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CANADIAN AEROSPACE REPAIR & OVERHAUL CAPABILITY GUIDE

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External Affairs & International Trade Canada
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FORWARD

Canada has an established and well earned reputation for innovative high quality products and services in the aerospace repair and overhaul field.

Canada has demonstrated significant depth of expertise in complete and reliable aircraft repair, overhaul and support for civil/international, military and general aviation aircraft and helicopters. We are also recognized as a world leader in civil aviation and in the upgrade of military and civilian aircraft.

This directory provides an outline of some 150 companies covering a wide variety of engine, avionics, structures, niche and specialized products and services. These companies cover the spectrum of those with world leadership as "Centres of Excellence" on specific aircraft, to those who have special expertise in complete repair and overhaul, parts, assembly, and/or component aftermarket support.



CANADIAN AEROSPACE REPAIR & OVERHAUL CAPABILITY GUIDE

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CANADIAN AEROSPACE REPAIR & OVERHAUL CAPABILITY GUIDE

PRODUCT/SERVICE SOURCE

MAINTENANCE REPAIR & OVERHAUL

a) HELICOPTERS

Boeing Canada
Technology Ltd.
(Arnprior)
Bristol Aerospace
Canadian Helicopters
Eagle Copters
Eurocopter Canada
Huisson Aviation (1989)
Limited
IMP Aerospace Limited
Midwest Helicopters
Limited
National Helicopters
Rotor Services Limited
USCAN Aviation Sales
Limited
Universal Helicopters
(Newfoundland)
Limited

b) MILITARY

Bristol Aerospace
Canadair
Field Aviation Company
IMP Aerospace Limited
Kelowna Flightcraft
Northwest Industries

c) OTHER AIRCRAFT (CIVIL, INTERNATIONAL & GENERAL AVIATION)

ALC Airlift Canada Inc.
Aero Aviation Centre
Air Canada
Alberta Aircraft Overhaul
(1978) Limited
Avex Aerospace (See
Western Avionics)
Canadian Airlines
International
Canadian Arrowspace Inc.

Clearwater Aircraft
Maintenance &
Overhaul Inc.

Field Aviation Company
First Air (Bradley Air
Services)
IMP Aerospace Limited
Innotech Aviation
Kelowna Flightcraft
Kenn Borek Air Limited
Lake Central Air Services
Rotor Services Limited
Skyservices Limited
Thomas Aircraft
Maintenance Limited
West Wind Avtech
Services

ENGINES/PROPULSION/R&O

a) AUXILIARY POWER UNITS

Air Canada

b) ENGINE COATINGS

Aerospace Welding Inc.
National Coating
Technologies Inc.
Sherritt Gordon Limited
(Materiel)

c) ENGINE FIRE PROTECTION/ EXTINGUISHERS

CASP Aerospace
H.I. Thompson Company

d) ENGINE FUEL CONTROLS

Allied Signal Aerospace
(Bendix Avelex)
Canadian Aero
Accessories Limited

e) ENGINE MONITORING EQUIPMENT

Dowty Aerospace
Gastops Limited
Hawker Siddeley (Orenda)
Rotor Services Limited

f) ENGINE TEST EQUIPMENT (Turbo:Shaft/Prop/Jet/Fan)

CEL Aerospace Test
Equipment Limited
Gastops Limited
Intra Acoustic Company
Limited
Rousseau Controls Inc.

g) GAS TURBINE ENGINE OVERHAUL

Air Canada
Canadian Airlines
International
Canadian Helicopters
- Atlantic Turbines Inc.
- Canadian Gas Turbines
Clearwater Aircraft
Maintenance and
Overhaul Inc.
Hawker Siddeley (Orenda)
Rolls Royce Canada
Standard Aero

h) PISTON ENGINES/ PROPELLORS

Aero Aviation Centre
Aero-Recip Canada
Limited
Leavens Aviation
Okanagan Aero Engine
Precision Aero Instruments
Limited
Stauffer Aero
Western Propellor
(Winnipeg) Limited

i) ROCKETS/SPACE
PROPULSION

Bristol Aerospace

j) TURBINE COMPONENTS

A-R Technologies Inc.
Bristol Aerospace
Dexter Tool Company
Eagle Copters
Maintenance Limited
Hawker Siddeley (Orenda)
Mesotec Inc.
SIDO Limited
Skyservices Limited
Standard Aero Limited
Strite Industries
Wilson Machine Company

**AVIONICS/INSTRUMENTS/
SYSTEMS**

a) ANTENNAE

Canadian Marconi
Company
TD Communications
Limited

b) COCKPIT INSTRUMENTS,
SYSTEMS OR LIGHTING &
NIGHT VISION

CRL Technologies Inc.
Canadian Marconi
Company
Godfrey Aerospace
Honeywell Ltd. (Aerospace
Division)
Kitchener Aero/Avionics &
Skytronics Ltd.
Litton Systems
Navair Limited
Pacific Avionics &
Instruments Limited
Western Avionics
Woodlawn Instruments
Limited

c) CONTROL & POWER
UNITS

Allied Signal Aerospace
(Bendix Avelex)

Dowty Aerospace
Litton Systems

d) ELECTRO MECHANICAL
R&O AND/OR
CALIBRATION REPAIR

Aviatron Inc.
Canadian Components
Services
Dowty Aerospace
Honeywell Ltd. (Aerospace
Division)
Instruments Canada

e) ELECTRO
TRANSFORMERS

Hammond Manufacturing
Varian Canada Inc.

f) FLIGHT CONTROL
SYSTEMS AND OR
ACTUATORS

Allied Signal Aerospace
(Bendix Avelex)
Hochelaga Aerospace
Menasco Aerospace
Limited

g) GENERAL AVIONICS

Allied Signal Aerospace
Canada (Bendix
Avelex)
Brantford Air Centre
Limited
Canadian Components
Services
Canadian Marconi
Company
Elect-Avi Limited
Eurocopter Canada
Field Aviation Company
Honeywell Ltd. (Aerospace
Division)
IFR Precision Instruments
Limited
IMP Aerospace Limited
Kitchener Aero/Avionics
and Skytronics Ltd.
Midwest Helicopters
Navair Limited

Pacific Avionics &
Instruments Limited
Western Avionics

h) INERTIAL SYSTEMS OR
COMPONENTS

Litton Systems
Strite Industries

i) MICROWAVE &
MILLIMETRE WAVE
TUBES

Varian Canada Inc.

j) RADAR NAVIGATION
SYSTEMS

Allied Signal Aerospace
Limited (Bendix
Avelex)
Canadian Marconi
Company
Elect-Avi Limited
Litton Systems
Navair Limited
TD Communications
Limited
Western Avionics

k) WIRE HARNESSES/
WIRING &
INTERCONNECT
SYSTEMS

BTL Division of APC
C-Tech Limited
Dowty Aerospace
Northwest Industries
Limited
Western Avionics

**STRUCTURES/AIRFRAME
PRODUCTS AND SERVICES**

a) AERO PARTS/
ASSEMBLIES/
ACCESSORIES - GENERAL

ABIPA Machining Canada
Limited
Aerospace Welding inc.
Automated Spring
Industries Inc.

Boeing Canada
Technology Limited
(Arnprior)
Cam Air Service Centre
Limited
Canadian Aero
Accessories Limited
Canadian Aircraft Products
Canadian Component
Services
Cellpack Aerospace
Limited
Criterion Manufacturing
Inc.
Custom Steel
Manufacturing Ltd.
Dellcom Industries Inc.
E.T.M. Industries Inc.
Fleet Industries
Helitrades Inc.
Hochelaga Aerospace
IMP Aerospace (Amherst)
Invar Manufacturing
Limited
Mesotec Inc.
Murphy Aircraft
Manufacturing Limited
Northwest Industries
Precision Engraving
Company Limited
Queensway Machine
Products Limited
SIDO Limited
Skyservices Limited
Spirol Industries Limited
Stevested Machinery &
Engraving Limited
Strite Industries
Wilson Machine Company
Limited

b) AEROSPACE SPECIALTY
METALS

Atlas Steels

c) AIRCRAFT SPECIALTY
WELDING

ABIPA Machining Canada
Inc.
Aerospace Welding Inc.
Custom Steel
Manufacturing
Nilson Aircraft Inc.

d) AIRCRAFT WHEELS &
BRAKES/FLOATS

Allied Signal Aerospace
Canada
Murphy Aircraft
Manufacturing Limited
Zenair

e) COATINGS GENERAL
AERO APPLICATIONS

Aerospace Welding
Cametoid Limited
Courtaulds Aerospace
Canada Inc.
Omni-Spec Plating Inc.

f) COMPOSITE
STRUCTURES/BONDING

Advanced Composite
Structures
Boeing Canada
Technology Limited
(Arnprior)
Bristol Aerospace
Canadian Aircraft Products
Cellpack Aerospace
Limited
Clearwater Aircraft
Maintenance and
Overhaul Inc.
Eurocopter Canada
Field Aviation Company
Fleet Industries
IMP Aerospace Limited

g) DE ICERS/SWITCHES

Allied Signal Aerospace
Canada
Northern Aero Industries
Limited

h) INVESTMENT CASTINGS

Canada Alloy Castings and
Canada Investment
Castings
Cercor
Eastern Precision Castings
Shellcast Foundries
Limited

i) PAINTING & FINISHING

Clearwater Aircraft
Maintenance and
Overhaul Inc.
Fleet Industries
Volks Aircraft Refinishing

j) PEENING & CLEANING

Blastworks Inc.
Metal Improvements
Company Limited

k) STRUCTURAL REPAIRS/
REBUILDS

Alberta Aircraft Overhaul
(1978) Limited
Alpine Aerotech Limited
Boeing Canada
Technology Limited
(Arnprior)
Brantford Air Centre
Limited
Cam Air Service Centre
Limited
Canadian Aircraft Products
Canadian Components
Services
Clearwater Aircraft
Maintenance and
Overhaul Inc.
Field Aviation Company
Fleet Industries
Hochelaga Aerospace
IMP Aerospace Limited
Murphy Aircraft
Manufacturing Limited
Nilson Aircraft Limited
Rotor Services Limited
Skyservices Limited
Thomas Aircraft
Maintenance Limited
USCAN Aviation Sales
Limited

**SPECIFIC EQUIPMENT,
PRODUCTS & SERVICES**

a) AEROSPACE R&O
CHEMICAL PRODUCTS
OR DECONTAMINATION
SYSTEMS

Ardrox Limited
MAG-CHEM Inc.
Alex Milne Associates
Patlon Aircraft Industries
Limited
Vadeko International Inc.

b) AEROSPACE TOOLS

Herbrand Tool Corporation

c) AIRCRAFT/ENGINE
COVERS

Canadian Quality Aircraft
Interiors Limited

d) AIRCRAFT EQUIPMENT
(INFLIGHT)

Godfrey Aerospace
Irvin Industries Canada

e) AIRCRAFT HANDLING/
HOUSING

Indal Technologies Inc.

f) AIRCRAFT LANDING
GEAR

Menasco Aerospace

g) ARRESTING GEAR
BRAKES & QUICK
DISCONNECT NOZZLES

Patlon Aircraft Industries

h) AVIATION MAINTENANCE
MANAGEMENT
PROGRAMS

Camp Systems Canada
Limited

i) CONSULTING ENGINEERS
(AIR WORTHINESS
AVIATION & NDT/NDI
STRESS TESTING)

CSI Engineering
Mechanics Inc.
Caritech Inspections
Limited
Integrated Engineering
Software
Monac International
Morris Aviation
Consultants

j) FASTENERS

Interfast Inc.
Murphy Aircraft
Manufacturing Inc.

k) FUEL CELL REPAIR

Hartwig Aircraft

l) GROUND EQUIPMENT

Aerotech International Inc.
Genaire Limited
Godfrey Aerospace
Sadler Inc.
Sky-Hi Industries Limited
TD Communications
Limited
Vadeko International

m) HOSES AIRCRAFT

MIL-AER Fluid Power
Systems Inc.
Parker Hannifin (Canada)
Limited

n) INFLIGHT TRAINING

Air Canada

o) OXYGEN, AIR INFLATION
& LIFE SUPPORT
EQUIPMENT

CASP Aerospace
Ingersoll-Rand Canada
(ARO Life)
Irvin Industries Canada

p) SEAT UPHOLSTERY/
REFURBISHMENT/
INTERIORS

Clearwater Aircraft
Maintenance and
Overhaul Inc.
Canadian Quality Aircraft
Interiors Limited
Fell-Fab International Inc.
Field Aviation Company
Innotech Aviation
Rotor Services Limited

q) TECHNICAL
PUBLICATIONS

Allied Signal Aerospace
Canada
Boeing Canada
Technology Limited
(Arnprior)
Canadair (Military Division)
Honeywell Ltd. (Aerospace
Division)
Northwest Industries

r) WIRE STRIKE
PROTECTION SYSTEMS

Bristol Aerospace
IMP Aerospace Limited

OTHER: CONVERSION

a) CARGO
CONFIGURATIONS

Kelowna Flightcraft
Canadian ArrowSpace

b) EMERGENCY MEDICAL &
OTHER ROLES

ALC Airlift Canada Inc.

**Kitchener Aero/Avionics
and Skytronics Ltd.
Universal Helicopters
(Newfoundland)**

c) **FLIGHT REFUELLING**

Northwest Industries

A-R TECHNOLOGIES INC.

220 - 13155 Delf Place
Richmond, British Columbia
V6V 2A2

Contact: C. Trsek, Director, Marketing
Tel: (604) 273-1717
Fax: (604) 273-1263

Keywords: Repair and overhaul of jet engine components. Combustion and Turbine.

History: A-R Technologies Inc. is a Transport Canada Authorized Maintenance Organization (AMO) specializing in high tech repair and overhaul of turbine components. Founded in 1982 by company President Augustin Trsek. A-R Technologies Inc. was able to convince aircraft operators that there were big savings to be made in having worn out components repaired to exacting aviation standards without comprising safety.

Today the company employs some 30 expert staff and boasts technology not found anywhere else in North America. A-R Technologies Inc. is located 15 minutes from Vancouver International Airport. Its plant totals some 20,000 square feet of modern facilities.

Capability: Under the AMO designation A-R Technologies Inc. repairs and overhauls aircraft/aerospace components utilizing the following in-house services: high temperature vacuum furnace brazing, vacuum brightening of superalloys, Dayton Cleaning Process for superalloys (fluoride-Ion cleaning), heat treatment, high velocity plasma/thermo spray, non-destructive testing, airflow calibration services, manual and semi-automatic GTAW welding, precision and CNC machining, repair development, engineering and metallurgical services, stripping of diffused coatings.

A-R Technologies Inc. has gained a reputation for providing expert capabilities in repair and overhaul to an extensive list of aircraft owners, engine distributors and engine manufacturers. They support single aircraft operators to full fleets of aircraft. A-R Technologies Inc's motto is quality performance and reliability. This is well established within the industry.

A-R Technologies Inc. has recently been selected and approved as a sub-contractor to Spar Aerospace Ltd. for the Canadian Space Station Program.

Experience: Present customers include original engine manufacturers, engine distributors, authorized maintenance overhaul facilities, airlines and aircraft owners. A-R Technologies Inc. services some 150 accounts of which some major customers include: Pratt & Whitney, Spar Aerospace, Canadian Airlines International, Westcoast Energy Inc. (Industrial), Airwork and Aviall.

Current Market Activity: Currently establishing contacts with airlines for vendor qualification and approval process. With the anticipated growth of the aerospace industry in the Pacific Rim, A-R Technologies Inc. is poised for significant growth to even better serve the aerospace community.

Market Strategy: Marketing priority is to diversify our service base and to capture a greater market share of existing engine lines. Strategy is to increase export based sales to the United States utilizing a larger sales force.

Equipment: Complete in-house repair and overhaul facility of jet engine turbine components.

Plant Size: 20,000 square feet.

Average Work Force: PhDs 1, Engineers 2, Others - 25.

Gross Sales: 1990 - \$2.2 Million, 1991 - est. \$2.3 Million.

Qualifications: FAA, MOT, Spar Aerospace.

Date: August 10, 1992

ABIPA MACHINING CANADA INC.

3065 Montee St-Aubin
Laval, Québec
H7L 4E4

Contact: Guy Bibeau, President
Tel: (514) 687-7484
Fax: (514) 687-7670

Keywords: Aerospace parts assembly and production, tooling, moulding, stamping and parts production.

History: Corporation established since 1973.

Capability/Products: Production of experimental tools; Moulding based on initial projects and designs; Stampings for use in aerospaces, automotives and marine industries; Prototypes of all kinds; AQAP-4 approval; Aircraft welding approval; Military DOT; BPS-4453 Conductivity Test approval.

Experience: 96% Assurance Quality realized under Pratt & Whitney Canada regulations and 21 years experience in Aerospace parts assembly.

Current Market Activity:

Marketing government and military certification for parts production.

Apply new technologies and quality controls with companies such as Pratt & Whitney Canada, Bell Helicopter and Dowty Aerospace.

Participation at governments seminars and shows.

Publication of our expertise in specialized reviews.

Market Strategy:

Marketing Priorities: establish total Quality Control on our production.

Geographic preferences: North America, mainly Canada. Already actively involved in Quebec.

Marketing strategies: Sales consultant looking for specific markets in such areas as aerospace parts production and participation at air trade shows.

Plant Size: 8000 square feet

Average Work Force: 18 employees

Gross Sales: \$2 Million approximately

Export Sales: \$200,000

Ratio Commercial/Defence Exports: 2%

Qualifications: Government Certifications, Military Certifications.

Date: August 3, 1992

ALC AIRLIFT CANADA INC.

1411 Aviation Park N.E.
Box 570
Calgary, Alberta
T2E 8M7

Contact: Greg Taylor, Director of Maintenance
Tel: (403) 295-1811
Fax: (403) 275-4242

4 - 11465 N. Baynes Road
Pitt Meadows, British Columbia
V3Y 2B3

Tel: (604) 465-8981
Fax: (604) 465-8983

Keywords: ALC Airlift Canada is a charter aircraft operator specializing in Emergency Medical Services, (E.M.S.) as well as an Approved Maintenance Organization capable of servicing many models of fixed and rotary wing aircraft. (Helicopters; civil, military and business general aviation). (Engines, structures, landing gear, gear boxes, interiors).

History: ALC Airlift was incorporated on April 1, 1979 and is a Eurocopter/Aerospatiale service centre.

Capability/Products: Our maintenance capabilities vary slightly with the personnel at each of our three bases. Basic capability breakdown is as follows:

Pitt Meadows, B.C.	M15	Turbine Helicopters	Hughes 500 BO-105
Edmonton, Alberta	M5	Complex Turbo-props	BA-31, BE-90, MU-2, SW-2
	M15	Turbine Helicopters	BO-105, BK-117
Calgary, Alberta	M5	Complex Turboprops	BA-31, BA-32, BE-02, BE-10, BE-20, BE-3B, BE-30, BE-90, MU-2, SW-2, SW-3, SW-4, C-500 C-550, HS-125
	M15	Turbine Helicopters	BH-204, BH-206, BH-212, BH-412, BK-117, AS-355, AS-350
	M12	Piston Helicopters	
Calgary & Edmonton	M2	Piston Airplanes	
	M4	Turboprops	
	M7	Jet Airplanes	DA-20, HS-125, LR-36

Experience: ALC Airlift is an innovator in the E.M.S. market and has been instrumental in developing the BK-117 Aeromedical interior for Calgary's Shock Trauma Air Rescue Society (STARS). STARS is a world class E.M.S. operation.

Current Market Activity: ALC Airlift is currently exploring developing the international aeromedical market for repatriation of critically ill patients.

Rank Export Countries: U.S.A.

Market Strategy: To compete on air ambulance contracts in Eastern Canada, the Pacific Northwest (Washington, Oregon) and California for fixed and rotary wing aircraft. To expand pipeline and powerline patrol capability and to develop a tourist oriented program in Western Canada - Heli-Skiing, Heli-Hiking and Heli-Tours.

Plant Size: Airlift operates from 4 hangars: Calgary, Alberta; Edmonton, Alberta; Kamloops and Pitt Meadows, British Columbia.

Average Work Force: ALC employs 29 - 5 Engineers, 5 Administrators, 19 Pilots.

Gross Sales: \$4 Million

Export Sales: \$400,000

Ratio Commercial/Defence Exports: 10/1

Qualifications: HAI, MOT-AMO #138-92

Date: August 14, 1992

ADVANCED COMPOSITE STRUCTURES

1686 Dublin Avenue
Winnipeg, Manitoba
R3H 1A8

Contact: Alan McKay
Manager, Customer Support
Tel: (204) 694-1942
Fax: (204) 694-3524

Keywords: Repair, remanufacture and repair and design approvals for composite structures on all models of Aerospatiale and Bell helicopters. (Aircraft structures).

History: Company formed in 1988.

Capability/Products:

We are best described as being a repair and overhaul facility for composite parts and we manufacture and remanufacture composite detailed parts for use in aircraft production: (All models of Aerospatiale and Bell Helicopters). We are also capable of producing disks and compression mold detailed parts for any aircraft type, including Boeing, Airbus, Canadair etc.

Repair and remanufacture of metallic and non-metallic composite structures and Repair Design Approvals (RDA's) for Aerospatiale and Bell helicopter composite structures.

Design and manufacture of heat controllers for composite shops and field repairs and the manufacture of compression mold details and potting disks for use by aircraft prime manufacturers.

R & D work on advanced materials; repair processes; controlled tooling and fixtures.

Current Market Activity: We are actively pursuing potential business, within North America, to capitalize on the recently signed agreement we have with Eurocopter France as an approved technical service centre for all composite work on Aerospatiale helicopters.

We are also taking a similar approach to work for operators of Bell helicopters.

We have contacted aircraft prime manufacturers about our design and manufacturing capabilities in potting disks and the benefits of reduced costs in the manufacture of aircraft structures or metallic or non-metallic honeycomb core.

We are also seeking markets, throughout the world, for our heat controllers.

Experience: Management and production staff have an average of nine (9) years experience in the aircraft industry.

We are specialists in advanced materials and processes and our staff has technological expertise in manufacturing technologies, applications and techniques, particularly at a high level (primary dynamic structures) of technology.

Marketing Priorities: Aerospatiale helicopters work is limited to North America; Bell helicopters will be limited to North America for the time being; Heat controllers and potting disks will be active worldwide and we will employ an agent in this latter area.

Plant Size: 12,000 square feet of production facilities.

Average Work Force: 25 - 30 Management/Engineers/Technicians.

Gross Sales: \$1.1 Million

Ratio Commercial/Defence Exports: Commercial

Qualifications: Eurocopter France/ACS technical service agreement. Ministry of Transport Canada, OEM Boeing (potting disks).

Date: August 10, 1992

AERO AVIATION CENTRE (1981) LTD.

Building 38
11941-121 st Street
Edmonton, Alberta
T5L 4H7

Contact: Gavin Heald, Dir. Maintenance
Tel: (403) 455-2811
Fax: (403) 452-5266

Keywords: Flight training and schedule services in the smaller piston engine aviation field. The largest craft is a twin turbine metroliner.

History: Re-incorporated in 1981, this company has been actively involved in aviation at the Edmonton Municipal Airport since 1938. A.C. Aircraft Engine Overhaul is a division of Aero Aviation and specializes in piston engine overhauls and accessories.

Capability/Products: Aero Aviation maintains its own engine shop and provides general aviation services specializing in charters and flight training.
Aero Aviation is a specialist service organization catering to individual customer's needs.

Experience: The company's strong suit is customer service and they conduct business on a word of mouth basis. They belong to various business organizations such as B.B.B., ATAC, NACC and the Edmonton Chamber of Commerce.

Current Market Activity: Most Advertising and marketing is via word of mouth.

Rank Export Countries: North America, S.E. Asia.

Marketing Strategy: To increase the level of awareness about its people, the organizations and the many areas of the aviation industry they serve.

Plant Size: The main facilities are at the Edmonton Municipal Airport and another hanger is owned and situated at Ponoka, Alberta.

Average Workforce: 32 Staff members: 3 Engine shop, 6 A.M.E's and 9 in administration.

Gross Sales: \$ 2.5 million

Date: September 17, 1992

AERO RECIP (CANADA) LIMITED

545 Ferry Road
Winnipeg, Manitoba
R3H 0T5

Contact: Alvin Gregorash
President & General Manager
Tel: (204) 788-4765
Fax: (204) 786-2775

Keywords: A repair and overhaul facility for the Pratt & Whitney, Continental and Lycoming engines as well, all accessories related to these engines. (General and Business aviation).

History: Aero Recip (Canada) Ltd. was incorporated in January, 1988.

Capability/Products:

N.D.T. Equipment - Ultrasonic Magnetic Particle & Fluorescent Penetrant
Welding Equipment for Aluminum Cylinder Heads & Miscellaneous Welding
Ultra Sound Cleaning Equipment - Typhoon H.D. Washing Machine
Sandblast and Glass Bead Equipment
Surface Treatment of Magnesium Aluminum Parts
Metallizing Equipment
Spray Paint Equipment - Cylinder Overhaul and Honing Equipment
Rockwell Hardness Tester
Machine Shop Equipped with 4 Lathes, Radial Drill, Press
Surface Grinder, Metal Band Saw, Excello Link Rod Boring Machine
All necessary Inspection and Measuring Equipment
Accessory Shop Equipped to Overhaul and Test Carburetors, Starters, Fuel Injectors, Magnietos, Harnesses, Generators, Alternators, Fuel Pumps
All necessary Flow Benches and Test Equipment
Test Stand Equipped to test all completed engines - Various Test Clubs, Mounts, Pre-Diling System, Inhibiting System
Necessary Hand Tools and Precision Measuring Instruments in all Departments, Pressure Hose, Overhaul Equipment.

Experience: Aero Recip (Canada) Ltd. is an employee owned company, who purchased the Piston Division from Standard Aero Ltd. These employees came to Aero Recip (Canada) Ltd. with 5 to 35 years, (42) experience in the overhaul business.

Current Market Activity: Advertising in aircraft magazines, constant use of direct mailers and telephone calls to potential customers.

Rank Export Countries: U.S.A., Norway, Spain, England.

Market Strategy: We wish to focus on the Douglas DC3 aircraft operators and the CANSO PBY aircraft. These aircraft are used worldwide. To date we have contacted most of these operators via direct mail.

Plant Size: 24,000 square feet, 2,400 square feet - test stand, 2,100 square feet storage building.

Average Work Force: 3 Engineers, 10 Support Staff, 27 Mechanics.

Gross Sales: \$4.6 Million

Export Sales: \$300,000

Qualifications: 45-89, DND/US DOD Source approved.

Date: August 5, 1992

AEROSPACE WELDING INC.

576 O'Connell Avenue
Dorval, Québec
H9P 1E5

Contact: Michel Dussault, Admin. Manager
Tel: (514) 631-0140
Fax: (514) 631-6111

Keywords: Specialist manufacture, repair, overhaul, flame spray coating and welding of aircraft sheet metal parts.

History: Aerospace Welding Inc. was incorporated in 1980.

Capability/Products: Exhaust Systems, Hot Sections, Jet Engine Combustion Chambers, Discharge Nozzles, Ground Support Equipment and Landing Gear Components.

Approved by: Department of Transport, Rolls-Royce Canada, Bombardier Inc. - Canadair Division, Pratt & Whitney Canada and Heroux Ltd.

Experience: Special expertise in Titanium Welding.

Current Market Activity: Aerospace Welding Inc. is currently expanding and relocating facilities in order to increase output/sales and offer our service to a greater number of companies in the U.S.

Rank Export Countries: U.S.A.

Plant Size: 21,000 square feet.

Average Work Force: 25

Gross Sales: \$7.5 Million

Export Sales: \$100,000

Ratio Commercial/Defence Exports: 90:10

Qualifications: World Aviation Authorities, Government & Military Certificates.

Date: August 8, 1992

AEROTECH INTERNATIONAL INC.

100 Eagle Drive
Winnipeg, Manitoba
R2R 1V5

Contact: Paul R. Sigurdson
Chief Executive Officer
Tel: (204) 633-1999
Fax: (204) 694-1612

Keywords: Aerotech International is involved, and over the last 30 years, in manufacturing, overhaul, sales and service of all types of aircraft and airline ground support equipment to commercial and military accounts.

History: Aerotech International was incorporated in Winnipeg, Canada on August 27, 1970. Aerotech International currently owns C-Way Industries Inc. in Spencer, Wisconsin and Tobias & Co. of Denver, CO, which are also engaged in similar work.

Capability/Products: Aerotech International's primary marketing area involves the HERMAN NELSON portable preheaters, used on aircraft ground maintenance. Aerotech owns all the tooling and dieing for the manufacture of this product. In addition, we offer a 38,000 square foot facility for overhaul and repair of all types of airline ground equipment.

Experience: Aerotech International markets to 108 countries in the world.

Current Market Activity: Aerotech International Inc. is currently involved in marketing worldwide as well as domestically. We are actively involved in marketing to Governments and their agencies as well as to aviation companies. We involve ourselves in trade shows directed toward our particular industry sectors both domestically and internationally.

Rank Export Countries: U.S.A., United Kingdom, Korea, Australia, New Zealand, Japan, Spain, Italy, Turkey, Argentina, Chile.

Market Strategies: Due to the nature of the products which we manufacture we tend to concentrate our marketing effort on geographic areas with colder climates.

We are presently pursuing market possibilities in the Commonwealth of Independent States (CIS) as well as in the People's Republic of China.

Plant Size: 60,000 square feet.

Average Work Force: 30 - 70

Gross Sales: \$5 Million

Export Sales: \$2 Million

Ratio Commercial/Defence Exports: 60% - 40%

Qualifications: Government certificates, Military certificates

Date: August 4, 1992

AIR CANADA

P.O. Box 9000
Montreal International Airport
Dorval, Québec
H4Y 1C2

Contact: Bill Madden
Manager, Marketing Services
Tel: (514) 422-7015
Fax: (514) 422-7706

Keywords: An Airline with extensive maintenance capabilities on Boeing 727, 747, 767, Douglas DC8, DC9, Airbus A320 Aircraft; P&W JT8D, JT9D-7, JT9D-7R4, CFMI and CFM56 engines, Garrett Auxiliary Power Units; in-house aircraft and engine unit repair facilities as well as technical flight operations and in-flight training facilities.

