

GROSS SALES: Canada – \$1.31B
USA – \$2.86B
Off Shore – \$0.21B

PLANT SIZE: Canada – 24 Manufacturing Locations
USA – 14 Manufacturing Locations
8 R&D Labs in Canada, the US and the UK

EXPERIENCE: As global suppliers, customers include: Canadian and US government departments, including military product applications. Northern Telecom is the primary supplier to the USAF for the SCOPE DIAL and SCOPE EXCHANGE programs. Northern Telecom Canada is also the supplier to the Department of National Defence in Canada for the Integrated Data Network (Secure). Capabilities in communications extends from design, development and manufacturing through system integration and implementation to maintenance and support.

KEYWORDS: Carrier Systems; Communications Components; Computers; Data Communications; Digital Communications; Digital Communications Terminals; Facsimile; Fiber Optics; Management Services; Message Systems; Microelectronics; Microwave Products and Systems; Repair Equipment Services; Secure Communications; Switching Systems; Telephone Equipment; Telephone Systems; Tempest Modifications; Test Equipment.

REVISED: January 88

NORTHWEST INDUSTRIES Ltd

ADDRESS: P. O. Box 9864
Edmonton International Airport
Edmonton, Alberta, Canada
T5J 2T2

CONTACT: Mr F A (Floyd) Maybee, Vice President and General Manager (403) 955-6300

HISTORY: Northwest Industries Ltd, incorporated in 1943, is a subsidiary of CAE Industries Ltd, Toronto, Ontario, Canada.

CAPABILITY: Northwest Industries Ltd (NWI), a recognized DND Quality Assurance and NATO AQAP-1 company, is one of Canada's principal aircraft maintenance contractors experienced in the overhaul and modification of military and commercial aircraft, including CF-18 Hornet and CF-104 Starfighter, T-33 and CL-41 jet trainers, and C-130 Hercules transports. The company provides a comprehensive aircraft maintenance service from minor inspection to major overhaul including non-destructive testing, airframe life extension and corrosion control, airframe parts and components manufacture, hydraulic, mechanical and electrical systems overhaul, lines and cable manufacture, electrical wiring fabrication, instrumentation repair and calibration, and avionic systems installation and integration.

NWI's Technical Publications group produces military and commercial manuals, technical orders and modification leaflets in direct support of the Company's aircraft modification programs, or as separate publication contracts. Utilizing photography, typesetting, word processing and computerized electronic publishing system techniques, the group undertakes the technical writing and illustration of documents from raw data through to final text, artwork and printing.

NWI's manufacturing shops are utilized primarily in direct support of in-house programs with limited participation with outside activities. The company does, however, manufacture lines, cables and various fluid tanks for DND, and produces the sophisticated mechanical cable assemblies incorporated in the Spar Aerospace remote manipulator arm of the NASA Space Shuttle.

AVERAGE WORK FORCE: Engineering – 15
P Eng (2)
Quality Control – 30
Production – 150
Admin & Others – 90
Tech Publications – 25

GROSS SALES: 1986 – \$14.7M
1987 – \$17.0M

PLANT SIZE: 200,000 Sq Ft (Edmonton International Airport)
(Modern hangars at the Edmonton International Airport accommodate aircraft to the size of the Boeing 747).

EQUIPMENT: Test and Inspection Equipment – avionics electronics; electrical hydraulics and mechanical test equipment; NDT; and Mitutoyo No. 241 Series co-ordinate measuring machine, Eddy-Current, dye penetrant, ultrasonic and radiographic equipment.

Production Equipment – precision tube bender up to 3 1/2" OD capacity; cable swaging, splicing and proof loading; and heat treatment, cadmium plating, and anodizing, sheet metal fabrication, welding and painting.

EXPERIENCE: Northwest Industries Ltd customers include, Government of Canada Department of National Defense, United States Air Force, Spar Aerospace, and other major aircraft manufacturers and operators. The company holds Canadian Department of National Defense AQAP-1 (MIL-Q-9858A) Approval, Canadian Ministry of Transport Approval No. 3/57 and US Federal Manufacturers Code No. 35598.

KEYWORDS: Airframe Components; Airframe Structures; Components (Airframe); Control Cables (Aircraft); Die Fabrication; Fiberglass/Composite Components; Flight Surface Manufacture; Hydraulics; Installations & Servicing; Instrument Repair; Non-Destructive Testing; R&O (Aircraft); R&O (Avionics); Sheet Metal Fabrication; Structural Components Manufacture; Structural Modification; Technical Illustration; Technical Publications Production; Technical Writing; Tooling; Tubing Assembly Fabrication; Wiring Harness Fabrication; X-Ray Inspection.

REVISED: February 88

NOVA SCOTIA RESEARCH FOUNDATION Corp

ADDRESS: 100 Fenwick St
P. O. Box 790
Dartmouth, Nova Scotia, Canada
B2Y 3Z7

CONTACT: Mr John A Gillis, Marketing Director – (902) 424-8670

HISTORY: Nova Scotia Research was established in 1946 by the Province of Nova Scotia to use science and technology to assist in the economic development of Nova Scotia.

The three operating divisions, Product Development, Applied Science and Industry Services, carry out technical assignments for 600 companies and government departments each year.

The corporation pursues two main goals – assistance to industry in the solution of today's technical problems, and product/process innovation in anticipation of tomorrow's opportunities. While the corporation serves all sectors of Nova Scotia's industrial economy, it emphasizes technological support for secondary manufacturing industry and takes a special interest in developing Nova Scotia's ocean industry potential.

CAPABILITY: Nova Scotia Research's capabilities are in the areas of applied science, industry services, and product development. Analytical and environmental chemistry, biology, coal technology, and geophysics comprise areas of expertise in applied science. Technical assistance for small and medium sized manufacturers is provided to improve productivity and technological capabilities. Engineering, manufacturing and marketing services are available for product development and export sales. A specialty product is a fiber-optic rotary joint primarily for marine applications.

AVERAGE WORK FORCE: PhD's – 9
Engineers – 28
Others – 60

GROSS SALES: 1986 – \$4.1M
1987 – \$4.2M