

BTL DIVISION OF APC

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Keywords: Polymer engineering specializing in flexible circuit manufacturing and design.
(Refurbishment - retrofit assemblies - interconnect polymer laminates).

History: BTL has been manufacturing and designing flexible circuits since 1981 and is a private Canadian corporation.

Capability/Products: Polymer engineering specializing in polymer lamination of conductive layers.
Assembly of interconnect systems.

Experience: Military and NASA satellite cabling avionics high density packaging.

Current Market Activity: 2-USA District Managers, managing 20 sales agents.

Rank Export Countries: USA, Singapore.

Market Strategy: USA direct sales to target accounts.

Plant Size: 35,000 square feet

Average Work Force: 15 engineers, 70 technicians, 10 Admin.

Gross Sales: \$7 Million

Export Sales: \$6.5 Million

Ratio Commercial/Defence Exports: 30% Commercial, 70% Defence.

Qualifications: MIL 50884, IPC

Date: July 30, 1992