History: 55 years experience in the Airline maintenance business. We have representatives from Boeing, Airbus, P&W, CFMI, Hamilton Standards and Garrett on site.

Capability/Products: Air Canada has widebody aircraft hangars in Montreal, Toronto and Vancouver with major aircraft maintenance facilities in Montreal, Toronto and Winnipeg. The support shops for aircraft units, sheet metal, paint, machine and landing gear, repair and overhaul are in Montreal. An engine shop also located in Montreal has complete repair/ overhaul and test facilities for JT8D, JT9D, CFM56 engines and Auxiliary Power Units.

Experience: Facilities for aircraft and engine heavy maintenance and ATE for electronic aircraft and engine units.

Current Market Activity: Industry Publication, Conferences, Air shows, Word of mouth through the industry.

Rank Export Countries: USA, Arabic countries, France.

Market Strategy: North America, Arabic countries, Europe, South America.

Plant Size: Widebody hangar capacity of (4) aircraft at one time, engine shop capacity for (20) narrowbody engines continually.

Average Work Force: 4000

Ratio Commercial/Defence Exports: Commercial only.

Qualifications: Government certifications bilateral with most NATO countries.

Date: August 5, 1992

ALBERTA AIRCRAFT OVERHAUL (1987) LIMITED

990 McTavish Road N.E.
Calgary, Alberta
T2E 7G6

Contact: Mike Webber
Tel: (403) 250-1172
Fax: (403) 250-9245

Keywords: We offer complete "one-stop-shopping" for all aviation needs. A full complement of diversified expertise is offered: design, installation, modification, re-configuration, repair or rebuild. (Aircraft structures: Civil aviation and helicopters).

History: Alberta Aircraft Overhaul (1987) Ltd. was founded in 1974 to specialize in structural repairs and modifications. It underwent re-organization in 1987 and has since obtained Transport Canada approval #5-89. It has expanded it's capabilities to include machining manufacturing.

Capability/Products: Alberta Aircraft Overhaul has vast experience with crash damage repair, modifications, refurbishments (both interior and exterior) on all types of fixed and rotary wing aircraft from minor interior/exterior repairs to major structural overhaul requiring complete teardown and rebuilding. Major and minor scheduled maintenance checks on commercial carriers such as C and D checks are also completed.

Experience: A recognized industry leader in the performance of high standard and quality workmanship in the structural maintenance field.

Market Strategy: Our prime focus is in obtaining overseas contracts. We recently completed multiple C checks repairs along with C1 Belly Skin change and C2-C3 Belly Skin change on a L1011 in Trinidad. Lockheed was very impressed with our abilities and efficiency. We have maintained contact and feel very optimistic that future work will be coming from this direction. We prefer to work at the local or national level and will certainly go wherever necessary to maintain or increase our business and skilled staff levels.

Plant Size: 2 hangers with total of 18,000 square feet.

Qualifications: Transport Canada #5-89

Date: August 6, 1992

ALLIED-SIGNAL AEROSPACE CANADA

200 Laurentien Blvd.
Montréal, Québec
H4M 2L5

Contact: Gregory F. Walker
Director of Marketing, Support Services Division
Tel: (514) 744-7465
Fax: (514) 748-4425

Keywords: Controls and valves (fuel, electronic, mechanical, environmental, temperature, de-icer), engine accessories, avionics, cockpit instruments, emergency locator transmitters, wheels and brakes, starters (electrical, air turbine), navigation equipment, communication equipment, actuation systems, auxiliary power units, engine driven compressors, cooling turbines, computer-based training, ground support equipment and technical publications.

History: Bendix Avelox and Garrett Canada are divisions of Allied-Signal Aerospace Canada (ASACa), which employ 1700 people in eight "technology and product focused" facilities across Canada. ASACa is a subsidiary of Allied-Signal Inc. based in Morristown, New Jersey.

Capability/Products: Allied-Signal Aerospace Canada provides repair and overhaul support to Regional Airlines, General Aviation, the Defense Community and Aircraft Manufacturers. ASACa specializes in Allied-Signal Aerospace and other OEM equipment.

This equipment is supported by various shops specializing in mechanical equipment (auxiliary power units, actuators, control units, pumps, valves, air cycle machines, electrical and air turbine starters, fuel controls and ancillary engine control, bleed air, cabin pressure, window heat controls, anti-icing); electrical systems (AC/DC generators, solid state inverters, engine ignition equipment and actuators); flight deck equipment (flight instruments, inertial systems, microwave, navigation, and communication equipment); aircraft support and auxiliary equipment (ground start carts, ground support test sets, airport navigation systems and radio locator beacons); calibration services (test equipment); computer-based training (operational, and maintenance).

Experience: Allied-Signal Aerospace Canada Support Services maintains a technologically current work force which includes highly skilled technicians, machinists, mechanical and electrical assemblers as well as trained professionals in all disciplines: Engineering, Marketing, Quality Assurance, Manufacturing and Product Support.

Current Market Activity: Provide services to major and regional airlines, military aircraft operators, engine repair shops, fixed-based operators and aircraft manufacturers. Allied-Signal Aerospace Canada Support Services' marketing priorities are to expand our existing customer base worldwide.

Plant Size: Allied-Signal Aerospace Canada facilities total 550,000 square feet.

Average Work Force: 1700

Gross Sales: \$202 Million

Ratio Commercial/Defence Exports: 60/40

Qualifications: Civil Aviation, Authority of the United Kingdom, Canadian Government of Transport, Federal Aviation Administration, AQAP-1, MIL-Q-9858A.

Date: August 24, 1992

ALLIED-SIGNAL AEROSPACE (BENDIX AVELEX INC) AERO-MARINE DIVISION

4440 Stark Street
International Airport South
Richmond, British Columbia
V7B 1A1

Contact: Jack Gardner
Superintendent Product Support
Tel: (604) 278-6663
Fax: (604) 278-8838

Keywords: Bendix Avelex Aero Marine Division is a recognized service centre for Bendix Engine Controls, H.R. Textron and INSCO. We service a large number of aircraft accessories of various manufacturers. (Repair overhaul, fuel system components, aircraft instruments and accessories).

Capability/Products: Specializing in fuel control systems for fixed and rotary aircraft engine models PT6A20 to PW023, Allison Models 250 C-17 through C-30 and Lycoming LTS 101.

New fully automated test bench for autopilot system for Sikorsky S76. Instrumentation for helicopters and commuter aircraft.

Hydraulic systems for all Bell 205, 206 and 212 helicopters as well as electro mechanical components.

Experience: NATO AQAP-1 recognition approved maintenance organization (M.O.T.) 3-76.

Current Market Activity: Presently sending out brochures for specific aircraft and helicopters, part #s: Bell 205, 206, 206L(L3), 212 and Sikorsky S76; fixed wing Twin Otter (DHC6) and DASH 8 (100 & 300 series). Our division has taken a systems approach to servicing our customers and aircraft rather than just servicing single components of an aircraft system.

Market Strategy:

Geographic U.S.A., Singapore, China, Phillipines and Mexico.
Provide agreements for agents to deal with these countries.
Obtain higher visibility of our exchange inventory and capabilities.

Plant Size: 30,000 square feet.

Average Work Force: 37

Gross Sales: \$15 Million

Qualifications: AMO 3-76, AQAP-1

Date: August 7, 1992

ALPINE AEROTECH LIMITED

1260 Industrial Road
Kelowna, British Columbia
V1Z 1G5

Contact: Dick Everson, President
Tel: (604) 769-6344
Fax: (604) 769-6303

Keywords:

Manufacturer and Approved Bell Structural Repair Facility.
Manufacturer of Bell Repair Fixtures.

History:

Incorporated in June 1991.
Parent: Alpine Helicopters Limited.

Capability/Products:

Bell Helicopter Approved Customer Service Facility.
Approved to do major structural repairs to: B206 Series, B205, 1212, 1412 Series, B214.
Approved to build repair fixtures.

Experience: Build repair fixtures for Bristow Helicopter Group & Bell Helicopter Services Inc.

Current Market Activity:

Trade Publication Advertising
Trade Show Participation - HAI
Telephone Solicitation - North American Operators
Personal Visits to larger North American Operators.

Rank Export Countries: U.S.A.

Market Strategy:

Target large Bell Fleet Operators in North America.
Identify large accessible Bell Fleet Operators globally.
Promote quality of repair aids, timely repairs and fixed price quotes where requested.

Plant Size: 8,100 square feet shop floor, 600 square feet offices.

Average Work Force: 1 Admin., 5 Sheet Metal Technicians, 2 Tool & Die Machinists,
1 Welder.

Gross Sales: \$500,000

Export Sales: \$200,000

Qualifications: MOT Approved Bell structural repair facility.

Date: August 11, 1992

ARDROX LIMITED

P.O. Box 814
17 - 19 Woodburn Avenue
St. Catharines, Ontario
L2R 6Y3

Contact: Pat Boyle, Director of Sales
Tel: (416) 688-1085
Fax: (416) 684-4215

Keywords: The manufacture and supply of a range of chemical products and associated equipment used during the maintenance and overhaul of aircraft and aeroengines.

History: Incorporated in 1958. Wholly owned subsidiary company of Brent Chemicals International (PLC), U.K, operating within the North American Business Group.

Capability/Products: Principal Canadian manufacturer of liquid dye penetrant systems used for Non Destructive Testing (NDT) of aerospace components; Supplier of specialized engineering process systems used with these materials; Supplier of Magnetic Particle Inspection (MPI) equipment used for NDT purposes; Custom designed units to meet customer needs; The equipment is mostly manufactured in U.S.A. but some items in Canada; Manufacturer of cleaning materials, paint/carbon/removers and corrosion. Protectives used for many applications during the manufacture, repair, overhaul and maintenance of aircraft.

Experience: Chemical requirements for the Aerospace Industry. Many of our staff worldwide and in North America have been recruited from the Aerospace Industry.

Current Market Activity:

- Products are sold directly to end users or through distributors.
- Products are marketed and sold on the basis of full compliance with all major aerospace specifications and full approval of airframe and engine manufacturers.
- Being part of an International Group, our products are marketed for global applications to all aerospace specifications which are now internationalized.
- ARDROX Canada is the only Canadian company manufacturing a range of NDT products for the Canadian market. Accordingly, we respond and react very quickly to customer needs.
- We are active members of various Technical Boards and Committees in Canada - e.g. CGSB and CSNDT.

Rank Export Countries: U.S.A., Far East (Singapore, Hong Kong), Middle East (UAE).

Market Strategy: Our priorities are based on supplying our product range to meet specific needs of all Aerospace users in Canada. We therefore, are very active in the Aerospace Industry Centres: Montreal, Toronto, Vancouver, Calgary, Halifax and Winnipeg.

Plant Size: 14,000 square feet, St. Catharines office, Laboratory included.

Average Work Force: Manufacturing - 3, Finance/Admin. - 3, Quality Control - 1, Sales/Service - 2.

Gross Sales: \$3 Million

Export Sales: \$100,000

Ratio Commercial/Defence Exports: No Defence Exports.

Date: July 31, 1992

ATLANTIC TURBINES INC.

P.O. Box 150
Summerside, P.E.I.
C1N 4P6

Contact: Rod Herbert
Tel: (902) 436-1333
Fax: (902) 436-0777

Keywords: Engine Repair and Overhaul, PW100 Series.

History: Incorporated in 1990. Wholly owned subsidiary of Canadian Helicopter Corporation.

Capability/Products:

Full Overhaul Tooling PW 118/118A, 120/121, 120A/121, 123.

Repair Capability - plasma, welding, machine shop.

Nozzle Airflow Test.

Experience: Repair Development.

Current Market Activity: American Regional Carriers, Europlan Regional Carriers, African Regional Carriers.

Rank Export Countries: U.S.A.

Market Strategy: USA - Regional Airlines, Pricing & Service.

Average Work Force: Total 50 - Technicians 36, Engineers 6, Administration 8.

Qualifications: MOT, Pratt & Whitney Canada.

Date: August 17, 1992

ATLAS SPECIALTY STEELS

One Centre Street
P.O. Box 1000
Welland, Ontario
L3B 5R7

Contact: David Pastirik, Director of Marketing
Tel: (416) 735-5661
Fax: (416) 735-7282

Keywords: Specialty steelmaking, steel, stainless steel, VAR steel.

History: Integrated maker of specialty steels since 1928.

Capability/Products: Melting, rolling, forging, heat treating and finishing of specialty steels for aerospace applications.

Successful in North America, Europe and other international markets.

Current Market Activity: Suppliers to: Boeing, McDonnell Douglas, Lockheed, Airesearch, Bendix, Bell Helicopter, Pratt & Whitney, Sikorsky, General Dynamics and Grumman Aircraft.

Rank Export Countries: United States, South Korea, United Kingdom.

Average Work Force: 1200

Qualifications: Customer specific.

Date: August 12, 1992

AUTOMATED SPRING INDUSTRIES INC.

60 Coronet Road
Etobicoke, Ontario
M8Z 2M1

Contact: Jeff Wharin, General Manager
Tel: (416)
Fax: (416) 678-1798

Keywords: Manufacture precision mechanical springs and wire forms. (Landing gear services).

History: Incorporated in 1972. Affiliated with Bohne Spring and Incorporated in 1940.

Capability/Products: Compression Springs, Extension Springs, Torsion Springs, Wire Forming.

Experience: Design Assistance.

Current Market Activity: Direct Sales.

Plant Size: 16,000 square feet.

Qualifications: AQAP

Date: August 4, 1992

AVIATRON INC.

5212 Harwood Blvd.
Hudson, Québec
JOP 1H0

Contact: Hans Krause, President
Tel: (514) 458-7061
Fax: (514) 458-0807

Keywords: Since 1967 - Holder of Canadian, CAA and German aircraft maintenance, engineering licence. (Maintenance, Repairs and Overhaul: Engines, Landing Gear, Gearboxes, APU's and Ground Equipment).

History: Aviatron Inc. is owned by Hans Krause and was founded in June 1979. Subsidiaries: Aviatron Pacific (Vancouver) 1988, Aviatron USA (Burlington VT) since 1991.

Capability/Products: Overhaul and repair of most electro-mechanical aircraft accessories and components (starter generators, generator control units, pumps, actuators, valves and switches).

Authorized service representatives for Lucas Aerospace, Intertechnique Zénith and Hella.

Experience: Unequalled reputation for superior quality, service, customer support and workmanship on civil, general aviation, helicopter and light aircraft.

Current Market Activity: Customer support and visits, most aircraft symposiums and conferences.

Market Strategy:

Hudson Office: Oversees the Eastern Aviation Industry.

Vancouver: Oversees the Western Aviation Industry.

Burlington VT: Oversees the North Eastern American Aviation Industry.

Plant Size: Hudson - 6500 square feet, Vancouver - 2500 square feet, Burlington - 1450 square feet and Hangar 2520 square feet.

Average Work Force: 9 Technicians, 7 Admin.

Qualifications: Transport Canada approval.

Date: July 31, 1992

BTL DIVISION OF APC

11 Dohme Avenue
Toronto, Ontario
M4B 1Y7

Contact: John Meggeson, President
Tel: (416) 752-2224
Fax: (416) 752-6719

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

BENDIX AVELEX INC. (ALLIED-SIGNAL AEROSPACE CANADA)

Mailing:
P.O. Box 2140
St. Laurent, Québec
H4L 4X8

Plant:
200 Laurentien Blvd.
St. Laurent, Québec
H4M 2L5

Contact: Robert Egery, V.P., Marketing
Tel: (514) 744-2811
Fax: (514) 748-4419

Keywords: Artillery Alignment and Control Systems; Avionics; Brake Parts; Compass Systems; Drone Alignment Systems; Electro-Optics; Engine Fuel Control Systems; Fuel Control; ILS; Image Intensification; Instruments; Machining; Navigation; Navigation Systems; Night Vision; Precision Machining; R&O (Avionics); R&O (Components); R&O (Fuel Controls); Computer Based Training; Radar; Thermal Imaging; Training; Wheel Parts.

History: Bendix Avelex Inc. is a unit of Allied-Signal Aerospace Canada. From its beginning in Montreal, Québec (1931), Bendix Avelex has grown into a world-class supplier of high-technology defense electronics and aerospace products and services. Products include thermal imaging systems, night vision goggles, vehicle navigation systems, artillery gun alignment and control systems, computer-based training systems and aircraft engine control systems and accessories. Services include ILS planning and analysis, engineering support services, repair and overhaul, comprehensive after-sales services, product support and bilingual technical publications capability. The entire operation is supported by an integrated configuration control and data management group.

Capability/Products: Bendix Avelex has established solid expertise in a wide range of engineering disciplines which include digital/analogue electronics, software development, electro-optics, thermal imaging, lasers, simulation, communications, geomagnetism, pneumatics, and fluid dynamics and hydro-mechanics.

These broad engineering skills are applied to the design of highly reliable products meeting stringent specifications in the fields of defense, aerospace, and general aviation for national and international customers.

The Bendix Avelex Total Quality Management Program ensures that reliability and dependability are designed in the product. This quality control system meets Canadian, US, and NATO standards (AQAP-1) and is approved by the Canadian airworthiness authorities. Bendix is a customer oriented company committed to timely, cost effective response and support.

The electronics manufacturing facility is equipped with latest generation continuous flow soldering and conformal coating equipment; environmental test cells which include sinusoidal and quasi-random vibration systems; burn-in chambers; automatic test equipment for PCB diagnostics and repair; and a class 100 clean room. The precision machining facility reflects the latest advances in metal removal technology, capable of consistently achieving tolerances of 50 millionths of an inch. High performance machines include 3 and 4 axis CNC and DNC machining centers, CNC lathes, programmable precision grinders and many other sophisticated machine tools.

The Support Services Division of Bendix Avelex provides a diverse range of integrated logistic support services. These include complete life cycle management and systems engineering support services, technical publications, training programs, as well as the traditional repair and overhaul of Bendix Avelex proprietary aerospace and defense products. In addition, support spans 64 NATO classes and is also provided for the products of more than 300 different original equipment manufacturers.

Experience: Bendix Avelex Inc.'s present customers include the Canadian Department of National Defence (Gun Alignment and Control Systems, Electro-optics, Night Vision Systems, Video Interactive Gunnery Simulators, Operations Tactical Training Simulators, repair and overhaul of aircraft instruments, accessories, navigation aids and airborne radar), Transport Canada (Position Adjustable Range Reference Orientation Transponders), Pratt & Whitney Canada (engine control systems), Air Canada (wheel and brake parts and instruments), DeHavilland (avionics equipment, flight and engine instruments and accessories), Canadair (electrical connectors, drone alignment systems and aircraft accessories), General Electric (USA) (engine fuel control systems), and Martin Marietta (Optical Encoder). With this wide range of capabilities and expertise Avelex is a competitive source for US DOD repair and support programs.

Current Market Activity: Mostly working on thermal imaging technology, pushing our avionics and accessories repair and overhaul business, starting on the computer-based training systems market as well as in the test equipment calibration market. Finally pushing our engine controls and accessories.

Market Strategy: Engine controls and accessories - CIS, Eastern Europe, Asia.
Thermal Imaging - Asia, Europe, US.
Computer-Based Training Systems - US, Asia, Canada.

Plant Size: Montreal - 220,000 square feet, Vancouver - 32,000 square feet, Cornwall - 21,000 square feet, Summerside - 15,000 square feet, Hawkesbury - 9,000 square feet.

Average Work Force: Engineering - 125, Production - 325, Marketing - 20, Others - 325.

Gross Sales: 1988 - \$85 Million, 1989 - \$89 Million, 1990 - \$82 Million, 1991 - \$86 Million.

Qualifications: World Aviation Authorities, Government & Military Certificates.

Date: August 13, 1992

BLASTWORKS INC.

4390 Paletta Court
Burlington, Ontario
L7L 5R2

Contact: Ken I'Anson, Vice President, Sales
Tel: (416) 681-2030
Fax: (416) 681-2814

Keywords: Manufacturer of custom designed and built shot peening and blast cleaning equipment.

History: Ontario Corporation, Incorporated in May 1989.

Capability/Products: Leading Canadian manufacturer of automated and semi-automated shot peening and blast cleaning equipment.

Equipment uses compressed air method of blast media propulsion. Machines are custom designed to suit end users production requirements, workpiece size and shape, material handling needs, budget, space limitations and final work specifications.

Aerospace applications have primarily centred around shot peening equipment for components such as peening equipment for components such as aircraft wheels, brakes and wing components. Blastworks equipment has been installed at six aerospace plants to date.

Experience: Four principals of this company average 11 years experience in the shot peening/blast cleaning industry. Blastworks is focusing on computer controlled shot peening equipment for highly repeatable results.

Current Market Activity: Products distributed through independent agents located throughout North America.

Sales leads are supported by the factory with written proposals, proposed equipment layout drawings and personal plant visits.

Primary sales efforts have concentrated on Central and Eastern U.S.A. and Eastern Canada.

Advertising found in the Thomas Registry, Fraser's Directories and The Shot Penner.

Rank Export Countries: U.S.A.

Market Strategy: Preferred sales areas are Central and Eastern U.S.A. and Eastern Canada. Equipment has also been shipped to California, Washington, Oregon and Utah in the Western U.S.A. One machine is located in Singapore and one in Korea, both having been sold to U.S. based companies with major equipment contracts in these countries.

Plant Size: 6,000 square feet.

Average Work Force: Admin. - 2, Sales - 2, Design - 3, Manufacturing - 6.

Gross Sales: \$1.5 Million

Export Sales: \$1 Million

Ratio Commercial/Defence Exports: 4:1

Qualifications: AQAP-9 NATO

Date: August 10, 1992

BOEING CANADA TECHNOLOGY LIMITED (ARNPRIOR DIVISION)

Baskin Drive East
Arnprior, Ontario
K7S 3M1

Contact: James E. Sawyer, President
Tel: (613) 623-1702
Fax: (613) 623-9444

Keywords: BCTL has 40 years of aerospace related experience in manufacturing metal parts and components, composite parts and major sub-assemblies while providing excellent technical publication and engineering services.

History: BCTL is a subsidiary of Boeing Commercial Airplane Group with plants in Arnprior, Ontario since 1954 and Winnipeg, Manitoba since 1971.

Capability/Products:

Complete full services for helicopter repair and overhaul of airframe and components.

Sheet metal fabrication and assembly.

Machine shop and special processes.

Filament wound ducts.

Composite components.

Major assemblies.

Special tools and equipment: Autoclaves, CNC cloth cutting, CNC lathes, CNC mills, CNC trim.

Experience: Airframe repair and overhaul, components, filament winding, composite fabrication, publication services.

Current Market Activity: International only.

Plant Size: Arnprior - 200 square feet, Winnipeg - 600,000 square feet.

Gross Sales: \$200 Million

Export Sales: \$180 Million

Qualifications: Military approvals.

Date: September 11, 1992

BOMBARDIER INC. (CANADAIR) MILITARY AIRCRAFT DIVISION

10 000, rue Cargo A-4
Aéroport international de Montréal, Mirabel
Mirabel, Québec
J7N 1H3

Contact: Jeremy Cartlidge
Sales Manager, Aircraft Programs
Tel: (514) 476-4325
Fax: (514) 476-4460

Keywords: System and Structural Engineering, Special Mission Aircraft, Aircraft Maintenance, Logistics Services, Aviation Training, Quality/Program Management. (Avionics, Aircraft Structures).

History: The Military Aircraft Division is part of the Canadair Group of Bombardier Inc. Bombardier is a publicly-traded Canadian Corporation engaged in design, development, manufacturing and marketing activities in the fields of transportation, motorized consumer products and aerospace.

Capability/Products: Systems Engineering, Structural Engineering, Customized Special Mission Aircraft (minor MODS to full mission suites), Program Management, Aircraft Maintenance Services, Component Repair and Overhaul, Parts Manufacture, Tool Manufacture, Technical Publications, Integrated Logistic Support, Data Management Systems, Configuration Management, Customer Training, Canadian Aviation Training Centre.

Experience: Systems Software and Aircraft Engineering Support for the Canadian Forces Fleet of CF-18 Aircraft.

Military Aircraft: Canadair provides systems engineering and technical support at a modern, dedicated facility at the Montreal International Airport, Mirabel, for several military aircraft including the entire Canadian Forces fleet of CF-18 jet fighters. For this activity, Canadair, as prime contractor, is responsible for program management and for airframe and associated systems.

As part of its integrated logistic support activities, Canadair supplies spare parts, component repair and overhaul, manufacturing at the subassembly level, technical publications services, structural testing, engineering support, designing avionic upgrades, and logistic studies and analyses. Examples of these activities are the full scale Durability and Damage Tolerance Test (DADTT) on a CF-5 aircraft and the International Follow On Structure Test Program (IFOSTP) on a CF-18 aircraft.

The Military Aircraft Division of Canadair provides military and civil aviation training at the Canadian Aviation Training Centre of Portage la Prairie, Manitoba. It also specializes in the missionization of aircraft such as the Challenger, the Regional Jet and the Dash-8.

Ratio Commercial/Defence Exports: Mainly Defence.

Plant Size: 22,000 square metres (237,000 square feet).

Average Work Force: 650

Ratio Commercial/Defence Exports: Mainly Defence.

Qualifications: Military Certificates.

Date: August 13, 1992

BRANTFORD AIR CENTRE LIMITED

P.O. Box 274
Brantford, Ontario
N3T 5M8

Contact: S.C. Field
Tel: (519) 753-7022
Fax: (519) 758-0530

Keywords: Complete airframe overhaul, repair and modifications. Avionics repair, installation and modifications. (Structures, avionics, modifications).

History: Incorporated June 1972 with Brantford Municipal Airport - 3 Partners.

Capability/Products: Dealers for most major avionics manufacturers. Cockpit voice recorder, installations, GPS, moving maps, navigation, communications.

Experience:

Panel MODS/Interiors.
Installation/Factory Courses Garrett and P&W MIG 29.

Current Market Activity:

Mostly confined to Canada.
Limited Advertising.
Mostly word of mouth.

Market Strategy:

Would like to expand to larger A/C and military contracts and the expansion of avionic equipment sales to Europe and Africa.

Plant Size: 40,000 square feet.
Average Work Force: 20
Gross Sales: \$1.75 Million
Qualifications: MOT
Date: August 24, 1992

BRISTOL AEROSPACE LIMITED

P.O. Box 874
660 Berry Street
Winnipeg, Manitoba
R3C 2S4

Contact: R.C. Walker, Marketing Services
Tel: (204) 775-8331
Fax: (204) 783-2042

History: Bristol Aerospace Limited is Western Canada's largest aerospace company. Founded in 1930, Bristol currently employs some 1650 people in the design, development, manufacture, and maintenance of a wide range of aerospace and high-tech products.

Capability/Products: F-5 Life Extension & Performance Enhancements: The designated support centre for the Canadian Forces' F-5, the re-living of the wing, dorsal longeron, stabilizers, formers, wiring and upgrading the avionics.

CRV7 Rocket Weapon System: CRV7 is available for both fixed or rotary wing aircraft. Extremely cost effective with demonstrated reliability of over 99%. It is in service in Canada and with various forces of NATO, Asean and Australasia.

Wire Strike Protection System: Bristol's WSPS is designed to provide a significant measure of protection against frontal strikes from horizontally strung mechanical, power and communications wire and cables. This is a low-cost, proprietary product, lightweight and maintenance-free for use on most makes and models of helicopters, military and commercial aircraft.

Black Brant Sounding Rockets: Bristol's solid propellant, single or multi-stage rockets provide the lowest cost access to space. Black Brants can carry payloads to altitudes in excess of 1500 kilometres.

Aeroengine and Aerostructure Components: Bristol undertakes work on some of the world's major aeroengine and aerostructure programs and embraces a complete spectrum of technology in a wide range of composites, exotic materials and manufacturing operations.

Helicopter Repair & Overhaul: A repair and overhaul contractor for the Canadian Forces' Bell family of helicopters in structural and dynamic components as well as avionics integration and development of "night vision" instrumentation.

Space Science Research: Development, manufacture, integration and packaging of space payloads for sounding rockets and NASA's space shuttle program, small satellite development.

Targets: A wide variety of remote controlled targets for training and testing many of the world's best weapon systems.

Experience: Bristol is the world leader in F-5 aircraft modernization and a world class designer, developer and manufacturer of a wide range of aerospace and high-tech products.

Bristol's machine shops are equipped with advanced numerically controlled machines used in the fabrication of a new generation of complex components for gas turbine engines. Bristol has a centralized 75,000 square foot center which houses the Company's extensive CNC machining capability, further enhancing its status as a Canadian leader in manufacturing technology. Bristol has a growing and substantial expertise in manufacturing using composite materials.

Modern CAD/CAM facilities enable Bristol's engineers to perform all of the functions ranging from product design to the programming of the various numerically controlled machines. All activities at Bristol are supported by a test and development laboratory equipped to carry out physical, mechanical, metallurgical, chemical and electric testing together with non-destructive testing employing x-ray, ultra-sonic and eddy current techniques.

Market Strategy: Southeast Asia - F5 modernization, CRV7 Rocket Weapon System, WSPS (Wire Strike Protection System), Europe/Middle East, South America - F5 modernization, WSPS.

Plant Size: 620,000 square feet.

Average Work Force: 1500 employees, 140 engineers and technologists.

Gross Sales: \$150 Million

Export Sales: \$60 Million

Ratio Commercial/Defence Exports: 30:70

Qualifications: AQAP-1

Date: August 31, 1992

C-TECH LIMITED

P.O. Box 1960
525 Boundary Road
Cornwall, Ontario
K6H 6N7

Contact: George Boszormeny
Director, Special Programs
Tel: (613) 933-7970
Fax: (613) 933-7977

Keywords: Manufacture and assembly of electronic assemblies and subassemblies (Printed Wiring Boards) Wire Harnesses and Wire Harness Assemblies, Backplane Wiring, repairs of same. Quality assurance to AQAP 1 (MIL-Q-9858A), workmanship certification to MIL-STD-2000. (Electronic assembly repair and electronic equipment harnesses, combat systems electronics and sensors).

History: Incorporated in 1969, a private Canadian company specialized in design and manufacture of electronic systems and subassemblies. Customers include large U.S. corporations and Navies worldwide. Maintain repair and overhaul for AN/SOS-505 sonar and other sonars.

Capability/Products: Designer and manufacturer of sonar systems and other electronic systems and assemblies. Product line includes sonar systems for commercial and military applications, electronic modules (Military) for military and high reliability commercial applications.

