc. This experienced company has built a solid reputation and maintains worldwide interests and endeavours in its field.

Capability/Products: Field's over 600 employees provide the following services; international sale and brokering of pre-owned business, commercial and military aircraft and helicopters; exclusive distribution of Beech Aircraft in Canada; sale of aircraft parts; sale, manufacture, repair and overhaul of parts and components for DeHavilland Caribou and Buffalo; aircraft fixed based operations in Toronto and Calgary; airframe repair, overhaul, maintenance and conversion; advanced composite structure repairs; sale, support and installation of avionics systems, instrumentation and test equipment; specialized engineering services; specialized airframe conversions; customized aircraft outfittings and the manufacture and provision of aircraft seats. Field's facilities are approved under Canadian Department of Transport and Department of National Defence criteria and meet NATO AQAP-1 standards, U.S. Military standard MIL-Q-9858A and U.S. civil standard FAR 43-17. The company is made up of four subsidiary management companies and has offices and branches in Calgary, Toronto and Ottawa.

Experience: Award Winning AVITAT; World wide recognition for water bombing expertise; special mission aircraft modifications and survey aircraft installations.

Current Market Activity: Field is active on a global basis using display and classified advertising, direct mail, sales tours, attendance at major trade shows (i.e. Farnborough, Paris, Singapore, Airshow Canada, NBAA, CBAA, RAA etc.), trade missions, descriptive brochures and videos.

Rank Export Countries: U.S., U.K., Zambia, Yugoslavia, Ireland.

Market Strategy: While Field's marketing efforts are world wide the company has recently been directing more efforts toward the upgrading of the DeHavilland Twin Otter with a package that Field has developed. Fields marketing efforts are world wide. The company has recently been directing more effort towards South East Asia generally. One of the marketing priorities is the upgrading of the DeHavilland Twin Otter, many of which are in the area, with a package Field has developed. Field has upgraded Wilderoe Airlines (Norway) fleet of nine twin otters.

Plant Size: 460,000 square feet, 5 Hangars, 11 Bays.

Average Work Force: 23 Engineers, 375 Technicians, 207 Administrators.

Gross Sales: \$64.5 Million

Export Sales: \$18 Million

Ratio Commercial/Defence Exports: 80:20

Qualifications: Transport Canada and U.S. FAR 43-17, DND, U.S. MIL-Q-9858A, MEET NATO AQAP-1 standards.

Date: August 10, 1992