

## CANADIAN AERO ACCESSORIES LIMITED

170 George Craig Blvd. N.E.  
Calgary, Alberta  
T2E 7H2

Contact: Richard Doel, General Manager  
Tel: (403) 250-9077  
Fax: (403) 250-6841

**Keywords:** Canadian Aero Accessories provides sales, overhaul and repairs to electrical, electronic, fuel hydraulic (5606 & Skydrol) components, fuel injection, heaters and vacuum components, aircraft components and accessories.

**History:** Canadian Aero Accessories incorporated in 1965.

**Capability/Products:** Canadian Aero Accessories does a vast number of different accessories and components for a large number of different aircraft including helicopters. Some of the more common components are Starter Generators, AC Generators, Generator Control Units, Boost Pumps, Fuel Pumps, injection servos, hydraulics 5605 and skydrol, landing gear, brakes, actuators - hydraulic and electrical. Types of aircraft range from Cessna and Piper (piston, turbine and jet) to Boeing 737 and 727, MacDonald Douglas DC 9 and DC 8, Lockheed Electras and Hercules.

Very knowledgeable on regional airline type aircraft e.g. Dash 8, Twin Otter, Jet Stream 31, King Air, HS 478, Convairs and F28.

**Experience:** Distributor and authorized repair station for Aircraft Parts Corp., manufacturer of starter generators and related parts. Authorized warranty repair and product support centre for Precision Airmotive Corp. (Formerly, Bendix Fuel Injection Systems and Marvel Schebler carburetors). Company has been in business for 28 years. Four key personnel have been with the company for a total of more than 100 years.

**Current Market Activity:** Advertising in airport directories and aircraft magazines, the use of a sales consultant who calls on companies in Western Canada and four other aircraft related companies. Attendance at various maintenance symposiums and trade shows in Canada and the U.S.A.

**Market Strategy:** Mostly involved in marketing to Canadian companies. Success has been achieved in getting customers from the U.S.A. and would like to do better in this market. We are also attempting to appoint an agent in Southeast Asia.

**Plant Size:** 8,500 square feet.

**Average Work Force:** 14 Technicians, 10 Administrative Support.

**Gross Sales:** \$2.5 Million

**Export Sales:** Small amount.

**Qualifications:** Transport Canada Approval.

**Date:** August 24, 1992