Products for build to print manufacturing include radar systems, weapons electronic subassemblies, naval combat system equipment. Repair and overhaul service for combat system electronics and sensors. Build to print manufacturing of wire harness assemblies and back plane wiring. Special capabilities and tooling for various electronic module and subassembly production/assembly/repair and special test equipment for system, assembly and subassembly testing.

Experience: Designer and manufacturer of light sonar systems for coastal water applications. Manufacturer and assembler of quality military systems and electronic assemblies and subassemblies. Received various achievement awards from large corporations and Navies.

Current Market Activity: Our marketing activities are worldwide with agents and/or representatives in key countries.

We market our capabilities as potential team members in large programs with large corporations and we market our product line for direct sales to end users.

Rank Export Countries: Denmark, Sweden, U.S.A., Portugal

Market Strategy: This information is proprietary and not available for general publication for obvious competitive reasons.

Plant Size: 110,000 square feet, 95,000 square feet for production and assembly and related work (Repair/Overhaul, Testing etc.).

Average Work Force: Total of 140 employees. This includes 40 engineers, 20 administration, 80 production.

Gross Sales: \$10 Million

Export Sales: \$8 Million

Ratio Commercial/Defence Exports: 10% Commercial, 90% Defence

Qualifications: NATO AQAP-1, MIL-STD-2000, MIL-M-28/8

Date: August 4, 1992

CASP AEROSPACE INC.

98 Columbus Street
Pointe-Claire, Québec
H9R 4K4

Contact: A.J. Thomson, President
Tel: (514) 630-7777
Fax: (514) 630-9999

Keywords: Repair and overhaul of engine fire extinguishers, breathing oxygen equipment and air inflation equipment for over 20 years.

History: CASP Aerospace was formed in 1988 through the merger of operations of Canadian Aviation Safety Products (1985) and CFH Industries Aerospace Division (1969).

Capability/Products:

Authorized repair centre for Walter Kidde, Kidde-Graviner, Kidde-Dexaero.

Pacific Scientific - HTL Engine Fire Extinguishers.

Manufacturers, Scott, Puritan, Bennett, Sabre Industries.

Breathing Oxygen Component Manufacturers: Contracts with the Canadian Military for F-18 Engine Fire Extinguisher, F-18 Pilot Oxygen Regulator and F-18 LAU Missile Nitrogen Receiver.

Experience: One of only a few such companies in the world carrying NATO AQAP-4 quality assurance recognition.

Current Market Activity:

Direct sales calls on major and regional carriers and DND.

Exhibiting at Aircraft Industry Trade Shows.

Advertising in Canadian Aircraft Industry Trade Journals.

Attending Aircraft Industry functions.

Rank Export Countries: U.S.A.

Market Strategy: Obtain ISO-9002 recognition. Market our services through SPEC-2000R.

Plant Size: 9,000 square feet.

Average Work Force: Engineers 1, Admin. Staff 8, Technicians 10.

Gross Sales: \$3 Million

Export Sales: 250,000

Ratio Commercial/Defence Exports: Defence Exports

Qualifications: Transport Canada AMO 327-91, AQAP-4, NATO.

Date: August 21, 1992

C.E.L. AEROSPACE TEST EQUIPMENT LIMITED

375, boul. Roland-Therrien
Suite 502
Longueuil, Québec
J4H 4A6

Contact: Charles Lussier, President
Tel: (514) 442-9994
Fax: (514) 442-1149

Keywords: C.E.L. Aerospace Test Equipment manufactures engine test equipment and engine accessory test equipment. We specialize in turboshaft, turboprop and turbojet/turboprop testing. We offer complete turnkey test facilities or specific products and engineering services. Our expertise is offered internationally.

History: After accumulating years of experience gained while working at major engine manufacturers, a small group of investors/engineers pooled their resources and founded C.E.L. Aerospace Test Equipment Ltd. in 1988. From these beginnings, the company quickly grew to provide complete multi-million dollar turnkey test facilities. CEL's headquarters are located in Montreal and they operate a business development office in Connecticut, U.S.A.

Capability/Products: Company expertise includes understanding of transient testing requirements for turbine engines and developing practical solutions to meet these requirements. In particular, for turboshaft and turboprop testing, CEL is presently developing a water dynamometer for medium to high speed range. CEL has already developed a multi-engine model test stand which allows a better utilization of test cells by companies whose fleet is composed of different engine models. CEL has also developed a state-of-the-art fuel nozzle test stand for the Pratt & Whitney Canada PW100 family of engines. The Company is the only source of fuel nozzle test stands recommended in the Pratt & Whitney Canada Component Maintenance Manual CMM # 3037038 and 3037326. CEL also developed an Inlet Guide Vane (IGVA) automatic tester for the Pratt & Whitney Canada PW901 APU engine family. Although CEL is a relatively young firm, it already has international projects to its credit. CEL has been involved in international markets since 1989 and has the capability to provide its products worldwide via an established network of agents.

Experience: CEL's staff includes engineers who have received, from Pratt & Whitney West Palm Beach/Government Engines and Space Propulsion Unit, awards for their "Outstanding Achievement" in turboshaft programs. These awards highlighted their participation and their innovative solutions to fuel control development and complete engine transient testing. In order to reduce fuel control development time, the Company has gained experience in producing test stands that will permit wave-off from autorotation and other transient manoeuvres for turboshaft engines to be completed on the ground. Our experience comprises a gearbox test stand for helicopters including the EH101.

Market Strategy: Our marketing strategies combine research of opportunities, market selection, evaluation of potential projects and associated risks, definition of methods to be used to penetrate selected markets, promotion of products and services and study of project financing.

Plant Size: Approximately 7,000 square feet.

Average Work Force: Engineers 5, Technicians 10, Administration 3.

Gross Sales: \$3.3 Million

Export Sales: \$3 Million outside Quebec.

Ratio Commercial/Defence Exports: 90% Commercial.

Qualifications: Quality Control, AQAP 4.

Date: August 18, 1992

CRL TECHNOLOGIES INC. (DIVISION OF FOREX INC.)

1695 Atmec, Unit 7
Gatineau, Québec
J8P 7G7

Contact: Pierre Desjardins, Director General
Tel: (189) 669-1955
Fax: (819) 669-3674

Keywords: Design and manufacture of night vision compatible or standard illuminated panels, bezels, keyboards, post lights, utility lights and caps. (Conversion, refurbishment: services, lighting components all aircraft).

History: Incorporated in 1986 under the name Cockpit Retrofit, became CRL Technologies in 1988 and a fully owned subsidiary of Le Groupe Forex in 1989.

Capability/Products:

Designing and manufacturing expertise in night vision compatible applications.
All cockpit related lighting components.
Night vision testing facility and equipment.

Experience: Night vision goggle compatibility expertise.

Current Market Activity:

Agent covering the Eastern part of the United States and Canada.
Advertisements in publications.

Rank Export Countries: United States, United Kingdom.

Market Strategy: Set up a marketing organization that will focus on avionics manufacturers and night vision conversion programs in the United States and United Kingdom.

Plant Size: 8,000 square feet.

Average Work Force: 3 engineers, 2 technicians, 2 admin., 12 to 20 workers.

Gross Sales: \$1 Million

Export Sales: \$800,000

Ratio Commercial/Defence Exports: 20% Commercial, 80% Military.

Qualifications: Military certifications.

Date: August 7, 1992

CSI ENGINEERING MECHANICS INC.

#501, 2201 Finche Avenue West
Weston, Ontario
M9M 2Y9

Contact: Alan C. Carr, President
Tel: (416) 741-4733
Fax: (416) 741-8872

Keywords: Consulting engineering, structural analysis, airworthiness approval. Consulting. Approvals. (Aircraft Conversions, Structures, Services: Civil/General Aviation/Helicopters).

History: Founded in 1984.

Capability/Products: To provide high technology consulting services Finite element stress and dynamic analysis of structural systems, fluid flow and heat transfer, non linear analysis plastic buckling and plastic analysis. Design of equipment and systems where the application of computer aided engineering is an important factor.

CSI assists smaller manufacturing companies in cooperation with the National Research Council to improve their products and expertise through technology transfer and training.

Experience: Airworthiness approval of pressurized aircraft and damage tolerance certified aircraft modifications. Only source in Canada for vibration fixture design and supply.

Current Market Activity: General mailing of newsletters, responding to the DSS bid opportunity system.

Rank Export Countries: USA

Market Strategy: Design of test equipment, analysis for weight reduction of road transport equipment.

Stress analysis for structural failure problems.

Plant Size: 3500 square foot offices.

Average Work Force: 10 engineers, designers.

Gross Sales: \$1 Million

Export Sales: \$50,000

Ratio Commercial/Defence Exports: 100% Commercial

Qualifications: FAA, MOT

Date: July 31, 1992

CAM AIR SERVICE CENTRE LIMITED

20540 Duncan Way, Unit 501
Langley, British Columbia
V3A 7A3

Contact: Clyde E. Vint, President
Tel: (604) 533-9611
Fax: (604) 533-1509

Keywords: Manufacturing aircraft accessories. Structural modifications, repairs and rebuilds. Welding.

History: 1983.

Capability/Products:

CAM Air Heater Bell 206 A, X, B Series
CAM Air Auxiliary Console A, B, L Series
CAM Air Bear Paws A, B, L Series
CAM Air Rain Gutters A & B Series
CAM Air Carpet Retainers A, B, L Series
CAM Air Snow Deflectors A & B Series
CAM Air Heater (MOD) A & B Series
CAM Air Ski Basket 206, 205, 204, 214
CAM Air Bear Paws 206, 205, 204, 214
CAM Air Mirror Assembly 206 Series.

Experience: Bell 206 Fuselage, Tailboom Jig Fixtures, Structural Repairs/Welding.

Current Market Activity: Retail, Looking for Distributors.

Plant Size: 300,000 square feet.

Average Work Force: 5

Qualifications: MOT

Date: August 10, 1992.

CAMETOID LIMITED

1449 Hopkins Street
Whitby, Ontario
L1N 2C2

Contact: Des Newman, President & CEO
Tel: (416) 666-3400
Fax: (416) 666-3413

Keywords: Cametoid Limited is a special process facility for the application of high technology coatings, primarily for the aerospace and defence industries.

History: Cametoid was originally incorporated in 1950 to provide high quality anodizing for aircraft landing gear components. In 1967, the company was purchased from Dowty Canada by the Newman family of Whitby, Ontario and is a wholly owned subsidiary of Newman Aerospace Incorporated, a privately owned Canadian company.

Capability/Products: The company operates two plants of 35,000 square feet at Whitby, Ontario, Canada, conveniently located just east of Metro Toronto. One plant is dedicated to conventional coatings and IVD aluminum vacuum coatings to military specifications. The second plant houses the research and development group, advanced optical coating fabrication, and the electronics manufacturing group (IMI).

The continued growth of the company has seen the formation of Cametoid Technologies Inc., strategically located in the North Eastern United States. This Manchester, Connecticut facility operates in a plant of 15,000 square feet and brings an organic and inorganic paint finish capability to the company. Additionally, protective coatings on aircraft engine components, extended IVD capacity and chemical conversion coatings enhance Cametoid's ability to provide quality services to our customers.

Cametoid has consistently implemented a structured Quality Assurance Program to AQAP 4, and maintains a quality level consistent with CSA-Z-299.2.

A commitment to leading edge technologies firmly establishes Cametoid as the Canadian source for IVD vacuum coatings, precise multi-layer optical coatings, and conventional protective coatings.

Average Work Force: 40 employees of which 10 are scientists.
Date: August 31, 1992

CAMP SYSTEMS OF CANADA LIMITED

Airway Centre
5915 Airport Road
Suite 820
Mississauga, Ontario
L4V 1T1

Contact: Peter Zatko
Sr. Aircraft Maintenance Analyst
Tel: (416) 677-2251
Fax: (416) 677-2333

Keywords: Full range of aviation management programs, services and software including maintenance management, inventory control, flight scheduling and charter quoting systems for military, government, corporate and civil operators worldwide. (R&O systems support/services).

History: Formed in 1977. Affiliated with CAMP SYSTEMS INC., McLaughlin Research Corporation, and Sonovision ITEP Technologies.

Capability/Products:

CAMP - Full service aircraft maintenance management system, generating total maintenance control reports, procedural work cards, data quality assurance, bi-directional worldwide data communications link and personal analyst support.

ANDROMEDA - PC based maintenance, inventory control, charter quotation and flight scheduling.

Experience: Endorsed by the leading corporate aircraft manufacturers, utilized by various civil, military and government agencies. Professional maintenance analysts dedicated to each aircraft type.

Rank Export Countries: USA, Mexico.

Gross Sales: \$2 Million
Export Sales: \$1.3 Million
Date: August 7, 1992

CANADA ALLOY CASTINGS & CANADA INVESTMENT CASTINGS

529 Manitou Drive
Kitchener, Ontario
N2C 1S2

Contact: Doug Livingstone, Sales Engineer
Tel: (519) 895-1161
Fax: (519) 895-1169

Keywords: Pressure retaining pumps-valves, nuclear approved quality, military approved naval, land equipment and weapons systems.

History: In business over 35 years.

Experience: Sole source to Textron-Lycoming for parts of M1A1 tank engine.

Rank Export Countries: U.S.A., Scotland, Australia.

Market Strategies: Canada, U.S.A. Currently covered by full time sales engineers. We had attended numerous trade shows and SUBCON's both with the Canadian government and independently. We wish to be involved in the aerospace field.

Plant Size: 85,000 square feet and 25,000 square feet.

Average Work Force: 150 - 200

Ratio Commercial/Defence Exports: 40%

Qualifications: Military certificates.

Date: August 10, 1992

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

CANADIAN AIRCRAFT PRODUCTS

2611 Viscount Way
Richmond, British Columbia
V6V 1M9

Contact: Ken Paget, Marketing
Tel: (604) 278-9821
Fax: (604) 278-9618

Keywords: Design, manufacturer of aircraft structures, aircraft battle damage analysis, assembly metal bonding, composite layup.

History: In business since 1955 developed from initial 20,000 square feet to 100,000 square feet.

Capability/Products: Primarily involved in the design and manufacture of structural components such as horizontal stabilizers, elevators, rudders, spoilers, flap veins, leading edges etc. in conventional light alloy or thermoset composite materials. Caps quality assurance system is in compliance with AQAP-1.

Experience: Design, manufacture and assembly of control surfaces.

Current Market Activity: Lot of focus on new business development primarily in U.S.A.

Rank Export Countries: U.S.A.

Market Strategy: Build OEM, build spares, repair and overhaul. Geographic priority - U.S.A.
Personal visits to selected (targeted) clientele with regular follow up contact.

Plant Size: 100,000 square feet.

Average Work Force: 200

Gross Sales: \$25 Million

Export Sales: \$5 Million

Ratio Commercial/Defence Exports: 100% Commercial.

Qualifications: AQAP-1, NATO.

Date: September 10, 1992

CANADIAN AIRLINES INTERNATIONAL LIMITED

Mail Drop: YVR0248
6001 Grant McConachie Way
Vancouver International Airport
British Columbia
V7B 1V1

Contact: W.C. Sawatzky
Director, Technical Sales & Contracts
Tel: (604) 270-5636
Fax: (604) 270-5143

Keywords: Aircraft Maintenance, Line and Heavy Maintenance Engine, APU and Component Overhaul.

History: A subsidiary of PWA Corporation. Formed in 1987 by the amalgamation of five domestic and international airlines.

Capability/Products: A wide range of maintenance and engineering support for the operation of the following aircraft and engine types.

Boeing 707, 737, 747, 767
McDonald Douglas DC10
Airbus A310, A320
PW JT80-7 to 17
GE CF6-50, CF6-80C
CFMI, CFM 56-5
Garret GTCP85, GTCP36

Experience: Structural inspections and repairs including supplemental structural inspections in support of aging aircraft.

Boeing 767-300 180 min. E.R.O.P.S..
Outstanding engine reliability.
E.C.A.S. installation.
Interior reconfiguration.

Current Market Activity: Boeing 707, 737 and McDonald Douglas DC10 Heavy Maintenance; JT8 and CF6 Engine Overhaul, Component Overhaul, Line Maintenance Support.

Rank Export Countries: U.S.A.

Market Strategy: Marketing activities mainly, but not limited to, North/South America and the Pacific Rim.

Plant Size: Vancouver - 1 million square feet, Calgary - 228,000 square feet.

Average Work Force: 3,400

Gross Sales: \$20 Million

Export Sales: \$3.5 Million

Ratio Commercial/Defence Exports: 86%

Qualifications: Transport Canada/FAA, Canadian DND/U.S. DOD.

Date: August 17, 1992

CANADIAN ARROWSPACE INC.

5420 - 11 Street N.E.
Calgary, Alberta
T2E 7E9

Contact: Brian Rosebrugh, President
Tel: (403) 275-3506
Fax: (403) 275-3505

Keywords: Repair overhaul and modify Canadian aircraft.

Product & Company Information: Repair, overhaul and modify Boeing 727-100 aircraft and including the following:

- installation of Boeing designed cargo doors.
- manufacturing these doors in Canada under license.
- installation of the Federal Express Stage III hush kits.
- manufacturing the hush kits in Canada under license.
- completion of a heavy 'C' check on each aircraft.
- completion of extensive avionics modifications.
- completion of extensive interior modifications.

Capability: Canadian Arrowspace is a new commercial aircraft company and capabilities in the following areas:

Commercial Aircraft Overhaul - specializing in Boeing 727, 707, 737 includes 'C' & 'D' level inspections, 'SSID' inspections.

Commercial Aircraft Modifications - Boeing 727-100 includes cargo door manufacturing and installations, stage III hush kit installation, avionics upgrades; and

Capability to provide extensive overhaul and maintenance to commuter and corporate aircraft, based on the certification of our staff.

Current Market Activity: We intend to concentrate most of our efforts on the civilian international commercial aircraft operators. Working with military organization is not currently under consideration.

Our focus will be on Boeing products but a considerable number of the technical staff available to us have experience on McDonnell Douglas, Fokker, Airbus, Convair and Lockheed aircraft.

We will have completed the first aircraft in October of 1992 and will subsequently receive formal Transport Canada Approval of our facilities. This approval is recognized worldwide.

Plant Size: 200,000 square feet.

CANADIAN COMPONENT SERVICES (CCS)

3531 Viking Way
Richmond, British Columbia
V6V 1W1

Contact: Jim Campbell, V.P., Operations
Gary Leskiw, Director of Marketing
Tel: (604) 270-8255
Fax: (604) 270-8240

Keywords: R&O (Helicopter), Dynamic Components, Accessories, Airframe, Avionics, Hydraulics, Electrical, Mechanical, Electromechanical, Inventory (Helicopter) Parts Sales, Spares Loan/Exchange.

History: Canadian Component Services is a division of the Repair and Overhaul Group of Canadian Helicopters Limited. Affiliated R&O divisions are Canadian Gas Turbines (CGT) in Langley, B.C. and Atlantic Turbines Inc. (ATI) in Summerside, P.E.I. Canadian Helicopters Limited was formed in 1987 through the amalgamation of Sealand Helicopters, Toronto Helicopters, and Okanagan Helicopters.

Capability: CCS has extensive repair and overhaul capabilities for dynamic components from the following commercial aircraft and their military equivalents:

Bell 204, 205A, 206B, 206L/L1/L3, 212, 214B/ST, 412.

Aerospatiale AS350, AS355.

Sikorsky S58, S61, S76.

CCS' Accessory capabilities include:

Hydraulics - Servos, Pumps, Cylinders, Dampers, Landing Gear Actuators.

Electrical - Starter Generators, Batteries, Relays, Blowers, Heaters, Ignition Units, Beacons, Landing Lights, Fans.

Electromechanical - Actuators, Contactors, Cargo Hooks, Fire Bottles, Load cells.

CCS is a Transport Canada Approved Maintenance Organization and holds Service Centre certificates from many manufacturers including Bell and Sikorsky.

Experience/Market Activity: CCS benefits from over 40 years of helicopter operations and maintenance experience by Canadian Helicopters and its forbearers. CCS supports the Canadian DND, Coast Guard, and RCMP plus an extensive list of commercial customers in Canada, the U.S., Mexico, South America, the South Pacific, Australia, China, Thailand, Malaysia, Africa, the British Isles, Greenland, and continental Europe.

Marketing Priorities: To expand our worldwide market share in our current product lines through competitive pricing and turnaround and excellent quality. To identify new product lines where the need exists for exceptional repair and overhaul services.

Equipment: All necessary facilities for R&O are available for Disassembly, Cleaning, NDT, Inspection, Reassembly, and Testing in accordance with the appropriate Manufacturer's overhaul or maintenance manuals.

Plant Size: 45,000 square feet.

Average Work Force: Technicians - 38, Support - 37

Gross Sales: 1991/92 - \$14 Million, 1992/93 - \$18 Million (Budgeted).

Qualifications: Transport Canada 231-91, AQAP-4, AQAP-1 pending.

Date: August 10, 1992

CANADIAN MARCONI COMPANY (CMC)

2442 Trenton Avenue
Montreal, Québec
H3P 1Y9

Contact: Alan Barker, General Manager
Customer Support Avionics Division
Tel: (514) 340-3093
Fax: (514) 340-3100

Keywords: CMC has been designing and building communication and electronic systems since 1903. The company is one of Canada's foremost suppliers of high-technology electronic components and products to the North American defence market, and to civil and private aviation and aerospace organizations.

History: CMC is a publicly held Canadian corporation with the General Electric Company, P.L.C. (GEC) of the United Kingdom as a major shareholder.

Capability/Products: CMC business activities focus on the Aerospace and Communications sectors, in the following areas:

Aerospace: Commercial Navigation Systems, Flight Systems, Doppler Navigation Systems, Opto Electronics, Vertical Display Systems, Cockpit Management Systems, Display Systems, Adaptive Antennas, Monitoring and Processing Systems, System Engineering, Radar Systems, Microelectronics, Power Conversion, and Magnetic Products, Customer Support.

Communication: Tactical Radios, Next Generation Radios, Area Communications Systems, Vehicle Communication Systems, Datacomm Products, Facsimile Products, Telex Transmission Equipment, Telex/Data Switching, Combined Fax/Telex Networks, Marine Products, Land Communications, Electronic Test Instruments, Security Systems, Calibration and Repair.

Current Market Activity: Our current marketing activity is the promotion of Avionics Repair and Overhaul capabilities to Canadian and European Aircraft Maintenance Companies, Avionics Manufacturers and Defence Departments.

Rank Export Countries: Worldwide.

Market Strategy: To provide third party repair, overhaul and refurbishment of military and civil avionics equipment.

To establish a full service Canadian Avionics Support Centre.

The marketing priorities have no geographic preference but our initial focus has been European Aircraft and Avionics Manufacturing Companies. The marketing approach has been to directly contact the companies involved with providing support to aircraft fleets.

Plant Size:

Montreal Plant (Executive Offices and Manufacturing) 550,000 square feet.
Kanata, Ontario Plant 200,000 square feet.
Cornwall, Ontario Plant 43,000 square feet.

Average Work Force: Montreal Plant - 1650, Kanata Plant - 460, Cornwall Plant - 265.

Gross Sales: \$338,810 Million

Export Sales: \$202,417 Million

Ratio Commercial/Defence Exports: 75% Defence, 25% Commercial.

Qualifications: World Aviation Authorities, Military & Government Certificates.

Date: August 20, 1992

CANADIAN GAS TURBINES

19695-92A Avenue
Langley, B.C.
V3A 4P8

Contact: Richard Benson. Program Coordinator
Tel: (604) 888-9020
Fax: (604) 888-6206

Keywords: The company is an approved maintenance and overhaul centre for Allison 250, General Electric CT/58 and Arriel 1 series engines. It also provides precision machining, parts and components and special processes.

History: The company is a division of Canadian Helicopters Ltd and works in concert with its other related companies: Canadian Components Service (Richmond B.C.) and Atlantic Turbine Industries (P.E.I.)

Capability/Products: CGT has been performing engine repair and overhaul for over 20 years and is an approved maintenance and overhaul centre for Allison 250, G.E. T/58 CT/58, Rolls Royce Gnome and Turbomeca Arriel series engines. The company also leases and exchanges engine units. Field support technicians are on call 24 hours a day.

Experience: CGT is a leader in the helicopter industry and has been since 1947. It is part of the second largest helicopter company in the world. The facility operates state of the art equipment for cleaning, NDT, precision balancing, computerized coordinated measuring, metalizing, grinding, welding and machining.

Current Marketing Activity: Actively seeking new repeat business customers worldwide as well as fully support existing contracts.

Marketing Strategy: Worldwide promotion of capabilities and expertise.

Plant Size: CGT 36,000 square feet. **Average workforce:** 90
Gross Sales: \$ 11 million
Date: October 8, 1992

CANADIAN QUALITY AIRCRAFT INTERIORS LIMITED

180 George Craig Blvd. N.E.
Calgary, Alberta
T2E 7H3

Contact: Denis LeBlanc, Owner
Tel: (403) 250-5574
Fax: (403) 291-3886

Keywords: 25 years experience in aircraft related industries.

History: It is the policy of CQAI to provide aeronautical products and services to our customers which meet or exceed all quality requirements.

Capability/Products: It is the policy of CQAI to provide aeronautical products and services to our customers which meet or exceed all quality requirements. As a small company CQAI has the opportunity to demonstrate and expand its management capabilities to become a world class company involved in the manufacture of engine, wing and tail covers for corporate and commercial aircraft. Interior refurbishment of fixed and rotary wing aircraft, temporary tent shelters and windsocks. CQAI is evaluating further development of the assembly line to provide the capability of producing additional products.

Experience: All staff have a vast and varied experience in the aircraft industry.

Current Market Activity: Approved certified shop for major Canadian Helicopter Manufacturing. Advertise worldwide for our engine covers for fixed wing, blade covers for rotary wing, interior refurbishment. Manufacturing and implementation for new product.

Rank Export Countries: U.S.A., England, Greece.

Market Strategy:

Advertising worldwide.

General new business.

Exhibiting at promotional events.

Plant Size: 3,200 square feet.

Average Work Force: Less than 50.

Qualifications: FAA, MOT, Bell Helicopter Textron.

Date: August 24, 1992

CANTECH INSPECTIONS LIMITED

13451-A Vulcan Way
Richmond, British Columbia
V6V 1K4

Contact: E.M. Cook, Administration
Tel: (604) 278-0575
Fax: (604) 278-0525

Keywords: All Facets of Non Destructive Examination.

History: June 1987, Contracts with Innotech Aviation, Canadian Aircraft Products and active with Air B.C.

Capability/Products: Specialized qualifications, held only by Cantech in Canada and Western U.S.A.

X-ray radiography: Sperry 160 Kv and 300 Kv X-ray machine, focused and multi-directional tube heads. Kodak automatic X-ray film processor, 70 films per hour.

Low and high frequency eddy current surface and subsurface inspection, multi-layer examination, conductivity testing, heat treatment/heat damage verification: Zetec MIZ-40 and Hocking Phase D6 eddy current instruments.

Ultrasonic, liquid penetrant, and magnetic particle inspections of turbine engine and aircraft components: Krautkramer USD10 ultrasonic unit and Magnaflux 3000 amp stationary magnetic particle unit for wet fluorescent inspections.

Metallurgical evaluation, hardness testing, and chemical analysis.

Welding. Performance qualification to MIL STD 1595A and DND specifications.

Quality control and quality assurance in compliance with Transport Canada, Lear, Cessna, Garrett, Textron Lycoming and McDonnell Douglas Standards.

Experience: Lear Jet Qualifications, Garrett Engines. Cantech's specialists are fully qualified (level II and III) to Canadian General Standards Board (CGSB) and American Society for Nondestructive Testing (ASNT) specifications for all current engine and aerospace component non-destructive testing methods. Cantech technologists have extensive experience and broad backgrounds in aerospace structures, engines, components, metallurgical analysis, composite material evaluation, and general aviation maintenance.

These highly skilled personnel, among the very best in the aerospace business are supported by state-of-the-art equipment, instrumentations in compliance with Military (MIL), American Society for Testing and Materials (ASTM), Department of National Defence (DND), and manufacturers' standards.

Cantech offers a mobile field inspection service in western Canada.

Current Market Activity: Abbotsford International Airshow, PAME, Various Aerospace Trade Shows.

Market Strategy: Specific Trade Shows, Direct Marketing, Western Canada, U.S.A.

Average Work Force: 12 Technicians:

Gross Sales: \$1.2 Million

Export Sales: \$120,000

Qualifications: Government/Military/Independent Certificates

Date: August 15, 1992

CELLPACK AEROSPACE LIMITED

P.O. Box 1150
71 Hall Street
Lunenburg, Nova Scotia
BOJ 2C0

Contact: Maurice Guitton, General Manager
Tel: (902) 634-8448
Fax: (902) 634-3993

Keywords: Launch Tube, Rocket Motor, Shelter, Filament Winding Composites, Struts, Space, Defense Application, Aircraft, Helicopter, Satellite, Tanks, Pressure Vessels, GNC Tank, Injection Thermoplastic. (Composite Parts/Components).

History: Cellpack Aerospace Limited is a Canadian company which was incorporated November, 1987 for the development, production and sales of advanced composite components and subassemblies for military and aerospace applications.

As a subsidiary of Cellpack Ltd., Wohlen, Switzerland, Cellpack Aerospace was established to implement and develop upon the technologies and skills of our parents' Advanced Composite Division, within the North American market place.

Capability/Products: Products: Launch tube, Rocket Motor Cases, Struts, Composite Radio Antenna, Structure for Radiotelescope, Space Platform, Space Tube, composite parts, Composite Floor for Airplane, Carbon Fiber Rocket Cap, any type of filament winding tubes, Pressure vessels, Tactical Shelter (composite).

Services: We can work with any type of fiber: carbon fiber, glass fiber, quartz fiber, Kevlar, Boron, Spectra (roving, fabric, mat nickel coated fiber, copper coated fiber, etc).
Matrix resin thermoset, epoxy, peek, PPS, Phenolics, Polyester, etc.
Thermoplastics resin.

Experience: Cellpack meets the rigorous requirements of aerospace manufacturing within a controlled environment. Cellpack's emphasis on quality, cost competitive products, and strict adherence to schedules is well known throughout the international aerospace industry.
Customers include: MBB, Casa, Aerospatiale, Thiokol Tactical Division, Raytheon, ESA, Oerlikon, Boeing, Bell Helicopter, Beechcraft, ARC, ABB.

Rank Export Countries: USA, France.

Plant Size: 52,000 square feet., 5 bays.

Gross Sales: \$3 Million

Export Sales: \$2.5 Million

Ratio Commercial/Defence Exports: Defence 60%, Commercial 40%.

Qualifications: AQAP-4, AQAP-1, 42508, 9858A, ISO 9001, NATO, US, DOD.

Date: August 13, 1992

CERCOR

93 Mountainview Road North
Georgetown, Ontario
L7G 4J6

Contact: Jim Church, Sales Manager
Tel: (416) 877-6936
Fax: (416) 877-6938

Keywords: We produce non ferrous investment castings. (Avionics/APU's - civil, military, aviation and helicopters).

Capability/Products:

Produce fully machined and painted investment castings.
Full tool shop in house.
All NDT performed in house.
All heat treating conducted in house.

Plant Size: 24,000 square feet.
Average Work Force: 100 total, 10 engineers, 5 technicians.
Gross Sales: \$8 Million
Export Sales: \$5 Million
Ratio Commercial/Defence Exports: 50/50
Date: August 6, 1992

CLEARWATER AIRCRAFT MAINTENANCE & OVERHAUL INC.

2 Canada Avenue
Centralia Airport
Huron Park, Ontario
NOM 1Y0

Contact: Dennis Pearson, President
Tel: (519) 228-6604
Fax: (519) 228-6204

Keywords: Clearwater Aircraft is a complete aircraft repair, overhaul and paint center specializing in regional/commuter aircraft as well as large corporate aircraft. Our "state-of-the-art" environmentally approved paint booth offers complete strip and paint capabilities.

History: Clearwater Aircraft incorporated in 1988 operating from the old Air Ontario hangar at Sarnia, Ontario. January 1992 saw a major expansion to a new 65,000 square foot facility located (on the former Centralia Air Force Base) at Huron Park, Ontario.

Capability/Products: Airframe - overhaul and major structural repair and modifications; Aircraft interior refurbishment; Aircraft strip and paint; Engine - heavy maintenance on Allison 501/T56 engines; Composite repair; Management of aircraft import and export programs with the regulatory authorities of Canada, the United States and Third World countries; and Computerized "Aircraft Maintenance and Inventory Control" Program.

Experience: Clearwater Aircraft has the largest environmentally-approved paint booth in Canada (outside of DeHavilland). We are proud to have undertaken the first 2 complete overhauls of DHC 8 aircraft involving some 20,000 manhours which were delivered "snag free" to Australia.

Current Market Activity: Clearwater provides overhaul and paint capabilities primarily to the operators of Canadian manufactured aircraft located throughout the world. Clearwater's support of these aircraft take the company's personnel to wherever support is required. Through various marketing affiliations, Clearwater is actively establishing a global framework to which increased marketing "substance" will be added.

Rank Export Countries: USA, South America, Mexico, Pacific Rim.

Market Strategy: Clearwater's marketing priorities lay with small to medium size turbo-prop aircraft in cooperation with several key joint ventures. Geographically, Clearwater's marketing thrust will be directed to: Canada's natural trading partner, the United States; to our newest trading partner as per NAFTA, Mexico; to South America; to the rapidly expanding markets of the Pacific Rim and to India and Southern Africa. Clearwater has expanded its customer support through the formation of alliances to include such services as: component overhaul; engineering and design; avionics; NDT Testing; inventory and control packages; spares provisioning; heightened interior refurbishing; aircraft audits; sales and leasing; aircraft ferrying; flight training; and technical training. Marketing will be undertaken through active and aggressive pursuit of the target markets in association with affiliates.

Plant Size: The Clearwater facility is 65,000 square feet with 3 maintenance bays; 1 state-of-the-art totally enclosed and environmentally approved paint booth; 1 composite's shop; 1 interiors' shop. Worthy of mention is the heightened accessibility of Clearwater Aircraft due to the Ontario Development Corporation's undertaking of a \$2.4 Million Runway Improvement Program at Huron Park.

Average Work Force: Clearwater's work force has the flexibility of adjusting according to workload and ranges from 10 - 55 AMEs; from 15 - 30 apprentices; from 7 - 25 paint staff; and 15 administrative and support staff.

Gross Sales: \$4 - 5 Million

Export Sales: \$3.5 Million

Ratio Commercial/Defence Exports: 1st military aircraft is due mid September 92.

Date: September 11, 1992

COURTAULDS AEROSPACE CANADA INC.

266 Humberline Drive
Rexdale, Ontario
M9W 5X1

Contact: E. Gilbert, Sales Manager
Tel: (416) 675-1911
Fax: (416) 675-2266

Keywords: Aerospace products distributor.

History: Formerly PRC Canada Inc. and Desoty Aerospace.

Capability/Products: Sealants, coatings, paints, application systems, packaging.

Experience: Pre-mixed and frozen packaging of sealants, coatings and paint.

Current Market Activity:

Product available directly through regional distribution network.
Warehouse in Vancouver and Toronto.

Market Strategy: Sole Canadian representative for PRC sealants, desoto coatings and titanine paints.

Plant Size: 50,000 square feet.

Average Work Force: 38 in Canada.

Gross Sales: \$11 Million

Ratio Commercial/Defence Exports: 2:1

Qualifications: World Aviation Authorities, Government Certificates.

Date: August 5, 1992

CRITERION MANUFACTURING INC.

2421 Canoe Avenue
Coquitlam, British Columbia
V3K 6A9

Contact: Peter Orava, Vice President
Tel: (604) 942-4911
Fax: (604) 941-4123

Keywords: Precision machined components and assemblies. (Avionics, aircraft structures and landing gear for civil aviation and helicopters).

History: #124031 January 2, 1974 Victoria.

Capability/Products: High precision cylindrical grinding, CNC PL31 Tschudin, Kombi Schliff D150.

High Precision Turning, Hardinge SB-3, Hardinge CHNC-II, Hardinge conquest 42.

High Precision Milling, 2 - Roko-Roko V-K.

Experience: High quality and consistency.

Current Market Activity: CMI's main market today is aerospace, electric and electronics, marine and specialty areas such as underground water sampling apparatus.

We wish to get into the Bell and EH 101 helicopter program.

Market Strategy: Canadian, USA and European market.

Plant Size: One bay 4,500 square feet.

Average Work Force: 3 to 5

Gross Sales: \$350,000

Export Sales: 5%

Qualifications: Boeing, Canadian Aircraft Products.

Date: July 31, 1992

CUSTOM STEEL MANUFACTURING LTD

1425 Whyte Avenue
Winnipeg, Manitoba.
R3E 1V7

Contact: John Schubert, C.E.O.
Tel: (204) 783-2272
Fax: (204) 783-6588

Keywords: Repair and overhaul of aerospace components, cabinetry, certified welding and painting and precision sheet metal work. Secondary structures such as UHF radio trays and instrument panels for aircraft.(F-5)

History: Incorporated in 1979. The company also operates in a consortium arrangement with three other companies in the production of sophisticated ASW racking and cabinetry.

Capability/Products: CNC Punching, CNC Braking, Aerospace and Defence assemblies. Moving equipment and racking for telecommunications products. JIT supplier. Work with exotic materials such as 2024, 6061 and 7075 aluminums as well as some titanium and incolnel. Anodic/chromic conversion coating and certified welding to military standards. Electostatic prime and paint facilities to military standards. Fully functional CAD/CAM interfacing.

Experience: F-5 avionics upgrade to supply secondary structures for all cockpit and wiring boxes and panels. The production of EMI/RFI cabinetry for defence programs.

Current Marketing Activity: Focussed efforts to promote the company's high quality, competitive and value added features of its sheet metal capabilities.

Rank Export Countries: United States.

Marketing Strategy: Pursue Aerospace and Defence markets particularly where there are IB or Offset requirements.

Plant Size: Manufacturing, 60,00 sq ft. Storage, 1500 sq ft and 10,000 sq ft administrative.

Average Workforce: 30-35

Gross Sales: \$1.8 million **Export Sales:** \$400,000

Qualifications: ISO 9002, AQUAP-1 less 207, MIL-I-45208-A. CSA Z-299-2 and CWB

Date: September 11, 1992

DELLCOM INDUSTRIES INC.

105 Haist Avenue
Unit 1
Woodbridge, Ontario
L4L 5V6

Contact: Silvano Dell Agnese, President
Tel: (416) 741-4833
Fax: (416) 851-8442

Keywords: Precision machine parts for Aerospace Industries.

History: Incorporate 1983.

Market Strategy: North America and Europe.

Plant Size: 5,500 square feet.

Average Work Force: 25

Gross Sales: \$2 Million

Ratio Commercial/Defence Exports: 20/80

Date: August 22, 1992

DEXTER TOOL COMPANY

1501 - 53rd Street West
Mangonia Park, Florida
33704

Contact: Rodger Harris, Marketing Manager
Tel: (407) 842-5336
Fax: (407) 842-5402

Keywords: Repair and overhaul of gas turbine engine components including combustion liners, combustors, cases, frames, supports, stator assemblies.

History: Owned by Devtek Corporation, Toronto.

Capability/Products:

Complete weld and fabrication shop for parts up to 120" in diameter.
Acid stripping and cleaning.
Complete non destructive test facility including x-ray, sonic, MPI, FPI.
Glass Beed Peening.
Wire and conventional EDM.
Expertise with all aerospace alloys.
Complete CNC turning and milling facility.

Experience: 27 years experience with manufacture of new and repair of gas turbine engine components.

Current Market Activity: Sales reps covering Pacific Rim, Europe, Canada, South America.

In house sales activity for U.S. market.

Market Strategy:

CFM 56	Combustors
ALF 502	Combustion Liner
ALF 502	Compressor Housing
JT8	Stator Assemblies
JT3	Stator Assemblies

Plant Size: 85,000 square feet.

Average Work Force: 192 Total - Hourly Workforce: 150, Salary: 42.

Gross Sales: \$18.5 Million

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

Qualifications: Government Certificates, U.S. Military.

Date: August 6, 1992

DOWTY AEROSPACE PETERBOROUGH

2000 Fisher Drive
P.O. Box 4525
Peterborough, Ontario
K9J 7B1

Contact: George Metcalfe
Tel: (705) 743-6903
Fax: (705) 745-1394

Keywords: DOT/FAA repair and overhaul of Dowty and sister company products.

History:

Original Company Name - Simtron.
Awarded by Dowty Canada Limited 1982 as Dowty Canada Electronic Limited.
Corp affiliated Dowty Group of Companies PLC.
Name changed 1990 - Dowty Aerospace Peterborough
1992 Corp affiliation - TI Group PLC.

Capability/Products:

Design from customer specification.
Assembly electronic/ electro-mechanical units, wire harnesses and panels.
Testing and trouble shooting.
General/Regional Aviation: deHavilland - DASH 8, Canadair - CL601 (Challenger), Gulfstream - GIV,
Pratt & Whitney - JT-15D Turbofan Engine, Canadair - Regional Jet.
Helicopters: Boeing/Bell Vetrol - V-22 Tilt Rotor Aircraft.

Products:

Steer-by-Wire Control Unit - Aircraft
Electronic Braking System - Rapid Transit Vehicles
Aircraft Engine Monitoring and Recording Units

Special Tooling:

Wave Soldering M/C - Hollis "ASTRA" 18 capacity
Surface Mount - SRT Sierra FPD
Environmental Changes - Section ESPEC 27 cu/ft Range - 70/170 C
Vibration System - Ling Model D394 Electronamic Shaker, Ling Model DGS7000 Randim Vibration
Controller, Ling Model SC01000 Sine Servo Controller.

Services: Environmental testing - temperature/vibration (single axis) cycling. R & O of company
products (and other as applicable), Spare support.

Experience: Ten years design, manufacture and test electronic controls and monitoring systems.
Certified Operators to MIL-STD-2000 soldering Spec.

Current Market Activity: Contacting major aircraft manufactures commercial and military to
determine current requirements and new projects potential.

Rank Export Countries: U.S.A., U.K.

Market Strategy: Canadian Aerospace Companies, US/UK Aerospace and teaming with sister
companies.

Plant Size: 20,000 square feet.

Average Work Force: 15 Engineers, 15 Technicians, 10 Administration.

Gross Sales: \$3.7 Million

Export Sales: Direct \$1 Million, Indirect \$2.2 Million

Qualifications: DOT, MIL STD 2000 soldering specification.

Date: August 24, 1992

E.T.M. INDUSTRIES INC.

P.O. Box 610
266 Hall Avenue East
Renfrew, Ontario
K7V 2E4

Contact: Robert W. Graham, Vice President
Tel: (613) 432-6136/432-9689
Fax: (613) 432-9547

Keywords: Supplier of precision machined parts to Boeing, Haley Industries and Gearbox Machining as well as manufacturer of sheet metal assemblies.

History: Started company in 1977 as Ed's Tool & Machine. Changed name to E.T.M. Industries Inc. in 1988.

Capability/Products: Conventional and CNC machining, sheet metal work; Special fixture and jig building; Precision honing, boring; Tool making; Aircraft sheet metal subassemblies; Plastic injection mold design and construction; Plastic injection molding; CAD/CAM design; Exclusive manufacturer of "Watkin Vacuum Finger Print Chamber" for law enforcement.

Experience: Joint venture with ETM/Haley; Manufacturer of Boeing 767 APU Door-'Cast'; Manufacturer of Watkin Vacuum Finger Print Chamber.

Current Market Activity: Marketing is done via direct visits to customers and by telemarketing. Our sales representative in Ohio covers Western Pennsylvania, Ohio and Southern Michigan.

Activities: Boeing 777 (Haley/ETM joint venture); Hayes Dana & Dana Corp. - heavy truck components; Parker-Hannifin Corp. - Cleveland, Ohio - molded face plates.

Rank Export Countries: U.S.A.

Market Strategy: Our priority is to expand our aerospace customer base in Montreal, Toronto area (Western Quebec and Ontario) and install a representative to Boeing in Seattle, Washington by 1993.

Niche customers - Bell Northern Research, Northern Telecom, Newbridge Networks, Parker Hannifin.

Plant Size: Manufacturing area 15,000 square feet.

Gross Sales: \$2.2 Million

Export Sales: \$250,000 U.S.

Ratio Commercial/Defence Exports: 70/30 in 1992

Qualifications: CSA Z299.3, NATO, AQAP-4, Boeing D10-8000A.

Date: August 5, 1992

EAGLE COPTERS MAINTENANCE LIMITED

823 McTavish Road N.E.
Calgary, Alberta
T2E 7G9

Contact: Mike O'Reilly, Marketing
Tel: (403) 250-7370
Fax: (403) 250-7110/250-9276

History: Incorporated, Alberta 1986 and affiliated with Eagle Copters Ltd, the leasing company which was incorporated in Alberta, 1975.

Keywords: Technical support, hands on maintenance and general consulting in rotor wing aircraft (15 years experience). Maintenance, repair, overhaul, life extensions, conversions, refurbishment, service centre, engineering support and project integration.

Capability: Complete overhaul of the Bell medium and light helicopter product lines; including structural repair, avionics, components, engines, gearboxes and interiors. The company has complete structures and fixtures for the Bell medium product line and is a service centre for Bell Helicopter Textron, American Eurocopter Corporation and McDonnell Douglas Helicopter Company. Eagle has component overhaul capability and full parts storage for each manufacturer and engine overhaul capability for Allison 250 series and Lycoming T53-11B and -13B engines as well as component overhaul for helicopter power trains.

Experience: Fleet leasing of 30 Bell helicopters; 17 medium, 11 light and 2 intermediate and specialization in work on Bell models 205A-1 and 204B.

Current Market Activity: The company leases to some 15 different operators in Canada and supplies all forms of third party maintenance work.

Rank Export Countries: U.S.A.

Marketing Strategy: The company leases in Canada and has leased and done third party maintenance work in Africa, Asia, Europe and United States. The company is now seeking lease and third party maintenance work world wide.

Plant Size: Two Operational hangers; i) 12,000 square feet and 10,000 square feet.

Average Workforce: 15 Engineers, 1 Technician, 8 Administrative.

Ratio Commercial/Defence: No defence or defence exports.

Qualifications: Canadian M.O.T. Approval 6-81 and F.A.A. reciprocal.

Date: July 30, 1992

EASTERN PRECISION CASTING INC.

**820 DesLauriers Street
Montreal, Québec
H4N 1X1**

**Contact: Peter Tam, Marketing Coordinator
Tel: (514) 337-9600
Fax: (514) 745-1780**

Keywords: Manufacturer of precision ferrous and non-ferrous investment castings to client's requirements. (Castings: Precision parts and components).

Capability/Products: The following are a partial list of our customers: Pratt & Whitney, Martin Marietta, McDonnell Douglas, Raytheon, Boeing Aircraft, DeHavilland, Spar Aerospace, Canadair, Eaton Corporation, GEC Marconi, Lockheed Sanders, LTV and Canadian Marconi Company.

Experience: Defense and Aerospace Work.

Current Market Activity: Our current priority is to recruit sales representatives in the U.S., Europe and Asia.

Rank Export Countries: U.S., U.K., Germany.

Market Strategy: The priority is to recruit sales representatives in the U.S., Europe and Asia. This is a continuing strategy.

Plant Size: 50,000 square feet.

Average Work Force: 150

Gross Sales: \$6 Million

Export Sales: \$5 Million

Ratio Commercial/Defence Exports: 1:10

Qualifications: Military/OEM Certifications, approvals and quality assurance.

Date: July 30, 1992

ELECT-AVI LIMITED

706 7th Avenue
Quebec Airport
Ste. Foy, Québec
G2E 5W1

Contact: Raymond Lacoste, President
Tel: (418) 872-6547
Fax: (418) 872-6547

Keywords: Sales, service and installations of avionics equipment for general aviation.

History: Federal charter in 1976.

Capability/Products: Cori - VOR/LOC Glidescope, DME Transponder ADF, Autopilot - Headset, Aircraft accessories - Intercom, GPS Navigation - H.F., LORAN-C of main manufactures, King - NARCO - CESSNA.

Current Market Activity: Through local aviation magazine, Canadian aviation industry and direct mailing.

Market Strategy: Province of Quebec, New Brunswick, Nova Scotia, Newfoundland.

Plant Size: Shop 1,000 square feet, hangar as needed.

Average Work Force: 3 technicians, 1 Admin.

Gross Sales: \$470,000

Qualifications: MOT 11-77

Date: August 5, 1992

EUROCOPTER CANADA LIMITED

P.O. Box 250
1100 Gilmour Road
Fort Erie, Ontario
L2A 5M9

Contact: Elwood Schmidt, V.P., Operations
Tel: (416) 871-7772
Fax: (416) 871-3320

Keywords: Engineering, manufacturing, maintenance, completions, repair & overhaul. Avionics and composites. (Avionics, structures: dynamic components including hydraulics).

History: Incorporated March 30, 1984 - #166686-0 subsidiary of Eurocopter SA-Paris France, (Merger of helicopter divisions of Aerospatiale and MBB).

Capability/Products: Design authority for BO 105 LS helicopter including full compliment of flight test equipment (real time telemetry capabilities). Full sheet metal shop capability. Complete avionics and electrical installation and testing. FRP mould making, lay up and walk in oven. Repair and overhaul of dynamic components including the use of a custom made hydraulics test bench.

Experience: MOT, Roland Groome Award for outstanding maintenance 1991.

Current Market Activity: International advertising by parent company.

Rank Export Countries: USA, Germany.

Market Strategy: Canada, Canada & USA, International.

Plant Size: 88,000 square feet, 6 bays heliport.
Average Work Force: 65
Gross Sales: \$11 Million
Export Sales: \$9.5 Million
Ratio Commercial/Defence Exports: All Commercial.
Qualifications: MOT, Eurocopter Service Centre.
Date: August 11, 1992

FELL-FAB INTERNATIONAL INC.

P.O. Box 3303, Station C
Hamilton, Ontario
L8H 7L6

Contact: Glen Fell, Vice President, Marketing
Tel: (416) 560-9230
Fax: (416) 560-9846

Keywords:

Seating: refurbishment, upholstery, foams and fireblocking.

Carpeting: cut and sew as well as cargo tie downs.

Insulation: thermal acoustic.

Ground Support Equipment: tethering kits and blade covers.

History: 1952 headquartered in Hamilton, Ontario, Canada.

Capability/Products: An innovative manufacturer of engineered products based on industrial fabrics serving global markets in Aerospace, Defence for Governments, Industry and Bulk Transport Operations.

Capability includes computer aided design and manufacturing (cutting). Bar coding and electronic data interchange.

Advanced manufacturing using heat, R.F. and ultrasonic sealing, computerized sewing and gluing.

Experience: Canada Award for Business Excellence: 1988. Ontario Chamber of Commerce Award of Merit: 1988. Hamilton and District, Chamber of Commerce Outstanding Business Achievement Award: 1986. Ontario Government's "A" for Achievement Awards: 1975.

Current Market Activity: Pursuing military bids, airlines, O.E.M.'s and overhaul facilities for product sales. Provide certification services for F.A.R. 25.853(b) amendment 25-72.

Rank Export Countries: U.S.A., Ghana, U.K., (Scotland), Mozambique and Italy.

Market Strategy: Our present marketing priority is to broaden our customer base in the U.S.A. We have targeted the smaller operating airlines, the smaller O.E.M.'s and are concentrating on the aerospace sector.

We will also be reviewing potential Aerospace/Aviation acquisitions throughout Europe and U.S.A.

Plant Size: 60,000 square feet.

Average Work Force: 130

Gross Sales: \$10 Million

Export Sales: \$6 Million

Ratio Commercial/Defence Exports: 3:1

Qualifications: FAA, FAR 25.853(b)

Date: August 5, 1992

FIELD AVIATION COMPANY INC.

4230 Sherwoodtowne Boulevard
Suite 300
Mississauga, Ontario
L4Z 2G6

Contact: J. Bryan Hayter, Consultant
Tel: (416) 566-5400
Fax: (416) 566-5411

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

FIELD AVIATION EAST LIMITED

2450 Derry Road East
Hangar #3
Mississauga, Ontario
L5S 1B2

Contact: J. Gronlund
Vice President, Business Development
Tel: (416) 676-1540
Fax: (416) 676-9951

Keywords: Special Mission Modification, Composite Design, Fabrication and Repair, Airline Support.

History: 43 years operation, Corporate affiliations; Navair Ltd., Field Aviation West Ltd. and Field Aircraft Sales Ltd.

Capability/Products: Turn key modification of aircraft from concept through design and approval stage to certificated completion of the modification.

Airline support includes AOG support for structural repairs in sheet metal and composite structure.

Aircraft upgrading and performance improvement on all types of aircraft with specialization in the deHavilland twin engine product lines (DHC-6 and DHC-8 as well as DHC-7).

Cargo conversions include the designing, building and installation of cargo doors, floors and interiors.

Experience: Special mission turbo prop aircraft and "In house" engineering capability with a D.O.T. D.A.R.

Current Market Activity: Specialized Aircraft Modifications for such roles as: Coastal Patrol, Search and Rescue, Airways Inspection, Drug Enforcement, Geophysical Survey, Fire Fighting and Military Intelligence Gathering.

Various Upgrade Modifications to improve passenger comfort in deHavilland Canada Twin Otter aircraft.

Various aircraft conversions from Twin Otter 200 to 300 Series configurations and cargo conversions of the DHC-7 (Dash7).

General repair and overhauls of aircraft, aircraft parts and components and technical audits, technical assistance, training.

Market Strategy: The market priority and emphasis is where the company can get maximum exposure for the financial outlay, i.e. international trade shows such as Singapore Air Show, Farnborough Air Show, Paris Air Show, Airshow Canada. This is complimented with direct mailings and customer visits.

Geographic preferences; None. Field has been and continues to deal on a world-wide basis. More recent emphasis has been turned to the South East Asia, especially Indonesia.

Field's Strategy is to present total solutions to customers, from aircraft selection/procurement to design, installation, certification, technology transfer and customer assistance.

Plant Size: 98,000 square feet hangar space (7 bays), 120,000 square feet area, 20,000 square feet Engineering, office area.

Average Work Force: 45 Engineering, 150 Production, 20 Admin.

Gross Sales: \$30 Million

Export Sales: \$16 Million

Qualifications: MOT, Approved Maintenance Organization.

Date: August 8, 1992

FIRST AIR (BRADLEY AIR SERVICES LTD.)

Carp Airport
Carp, Ontario
K0A 1L0

Contact: Jim Riddoch Sr.
Director of Maintenance
Tel: (613) 838-3340
Fax: (613) 839-5690

Keywords:

Scheduled air carrier flying B-727, HS-748, DHC-6, DHC-7, Beech 100A and DHC-2 aircraft.
Full heavy maintenance capability on all but B-727.
B Check and structural repair for the B-727.

History: Owned by Makavik Corporation.

Capability/Products:

N.D.T. Magnaflux, Dye Penetrant, Eddy Current
CL, C2 Fan change JT8D-7
Complete sheet metal fabrication and repair capability
Machining capability
Component overhaul on the DHC-6 and HS-748 (Landing Gear, Generators, Gearboxes etc.)
Avionics and instrument shops
Specialists in DHC-6 and HS-748 overhaul/repair and modification
Turnkey aircraft support including flight crewing.

Experience: 45 years of Arctic experience and extensive sheet metal capabilities.

Current Market Activity: Direct contact by Phone/Fax or in person to known operators of specialty aircraft and through the production of advertising brochures for distribution.

Rank Export Countries: U.S.A., Japan.

Market Strategy: HS-748 component overhaul. DHC-6, HS-748 and DHC-7 repair, overhaul, modification and/or operation.

Plant Size: Carp, Ontario - 25,000 square feet Hangar, Ottawa, Ontario - 50,000 square feet Hangar.

Average Work Force: Maintenance Work Force, 50 Engineers, 70 Technicians, 15 Administration.

Gross Sales: \$7.5 Million

Export Sales: \$3 Million

Ratio Commercial/Defence Exports: 95/5

Qualifications: Canadian DOT.

Date: August 10, 1992

FLEET INDUSTRIES

P.O.Box 400
Fort Erie, Ontario.
L2A 5N3

Contact: Brian Oakley
Tel: (416) 871-2100 (x301)
Fax: (416) 871-2722

Keywords: Manufactures complete structural airframe components for all sectors of aircraft. Abilities include tooling, design/manufacture, detail production, conventional riveting, autoclave bonding, welding and skin quality paint. (Aircraft assembly repair and overhaul- military, civil and general aviation.)

History: Established in 1930. At present the Fleet Industries Fort Erie facility is a Fleet Aerospace company traded on the Toronto Stock Exchange.

Capability/Product: Design support for aircraft, satellites, antennae and cabinetry. Full tool design and manufacturing in house. Sheet metal N.C. routing, treating and forming. CNC machining 3-4 axis. Composite and metal bonding with ultrasonic inspection. Final assembly automatic rivetting. Aircraft skin quality. Painting and finishing.

Experience: Fleet has built on solid knowledge of metal fabrication by pioneering the process of metal and composite bonding. Fleet has developed a reputation for handling difficult wing components, empennage sections and aircraft doors.

Current Marketing Activity: Fleet is pursuing customers in the European and Asian Markets as the growth areas over the next decade. They are also expanding their involvement in the general aviation sector in N.America.

Rank Export Countries: United States, U.K. and Holland

Marketing Strategy: Fleet is best suited to target countries that are just beginning to expand their aerospace sectors. They have technique and knowledge to share versus a proprietary product. Taiwan and Malaysia would be candidates. Fleet is interested in joint venture relationships to supply companies with work not formally done in Canada. They are also able to offer a base from which such companies can enter the U.S. Market.

Plant Size: 500,540 sq.ft.

Average Workforce: 500 employees: 128 with engineering qualifications.

Gross Sales: \$64 million

Export Sales: \$34 million

Commercial/Defence Ratio: 2:1

Qualifications: FAA, MOT, NATO AQUAP-1, ISO-9000, DND/DOD MILQ-9858-A

Date: September 30, 1992

GASTOPS LIMITED

1011 Polytek Street
Gloucester, Ontario
K1J 9J3

Contact: Brian Goodkey, Marketing Manager
Tel: (613) 744-3530
Fax: (613) 744-8846

Keywords: Gas turbine engine test facilities, data acquisition and processing, thrust stands, dynamometers, exhaust systems, engine adaptors, instrumentation, performance monitoring, expert diagnostics systems, parts life tracking.

History: Privately owned by President since 1979.

Capability/Products: Installed engine test systems at four Canadian Air Force bases to facilitate testing of GE T58, J85 and Garrett GTCP 95-2 engines.

Installed engine test system in Malaysia for Airod for P&WC PT6, GE J85, T58, Curtiss Wright J65 and Turbo Mecca Artouste 111B engines.

Installed GE F404 engine exhaust system for Canadian Air Force F-18 engine testing at CFB Bagotville.

Developed GE F404 engine expert system for engine performance diagnostics and engine parts life tracking.

Experience:

Gas turbine engine performance analysis specialists.
Received "Canada Award for Business Excellence" in 1989.

Current Market Activity: Personal contact with civilian/regional airline engine maintenance facilities, engine manufacturers and the Canadian Air Force.

Rank Export Countries: U.S., Malaysia.

Market Strategy:

Engine data acquisition system sales.
North American preferably and other international markets.
Personal contacts, promotional advertising.

Plant Size: 28,000 square feet including 2000 square feet fabrication shop.

Average Work Force: 80 employees: 65% engineers, 20% programmers and technologists, 15% support staff, 10% students.

Gross Sales: \$4 Million

Export Sales: \$1 Million

Qualifications:

Date: August 17, 1992

GENAIRE LIMITED

Niagara District Airport
P.O. Box 84
St. Catharines, Ontario
L2R 6R4

Contact: G.R. Wooll, President
Tel: (416) 684-1165
Fax: (416) 684-2412

Keywords: Repair and overhaul fuel cells radomes, ground handling equipment and air cargo pallets.

History: Incorporated in Ontario 1951. Wholly owned Canadian company.

Capability/Products: Repair and overhaul of flexible fuel cells in a climate controlled facility.
Radome repair using complete testing facilities including test range.

Manufacture of air cargo pallets with unique honeycombe aluminum core.

Manufacture of aircraft skis.

Current Market Activity: Marketing of aluminum air cargo pallets in Europe and Pacific Rim countries.

Plant Size: 35,000 square feet in 2 facilities.

Average Work Force: 70

Qualifications: AQAP 4

Date: August 13, 1992

GODFREY AEROSPACE INC.

480 Montreal-Toronto Blvd.
Lachine, Québec
H8S 1B8

Contact: A. Dale Hunt, Executive Vice President
Tel: (514) 637-1122
Fax: (514) 636-0273

Keywords: Aircraft Lighting, Electrical Equipment, Galley Equipment, Ground Power Units, Ground Support Equipment, Heat Exchangers, Hydraulic Systems, Maintenance Equipment, Oil Coolers and Pneumatic Systems.

History: Godfrey Aerospace (GA) is a private Canadian company incorporated in May 1989 following 40 years affiliation with the Howden Group in Glasgow. The company's hydraulic, electrical, pneumatic and heat transfer equipment skills expertly serve the civil aviation and defense markets throughout North America. Continued growth in these sectors fostered the establishment of production facilities in Piqua, Ohio in May 1992.

Capability/Products: GA's repair and overhaul capability covers a diversified range of both military and civil, land, sea, and airborne equipment, while design, manufacturing and publications experience encompasses a variety of specialized ground support and galley insert equipment. Airborne accessory capabilities include ACM's/ATM's; CSD's/IDG's; oil coolers; fuel heaters; pneumatic valves; hydraulic pumps and cooling fans. Proprietary GSE and GIE products include gasoline and diesel engine driven electrical generator sets; ground power units; high pressure breathing and service air compressors; hydraulic test stands; cabin pressure testers; munitions handling equipment; inflight trash compactors; waste management systems; coffee makers, water boilers and potable water systems.

Experience: The company's customers include Air Wisconsin, American Airlines, Beech Aircraft, Department of National Defence, Gulfstream, Oerlikon Aerospace, Saint John Shipbuilding, Tinker AFB and Transport Canada.

Current Market Activity:

- 1) Galley Insert Products - World Airlines through local representatives.
- 2) Component R & O Services - North American Airlines - Employees
- 3) Military R & O Services - DND - Ottawa Office, DOD - US Representative.

Equipment: The company maintains extensive pneumatic, electrical and hydraulic test facilities which are certified to NATO-AQAP1 and Transport Canada AMO 570/573 and holds OEM approvals for stainless steel and aluminum welding processes.

Plant Size: 100,000 square feet combined

Average Work Force: 130 collectively in Montreal, Toronto and Dayton area. Includes Engineering 10, Production 60 and Quality Assurance 10.

Gross Sales: \$10 - 12 Million annually

Qualifications: Bell, DeHavilland, Canadair, TC, FAA, AQAP-1

Date: July 30, 1992

H.I. THOMPSON COMPANY

10 Kingsmill Avenue
Guelph, Ontario
N1H 6M6

Contact: Dave E. Roberts
General Manager & Vice President
Tel: (519) 822-6630
Fax: (519) 822-7806

Keywords: Produces insulated heat shields and sheet metal weldments for the aircraft industry. This includes TIG welding forming and assembly.

History: Formed in 1952 and became a division of Indal Technologies Inc. in 1989.

Capability/Products: Provides expertise in design, tooling and manufacture of insulation for gas turbine engines and their environment to protect from fire and overheating, up to 2200 F. Our engineers have expertise in aircraft fire protection; thermal analysis; tool and jig design and manufacture; computer aided design using "advanced" program ideas by SDRC with advanced solids.

Experience: Designed and produced the complete insulation for the CF34 ENG on the Canadair challenger and "self release" supplier to Pratt & Whitney aircraft in the U.S.

Current Market Activity: Our market is concentrated with the main gas turbine manufacturing companies i.e. Pratt & Whitney in the U.S. and Canada and General Electric with some work being carried out for aircraft manufacturers such as DeHavilland.

Rank Export Countries: U.S., Sweden, Germany, Britain

Market Strategy: Our main marketing priorities are to maintain and expand our sales to Pratt & Whitney in the U.S. and support our existing customer base and to capitalize on our technical expertise and capabilities to develop new areas and products.

Plant Size: 35,000 square feet

Average Work Force: 40 - 4 Engineers, 3 Admin.

Gross Sales: \$3 Million

Export Sales: \$2.2 Million

Ratio Commercial/Defence Exports: 80:20

Qualifications: AQAP 4, DOT, MIL-I

Date: July 30, 1992

HAMMOND MANUFACTURING COMPANY LIMITED

595 Southgate Drive
Guelph, Ontario
N1G 3W6

Contact: Ken Beard, Marketing & Sales Manager
Tel: (519) 822-2441
Fax: (519) 822-9701

Keywords: Electronic transformer component manufacturer.

History: Incorporation in Canada since 1917.

Capability/Products: Electronic transformer manufacturer including: Torroid Transformers, EI Transformers, Pulse Transformers, Power Transformers, Pot Cores.

Experience: All our components are manufactured to military specifications.

Current Market Activity: Our products are sold as components to OEM's in the military aerospace industry.

Market Strategy: Our strategy is to continue to sell components through OEM's in the North American marketplace.

Plant Size: 25,000 square feet.

Average Work Force: 100

Gross Sales: \$8 Million

Qualifications: MIL-T-27, AQAP-4.

Date: August 30, 1992

HARTWIG AIRCRAFT FUEL CELL REPAIR

Box 49 GRP 6A-RR1B
Winnipeg, Manitoba.
R3C 4A3

Contact: Albert Hartwig Vice President
Tel: (204) 668-3234
Fax: (204) 339-3351

Keywords: 40 years of experience in fuel cell repair, all makes , and specializing in Boeing 707, 727 and 737 and all other heavy aircraft fuell cells.

History: The company has facilities at St Andrews Airport, Winnipeg , Manitoba and has a U.S. Satellite in Pembina, North Dakota.

Capability/Products: The company does only factory approved repairs. this includes testing, inspection, repair, curing, quality control and packaging. All work is unconditionally guaranteed for two years. The company is one of the largest fuel cell repair facilities in North America and deals in custom made bladders from 20 to 20,000 gallons.

Experience:

- Free inspection and evaluation of fuel cells.
- Complete re-manufacture of cell for less than half cost of new cell.
- New fuel cells in stock.
- Direct Repair Centre for Goodyear, Uniroyal, Firestone, FPT, Marston and Superflexit cells.
- Direct Service Centre for the following aircraft: Beechcraft, Boeing, Cessna, Gulfstream, Aero Commander, Westwind and Piper along with many versions of Military aircraft.
- Direct Service Centre for fuel cells for the following helicopters: Aerospatiale, Agusta, Bell Textron, Boelkow, Hiller, Hughes and Sikorsky.
- Purchase of used fuel cells.

Current Marketing Activity: Advertisements and booths at shows such as EAA, Oshkosh.

Rank Export Countries: U.S. 90%, Europe and South America 10%

Plant Size: 6,000 sq ft Canada and 4,800 sq ft in the U.S.A.

Average Workforce: 8 people

Gross Sales: \$ 800,000

Exports: \$ 240,000

Date: October 26,1992

HAWKER SIDDELEY CANADA INC. (ORENDA DIVISION)

3160 Derry Road East
Mississauga, Ontario
L4T 1A9

Contact: John Armstrong, Marketing Manager
Tel: (416) 677-3250
Fax: (416) 678-1538

Keywords:

Repair and overhaul of gas turbine engines (J85 and F404).
Manufacture of turbine engine components.
Component repair.
Advanced materials technology.
(Computerized military engine maintenance systems assembly, precision components).

History: Division of Hawker Siddeley Canada, part of the BTR group of companies.

Capability/Products/Special Tooling:

Repair and overhaul of gas turbine engines.
Repair of engine components.
Engineering support.
Engine Monitoring Systems.
Manufacture of OEM parts for GE, Lycoming, P&W, (U.S.) the Canadian Government and governments worldwide.
Advanced materials engineering
Repair scheme engineering
Energy source engineering.
(Advanced Materials R&D Department).

Rank Export Countries: USA, Turkey.

Experience:

GE Source for F404 front frame.
Manufactured 850 - J85 CAN 15 Engines.
World Leader in F404 maintenance experience.

Plant Size: 750,000 square feet

Average Work Force: 100 Engineers, 220 Technicians, 100 Admin.

Gross Sales: \$60 Million

Export Sales: \$20 Million

Qualifications: AQAP 1

Date: August 6, 1992

HELITRADES INC.

18 Terry Fox Drive
P.O. Box 162
Vankleek Hill, Ontario
K0B 1R0

Contact: F.T. Wayte, Vice President
Tel: (613) 678-3027
Fax: (613) 678-2776

Keywords:

Helicopters - component overhaul, drive train dynamic.
Helicopters - hydraulic components, actuators, pumps and dampers.
Helicopters - parts sales.

History:

Incorporated under the laws of Ontario on August 27, 1979.
No corporate affiliations.
Ownership 100% Canadian.

Capability/Products:

Experience: We have built our company on an excellent product and good service at competitive prices.

Current Market Activity: Trade magazine advertising, trade conventions, mailing of brochures and price lists (periodically) and visits to prospective and regular customers.

Rank Export Countries: Egypt, United States.

Market Strategy: We have no marketing priorities as such, nor do we have geographic preferences.

Since the helicopter industry is relatively small, we have found that the best strategy is to keep abreast with industry developments and make the best of the opportunities as they arise.

Plant Size: Steel building 3,600 square feet, divided into offices, stock room and various specialized shops.

Average Work Force: 3 Licensed Aircraft Maintenance Engineers, 3 Technicians,
2 Administrative.

Gross Sales: \$1.2 Million Cdn.

Export Sales: \$137,000 U.S.

Ratio Commercial/Defence Exports: No Defence Exports.

Qualifications: MOT, Transport Canada.

Date: August 14, 1992

HERBRAND TOOLS CORPORATION

340 Dufferin Street
Toronto, Ontario
M6K 1Z9

Contact: J. Ryan
Tel: (416) 534-7943
Fax: (416) 537-1642

Keywords: We have been manufacturers of professional hand tools for more than 60 years in Canada. Our line has more than 4600 items including many for the aerospace industry.

History: Our company was incorporated under the laws of Ontario in 1931 and is wholly owned and run by Canadians.

Capability/Products: Herbrand is capable of producing the highest quality hand tools and currently has 4600 different tools to offer the Automotive Industrial Electrical and Aerospace industries.

Our operations include forging, milling, broaching, grinding, stamping, heat treating, and nickel/chrome plating.

Product groups include socket, wrenches, flat wrenches, pliers, hammers, tool boxes, pneumatic tools, test equipment, body tools, punches, chisels, screwdrivers, hydraulics, sheet metal tools, pullers, torque wrenches, and knives.

Experience: Herbrand is very familiar with the aerospace industries in foreign countries and is currently supplying to several countries including Indonesia.

Current Market Activity: Herbrand sells to foreign markets through exclusive distributors. In Canada, our products are marketed through franchised distributors and wholesalers.

Plant Size: Our home plant has 25,000 square feet, but we are associated with other plants totalling 200,000 square feet.

Average Work Force: 40

Ratio Commercial/Defence Exports: Commercial 80%, Defence 20%

Qualifications: Government & Military Certificates.

Date: August 10, 1992

HOCHELAGA AEROSPACE INC.

3675 Blvd, Industriel
Laval, Québec
H7L 4S3

Contact: Grant N. Cooper
Manager, Marketing Repair/Overhaul
Tel: (514) 629-3454
Fax: (514) 629-1655

Keywords: Repair, Overhaul and Modifications.

History: Hochelaga is a division of Devtek Corporation.

Capability/Products: Repair/Overhaul/Modification and direct spares sales on Canadair Challenger flutter dampers and regional jet.

Repair/Overhaul/Modification of DC9/MD80 rudder actuators and flight spoilers.

Experience: Hochelaga designed the RJ flutter dampers.

Current Market Activity: Presently soliciting U.S. and European operators for R&O on Douglas rudder and spoiler actuators. Will exhibit in the Aerocon Show in Atlanta, Georgia 6-8 October.

Rank Export Countries: U.S.A., England, France.

Market Strategy: The undersigned is presently visiting North American operators. We have a representative who will start Europe coverage in October.

We are O.E.M. on rudders and flight spoilers (MD80, DC9).

Plant Size: 10,000 square feet.

Average Work Force: 6 Engineers, 80 Technicians, 20 Admin.

Gross Sales: \$11 Million

Export Sales: \$2 Million

Ratio Commercial/Defence Exports: Commercial only.

Date: September 10, 1992

HONEYWELL LTD. AEROSPACE DIVISION

3 Hamilton Avenue
P.O. Box 3160, Station C
Ottawa, Ontario.
K1Y 4J4

Contact: B.L. Castledine, Mgr. Product Support
Tel: (613) 728-4681
Fax: (613) 728-7084

Keyword: Repair and overhaul of commercial and military avionics. Marine repair and overhaul and publications work.

History: Sperry established in Ottawa in 1931. In January 1986 Sperry Avionics sold to Honeywell and in 1978 the Ottawa and Rockland divisions became the Aerospace Division.

Capability/Product: This repair and overhaul facility provides a wide variety of expertise, and a publication management service covering military and commercial avionics and military and commercial marine systems. In these fields full product support is provided for over 600 different instruments. These range from 45 year old air driven instruments to state of the art electronics.

Experience: Dash-8, Challenger and Sea King aircraft and helicopters

Current Marketing Activity: Efforts are concentrated on the manufacture, repair and overhaul of communications switches for Transport Canada and foreign customer sales.

Marketing Strategy: To market communications switches to S.E. Asia and Horizon Reference Systems in the U.K. and Holland.

Plant Size: 39,000 sq. ft.

Average Workforce: 130 technicians and support personnel

Gross Sales: \$ 12 million

Export Sales: Nil

Qualifications: DOT, AQUAP-1, AQUAP-4 and MIL SPEC-2000

Date: October 6, 1992

HUISSON AVIATION (1989) LIMITED

P.O. Box 250
Carp, Ontario
K0A 1L0

Contact: Luc Pilon, President
Tel: (613) 839-5868
Fax: (613) 839-2976

Keywords: We are a helicopter charter company. Our specialties include emergency medical service and aerial construction. We have well equipped and up to date maintenance facilities in Ontario and Québec.

History: The company has been in operation for 16 years and has bases in Ontario and Québec.

Capability/Products: We are an approved Bell Helicopter Customer Service Facility and can provide maintenance for most of the Bell models. This includes repair and overhaul of the aircraft and components. We also have staff qualified to carry out work on helicopters produced by Hughes, McDonnell Douglas Corp. and Aerospatiale.

Current Market Activity: Bell Service Centre.

Market Strategy: Currently doing overhaul in house and corporate helicopter servicing.

Plant Size: Main Base - 10,000 square feet, 3 on base - 5,000 square feet (average).

Average Work Force: 40

Qualifications: MOT

Date: August 13, 1992

IFR PRECISION INSTRUMENTS LIMITED

36 Airport Road
Edmonton, Alberta
T5G 0W7

Contact: Roger Holland, President
Tel: (403) 454-7065
Fax: (403) 452-1049

Keywords: Over 45 years experience. Certified by Ministry of Transport. (Avionics, Components: maintenance, repair, overhaul).

History: Incorporated in 1979.

Capability/Products: Representing several major U.S. manufacturers complete re-manufacturing of all instrument and avionic components including radar and autopilot components.

Experience: Major shareholder associated with oldest avionics company in Canada.

Current Market Activity: Advertising in Trade/Avionics Magazine.

Plant Size: 5,000 square feet, 2 Bays.

Average Work Force: 3 - Admin., 4 - Engineers, 10 - Technicians.

Gross Sales: \$2 Million

Qualifications: World Aviation Authorities, Government Certifications. OEM certified.

Date: July 30, 1992

I.M.P AEROSPACE COMPONENTS LIMITED

P.O. Box 10
Amherst, Nova Scotia
B4H 3Y7

Contact: Ron Estabrooks
Director, Contracts & Sales
Tel: (902) 667-3315
Fax: (902) 667-1047

Keywords: 40 years experience, structural adhesive bonding for over 20 years. Repair/ Overhaul experience in Wings, Stabilizers, Elevators, Flaps, Rudders and Doors for Tracker (CP-140 & CP-121) and Nose Cowlings (CP-119).

History: Extensive R & O work during World War II (then Canadian Car Ltd.). From 1952-1992, the company (Enamel & Heating Products Ltd./Amherst Aerospace Inc. and I.M.P. Aerospace Components Ltd.) provided aircraft parts and components for world leading aircraft manufacturers. Purchased by I.M.P. Group Limited in October 1991.

Capability/Products: Aircraft parts and components including the following:
Sheet Metal Manufacture - Hydro, brake, stretch, forming.
Drop Hammer Forming
Bonding - Structural Adhesive
Tool Making
Machining - Conventional, CNC
Composites - Kevlar/nomex, fiberglass
Assembly - Flaps, Stabilizers, Tail Cones, Spoilers, Rudders, Elevators, Wings
Repair and Overhaul
Processing - Heat Treat, Anodize Cadmium Plating, Passivation, Alodine.

Experience:

Drop Hammer forming - very few facilities left in North America.
Structural Adhesive Bonding - over 20 years qualified by Boeing/MDCAN.
Phosphoric Acid Anodizing - first Canadian company qualified by Boeing.
Certified to AQAP-1 and Boeing D1-9000.

Current Market Activity: Marketing letters promoting the activities described on Appendix 1 have been sent to many of the leading aircraft manufacturers of North America. We are now also beginning to make inroads into the European market as described in our cover letter.

In recent months, we have also paid marketing visits to such companies as Bristol Aerospace Ltd. (Winnipeg), Boeing of Canada (Winnipeg), Lockheed Aeronautical Systems Ltd. (Atlanta, Georgia), Bombardier Inc./Canadair (Montreal), Boeing Commercial Airplanes (Seattle, Washington), Swearingen Engineering & Technology Ltd. (San Antonio, Texas), Pratt & Whitney Ltd. (Montreal) and Innotech Aviation (Montreal).

Rank Export Countries: U.S.A. only. Will be exporting to England and Italy starting 1994.

Market Strategy: In addition to the capabilities listed on Appendix 1 and herein, we are focusing on the new facility which we are in the process of building and the improved services the new plant will allow us to provide to our customers.

Plant Size: Current Plant - 120,000 square feet - 1 building.
New Plant (Jan. 93) - 108,000 square feet - 1 building.
Average Work Force: 250 - 300.
Gross Sales: \$10 - 15 Million
Export Sales: \$6 - 8 Million
Ratio Commercial/Defence Exports: 90:10
Qualifications: D19000, AQAP-1, DND, U.S. DOD.
Date: September 10, 1992

IMP AEROSPACE LIMITED

(Mailing-Head Office)
IMP Group Limited
2651 Dutch Village Road
Suite 400
Halifax, Nova Scotia
B3L 4T1
Tel: (902) 873-2250
Fax: (902) 873-2249

(Point of Contact)
IMP Group Limited
6 Gurdwara Road, Suite 102
Nepean, Ontario
K2E 9A3
Contact: H.L. Conner
Tel: (613) 727-1989
Fax: (613) 727-9738

Keywords: Airframe components; airframe structures; avionics; cable assemblies; corrosion control; electromagnetic compatibility; machining; modifications (aircraft); non destructive testing; painting (aircraft); R&O (aircraft); R&O (helicopters); structural analysis; systems integration; systems testing. (Maintenance, repair, overhaul, life extension, conversion, service and project integration).

History: The company was formed in 1970 having purchased a former aerospace company requiring facilities equipment, operational management and workforce. Since that time it has expanded to become Canada's largest aerospace R&O company.

Capability/Products: IMP Aerospace specializes in the maintenance and logistic support of Canada's fleet of ASW aircraft (CP140/P3), helicopters (Sea King CH124 and EH101). IMP Aerospace has a Sikorsky licence for the manufacture of SH3A helicopter components (airframe) and a world mandate licence for the repair and overhaul to helicopter Automatic Stabilization Equipment (ACE).

Experience: Avionic's (R&O) structures, landing gear, APU's interiors and harnesses for military helicopter and general aviation aircraft.

Rank Export Countries: United States

Plant Size: 250,000 square feet, 4 Hangars.

Average Work Force: 1400

Gross Sales: \$100 Million

Export Sales: \$6 Million

Qualifications: AQAP-1, MIL-Q-9858A. MOT and US Department of Defense.

Date: July 31, 1992

IMP GROUP LIMITED (AEROSPACE DIVISION)

2651 Dutch Village Road
Suite 400
Halifax, Nova Scotia
B3L 4T1

Contact: Michael J. Garvey
Manager, Aerospace Marketing
Tel: (902) 873-2250
Fax: (902) 873-2249

Keywords: Airframe overhaul, sheet metal fabrication, avionics repair and harnessing.

History: Incorporated 1970. Wholly owned subsidiary of Industrial Marine Products.

Capability/Products: Airframe overhaul, systems installation, aeronautical engineering, sheet metal fabrication, wire harness fabrication, aircraft paint hangar, aircraft modification.

Current Market Activity: Proprietary.

Rank Export Countries: U.S.A., Brazil.

Market Strategy: Proprietary.

Plant Size: 2 Hangars 270,000 square feet.

Average Work Force: 150 Engineers, Total 900

Gross Sales: \$50 Million

Export Sales: \$4 Million

Ratio Commercial/Defence Exports: 95% Military.

Qualifications: Government & Military Certificates.

Date: August 9, 1992

INDAL TECHNOLOGIES INC

3570 Hawkstone Road
Mississauga, Ontario.
L5C 2V8

Contact: Phil Lomax Mgr. Defence Sales
Tel: (416) 275-5300
Fax: (416) 273-7004

Keywords: More than 40 years of experience and expertise in the design, engineering, manufacture, integration and test of handling and support systems, specialized structures and aerospace components with an ongoing dedication to spares support, R&O and field support.

History: Founded in 1951 as Dominion Aluminum Fabricating Ltd. the growth in capability and scope of work led to the acquisition by Indal Ltd in 1968 and a name change to DAF Indal Ltd in 1977 and ultimately to Indal Technologies (ITI) in 1985. In 1989, Indal Technologies acquires Fathom Oceanology Ltd and the H.I.Thompson Company to further strengthen and enhance its overall capabilities.

Capability/Products: ITI employs professional engineers specializing in hydraulic, hydrodynamic, hydroacoustics, electrical, electro-optics, electronic, mechanical design, reliability, maintainability, safety, software and systems engineering. In house facilities exist for machining, fabricating, welding, finishing, electro mechanical assembly and test of a wide range of products and components. Test facilities include a full scale flight deck test platform, cable handling test rigs, thermal chamber and vibration test shop and dynamic and structural load testing areas. Products include: **Aircraft Handling:** RAST (Recovery Assist Secure and Traverse) ASIST (Aircraft Ship Integrated Secure and Traverse) shipboard helicopter handling systems and HIMS (Helicopter independent Manoeuvring System) to lift and transport heavy skid mounted helicopters. **Cable Handling:** Military and Commercial handling systems including airborne and deck mounted winches, faired cables and towed bodies. **Unmanned Vehicle Support Systems:** Launch/recovery platforms for UAV's on naval vessels at sea. Vision systems for tracking and handling. **Specialized Structures:** Aluminum and stainless steel engineered structures and acoustics enclosures. **Aerospace Components:** Apart from thermal acoustic and personnel shielding products supplied by H.I. Thompson subsidiary, ITI designs, manufactures, tests, repairs and overhauls helicopter probes such as are employed in its proprietary helicopter handling systems.

Current Marketing Activity: ITI wishes to augment its spares and R&O activities associated with its proprietary items by adding complementary and related products. ITI works with sales agents in many countries and is well situated for North American markets.

Experience: Excellence in program management has been demonstrated by ITI being the first non U.S. company to receive "validation" of its program management system under U.S. DoD 7000.2 standards. World recognition has been achieved for sophisticated products such as RAST which is employed aboard more than 200 ships of navies worldwide.

Plant Size: More than 18,000 sq metres of manufacturing, engineering and office space conveniently located near Pearson International Airport, Toronto.

Average Workforce: 275-300 personnel

Gross Sales: \$55 million

Exports: \$40 million

Commercial/Defence Ratio: 5: 95

Rank Export Countries: United States, Japan, Australia

Qualifications: FAA, MOT, NATO AQUAP-1 U.S.DoD MIL-Q-9858-A, CSA Z299-2, CSA-W47-2, IEEE-STD-47 Assembly wiring.

Date: September 16, 1992

**INGERSOLL-RAND CANADA (PRODUCTION EQUIPMENT GROUP)
ARO LIFE SUPPORT PRODUCTS**

51 Worcester Road
Rexdale, Ontario
M9W 4K2

Contact: Frank Sova, Sales Manager
Tel: (416) 675-5611
Fax: (416) 675-6920

Keywords: ARO Life Support Products Division has been manufacturing, assembling, repairing, overhauling and testing life support equipment in Canada on a continuing basis since 1952. (Aircraft components, life support products).

History: Incorporated under the laws of Quebec, Canada in November 1942.

Capability/Products: The company is an important supplier to Military Forces, D.O.T. and aircraft manufacturers and is a qualified repair and overhaul facility for life support systems and components.

Products: Liquid Oxygen Converters, Oxygen Regulators, Masks, Test Stands, Portable Ventilators, Chemical Defence Components and Systems, Aircrew Helmets, Stationary and Mobile Nitrogen Generators and Aircraft Gaseous Oxygen and Cryogenic Systems.

Experience: Our current expertise is in the development, manufacture and assembly of protective systems for military aircraft, vehicles and for personnel against bacteriological and toxic chemicals (N.B.C.).

Current Market Activity: Our primary marketing activity is now being carried out with the introduction of our NBC protective systems for military vehicles, aircraft and personnel.

Rank Export Countries: U.S.A.

Market Strategy: Primary market is the U.S. Military Market and the Member Nations of the North Atlantic Treaty Organization (N.A.T.O.).

Plant Size: 42,000 square feet (12,000 square feet manufacturing, 16,000 square feet Warehouse). 14,000 square feet dedicated to divisional assembly/testing and support offices.
Average Work Force: 65 group employees, 11 of which directly associated with life support activity.

Gross Sales: \$25 Million (Group)

Export Sales: \$350,000

Ratio Commercial/Defence Exports: Defence

Qualifications: D.O.T., AQAP-4, U.S. D.O.T., FAA, C of C AQAP-9.

Date: August 5, 1992

INNOTECH AVIATION LIMITED

595 Stuart Graham Blvd.
Dorval, Québec
H4Y 1E3

Contact: W.R. Price
Sr. V.P., Marketing & Sales
Tel: (514) 636-8484
Fax: (514) 636-8887

Keywords: Completion, maintenance and modification of general aviation aircraft - primarily business jets and special purpose jet and turbo prop aircraft. (Engines, avionics, aircraft structures, landing gear: maintenance, repair, overhaul, conversion refurbishment and services.

History: Incorporated 1955 - wholly owned subsidiary of IMP Aerospace Group.

Capability/Products: Interior completion of business jets - Canadair Aircraft BAe 125 series aircraft.

Maintenance of wide variety of business jets - including Challengers, BAe 125 Series, Cessna Citation, Falcon and Lear.

Specialised modifications to all types of general aviation aircraft and helicopters.

MOT/FAA approved, AQAP-1 recognized.

Full engineering capabilities.

Current Market Activity: Attendance at International Trade Shows such as NBAA, Farnborough, Paris, Singapore, Berlin, Beijing.

Media advertising and direct mail.

Rank Export Countries: Worldwide.

Market Strategy: No geographic preferences. Continue attendance at trade fares, airshows and outgoing missions.

Plant Size: 3 Hangars in Montreal - 1 Hangar in Vancouver.

Average Work Force: 550

Gross Sales: \$60 Million

Export Sales: \$30 Million

Qualifications: FAA/MOT, AQAP-1, Service Centre for Challenger, BAe 125, Citation and Learjet.

Date: July 30, 1992

INSTRUMENTS CANADA COMPANY LIMITED

2460 Anson Drive, Unit 2
Mississauga, Ontario
L5S 1G7

Contact: Murray Penney, President
John Douglas, Operations Manager
Tel: (416) 676-1111
Fax: (416) 676-8061

Keywords: Calibration and repair of industrial process controls, specializing in, but not exclusive to the aircraft industry.

History: Since 1976, No other affiliations.

Capability/Products: Fast, 24 hour a day service, troubleshooting with calibrations traceable to national standards.

We presently service almost all types of aircraft, manufacturing companies and subcontractors in Ontario.

Experience: Fast, no hassle troubleshooting, repair, calibrations to all Industrial Process Systems, specializing in, but not exclusive to, the aircraft industry.

Current Market Activity: Word of mouth.

Market Strategy: Will service anywhere.

Plant Size: 1,000 ft. Laboratory.

Average Work Force: 4

Qualifications: DND

Date: August 5, 1992

INTEGRATED ENGINEERING SOFTWARE

46-1313 Border Place
Winnipeg, Manitoba
R3H 0X4

Contact: Bennetta Benson
Sales & Marketing Manager
Tel: (204) 632-5636
Fax: (204) 633-7780

Keywords: CAE; Computer-Aided Engineering Software; Electromagnetic field analysis software; Boundary Element Method (BEM) analysis; simulation software; software development; software services (engineering); consulting services (engineering). IEF software has specific applicability to aerospace and defence related industries.

History: IES was incorporated in 1984 and is a Canadian research and development company specializing in the development and marketing of computer-aided engineering software for electromagnetic field analysis. IES has an exclusive distributor in Japan and a limited distributor arrangement in Switzerland. A number of cooperative hardware/software supply arrangements are in place between IES and various workstation hardware manufacturers. Corporate R&D and Sales and Marketing headquarters are located in Winnipeg.

Capability/Products: IES software is used for the design and analysis of electromagnetic field analysis problems, which shortens the product design cycle and eliminates the need for costly prototype development. Each program combines the Boundary Element Method (BEM), advanced technical capability, ease of use, and comprehensive customer support. BEM is recognized as the most powerful solution algorithm available.

Electrostatic field solving programs ELECTRO (2D) and COULOMB (3D) are used in the design and analysis of electrical and electronic equipment, including insulators, bushings, grounding electrodes, transmission lines, telecommunication cables, microstrips and integrate circuits. Magnetostatic field solving programs MAGNETO (2D) and AMOERES (3D) are used in the design and analysis of magnetic devices and components such as magnetizing fixtures, motors, cyclotrons, solenoids and transformers, recording heads, magnetic shielding and permanent magnet assemblies. The time-harmonic field solving program OERSTED (2D) is used for magnetic design applications which require eddy current analysis. This allows for calculation of losses in devices such as electric (AC/DC) motors, solenoids and transformers, crack or fault detection and bus bars. IES Programs are flexible and adaptable and provide smooth, accurate results and cater efficiently and effectively to open region problems.

No finite element mesh is required.

IES also provides engineering consulting services for EM design applications.

Current Market Activity: At IES, our main emphasis is on developing and enhancing quality products while providing excellent customer service and technical support. We believe that available CAE software design packages, should be scrutinized thoroughly before a purchase decision is made. This examination should include the technical basis of the software as well as its potential as a design tool.

Rank Export Countries: U.S.A., Europe, Scandinavia.

Market Strategy: IES offers a 30 days no-charge evaluation of full version software to allow the customer to test program capability with no obligation to purchase. We are confident that our engineers have developed programs which, on an international level, operate at the forefront of technology. Our geographic priority is the United States, followed by continual expansion into the European market.

Experience: Present customers include a wide range of national and international corporations, government agencies, national laboratories, educational and research institutions in Canada, the USA, Europe and the Pacific.

Users include: Present customers include Xerox Corporation, 3M, Asea Brown Boveri, Philips Industrial Electronics, Rockwell International, IBM Corporation, MIT Lincoln Laboratory, Mitsubishi, Tektronix, British Aerospace, Lawrence-Berkeley Labs, Pacific Scientific, Siemens Corporation, Toshiba.

Average Work Force: R&D Engineers - 8, Others - 9.

Gross Sales: 1990 - \$0.5 Million, 1991 - \$0.8 Million, 1992 - \$1.2 Million.

Date: August 7, 1992

INTERFAST INC.

21 Constellation Court
Rexdale, Ontario
M9W 1K4

Contact: S.D. Woolings, President
Tel: (416) 674-0770
Fax: (416) 674-5804

Keywords: Fastener specialists stocking distributor. (Wiring and hydraulic connections/fittings).

History: 1966 - Division of Devtek Corporation.

Capability/Products:

Global supply of aerospace fasteners, structural and non structural.

50,000+ bolts, screws, nuts, rivets, latches, fittings, panel fasteners, clamps, inserts, hi-lok, lockbolts, taper-loks, visu-loks, CAMLOC, DZUS, DELRON, Permswage fittings.

Represent and distribute Kaynar, Camloc, Tridair, TA Manufacturing, Hi-Shear, Deutsch, Monogram Aerospace.

Specialized tooling for aircraft production, drilling fastener, installation, hydraulic fitting installation.

Experience:

F-18 Fastener Support

MD80, DC10, MD11 Fastener Support

Boeing 737, 747, 757, 767 Standard Fasteners.

Other: F5, C130, F15, B727, DC8, DC9, B777.

Current Market Activity: Agents located in Foreign Countries: South East Asia, Europe, France, U.K., Spain, Germany, Switzerland, Italy, Benelux, Australia, Korea.

Rank Export Countries: U.S.A., Europe, U.K., Scandinavia, South East Asia.

Market Strategy:

U.K. - Carrier Support

Singapore - Joint Venture

China - MD-80

Germany - Airbus

Finland - F-18 Support

Plant Size: 60,000 square feet, Warehouse, Toronto - 12,000 square feet, Warehouse, Montreal.

Average Work Force: 72

Gross Sales: \$20 Million

Export Sales: \$5 Million

Ratio Commercial/Defence Exports: 80% Commercial.

Qualifications: FAA, Transport Canada, AQAP-4, AQAP-12, Individual OEM Quality Approvals.

Date: August 14, 1992

INTRA-ACOUSTICS COMPANY LIMITED

600 René Lévesque Blvd. West
Montréal, Québec
H3B 4V6

Contact: Donald Aitkens, Corp. Sect.
Tel: (514) 954-1811
Fax: (514) 954-2068

Keywords: Design and manufacture of complete Turnkey Noise Controlled Aircraft/Engine Test Facilities.

History: Parent Company - Industrial Acoustics Co. - N.Y. - 1951.

Subsidiaries - Intra-Acoustics Co. - Canada - 1976.

IAC Limited - England - 1958 and IAC of South Carolina - S.C. 1984.

Capability/Products: IAC's long-time well proven engineering and manufacturing capabilities allow the company to design, test and fabricate complete Turnkey Noise Controlled Aircraft/Engine Test Facilities. All activities are directed by highly experienced engineering personnel.

Design and development is supported by IAC's State-of-the-Art Aero-Acoustic Laboratory where full and scale model testing assures highest levels of performance and reliability.

Experience: IAC has pioneered, for more than 40 years, the development of Jet Engine and Aircraft Noise Suppression Systems combined with computer supported testing and data acquisition.

Current Market Activity: IAC participates in major trade shows such as Farnborough and the ASME Turbo Expo. We also pursue new business by mailing our house organ "IAC Aviation News" to industry decision makers. We are represented throughout the world by local sales agents and support such activity with company personnel.

Market Strategy: Marketing efforts focus on North America, Europe, the Middle East and to a lesser extent Australia, Asia and Africa.

Marketing efforts are directed towards users of test facilities for commercial and military aircraft/engines and engine/airframe manufactures.

Plant Size: Approximately 460,000 square feet.

Average Work Force: 850

Gross Sales: \$90 Million

Export Sales: \$35 Million

Qualifications: US DOD, NATO.

Date: August 31, 1992

INVAR MANUFACTURING LIMITED

1 Parry Drive
Batawa, Ontario
K0K 1E0

Contact: Cam Nardocchio
Regional Sales Manager
Tel: (613) 398-6106
Fax: (613) 966-7932

Keywords: We manufacture a wide array of complex components, assemblies and systems for all facets of the aircraft/aerospace, defense, nuclear energy, commercial and transportation industries. We place particular emphasis on precision machining.

History: Invar Manufacturing Ltd. (formerly Bata Engineering) was purchased by Linamar Machine Ltd., in January 1987.

Capability/Products: The scope of the company's capabilities encompasses fabrication, machining and assembly - from the initial purchase and pre-fabrication of raw materials and components to the final assembly and testing of the manufactured parts and systems.

Invar production facilities accommodate a CAD/CAM Schulemberger Bravo system together with a wide range of NC/CNC machining centres, some with DNC transfer capabilities. Accordingly, Invar can perform sophisticated multi-axis work involving design transferring and 3-D sculptured surfaces. Invar Manufacturing specializes in manufacturing an extensive line of components for wings, engines and landing gears and utilizes the most advanced NC/CNC machine tools available. This includes a high concentration of four and five axis machining centres.

Invar has a quality control program approved to AQAP-1 and MIL-Q-9858-A and non-destructive testing capability (MPI and LPI is carried out by CGSB certified operators to accepted military, aircraft and nuclear energy standards).

Experience: Total quality management of precision machining and outstanding project management for system manufacturing.

Current Market Activity: Invar presently markets its services in Canada and to the U.S.A. directly from Batawa, Ontario. We also use the services of sales agents contracted by our corporate entity Linamar Machine Ltd., Guelph, Ontario.

Rank Export Countries: U.S.A.

Market Strategy: U.S.A., Canada, Europe. We are continuing the search for a product under license from a European company that would suit our manufacturing facilities and capabilities. We will continue to market our services as stated above.

Plant Size: 150,000 square feet.

Average Work Force: 200

Gross Sales: \$16 Million

Export Sales: \$12 Million

Qualifications: NATO AQAP-1, MIL-Q-9858-A.

Date: September 1, 1992

IRVIN INDUSTRIES CANADA LIMITED

P.O. Box 280
Fort Erie, Ontario
L2A 5M9

Contact: John C. Simis
Director of Sales & Marketing
Tel: (416) 871-6510
Fax: (416) 871-6534

Keywords: Protective Equipment, Air Delivery Systems, Personnel Survival Equipment, Personnel Restraint Equipment, Parachutes, Precision Opening Release Systems, Inflatable Life Support Systems, Special Purpose Parachutes, Recovery Systems, Deceleration Systems, Drone Recovery Systems, Protective Clothing, Survival Kits. (Sub-system manufacture, repair and overhaul of life support and recovery systems).

History: Irvin Industries was incorporated in Canada in 1925 and is a subsidiary of Irvin Aerospace Ltd., Ampthill, U.K. The parent company not only operates many facilities in the U.S. and one in Canada, but also in the U.K. and Italy, and has licensees in West Germany and Japan.

Capability/Products:

Experience: Irvin's customers include the USAF (FF-2 Hitefinder Automatic Parachute Release Mechanism, Vacuum Test Chamber), U.S. Army (FF-2 Hitefinder), the Canadian Department of National Defence, Canadair, Fleet Industries, Eurocopter Canada Ltd., and many other off-shore customers (primarily military).

Rank Export Countries: South East Asia (ASEAN), Europe (NATO), U.S.A.

Plant Size: 66,000 square feet.

Average Work Force: 200

Export Sales: \$8.5 Million

Ratio Commercial/Defence Exports: 99% Defence.

Qualifications: NATO/DND, AQAP-1

Date: August 18, 1992

KELOWNA FLIGHTCRAFT LIMITED

#1-5655 Kelowna Airport
Kelowna, British Columbia
V1V 1S1

Contact: Jim Rogers
General Manager, Secretary Treasurer
Tel: (604) 765-1481
Fax: (604) 765 8397

Keywords: Modifications, Repair & Overhaul, Engineering, Research & Development, Manufacturing, Fixed Base Operator, Aircraft Charter, Maintenance Training and Machining.

History: Incorporated in 1970. Affiliated with Kelowna Flightcraft Air Charter Ltd., Kelowna Flightcraft R&O Ltd., and Kelowna Flight Com Avionics Inc. All companies are owned by the same officers and operated as Kelowna Flightcraft Group.

Capability/Products:

Modification, inspection, repair and overhaul of Convair aircraft.
Manufacturing approval.
Engineering for both structures and electronics/avionics.

Experience: DND CC109, Convair 580, Boeing 727; Cargo door installations; Development and building of Convair 5800.

Current Market Activity: Our current marketing activity is for the promotion of sales for the Convair 5800. This is being done by promotional tapes and press releases plus trade magazine articles.

Rank Export Countries: U.S.A., New Zealand, Bahrain, Norway.

Market Strategy: Our major priority will be the Convair 5800 marketing which we hope will be worldwide after certification (Fall '92). Our other activities are basically word of mouth and to date shops are booked on a average six months in advance.

Plant Size: 60,000 square feet, 2 main hangars.

Average Work Force: 280

Gross Sales: \$25 - 30 Million

Export Sales: \$10 Million

Ratio Commercial/Defence Exports: 10:1

Qualifications: Government & Military Certificates.

Date: August 10, 1992

KENN BOREK AIR LIMITED

290 McTavish Road N.E.
Hangar #4
Calgary, Alberta
T2E 7G5

Contact: Stephen R. Penikett, General Manager
Tel: (403) 291-3300
Fax: (403) 250-6908

Keywords: With over twenty-six years experience providing air support for petroleum and scientific exploration activities in the Arctic, we developed the ability to operate safely and economically in extreme climates and remote areas by fully utilizing the capabilities of each aircraft type. Kenn Borek Air Ltd. now has thirty-four aircraft and our service has been continuous, not only in the Arctic, but throughout Canada with extensive charter and scheduled operations. We also offer an international charter and leasing service that literally covers the globe.

History:

Borek Construction Ltd. - Incorporated in 1957.
Kenn Borek Air Ltd. - Incorporated in 1966.

Capability/Products: Kenn Borek Air Ltd. has demonstrated the capability of providing service and support in the harshest, most isolated and demanding environments of the world. We are prepared to assist our clients with logistical support and aviation needs. Such versatility, combined with the sophisticated instrumentation we utilize, has lead us to coin the phrase "Kenn Borek Air - Anytime, Anywhere". Kenn Borek Air has combined their universal fleet with highly qualified flight and ground crews to provide a team of specialists to meet the demands of any challenge. Our Calgary overhaul facility is fully equipped with repair jigs (fuselage, wing, tail boom, etc.) to completely overhaul DeHavilland Twin Otter, Beaver and Bell 206. We are one of the few companies with the expertise and equipment to successfully install spar straps and super spar kits on Beech King Airs. We have taken an active role in the manufacture and installation of specialized aircraft equipment, some of which includes customized vertical radar antennae, para drop kits for DHC-6 and 4A, V5 Forestry Communications Systems, aerial data acquisition units and computer interfaces for DAU, INS.

Experience: With the knowledge and experience we have gained over the years operating PT6 engines, we have been able to reduce client's PT6 maintenance and repair costs. Our corporate TBO authority and 7000 hours speaks well of Borek's expertise in general and heavy maintenance, trouble shooting and hot section inspection.

Current Market Activity: Kenn Borek Air Ltd. has developed a new marketing mission statement which states: "Marketing must guarantee that the right product with the right features is available at the right time for the right market segments at the right price through the right channels". Our new marketing strategy is to "Know your product". We are going to ensure our employees are aware of exactly what Kenn Borek Air Ltd. has to offer. We believe this thrust will orchestrate an innovative proactive batch of ideas which will keep the competition off balance and lead the company progressively toward a dominating position in key target markets. We feel the delivery of product features and capabilities to the market in a manner such that customer can acknowledge, understand and benefit by their value.

Rank Export Countries: Global.

Market Strategy: Balance with innovation - we must dominate to survive. We require referrals and representation with the right information. Our employees deal directly with customers. They hear what our sales force (crews, etc.) are not hearing. We believe that words are the pathway into peoples' minds. You need to choose the words very carefully so they involve the proper aura around your products and services.

Plant Size: 20,000 square feet, 1 hangar, 2 bays, complete array of technical equipment.

Average Work Force: 135 employees: Pilots, Engineers, Maintenance and Administration.

Gross Sales: \$10 Million

Ratio Commercial/Defence Exports: All Commercial.

Qualifications: Government and Military Certificates.

Date: August 12, 1992

KITCHENER AERO AVIONICS/SKYTRONICS LTD

Hanger #9
Waterloo-Guelph Airport
Box 69, Breslau
Ontario. NOB 1M0

Contact: Barry Aylward, President
Tel: (519) 648-2921
Fax: (519) 648-2614

Keywords: Both companies offer comprehensive general aviation/commuter airline avionics support for all types and makes of avionics systems. Also they have extensive experience in avionics installations and perform some 150 modifications annually.

History: Kitchener Aero Avionics was incorporated in 1977 and has no affiliations. Skytronics is affiliated with NorOntAir.

Capabilities/Products: Comprehensive General Aviation/Commuter avionics support (all makes and types). Extensive experience in avionics installations and certification. Extensive De Havilland product knowledge and support capability for the DHC 6, 7 and 8 aircraft. The company is holder of STC for DHC 6 Cockpit Voice recorder (CVR) installation and holder of STA for BEECH 90, 99 and DH 6 CVR installation. The company has extensive experience in special mission avionics including: Police, Medivac, Forestry and Maritime Patrols. They also have extensive helicopter modification experience.

Experience: DHC 6, 7 and 8 avionics support and modification. MLS installations and special missions avionics installations.

Current Marketing Activity: Marketing of Cockpit Voice Recorder kits and DASH-8 support capabilities.

Rank Export Countries: U.S.A.(incl Alaska and Hawaii) Europe and South America.

Plant Size: Kitchener Aero; 11,000 sq ft. Skytronics; 30,000 sq ft.

Average Workforce: 16 full time employees.

Gross Sales: \$ 3 million

Exports: \$ 500,000

Ratio: Commercial/Defence. No Defence activity.

Date: September 30, 1992

LAKE CENTRAL AIR SERVICES (A DIVISION OF 579678 ONTARIO INC.)

Muskoka Airport, RR #1
Gravenhurst, Ontario
POC 1G0

Contact: Elton Townsend, President
Tel: (705) 687-4343
Fax: (705) 687-8983

Keywords: 36 years aviation maintenance and repair experience. Canadian distributor of USA manufactured aircraft. Canadian assembler of military patrol aircraft and a sales agency for them.

History: Obtained Lake aircraft distributorship in 1964 for Eastern Canada. Operated through Townsend Air Services Ltd. till 1983 then as Lake Central Air Services.

Capability/Products: Company owns a set of structural repair jig fixtures for Lake aircraft allowing complete rebuild capability attracting USA owners for major repairs and modifications.

Company has agreement with manufacturer, Lake Aircraft Inc., to assemble and provide 20% minimum Canadian content in its military amphibious flying boat which can be used for search and rescue, maritime patrol and reconnaissance, customs and boarder patrol.

Experience: Aircraft repairs and modifications - 28 years experience on Lake amphibian.

Have the only Lake aircraft structural repair jig in existence. Company specializes in amphibious aircraft - e.g. DeHavilland Twin Otter, Gruman.

Current Market Activity: Currently working with agents for sales in South America, China and Middle East.

Rank Export Countries: USA continues to be the largest for us at present time.

Market Strategy: To market the military version of Lake Aircraft Inc., Seawolf and Ranger aircraft that have been assembled, equipped and finished in Canada.

Plant Size: 5,395 square feet.

Average Work Force: 10

Gross Sales: \$1 Million

Export Sales: \$300,000

Qualifications: MOT

Date: August 15, 1992

LEAVENS AVIATION INC.

2555 Derry Road East
Mississauga, Ontario
L4T 1A1

Contact: C.D. Leavens, President
Tel: (416) 678-1234
Fax: (416) 678-7028

Keywords: Engine repair and overhaul.

History: Founded in 1927.

Capability/Products:

Distribute a broad range of general aviation products.
Overhaul horizontally opposed engines (Continental-Lycoming).
Overhaul propellers (McCauley, Hartzell).
Overhaul a broad range of general aviation accessories.

Plant Size: 30,000 square feet.
Average Work Force: 40
Gross Sales: \$6 Million
Export Sales: 100,000
Qualifications: MOT
Date: August 7, 1992

LITTON SYSTEMS CANADA LIMITED

25 City View Drive
Etobicoke, Ontario
M9W 5A7

Contact: David G. West
Director, Customer Service
Tel: (416) 249-1231 Ext. 2287
Fax: (416) 246-2014

Keywords: Producer of highly sophisticated electronic equipment. (Avionics and ground equipment systems). (Inertial systems, radars, simulators, test equipment, security command and control systems and displays).

History: Incorporated in 1960 and a wholly owned subsidiary of Litton Industries Inc.

Capability/Products: FAA/MOT approved repair facility for all Litton built commercial inertial systems. Provides a full range of integrated logistic support services, maintenance support and training.

Experience: Support services ranging in scope from on-call field engineering support to full ILS program to government and commercial customers worldwide.

Current Market Activity: We keep in regular contact with our customers to ensure we are meeting all of their support needs. We actively seek out and respond to new customer requirements as the opportunities arise.

Rank Export Countries: U.S.A., Asia, Europe.

Market Strategy: Litton Systems Canada Limited provides its customers with complete integrated logistics support coverage on all of its products. Since our systems are used worldwide, our services of training, field engineering, spares, repair and overhaul and technical consultation are available to meet any customer need.

Plant Size: 700,000 square feet.

Average Work Force: 1,800

Gross Sales: \$367 Million (1991)

Export Sales: \$200 Million (1991)

Ratio Commercial/Defence Exports: 85%

Qualifications: FAA/MOT, AQAP 1, NATO, U.S. DOD.

Date: August 12, 1992

MAG-CHEM INC.

190, Boul. Industriel
Boucherville, Québec
J4B 2X3

Contact: Roger A. Gamache, V.P., Marketing
Tel: (514) 655-1344
Fax: (514) 655-5428

Keywords: Compounder of specialty aviation and industrial cleaners and specialized metalworking lubricants. Supplier of engine and other O/H cleaners to P & WC, Rolls-Royce Canada, Air Canada, Standard Engines and Hawker Siddeley.

History: Mag-Chem Inc. is the sister company of Magnus Chemicals Ltd., a manufacturer of specialty chemicals, metalworking lubricants, water conditioning chemicals, incorporated in April 1946. Mag-Chem Inc. is responsible for export activities.

Capability/Products:

- i) HDL-202: Liquid alkaline rust remover.
- ii) HDP-2524: Alkaline permanganate.
- iii) AP-9186: Acidic scale conditioner.
- iv) Corrotek: In-process rust protection.
- v) HDP-2888: Powdered alkaline rust remover.
- vi) AP-954: Inhibited phosphoric acid based scale conditioner.

Note: i) to vi) are part of Pratt & Whitney's cleaning process SPOP-211/213.

- vii) Tergit: Fuselage and landing gear solvent-free foaming detergent.
- viii) DEO-K: Non formaldehyde, non quaternary toilet sanitary fluid.
- ix) Cal 98: Mist lubricant used for cutting/sawing various alloys.

Experience: We are the only Canadian owned manufacturer in this field with products approved by the major engine manufacturers. We have, over the years, improved the efficiency of our products and processes, while upgrading their environmental acceptance.

Current Market Activity: We are currently accelerating our Product Approval Program with engine and airframe manufacturers, and with the Military (Canada/U.S.). We have developed an aqueous degreaser which is intended to replace vapour degreasers and chlorinated solvents. This new product has passed the requirements of SAE's ARP1755A and is now being further investigated by Pratt & Whitney, in Hartford. Our second priority is to enter the aviation manufacturing field with our specialty lubricants and non-solvent cleaners.

Rank Export Countries: U.S., South Africa, Singapore, Hong Kong.

Market Strategy: We are presently negotiating to have distributors in Scandinavia and in Singapore. Contacts have been established to have distributors in England, Japan, France, Switzerland and Taiwan. These eventual distributors will be expected to have a technical/chemical background that will enable them to service the accounts. They should handle product lines that are complementary to ours.

Plant Size: 30,000 square feet - Blending equipment for liquids and powders.

Gross Sales: \$6 Million

Qualifications: Military Certificates, Manufacturers (P & W, RR, GE, P & WC), SAE

Date: August 19, 1992

MIL-AER FLUID POWER SYSTEMS INC.

337 Sovereign Road
London, Ontario
N6M 1A6

Contact: Jeff Willner, Product Manager
Tel: (519) 659-1107
Fax: (519) 659-3844

Keywords: Mil-Aer is a manufacturer of aerospace hose assemblies for almost any type of aircraft in the world. (Aircraft components: hose assemblies all types).

History: The company was incorporated in early 1990, and received full manufacturing approvals from Transport Canada and FAA in early 1991.

Capability/Products: Mil-Aer is able to manufacture a full line of aerospace hose assemblies. We currently support a wide variety of aircraft ranging from general aviation (light singles and twins) to commercial airliners. Our hose assemblies are manufactured to TSO requirements, and are approved by Transport Canada and FAA. We are capable of barcoding, and Level A Pack/Package on our shipments. In-house quality control systems have been audited and approved to AQAP 4, and numerous other OEM standards.

Experience: In the space of one year, Mil-Aer has become the dominant supplier of hose assemblies to DND/DSS, and the Canadian aerospace industry. Our customer base stretches across Canada and the U.S.

Current Market Activity: Mil-Aer attends aerospace trade shows across Canada, including: Vancouver, Edmonton, Toronto, Montreal, and St. John's. Our capabilities are listed in several industrial guides, and we maintain a full time salesman in the field. In addition, our military division monitors the GBO and OBS for bid opportunities.

Market Strategy: We are primarily interested in the design and manufacture of hydraulic systems for aerospace and/or military systems. With our approved quality control system, engineering expertise, and complete hydraulic product line, we are able to design, prototype, and produce complete systems. We are interested in all international opportunities, and although we are not currently promoting our capabilities outside of Canada, would be willing to initiate this process.

Plant Size: Plant and office size is 5000+ square feet, with 2 loading bays.

Average Work Force: Total of 10 full time employees.

Gross Sales: \$1 Million

Export Sales: \$50,000

Qualifications: ATA-SPEC 2000, MOT/FAA Chapter 561 & 563 - Airworthiness Standards, Approval 67-9, NATO, AQAP 4.

Date: August 17, 1992

MENASCO AEROSPACE LIMITED

1400 South Service Road West
Oakville, Ontario
L6L 5Y7

Contact: G. Conaboy
Manager, Government Programs
Tel: (416) 827-7777
Fax: (416) 827-1583

Keywords: Design, develop, test and manufacture fixed and rotary wing landing gears and flight actuation systems. Products meet contractor and quality standards as specified by FAA, DOT, MIL-Q-9858A and AQAP-1.

History: Incorporated in Ontario, formed in Canada in 1971.
Ownership - COLTEC, New York (100%).

Capability/Products: Menasco Aerospace Ltd. is one of the world's largest premier landing gear designers and manufacturers. Menasco Aerospace is responsible for many commercial and military programs, such as Boeing Commercial B737, B757 and B777 programs, the Douglas MD80 commercial, as well as the C-17 nose gear and the A-10 close support military programs, amongst many others.

Menasco Aerospace Ltd. also has an extensive history in the development and production of flight control actuation system programs, such as the Fokker F-28, Fokker 100, de Havilland DASH 7 flap system, and recently the Canadair RJ aircraft. Menasco Aerospace Ltd. provides full product support in flight control systems and landing gears.

Experience: Centre of Excellence in all aspects of landing gear capabilities. Consistently win major new programs. Have strong technology and manufacturing base in flight controls. Recipient of prestigious awards from Boeing and the Canadian Government.

Current Market Activity: Our marketing activity in our products and Research and Development is extensive, global and continuous.

All the major primes and airlines are visited on an ongoing basis as frequently as possible.

Rank Export Countries: U.S.A., Holland, France, U.K., Indonesia, etc.

Market Strategy: Geographic preferences are U.S.A. and Europe. Some newer areas in Asia are now being pursued. Our Strategies are to continually understand and satisfy our customer's needs. We believe that communication with customers and understanding their problems is the way to enhance and optimize our global market growth. A more "Global" Approach is being presently pursued.

Plant Size: 300,000 square feet.

Average Work Force: 500 employees including 70 engineers and technicians.

Export Sales: 97% of Total Sales.

Ratio Commercial/Defence Exports: 9:1

Qualifications: World Aviation Authorities, Government and Military Certificates, Airframe Manufacturers.

Date: August 24, 1992

MESOTEC INC.

**3575 Industrial Blvd.
Sherbrooke, Québec
J1L 1X7**

**Contact: P. Constancis, President
Tel: (819) 822-2777
Fax: (819) 822-4117**

Keywords: Precision machining of parts and components as well as tooling for aerospace and electronics industries. (Engines, structures, auxilliary power units).

History: Founded in 1977.

Capability/Products: Vini Graphic II CAD/CAM System Plus Vericut Software, Full 5-Axis Machining, EDI using EDS Software, Integrated Production an Quality Control using UNIX Communication Network.

Plant Size: 14,400 square feet.

Average Work Force: 5 Engineers, 9 Technicians, 32 Shop employees.

Date: August 13, 1992

METAL IMPROVEMENT COMPANY INC. (MICAN DIVISION)

105 Alfred Kuehne Blvd.
Brampton, Ontario
L6T 4K3

Contact: Bruce Billings, Sales Manager
Tel: (416) 791-8002
Fax: (416) 791-4490

Keywords: Shot peening and shot peen forming service approved to most government aircraft and industrial specifications. (Maintenance, repair, overhaul and life extension: Engines, structures, landing gears, APUS, gearboxes).

History: Metal Improvement Company Inc. is a subsidiary of Curtiss-Wright Corporation with executive offices in Paramus, New Jersey, U.S.A. and has more than 40 years shot peening experience.

Capability/Products: Shot peening is used to increase strength and reduce fatigue retarding stress corrosion and cracking in metal parts. Shot peening is also used to form metal parts such as wing skins and to correct their shape.

Current Market Activity: Provide shot peening service to manufacturers and operators (to a smaller degree) of aircraft, automotive and other mechanical equipment.

Market Strategy: Metal Improvement Company Inc. has plants throughout the U.S.A. and Britain, France and Germany as well as the one in Canada.

Plant Size: 85,000 square feet
Average Work Force: 74
Date: August 5, 1992

MIDWEST HELICOPTERS LIMITED

Box 42029
1881 Portage Avenue
Winnipeg, Manitoba
R3J 0H3

Contact: W. Macaulay, Director of Maintenance
Tel: (204) 885-6212
Fax: (204) 831-0879

Keywords: The maintenance, repair, modification and overhaul of helicopters in the light and medium categories including sub-assemblies and components.

Capability/Products: Midwest Helicopters Ltd. is a Transport Canada approved maintenance organization with the following capabilities:

All non-specialized work on Bell 206, 204 and 205 series helicopters including engine field level maintenance.

Specialized work including: structures (airframes), dynamic components (M/R heads, transmissions.), avionics (repair, overhaul, installations).

Parts, sales and services.

Midwest has fully tooled shop facilities to carry out the above maintenance.

Experience: Approved Bell Helicopter Customer Facility. Fulltime staff have ratings and designations required to accomplish the specialized and non-specialized work outlined above.

Current Market Activity: Avionics, Canada wide, North United States. Magazines and aviation papers.

Market Strategy: Canada wide and United States.

Plant Size: 2 hangar facilities totalling 17,000 square feet including shops and offices.

Average Work Force: Work force numbers 10 fulltime engineers and as many as 15 depending on seasonal requirements.

Ratio Commercial/Defence Exports: 100% Commercial.

Qualifications: Transport Canada, Bell Helicopters Textron.

Date: August 11, 1992

ALEX MILNE ASSOCIATES LIMITED

**376 Orenda Road East
Brampton, Ontario
L6T 1G1**

**Contact: Bill Milne, President
Tel: (416) 790-0440
Fax: (416) 790-0455**

Keywords: Leaders in the non-formaldehyde toilet chemicals, Product name "Head.O.Matic" (registered globally). (Services: Aircraft).

History: Incorporated in 1972. Partly owned by Ontario Government through Innovation Ontario.

Capability/Products: Non-Formaldehyde toilet chemicals, made and based on natural plant extract.

Experience: Originators of non-formaldehyde technology in toilet chemicals and supply these to airlines, railroads, marine industry and the military.

Current Market Activity: We export and sell to agents and distributors on a global basis as well as sell directly to large accounts.

Rank Export Countries: U.S.A., Sweden, U.K., Australia.

Market Strategy: U.S.A., Europe, Australia. Deal through agents and distributors.

Plant Size: 20,000 square feet

Average Work Force: 6

Gross Sales: \$750,000

Export Sales: \$50,000

Qualifications: Military certifications, NATO.

Date: July 30, 1992

MONAC INTERNATIONAL CORPORATION

1313 Border Street
Unit 4
Winnipeg, Manitoba
R3H 0X4

Contact: David D. Peacock, P.Eng.
Sales Manager
Tel: (204) 697-2043
Fax: (204) 697-2055

Keywords: Non-Destructive Inspections, Monitoring & Evaluation, Acoustic Emission, Strain Measurements, Finite Element Technology, Fatigue Crack.

History: Monac International Corporation is a publicly traded company with offices in Winnipeg and Montreal and was incorporated in April 1987. SLD, a wholly owned subsidiary, developed and markets computerized expert system audiometric testing equipment.

Capability/Products: Monac International Corporation offers a broad range of non-destructive testing services and products specializing in detecting, locating and rating stress levels and fatigue cracks in large metal structures. The company has developed unique techniques for long term monitoring using acoustic emission, strain measurement and finite element technology. Monac has a well established research and development department.

Experience: Frangibility Studies for airport support structures, Corona discharge detection in large transformers and reactors, fatigue crack detection and evaluation on bridges, buildings and aircraft.

Current Market Activity: Monac markets its products and services across North America. The company foresees significant growth in the United States once it begins to rebuild its decaying transport infrastructure. Monac maintains offices in Winnipeg and Montreal.

Market Strategy: Monac is interested in forming strategic alliances to develop offshore opportunities and is currently exploring Western and Eastern Europe. Monac's main focus remains in North America and enhancements to its state-of-the-art technology are being developed specifically for this market.

Plant Size: 3,000 square feet of office and labs.

Average Work Force: The work force consists of Ph.d's specializing in research and development in fracture mechanics and non-destructive testing techniques, a number of graduate engineers specializing in computer hardware and software development and design.

Gross Sales: Over \$1 Million.

Export Sales: Monac is interested in forming strategic alliances to develop offshore opportunities and is currently exploring Western Europe. Monac's main focus remains in North America and enhancements to its state of the art technology are being specially developed for this market.

Date: August 11, 1992

MORRIS AVIATION CONSULTANTS

2 Canada Avenue
Centralia Airport
Huron Park, Ontario
NOM 1Y0

Contact: Captain Barry Morris, President
Tel: (519) 228-6604
Fax: (519) 228-6204

Keywords: Experts in support of commuter and corporate aircraft operations.

History: This is a newly established company set up partly to support Clearwater Aircraft Maintenance & Overhaul Inc.

Capability/Products: Commercial Commuter Flight Operations Management Consulting, Commercial Aircrew Training, Aircraft Ferrying, Aircraft Flight Testing, Accident Investigation, Aircraft Sales (Mainly to Corporate and Commercial Operators), Oil & Mineral Exploration Flight Department Management, Commercial and Corporate Aircraft Security Advisory, Aircraft Sales Demonstration Tours.

Captain Morris is NATO Secret Security cleared. he is recognized as an aviation expert by the International Civil Aviation Organization, is a member of The Canadian Aeronautics and Space Institute and holds full Canadian & U.S. Airline Transport Pilot Licences.

Experience: Captain Morris has been with both major aircraft manufacturers in Canada for many years in the role of Test, Demonstration, Training, Accident Investigation, Delivery Pilot. Primary responsibility for assisting new commuter airlines enter into business.

Current Market Activity: Newly established - currently being formulated. Letters of introduction and corporate resumé will be mailed to all Commuter and some Corporate operators worldwide. Personal visits will follow up if interest indicated.

Rank Export Countries: Asia, Commonwealth of Independent States.

Market Strategy: Captain Morris' experience and contacts are worldwide. He has extensive experience in setting up airlines in developing countries. He is currently interested in Papua New Guinea (oil exploration), Taiwan (reorganizing commuter airline in Taipei), China, Eastern Block countries and Commonwealth Independent States.

Plant Size: Assisting Clearwater Aircraft Maintenance & Overhaul Inc. in their 4-bay, 75,000 square foot hangar and office facility.

Average Work Force: Flexible - on demand.

Date: September 9, 1992

MURPHY AIRCRAFT MANUFACTURING LIMITED

8880-C Young Road South
Chilliwack, British Columbia
V2P 4P5

Contact: Bryan Daniel, Tech Director
Tel: (604) 792-5855
Fax: (604) 792-7006

Keywords: Ultralight and Light Aircraft Design and Manufacture Aircraft Parts Manufacturing, Floats, Aircraft Recovery Systems, Amateur Aircraft Catalogue Sales.

History: Murphy Aviation Ltd. - Incorporated in 1986.

Capability/Products: Light aircraft design, aluminum shearing and forming, Machined aluminum parts, Metal hydroforming, Vacuum forming, Metal stamping punching, Aviation hardware fasteners, Aircraft wheels/brakes, Ballistic recovery systems, REBEL highwing monoplane, RENEGADE-aerobatic biplane, MURPHY 1500, 2000 Series aircraft floats.

Experience:

6 years in business.

Aircraft sales in 28 countries.

International Dealer Network.

Current Market Activity: Sales of amateur aircraft kits in North America, Europe and Asia.

Promotion through international publications and use of a distributor network and International Trade Shows.

Major Airshows Attended in 1992: EAA Convention - OshKosh, WI; EAA Fly-In - Lakeland, FA; EAA Fly-In - Arlington, WA; Merrill Field - Anchorage, AK; Moulins, France

Rank Export Countries: U.S.A., Great Britain, Japan.

Market Strategy: Priority is to develop overseas market for REBEL and RENEGADE aircraft in particular Europe and Asia.

Diversify by becoming further involved in subcontract parts manufacturing and aircraft part sales and distribution.

Plant Size: 14,000 square feet.

Average Work Force: 7 Technical Administration, 20 Aircraft Parts Production, 4 Shipping/Receiving.

Gross Sales: \$1.06 Million

Export Sales: \$795,000

Qualifications: Aircraft built to MOT, FAA and JAR, VLA Standards. FAA Certification under consideration.

Date: August 13, 1992

NATIONAL COATING TECHNOLOGIES INC.

1975 Logan Avenue
Winnipeg, Manitoba
R2R 0H8

Contact: John Read
Vice President & General Manager
Tel: (204) 632-5585
Fax: (204) 694-3282

Keywords: Thermal spraying, plasma spraying, flame spraying, coatings, wear resistant coatings, thermal barrier coatings, oxidation resistant coatings, corrosion resistant coatings, abradable coatings, metallizing. (Coatings: Engines/Structures: military, civil aircraft and helicopters).

History: National Coating Technologies Inc. is a Winnipeg owned and based company founded in 1990 following the acquisition of the assets of Plasma and Flame Coating Ltd. which began operations in 1971. All shares are held by National Leasing Group and Mr. John Read. It is now the largest independent thermal spray (metallizing) facility between southern Ontario and Alberta.

Capability & Experience: NCT is one of a very small number of independent thermal spray facilities in Canada performing work for the aerospace industry. Major customers include Bristol Aerospace and Standard Aero. NCT has five fully equipped plasma spray booths, as well as flame spray and high velocity oxyfuel (HVOF) equipment. NCT uses these thermal spray processes to apply many different coating materials to aircraft engine and airframe components, e.g. thermal barrier (ceramic) coatings on exhaust frames and afterburner liners, wear resistant coatings on exhaust frames, abradable coatings on turbine compressor cases, etc.

Current Market Activity: Most marketing efforts are currently in commercial work. Much of NCT's aerospace marketing is handled through Support Strategies International of Winnipeg and consists of distribution of literature and other capability information at shows and through selected mailings.

Rank Export Countries: USA

Market Strategy: Capabilities and experience to be marketed most aggressively through AIAC membership when QA system has been certified to AQAP 1 (expected in 1993). Geographic preference - North America.

Plant Size: 18,000 square feet.

Average Work Force: 12 employees (9 production, 3 administrative/Technical).

Ratio Commercial/Defence Exports: No direct defence exports.

Qualifications: Government certifications - expected in 1993.

Date: August 7, 1992

NATIONAL HELICOPTERS INC.

R.R. #1
Kleinburg, Ontario
L0J 1C0

Contact: Dan Munro, Vice President
Tel: (416) 893-2727
Fax: (416) 893-2700

Keywords: Commercial air carrier and maintenance facility. Operate a fleet of eight helicopters for major corporations and government agencies. Also operate an international flight training facility for students from around the world.

History: Incorporated in 1985. Company is owned by principles of a major North American transportation firm (trucking).

Capability/Products: Operate a world class flight training school. Company is accident free as a commercial air carrier. Maintenance facility consists of a new 12,000 square foot building. Manufacture custom tooling for Bell and McDonnell Douglas Helicopters.

Experience: All maintenance staff have received manufacturers courses on Bell 206, Bell 222, McDonnell Douglas 500D, and Robinson R22 Helicopters. Facility has "AMO" certification from Transport Canada.

Current Market Activity: National Helicopter is currently marketing its services in Mexico. With the recent signing of the North American Free Trade agreement efforts have been stepped up in Mexico.

Rank Export Countries: Mexico

Market Strategy: Priorities are centred on air carrier operations and field maintenance level servicing. At present we prefer the Latin American market, however the South-East Asian market will be our next goal.

Plant Size:

Kleinburg, Ontario - 12,000 square feet, 5 Bays.

London, Ontario - 3,600 square feet, 2 Bays.

Average Work Force: 13 pilots, 8 engineers, 4 Administration.

Qualifications: MOT

Date: August 12, 1992

NAVAIR LIMITED

275 Slater Street
Suite 804
Ottawa, Ontario
K1P 5H9

Contact: T.A. Malone
Tel: (613) 236-8323
Fax: (613) 236-3435

Keywords: Aircraft, Avionics, Engineering, Installation, Repair and Overhaul, Training, Test Equipment, Telecommunications Test Equipment, Sales, Repair, Overhaul.

History: Incorporated in 1970. In 1988 Navair Limited became a subsidiary of Field Aviation Inc.

Capability/Products: Avionics, sales, engineering and installations performed in all types of aircraft. Commercial transport, military and general aviation aircraft; piston engined, turbine and jet powered.

Repair and overhaul of avionic units: Nav, Comm, XPDR, DME, Auto pilot, Radar and others performed by factory trained qualified personnel.

Test Equipment - Sales, calibration, repair and overhaul for the avionics and telecommunications industry.

Preparation and instructions of training programs in avionics and systems to all levels.

Experience:

Military Transport: Avionics retrofit for surveillance patrol and special purposes.

Civil Authority: Airways checking aircraft.

Commercial Airlines: Systems integration and installations.

Current Market Activity:

Sales Office: Montreal, Ottawa, Vancouver.

Trade show participation: Canada/U.S.A.

Air show participation (with Field Aviation): Paris, Farnborough, Singapore.

Direct mail activities

Full service/technical support of all products

Advertising: Selected publications.

Rank Export Countries: ASEAN Group.

Market Strategy: Canada-wide activities as above, U.S.A. activities are selected on a case-by-case basis. Examples: Niche opportunities, TCAS II Installations, American Commercial Air Carriers marketing, efforts in trade shows attendance and direct sales contracts. ASEAN Group: Selected on a case-by-case basis and as per the above examples.

Plant Size: Office, Shop, Hangar #6 - 10,000 square feet. Additional Hangarage 20,000 square feet.

Average Work Force: Total 58 - Engineers/Technicians 34, Office Administration 18,

Sales 6.

Gross Sales: \$12 Million

Export Sales: \$2 Million

Ratio Commercial/Defence Exports: 15%

Qualifications: MOT #13-74, AQAP-1

Date: August 13, 1992

NILSON AIRCRAFT LIMITED

#2-1893 Coulter Road
Campbell River, British Columbia
V9W 4P5

Contact: David Nilson, Chief Engineer
Tel: (604) 286-6149
Fax: (604) 286-6769

Keywords: Aircraft maintenance modification and repair. Aeronautical parts design, fabrication and testing.

History: Company originated in 1976 and has no corporate affiliations to date.

Capability/Products: Specifically we are capable of doing any work involved in aircraft structures. Lately we have been applying new technologies to our products such as the Beechcraft Beech 18. We have designed, manufactured and installed an improved vesitial fin for operation on floats, a crew hatch, all new seating tested to modern standards and new seat attachment structures and flooring. We also produce an extended nose assembly for the aircraft. We have a complete complement of competent drafting personnel, structural engineers, mechanical engineers, and an approved TIG welder and equipment.

Experience: Excellent welding, design and fabrication abilities. Manufacture design, fabrication and installation of extended nose and special capabilities to increase the capacity and payload of Beech 18 on floats.

Current Market Activity: We are currently finalizing the assembly of aircraft incorporating several of our products to increase the gross weight and seating capacity. Following flight tests we will market the aircraft internationally.

Market Strategy: Marketing priorities are to contact operators and possible operators of seaplanes and land based aircraft worldwide. The seaplane market will be predominantly Europe and North America. We also intend to approach aircraft manufacturing firms for subcontracts.

Plant Size: 2 hangers - 1) 2500 square feet 2) 2400 square feet.

Average Work Force: 1 Bookkeeper/Admin., 5 Engineers (3 "S" licenses, 4 "M", 1 welding certificate).

Gross Sales: \$266,000

Ration Commercial/Defence Exports: 1:0

Qualifications: Trans Canada #214-91.

Date: August 5, 1992

NORTHERN AERO INDUSTRIES LIMITED

114 McLaughlin Avenue
Winnipeg, Manitoba
R3J 2S5

Contact: W.G. Peters, President
Tel: (204) 837-8002
Fax: (204) 983-2187

Keywords: Manufacturer of cyclic de-icing switches for all Rolls Royce powered dart engine systems. Manufactures a test lite panel system for Hawker Siddely 748 aircraft. (Aircraft: Electrical Systems and Accessories).

History: NAI began as an aircraft repair and re-build company serving privately owned operators in 1962.

Capability/Products: Supply and support services to all free market countries particularly Airlines and owners of private and commercial aircraft. This involves providing sequence timing to the propeller, cowli and intake on all Rolls Royce engines. We provide a 5000 hour unconditional warranty on all products which is unique in our industry.

Experience: Only manufacturer of the switch in the world.

Rank Export Countries: USA, Switzerland, Australia, New Zealand, England, France, Portugal.

Market Strategy: Market countries are established ; promoting sales is our major objective. We advertise and are represented by Allied International Corporation with offices worldwide.

Gross Sales: 1%

Export Sales: 99%

Ratio Commercial/Defence Exports: Commercial

Date: August 6, 1992

NORTHWEST INDUSTRIES LIMITED

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

Contact: Brian McKenzie
Vice President, Marketing/Contracts
Tel: (403) 890-6455
Fax: (403) 890-2351

Keywords: An approved Lockheed C130/L100 Hercules Service Centre, NWI provides repair/overhaul, modification and maintenance services and products for C130/L100 Hercules aircraft, CT114 Tutor, T33 and F5 aircraft. (Airframe parts, wire and cable harness manufacture; and production of technical publication).

History: Providing services and products to the aviation industry for 50 years NWI is a subsidiary of CAE Industries of Toronto, Ontario. Other members of CAE's aerospace group include CAE Electronics of Montreal and CAE Link of Binghampton, USA.

Capability/Products: Complete repair/overhaul, maintenance of C130 Hercules, CT133 T-Bird and CT114 Tutor aircraft.

Specialists in C130 Quick Engine Change Unit (QECU) repair/overhaul.

Manufacture and supply the C130 "Golden Wedge" Aerial Delivery Systems which allows simultaneous deployment of both cargo and troops from the C130.

The only authorized installer of the, Flight Refuelling Ltd., in flight refuelling system into C130 Hercules aircraft.

State of the art Technical Publications Department which can produce and manage clients technical documents. Production includes writing, translation, illustration, electronic publishing and printing.

Experience: Specializing in the C130 Hercules, NWI has vast experience in dealing with corrosion and fatigue problems that are associated with an aging aircraft fleet.

Current Market Activity: Current marketing activity includes attendance at airshows, trade shows and exhibitions.

Rank Export Countries: South America, South East Asia.

Market Strategy: Marketing priorities are to increase visibility internationally. Current markets that we will be targeting include the Middle East, Asia, South East Asia and Africa. South America is also being given high priority.

Plant Size: Total of 3 hangars with approximately 270,000 square feet. Hangars can accommodate aircraft as large as the Boeing 747.

Average Work Force: Workforce of approximately 550 includes all disciplines such as technicians, engineers, Q.C. specialists, writers, translators etc.

Gross Sales: \$40 Million

Ratio Commercial/Defence Exports: 99% are Defence exports.

Qualifications: AQAP-1 (NATO), MOT.

Date: August 3, 1992

OKANAGAN AERO ENGINE

Kelowna Airport, R.R. #2
Kelowna, British Columbia
V1Y 7R1

Contact: E. Haasdyk, President
Tel: (604) 765-9718
Fax: (604) 765-8322

Keywords: 25 years experience in engine overhaul: Continental, Lycoming and Franklin including complete, top and accessory overhauls.

History: Incorporated in Province of B.C. 1978.

Capability/Products: Overhaul, repairs and sales of piston aircraft engines.

Approvals to grind and re-certify Continental and Lycoming Camshafts.

Carry out Level II NDT inspection on Fixed Wing Aircraft and Bell Helicopters.

Current Market Activity: Sales in Western Canada, some in Eastern Canada and a small amount to European countries.

Rank Export Countries: Poland, Switzerland, France.

Market Strategy: As above company would like to do more in Europe. Plans to advertise in Canadian publications and attend Abbotsford, Airshow Canada 1993.

Plant Size: 9,000 square feet.

Average Work Force: 7

Gross Sales: \$1 Million+

Export Sales: \$50,000

Ratio Commercial/Defence Exports: 100% Commercial

Qualifications: FAA, MOT.

Date: August 17, 1992

OMNISPEC PLATING INC.

5790 Vanden Abeele
Saint Laurent, Québec
H4S 1R9

Contact: Richard Stratton, President
Tel: (514) 333-7616
Fax: (514) 333-7619

Keywords: Aerospace, metal finishing/refurbishing.

Capability/Products:

Cadmium Plating
Silver Plating
Gold Plating
Nickel Plating
Electroless Nickel
Anodizing
Chemical Film Conversion Coating
Paint
Passivation
Phosphate

Experience: Hold approvals from most significant aerospace manufacturers.

Plant Size: 10,000 square feet.

Average Work Force: 25

Gross Sales: \$1.5 Million

Date: August 3, 1992

PACIFIC AVIONICS & INSTRUMENTS LIMITED

4200 Cowley Crescent
Richmond, British Columbia
V7B 1B8

Contact: Uli Huber, General Manager
Tel: (604) 278-2105
Fax: (604) 278-9729

Keywords: 25 years of sales/service and installation of avionics and instruments. Overhaul capability for all major instrument and gyro manufacturers. Complete engineering capability and design of new installations and retrofit.

History: Founded in 1967 and has grown to a 25 people organization. Still under original ownership.

Capability/Products: Fully equipped instrument shop to carry out complete overhaul and servicing of flight instruments, engine instruments and panel or remote mounted gyros. Avionics repair and overhaul capabilities for all products including Weather Radar and Autopilots. Sales and Service Center for all major aviation manufacturers. Manufacturing of pre-fabricated wiring harnesses for both fixed wing and rotary wing aircraft.

Maintenance support for aircraft in the field or on the ramp.

Experience: Specializing in helicopter installations and servicing. Avionics and instrument overhaul for commuter operators and corporate customers.

Current Market Activity: Our present marketing efforts are concentrated on the British Columbia market for Charter and Commuter aircraft Operators. Most U.S. West Coast Commuter Airlines use similar aircraft to B.C. commuters. Efforts will be made to concentrate marketing to those operators. Our favourable exchange rate, high quality workmanship and excellent service will hopefully provide some new customers from the North-Western United States.

Rank Export Countries: U.S.A.

Market Strategies: Due to the close proximity to a large aviation market in the North-Western USA (Washington, Oregon & California) we will concentrate on this market first. Information packages with a comprehensive capability list and an up to date company profile will be used.

Plant Size: 12,000 square feet, hangar space available; large parking area.

Average Work Force: Current work force is twenty five personnel. Consisting of twenty technical personnel and five administration personnel.

Gross Sales: \$3 Million

Export Sales: \$500,000

Qualifications: Transport Canada

Date: August 10, 1992

PARKER HANNIFIN (CANADA) INC.

Durham Road South
P.O. Box 158
Grimsby, Ontario
L3M 4G4

Contact: Don Denick
Connector Aerospace Specialist
Tel: (416) 945-2274
Fax: (416) 945-0311

Keywords: Parker Hannifin (Canada) Inc. has full FAA, MOT and military approvals to manufacture a wide range of aerospace and military specified products. Parker supplies TSO approved hoses and hose assemblies directly to Canadian OEM's and the military in addition to Q.P.L. designated products. It distributes these products to the aftermarket through a franchised distribution network.

History: Parker Hannifin (Canada) Inc. was incorporated in Ontario in 1977 and is a wholly owned subsidiary of Parker Hannifin Corporation of Cleveland, Ohio. Parker Hannifin Corporation is a fortune 500 company traded publicly on the NYSE.

Capability/Products: Parker Hannifin manufactures and distributes products destined for two distinct markets namely Aerospace/Military and Industrial. For the aerospace and military market, Parker manufactures hose assemblies to TSO requirements (Civil) and QPL designations (Military).

These flex hoses perform a wide range of functions on aircraft and military vehicles, including hydraulic and pneumatic power applications, fuel transfer and instrumentation applications.

The Industrial sector manufactures and distributes seven other distinct product offerings, they include: Tube fittings, brass fittings and valves; Hose products; Plastic products; Quick couplings; instrumentation tube fittings and instrumentation valves.

In terms of machining our Grimsby facility possess state of the art tooling, including Canada's first computerized no spindle machines.

Current Market Activity: Parker Hannifin (Canada) Inc. markets its aerospace products directly to OEM's and the Canadian military. It has a network of franchised distributors which assemble and deliver products to the aftermarket for maintenance, repair and overhaul.

These distributors usually have full DOT and FAA approvals to manufacture hose assemblies to TSO requirements.

Rank Export Countries: United States.

Market Strategy: At present Parker Hannifin (Canada) Inc. has a corporate mandate to manufacture and distribute aerospace products in Canada. This mandate directs our primary focus to be the establishment and development of a broad Canadian OEM and MRO customer base.

These products, particularly those of an OEM nature are, however, eventually destined for an international market. Therefore, Parker Canada is very interested in both the MRO and OEM markets offshore particularly in Europe, South East Asia and the Middle East.

U.S. distribution is at present the responsibility of our American parent, and our individual responsibilities tend to be within each of our respective countries. We do however, develop and share sales leads internationally.

Plant Size: 100,000 square feet.

Gross Sales: \$1 Million

Qualifications: FAA, DOT Certification of Approval (TSO Hoses) #44-90, Present on Qualified Part List, Major OEM's - Canadair, DeHavilland, etc.

Date: August 17, 1992

PATLON AIRCRAFT & INDUSTRIES LIMITED

5502 Timberlea Blvd.
Mississauga, Ontario
L4W 2T7

Contact: Patrick Mann, President
Tel: (416) 624-5572
Fax: (416) 624-0975

Keywords: Engineering Sales; Military/Aerospace, Arresting Gear Brakes, Quick Disconnect Nozzles and Decontamination Systems.

History: 1953 Province of Ontario.

Capability/Products:

In business for almost 40 years.

Exclusively represent approximately 20 foreign companies.

AQAP 4 system for assembly of military vehicle lights.

AQAP 4 system for repair/overhaul of arresting gear brakes.

Experience: Factory trained technicians for product R & O.

Current Market Activity: Technically trained outside sales staff (six) supported by inside sales staff (three). Most (95%) of our sales activity is in Canada.

Rank Export Countries: U.S.A., Greece, Netherlands.

Market Strategy: Military, Aerospace and Environmental markets in North America.

Plant Size: 6,000 square feet.

Average Work Force: 2 Engineers, 2 Technicians.

Ratio Commercial/Defence Exports: 50/50.

Qualifications: Military & Government Certificates.

Date: August 27, 1992

PRECISION AERO INSTRUMENTS LIMITED

15-12240 Horseshoe Way
Richmond, British Columbia
V7A 4X9

Contact: Barry Johnson, President
Tel: (604) 277-1221
Fax: (604) 277-1221

Keywords: Aircraft Instrument Technician. Overhaul of aircraft instrument and engine accessories.

History: Incorporated in 1972.

Capability/Products: Overhaul of all instruments and accessory for non-jet airplanes and all helicopters.

Experience: 25 years experience.

Plant Size: 2,400 square feet.

Average Work Force: 3 - 4

Gross Sales: \$250,000

Qualifications: MOT

Date: August 7, 1992

PRECISION ENGRAVING COMPANY LIMITED

**34 Densley Avenue
Toronto, Ontario
M6M 2R1**

**Contact: Hans O. Kartz, President
Tel: (416) 244-1108
Fax: (416) 244-1100**

Keywords: Produces industrial engraving, die sinking, stamp, dies and rolls. Precision machining and components: instrument panels, engraving, die sinking and copy milling.

History: 1959 partnership, then incorporated in 1961.

Capability/Products: One stop shop for all complex industrial engraving with over 30 years experience.

Equipped with the most modern Pantograph and die sinking machines.

Experience: Company has developed into Canada's largest cost competitive engraving firm.

Current Market Activity: Directories, direct mail targeted to industry.

Rank Export Countries: USA

Plant Size: 4500 square feet

Average Work Force: 15 highly skilled craftsmen

Gross Sales: \$1 Million

Export Sales: 1%

Date: July 31, 1992

THE QUEENSWAY MACHINE PRODUCTS LIMITED

8 Rangemore Road
Toronto, Ontario
M8Z 5H7

Contact: Max Koeniger, General Manager
Tel: (416) 259-4261
Fax: (416) 259-6971

Keywords: Machining of aircraft components and small assemblies.
(Components: Civil Military and General Aviation).

History: Incorporated 1952.

Capability/Products: The majority of our production is for the McDonnell Douglas of Canada MD-11 and MD-80 programmes. A smaller quantity of items are manufactured for military aircraft such as the F-15 Eagle, FA-18 Hornet, and the AV-8B Harrier for McDonnell Douglas Corporation, St. Louis, Missouri. Also production for the Boeing DeHavilland Division consists of several items for the Dash 8 aircraft.

Current Market Strategy: Quality, capability and competitive price are the key ingredients of our marketing strategy as well as the development of long lasting mutually beneficial business associations.

Future Market Strategy: Diversify customer base.

Rank Export Countries: USA

Experience: Modern precision machine facility specifically dedicated to services and the development and fabrication of aircraft parts. The company is a reliable and experienced manufacturer for: DCH - Chipmunk, CF-100 - Canuck, DHC-2 - Beaver, CF-105 - Arrow, DHC-3 - Otter, DHC-4 - Caribou, Military - Buffalo, DC-9 - Airliner, DC-10 - Airliner, Dash 7 - Stol, F-15 - Eagle, F/A-18 - Hornet, MD-11, MD-80, Dash-8, AV8-B.

Plant Size: 42,000 square feet

Average Work Force: 110 machine operators, admin/support staff and QA.

Gross Sales: \$6 Million

Export Sales: \$500,000

Ratio Commercial/Defence Exports: 100% Defence.

Qualifications: AQAP 4, MIL-I-45208A, MIL-Q-9858, MIL-C-45662, DND 1016 and 1015, OEM approval, McDonnell Douglas, Boeing, Bell and Fleet Industries.

Date: August 7, 1992

ROLLS-ROYCE (CANADA) LIMITED (RR(C))

9500 Cote de Liesse
Lachine, Québec
H8T 1A2

Contact: D. Bayly, Manager Project Services
Tel: (514) 631-3541
Fax: (514) 636-8915

Keywords: Each year RR(C) provides repair and overhaul service to over 400 airline, corporate and military aero engines and modules. RR(C) also builds and maintains RR industrial gas turbines which are sold worldwide.

History: RR(C) is a wholly owned subsidiary of RR plc, UK and an operating company of RR Industries Canada Inc.

Capability/Products: Engines supported by RR(C) are: R-UR Aero RR211, RR Tay, RR Spey, RR Dart, RR Viper, RR Nene, GE CT-64, RR Industrial RR211, RR Industrial Avon, RR Industrial Spey.

Facilities include a state of the art test bed capable of testing aero engines of up to 100,000 lbs. thrust. The component repair facilities include some of the most technically advanced capabilities in North America.

Current Market Activity: In 1990 RR(C) received a worldwide mandate to service RR industrial gas turbines. This has resulted in our responding to RFP's in new areas of the world and exploring all markets for these engines.

Ongoing market activities include the US for airline and corporate support contracts.

Rank Export Countries: United Kingdom, USA, South America.

Market Strategy:

U.S. Airline, corporate and military engine markets.

Worldwide industrial gas turbine markets/Middle East, India and South America.

GE CT64 market/Africa/U.S. military.

Plant Size: 350,000 square feet including 4 test beds and a 70,000 square feet material warehouse.

Average Work Force: 852

Gross Sales: \$273 Million

Export Sales: \$222 Million

Ratio Commercial/Defence Exports: 33.1

Qualifications: Transport Canada, AQAP-1, Rolls-Royce COC 103.

Date: August 21, 1992

ROTOR SERVICES LIMITED

P.O. Box 267
Breslau, Ontario
NOB 1M0

Contact: Wade Culliton, Director of Maintenance
Tel: (519) 648-3537
Fax: (519) 648-3290

Keywords: Fifteen years field and shop experience. Overhaul and major repairs of fixed and rotary wing aircraft and related components. (Engines, structures, gearboxes, interiors, exterior painting and dynamic component overhaul).

History: Rotor Services is a Transport Canada approved Maintenance Organization: Approval Number 51-91. Rotor Services was formed April 1988 and Incorporated September 1988.

Capability/Products:

Transport Canada approved Aircraft Maintenance Organization (51-91).

We carry out major inspection modification and repairs on the following types of aircraft: Bell 206 Series, Bell 47 Series, Hughes/Schweizer 269 series, Hughes/McDonnell Douglas 369 series, Robinson R-22 series, Aerospatiale 350/355 series of helicopter and the Cessna 152, 172, and 421 series, Enstrom -280/F-28 series of fixed wing aircraft.

Completion Centre for STA/STC after market products and factory modifications.

Complete interior and exterior refurbishment and restoration.

Design Approval Representative capabilities.

Transport Canada approved to carry out sheet metal structural repair and modification.

Transport Canada approved for the overhaul and repair of dynamic components.

Experience:

Outstanding excellence in custom sheet metal fabrication and repair.

Electronic dynamic balancing of helicopter main and tail rotors and aircraft propellers.

Turbine engine vibration trend monitoring and troubleshooting.

Current Market Activity: Aviation publication advertisements, direct mail to potential customers, personal contact.

Market Strategy: Our marketing priorities have been the North American marketplace.

Plant Size: New modern 4,000 square foot facility. Completed August 1991.

Average Work Force: 1 Administration, 5 Aircraft Maintenance Engineers.

Qualifications: Transport Canada.

Date: August 23, 1992

ROUSSEAU CONTROLS INC.

271 avenue Labrosse
Pointe-Claire, Québec
H9R 1A3

Contact: R.D. Playfair, President
Tel: (514) 695-1240
Fax: (514) 695-6363

Keywords: Fluid Power Systems, hydraulic & pneumatic; Aircraft and Industrial Test Stands, mobile and universal; (Ground Equipment).

History:

Rousseau Controls Ltd. - 1949 - 1966.

Rousseau Controls Division Aviation Electric - 1966 - 1985 (Bendix Corp.).

Rousseau Controls Inc. 1985 - Present, Canadian owned.

Capability/Products: Engineer, design and manufacture test equipment for all military aircraft manufacturers in Canada since and including the Arrow C105.

Engineer, design and manufacture fuel control test equipment; Pratt & Whitney, PTG development and production.

Engineer, design and manufacture fuel control test facilities for F18 aircraft.

Engineer, design and manufacture hydraulic power supply for stress testing F18 aircraft.

Engineer, design and manufacture commissary trucks for civil airlines.

Rank Export Countries: All.

Plant Size: 18,000 square feet.

Gross Sales: \$10 Million

Ratio Commercial/Defence Exports: 90 - 10%

Date: August 28, 1992

ROYAL AEROSPACE

270 Millway Avenue
Concord, Ontario
L4K 3W4

Contact: Rick Aikins, Manager
Defence Marketing/Sales
Tel: (416) 660-7070
Fax: (416) 660-0682

Keywords: Repair, overhaul, electric, hydraulic, rewind, generator, starter, armature, rotor, stator AC, DC, pump, valve, landing gear, strut, accumulator, test stand, oil-cooled.

History: Royal Aerospace is a publicly traded corporation which was incorporated in 1985. Its major shareholders are the Rice/Kerbel Group of Toronto.

Royal Aerospace is affiliated with Clearwater Aircraft Maintenance and Overhaul in London, Ontario. This affiliation complements each company's ability to provide power plant, airframe and component support.

Capability/Products: The principle areas of service are aircraft generator rewind, repair and overhaul and also, aircraft hydraulic component repair and overhaul. Royal Aerospace is one of the handful of companies in the world, and the only facility in Canada, that is capable of generator rewind, repair and overhaul in one consolidated facility. In addition to this expertise, Royal Aerospace is the only facility in Canada that is licensed by the Department of Transport (DoT) to be granted Repair Design Approval (RDA) for the rewind of generator components.

Generator rewind, repair and overhaul expertise covers the following manufacturers: General Electric, Leland, Westinghouse, Bendix, APC, LSI, Lucas.

Royal Aerospace's expertise in hydraulic repair and overhaul covers many manufacturers of Red Oil and Sky and Skydrol operational components. Landing gear, valves, hydraulic pumps, accumulators, cylinders and electro-mechanical components can be serviced at our facility.

Experience: Other services related to generator repair and overhaul include Reverse Engineering of generator components for rewinding. Our engineering staff is capable of evaluating generator components for the purpose of producing engineering procedures to rewind spent components. As part of this program, Royal Aerospace has provided this extensive service to the United States Navy, Air Force and Army Aviation.

Current Market Activity: Current marketing efforts include activity in the U.S.A., Canada, Germany, France, Egypt, South America and Africa. In an effort to develop our international presence, Royal Aerospace is endeavouring to nurture foreign agent relationships to make foreign carriers aware of another company engaged in generator component rewind support.

Direct mailing, telephone contact and international travel to potential customer facilities are the main tools through which Royal will make its marketing and sales thrust. To a lesser degree, trade show participation is utilized. This participation could be government-assisted or sole sponsorship.

Marketing priorities are to develop an agent base which would see a resident agent working in the particular country of business. Royal Aerospace feels that for this strategy to work the agent must be a native of the country so as to understand its customs and business protocol. The agent would represent our generator and hydraulic repair and overhaul capabilities to airline operators located in their respective country.

Geographically, the countries of West and Central Africa, South America and the Middle East are cited as potential areas of great gain for Royal Aerospace.

Rank Export Countries: USA, Canada, Germany.

Plant Size: 35,000 square feet.

Runway/Hangar - 5,500 square feet and 80,000 square feet - 2 bays.

Average Work Force: Engineers 1, Plant 30, Administration 5.

Gross Sales: \$3 Million

Export Sales: \$2 Million

Qualifications: Canada Department of Transport (DoT), Approved Maintenance Organization License 2-89.

Canada Department of Transport (DoT), Repair Design Approval (RDA) - Generators, Hydraulics. U.S.

Department of Defense - Navy, Air Force, Army.

Date: September 11, 1992

SIDO LIMITED

**Box 159, 855 Vadnais
Granby, Québec
J2J 1H8**

**Contact: L. Benoit, President & G.M.
Tel: (514) 378-2222
Fax: (514) 378-2850**

Keywords: Precision machining. Parts for engines, avionics and landing gears.

History: Started in 1949 in Granby, Quebec.

Capability/Products: Screw machining products, fine pitch gears and precision machining.

Current Market Activity: We stay in close relation with prime contractors involved in defence and aircraft industry.

Rank Export Countries: USA

Market Strategy: Montreal, Toronto, New York City.

Plant Size: 20,000 square feet.

Average Work Force: 6

Gross Sales: \$3 Million

Export Sales: 5%

Qualifications: Customers specifications.

Date: July 30, 1992

SADLER INC.

1845 William Street
Montreal, Québec
H3J 1R6

Contact: S. Sadler, President
Tel: (514) 931-4271
Fax: (514) 931-4275

Keywords: Design and Manufacture Baggage and Cargo Conveyors for Terminals.

History: Founded in 1976. Incorporated 1936 - Federal.

Capability/Products: Incoming and outgoing conveyors for baggage within the terminals. Cargo and pallet handling conveyors.

Current Market Activity: Canada and U.S.A. through exporters.

Market Strategy: We have bid on some airport requirements in the Caribbean for baggage handling conveyors. Most enquiries come through consulting engineering firms.

Plant Size: 36,000 square feet.

Date: August 11, 1992

SHELLCAST FOUNDRIES INC.

10645 Lamoureux
Montreal North, Québec
H1G 5L4

Contact: Bob Pearson, Sales Manager
Tel: (514) 322-3760/61
Fax: (514) 322-7226

Keywords: Manufacturers of precision aluminum investment castings made by the lost wax process. Investment Castings Engines, Ground Equipment. All types of aircraft and helicopters.

History: Privately held and started in 1971.

Capability/Products: Supplier of precision aluminum investment castings to the high tech aerospace and defence industry.

In house engineering and NDT facilities to meet all requirements of MIL-I-45208.

Ability to cast thin walls (i.e. electronic chassis configurations with walls to 030").

Rapid prototyping capability to produce castings without the need for any tooling, but using rapid prototyping technology such as stereolithography and cubital process.

Experience: Metal matrix composite alloys cast, short leadtime rapid prototyping without tooling, thin wall technology, increased mechanical properties.

Current Market Activity: Current market activity is via a network of sales agents throughout North America, Europe and Israel. Marketing, using our Rapid Prototyping expertise, to gain access to new programs and retrofit/upgrade programs.

Rank Export Countries: USA, Europe, Israel, Japan.

Market Strategy: Military, aerospace, defence electronics and high tech commercial areas.

Market strategy is to provide unique services (i.e. Rapid prototyping without tooling and casting of metal matrix composite alloys).

Plant Size: 50,000 square feet

Gross Sales: \$10 Million

Export Sales: \$9 Million

Ratio Commercial/Defence Exports: 20% Commercial, 80% Defence Exports.

Qualifications: Military Certifications. OEM approval and Quality Assurance.

Date: July 31, 1992

SHERRITT GORDON LIMITED

Fort Saskatchewan, Alberta
T8L 3W4

Contact: Keith Horn
Manager, Marketing & Sales, Specialty Materials
Tel: (403) 992-5205
Fax: (403) 992-5030

Keywords: Abradable Seals; Advanced Industrial Materials; Alloys; Coating; Cobalt-Samarium Alloy Powder; Composite Powders; Dispersion Strengthened Alloys; Electroplating; EMI Shielding; Metal Powders; Nickel; Nickel Coinage; Nickel Powders; Nickel Strip; Powder Metallurgy; Specialty Alloys; Thermal Spraying; Ultra Fine Metal Powders; Wear Resistant Materials. Coatings: (metal powder producer/supplier for thermal spray and sintering applications on civil and military aircraft).

History: Sherritt is a highly diversified company with business activities in metals, fertilizers and technologies. Sherritt was incorporated in 1927 as a mining company. In 1954, their processing plant at Fort Saskatchewan was opened. Located at this latter site is the Technology Division and Westaim Technologies Inc., a wholly owned subsidiary of Sherritt Gordon Limited. Westaim is dedicated to the research, development and commercialization of advanced industrial materials and systems.

Capability: Sherritt operates an integrated metallurgical-chemical complex at Fort Saskatchewan, Alberta where it refines nickel and cobalt, manufactures nitrogen and phosphate fertilizers, manufactures sulphur chemicals and produces a wide range of materials used for nuclear, aerospace, electronic, industrial and coinage applications. The international research reputation of Sherritt is based on the development and commercialization of metal powders, metallic composites, coinage and extractive hydrometallurgical processes.

Sherritt's Specialty Materials Division manufactures a wide variety of highly specialized metal powders. A unique precipitation process enables Sherritt to supply metal powders and metal composite powders with controlled purity particle size and surface morphology. One of the many uses for these powders is in the aerogas turbine industry as an abradable seal material.

Nickel coated graphite composite powder deposited by flame spraying was one of the first materials used as an abradable seal in the compressor stages of aircraft turbine engines. The operating temperature limit is about 450 C, for operating temperatures above 450 C, Sherritt manufactures a specially designed composite powder consisting of a core of bentonite (predominantly silica and alumina) coated with a nickel based alloy containing 5% chromium and 3% aluminum. These materials are used on engines manufactured by most of the major aerogas turbine manufacturers.

Sherritt has recently entered into a cooperative initiative to develop and commercialize advanced materials and systems in Canada. Participants in the initiative include the Government of Canada, the Province of Alberta and industry. The program is known as "Westaim" and is managed by Westaim Technologies Inc., a wholly owned subsidiary of Sherritt Gordon Limited. One of the major programs within Westaim is the development of new materials for the aerospace industry.

Current Market Activity: Sherritt markets a wide range of nickel, cobalt and nickel based composite products for thermal spray and sintering applications. These products are used mainly in aircraft turbine engines as abradable coatings in gas path seals. In 1990 Sherritt acquired Neomet Limited, based in the United Kingdom, to help service customers and to provide a distribution organization in Europe. The Neomet acquisition also broadened Sherritt's product line to include honeycomb products for turbine seal applications.

Rank Export Countries: United States, Europe, Pacific Rim.

Experience: Sherritt has been making consistent high quality nickel and nickel composite powders for over 35 years. During this time the Sherritt Research Centre at Fort Saskatchewan has built a reputation for scientific accomplishments and innovative problem solving. They have issued over 750 patents in Canada and other countries around the world.

Average Work Force: Total (Technologies) - 266, PhDs - 40, MSs - 25, BSs - 135, Others - 66.
Gross Sales: 1991 - \$384 Million
Date: August 5, 1992

SKY-HI INDUSTRIES LIMITED

2810 Spring Street
Port Moody, British Columbia
V3H 4CS

Contact: Clive Cook, Manager
Tel: (604) 469-2660
Fax: (604) 469-2772

Keywords: Canadian Welding Bureau certified in Aluminum (W472) and Steel (W471).
(Maintenance: ground equipment, all aircraft types).

Experience revolves around access problems i.e. scaffolding, ramps (vehicle & personnel), platforms, swingstages and ladders; e.g. manufacturing custom aluminum, scaffolding for Boeing Aerospace.

History:

Incorporated in 1986.

Affiliated through shareholders to Sky-Hi Scaffolding Ltd., Burnaby, B.C.

Capability/Products: Modular Aluminum Swingstages, Aluminum Stair Towers, Aluminum Scaffolding and Trusses, Aluminum Access Ramps, Aluminum Manhole Covers and Ladders, Helicopter Landing Pads, Trench Boxes, Trailers and Dolleys, Aluminum Decks and Platforms.

Experience: Design, engineering and manufacture of aluminum products to solve access problems.

Current Market Activity: Serving the greater Vancouver area with listed products.

Rank Export Countries: U.S.A.

Market Strategy: Becoming known as an innovative leader in accessing problems.

Plant Size: 5,000 square feet.

Average Work Force: 5 in shop, 1 in office

Gross Sales: \$500,000

Export Sales: \$30,000

Qualifications: Canadian Welding Bureau.

Date: August 19, 1992

SKYSERVICES LIMITED

Box 416
Sault Ste. Marie, Ontario
P6A 5M1

Contact: Richard Hill, General Manager
Tel: (705) 779-3000
Fax: (705) 779-2135

Keywords: All aspects of aircraft maintenance including rebuilds, installations, modifications, inspections for piston and turboprop aircraft. Specialize in DeHavilland DHC-6 and DHC-8 (DASH 8).

History: Established in the 1960's.

Capability/Products: Skyservices Ltd. is a Transport Canada Approved Maintenance Facility AMO#353-01.

Aircraft Capabilities: DeHavilland DHC-8, DHC-6, DHC-3, DHC-2, Mitsubishi MU2-36, Cessna 208, 100, 200 & 300 Series etc., Piper PA28, PA30/39 etc., Beech A36, Douglas DC3.

Special Capabilities: Non Destructive Testing (NDT) to CGSB Liquid Penetrant Level II, Structures: Repairs and modifications to metal structures.

Component Repairs & Overhauls: PT6 Fuel Nozzles, Wheel & Brakes, Nicad Batteries, Lear-Siegler Starter Generators, Hydraulic Components, etc.

Experience: Aviation consulting (i.e. aircraft purchases and technical information.). Twin Otter (DHC-6) rebuilds and installations for operators worldwide. Training for management and engineers for Airlines. Computerized Maintenance Planning.

Current Market Activity: Generally word of mouth.

Plant Size: Approximately 26,000 square feet, hangar 120' x 154' and various shops and offices.

Average Work Force: Approximately 35 employees.

Qualifications: Government Certificates.

Date: August 12, 1992

SPIROL INDUSTRIES LIMITED

3103 St. Etienne Blvd.
Windsor, Ontario
N8W 5B1

Contact: B. Pelat, Sales Manager
Tel: (519) 974-3334
Fax: (519) 974-6550

Keywords:

Manufacturer of precision shims and stampings.
Manufacturer of laminated shimstock per MIL-S-22499.
Manufacturer of coiled spring pins, slotted spring pins.
(Components).

History: Canadian subsidiary of Spirol International Corporation, Danielson, CT.

Capability/Products:

Manufacture of precision shims - thin metal - .0005" thru .250".

Manufacture laminated shimstock in .002" and .003" laminations in brass, stainless, carbon steel, aluminum, kapton and titanium conforming to MIL-S-22499.

Manufacture shims, stampings, precision washers from the laminated material.

Manufacture spring pins per MIL-MS 171401 thru 171900, MS9047, MS9048, MS16562, MS33547, MIL-P-10971E, MS39086, MS51923, MS51987, NAS1407, BFSX2, 21 & 22.

Current Market Activity:

Currently supply aircraft accounts as follows:

Canadair, Bell Helicopter, McDonnell Douglas, Boeing, DeHavilland, Dowty, Menasco, Oerlikon, Indal, Bristol Aerospace, IMP, Litton, Bendix Avelex, CAE, Hochelega and Hitesi.

Rank Export Countries: USA - 100%

Plant Size: 32,000 square feet.

Average Work Force: 14 - Plant, 9 - Office

Gross Sales: \$6 Million

Export Sales: \$2 Million

Date: July 31, 1992

STANDARD AERO LIMITED

Headquarters
33 Allen Dyne Road
Winnipeg, Manitoba
R3H 1A1

Contact: Paul Soubry Jr.
V.P., Marketing & Business Development
Tel: (204) 775-9711
Fax: (204) 885-2229

Keywords: In more than fifty years of operations, Standard Aero has become one of the world's largest independent engine and accessory repair and overhaul companies serving both military and commercial customers worldwide. This includes providing repair and overhaul services for a range of different turboprop and turboshaft gas turbine engines, associated engine accessories, industrial variants of those engines, individual piece parts and a variety of airframe accessories, as well as distributing Allison turbine engine parts.

History: In 1989 Hawker Investments Canada Inc., a wholly owned subsidiary of the Hawker Siddeley Group PLC of London, England, acquired 100% of Standard Aero from Avcorp Industries Inc. of Montreal, Canada. In November 1991, BTR PLC, also of the United Kingdom, acquired 100% of Hawker Siddeley Group PLC. BTR PLC has annual sales of approximately \$16 billion (CDN), with 150,000 employees and over 1,500 companies worldwide.

Capability/Products: Standard Aero has complete repair and overhaul capabilities for the Allison 250/T63 engine (all models), the Allison T56/501 flight and 501K industrial and marine engines (all models) and the Pratt & Whitney PT6A engine. Standard Aero is an Allison Authorized 250/T63 and T56/501 Distributor and Major Repair Center and a Pratt & Whitney Designated Overhaul Facility. Standard Aero is also a Chandler Evans Authorized Parts Distributor and a Bendix Authorized Product Support Center.

The company has a newly expanded state-of-the-art Reworks Facility in which Standard Aero has superior control over the cost and quality of the products produced.

Standard Aero also has an extensive in-house Publications Department and Technical Library for the supply of technical manuals to international customers. This includes capabilities for the translation of technical documents between English, French, Russian, Italian, Spanish and Dutch.

Experience: The company deals with both military and commercial operators in over eighty countries worldwide. Standard Aero's business aim is to become a "Total Quality Organization" and a world leader in the aero engine repair and overhaul business. The basic premise of our "World's Best Approach" is to treat product lines as groups of autonomous "cells", eliminate waste, decrease unit turntimes and provide top quality products at competitive prices.

Current Market Activity: Standard Aero's "World Best Approach" is market driven and oriented towards improving operating performance. The majority of our marketing efforts are focused on customer-specific actions, needs and requirements, visits (incoming, outgoing), trade shows and targeted direct mail programs.

Rank Export Countries: United States, Italy, Portugal, Algeria, France, United Kingdom, Indonesia, Switzerland.

Market Strategy: Standard Aero's marketing effort will continue to be "World Best" and focus on value-added repair and overhaul instead of parts distribution. The commercial repair and overhaul markets will be targetted and with a focus on growth of international sales in Europe and South East Asia.

Plant Size: The Company's main facility is located on a ten acre site in Winnipeg, Manitoba. There are three plants and two test cells which occupy a total of 270,000 square feet of floor space.

Average Work Force: 650

Gross Sales: \$137 Million

Export Sales: \$59.9 Million

Qualifications: AQAP-1, MIL-Q-9858, DOT No. 22-58(= FAA approval under Canadian/American Bilateral Agreement ETT-1583).

Date: August 6, 1992

STANDARD MACHINE LIMITED

2318 Faithfull Avenue
Saskatoon, Saskatchewan
S7K 1V1

Contact: Greg Porter, Manager
Tel: (306) 931-3343
Fax: (306) 931-4742

Keywords:

Manufacture of precision gearing up to 160" diameter.
Manufacture of precision ground gears up to 84" diameter x 28" face.
Large CNC machine shop.
(Gearboxes, precision machining).

History: Incorporated 1970.

Capability/Products: Cut gears up to 160" diameter x 32" face, ground gears up to 84" diameter x 28" face, carburizing up to 60" diameter x 72" long parts, CNC machining, milling and boring mills.

Our gear grinding is the largest capacity in Canada. We recently acquired a new grinder for 1000 mm gears.

Manufactured a planetary gear system for Spar Aerospace which is being used to test the new Canadarm.

Milled a motor base for Pratt & Whitney for use on a U.S. ship.

Experience:

Very large ground gears a specialty.
Well known for reliable quality of gears and machining.
Manufactured gear assembly for Spar Aerospace for JODTR.

Current Market Activity: One salesperson in Western Canada. There is a possibility of adding a representative in Northwestern U.S.

Market Strategy:

All major mining and oil recovery activities in Western Canada.
All major steel industries in Western Canada.
Aerospace work in gear manufacture.

Plant Size: 35,000 square feet, 2 1/2 acres of land.

Average Work Force: 3 engineering staff, 5 administrative, 35 shop employees.

Gross Sales: \$3.5 Million

Qualifications: ISQ 9002, AQAP-4.

Date: August 7, 1992

STAUFFER AERO (A DIVISION OF HERITAGE AERO LIMITED)

990 McTavish Road N.E.
Hangar 24
Calgary, Alberta
T2E 7G6

Contact: C. Tim Morrison
Tel: (403) 250-7433
Fax: (403) 291-5662

Keywords: Piston engine overhaul and repair - Teledyne Continental, Textron Lycoming. (Engines: general aviation).

History: Incorporated May 1, 1990.

Capability/Products: Top overhaul, cylinder repair, exhaust port resurfacing, propellor strike inspection, CAM/Lifter change, crankcase change, submersion inspection, metal contamination, engine conversion, oil cooler flush and pressure test and hose replacement.

Experience: Over 75 man years of experience, 3 P42 licences on staff, AMO.

Current Market Activity: Advertising in various aviation publications, word of mouth.

Rank Export Countries: U.S.A., Greece.

Market Strategy: Mostly Western Canada.

Plant Size: 2500 square feet

Average Work Force: 5 to 6

Ratio Commercial/Defence Exports: Private commercial only.

Qualifications: FAA, MOT, A.M.O.

Date: August 4, 1992

STEVESTED MACHINERY & ENGRAVING LIMITED

7943 Progress Way
Tilbury Industrial Park
Delta, British Columbia
V4G 1A3

Contact: Steve Lovas, President
Tel: (604) 946-7621
Fax: (604) 946-7317

Keywords: Producers of high precision parts for original equipment in aerospace, marine, medical research, pulp and paper industries. C.N.C. machines backed up by our McDonnell Douglas ungraphics II CAD/CAM system. (Structures, landing gear and ground equipment: Civil Aviation).

History: The company was established in 1970.

Capability/Products: Prototypes and development of 5 blade high helix propellers for ocean going speedboats, machined from a solid block forging, on our 5 axis machining center.

Machining of complex high tolerance components for the pulp and paper industry and medical research.

Current Market Activity: We are primarily involved with bidding commercial aerospace primes. We have however applied for bid activity with the U.S. department of defence.

Rank Export Countries: U.S.A.

Market Strategy:

Primarily U.S.A. high technology industries in the aerospace, atomic energy and petro chemical fields.

Plant Size: 49,000 square feet.

Average Work Force: 30

Gross Sales: \$2 Million

Export Sales: \$1.2 Million

Qualifications: MIL-I-45208A, AQAP-4. Boring and LTV Source approved.

Date: September 4, 1992

STRITE INDUSTRIES LIMITED

298 Shepherd Avenue
Cambridge, Ontario
N3C 1V1

Contact: J.D. Strite, President
Tel: (519) 658-9361
Fax: (519) 658-6925

Keywords: 28 years manufacturing Litton Systems gyro components. Serving many high- tech companies in problem components. (Components for engines and guidance systems).

History: Incorporate 1964 - private ownership.

Capability/Products: Design improvement and manufacturing capability in ultra-precision mechanical components for many diversified high tech industries who have serious procurement problems.

Experience: Sole source supplier to: (on difficult parts) Litton Systems, Imax, Nordion, AECL, Santa Barbara Research, Sciex, Innova, IBM and other high tech companies.

Current Market Activity: Present efforts are centered on serving:

Litton Canada - inertial guidance systems components.

Litton Salt Lake City - inertial guidance systems components.

Martin Marietta - Apache infrared components.

Menasco - spools and sleeves for aircraft controls.

Com Dev - space hardware components.

Pratt & Whitney - engine components.

Strite Industries specializes in reacting to problem components required by aerospace, medical and nuclear customers.

Rank Export Countries: USA

Market Strategy: Serving U.S.A. aircraft manufactures, serving Canadian prime sub-contractors with extremely difficult components.

Plant Size: 72,000 square feet.

Average Work Force: 10 office and process engineering staff - 2 engineers, 8 technicians, 180 machining personnel.

Gross Sales: \$15 Million

Export Sales: \$10 Million

Ration Commercial/Defence Exports: 50-50%

Qualifications: Prime vendor support.

Date: August 6, 1992

TD COMMUNICATIONS LIMITED

Bay "H" 1007 - 55th Avenue N.E.
Calgary, Alberta
T2E 6W1

Contact: Dean C. White, President
Tel: (403) 274-4663
Fax: (403) 274-4666

Keywords: NDB's, DME's, Communications, Meteorological Equipment, Landing lights, VASSI.

History: Incorporated in 1965, purchased in 1992 by Peyto Engineering Ltd.

Capability/Products:

Non-Directorial Beacons - antenna systems; installations and tuning, Distant Measuring Equipment, Communications Systems, Fleet Management Systems - GPS Vehicle Tracking; Vehicle Information Systems, Aircraft Navigation Systems - Differential GPS Navigation.

Experience: Communications and Navigation.

Current Market Activity: Aviation Magazines, Display Advertisements, Direct Mail and Telemarketing.

Market Strategy:

- 1) Concentrating in Western Canada for most products and services.
- 2) Marketing NDB's to frontier places around the world.

Plant Size: 2600 square feet service bay.

Average Work Force: 1 engineer, 3 technicians.

Gross Sales: \$270,000

Export Sales: \$20,000

Date: August 6, 1992

THOMAS AIRCRAFT MAINTENANCE LIMITED

49 Airport Road
Edmonton, Alberta
T5G 0W6

Contact: Bert or David Thomas
Tel: (403) 451-5473
Fax: (403) 454-4122

Keywords: General and specialized maintenance on aircraft up to 12,500 lbs. Cessna authorized service facility and parts dealership.

History: Incorporated for 10 years. Independent business.

Capability/Products:

On-site service in extreme Arctic/Antarctic conditions.

On-site specialized work in sheet metal and airframe repairs.

Fast parts service.

Highest quality sheet metal work.

Experience: Carried out repairs on a downed aircraft near the South Pole. (Structures, Engines: Cessna, Beechcraft, Piper).

Current Market Activity: Marketing parts and service by mail to registered aircraft owners in Northern Alberta.

Market Strategy: Northern Alberta.

Plant Size: 15,000 square feet of shop space.

Average Work Force: 8

Gross Sales: \$700,000

Qualifications: MOT service facility AMO #63-90.

Date: August 11, 1992

USCAN AVIATION SALES LIMITED

R.R. 4
Alliston, Ontario
LOM 1A0

Contact: Sharon Allinson, Office Manager
Tel: (705) 435-4031
Fax: (705) 435-4485

Keywords: Uscan Aviation has been in the helicopter industry since 1978 in the overhaul and repair of Bell 206, 47, 212, 205 Helicopters. (Helicopter: airframe components).

History: We were incorporated in August 1959, however did not actually do business until 1978.

Capability/Products: We have a 206B/L airframe repair fixture, as well as a 206 tailboom fixture to carry out major airframe repairs to helicopters. We are a Bell Helicopter service centre.

Experience:

D. Beamish, Chief Engineer-B Lic Bell 47, 206, 204, 205, 212, 412-35 years experience. M. Barons - 36 years in Sheet Metal Repairs and Airframes.

Current Market Activity: We have the DSS Coast Guard Repair Contract for their 212 and 206 helicopters. We have had this contract for the last 12 years. We overhaul components for the Ministry of Natural Resources, Ontario and overhaul and maintain helicopters for the private sector as well.

Rank Export Countries: England.

Market Strategy: We have no geographic preferences as far as our business is concerned.

Plant Size: The shop is of metal construction with floor area of 3500 square feet. Maintenance areas 60' x 40', Component shop 21' x 16', Stores 10' x 24', Sheet metal 21' x 24'.

Average Work Force: Chief Engineer - 1, Licensed Engineer - 1, Sheet Metal Repairs - 1, Apprentices - 2, Office - 1.

Gross Sales: \$1,383,000

Export Sales: \$90,000

Qualifications: MOT 5-79 Transport Canada

Date: August 11, 1992

UNIVERSAL HELICOPTERS NEWFOUNDLAND LIMITED

P.O. Box 9025, Station B
St. John's, Newfoundland
A1A 2X3

Contact: Mike Maguire
Tel: (709) 576-4611
Fax: (709) 576-0083

Keywords: Service, Operate, Maintain, Utilize a fleet of 13 helicopters (Bell 206 L/R, 206 B and Enstrom F 28). We do charter work and operate a flight school for Eastern Canada. We also instruct International Students on VFR charter operations from five base locations across the province.

History: Operations began in 1963 operating across Canada - mainly in Eastern Canada.

Capability/Products: Helicopter charter operations including executive transport, aerial photography, wildlife conservation, mineral exploration, forestry work, fire fighting, medical evacuations, air ambulance, search and rescue, geological survey, slinging external loads, offshore support, hunting and fishing, tourism, sightseeing, aerial spraying, law enforcement, transportation to remote areas and flight training and accredited flight school programs.

Experience: Pilot staff with average hours in excess 4000 (14 pilots). Only Canadian operator with 10 Bell 206 L with C20R Engines, Aerial spraying of Herbicide and Insecticide. International flight school and pilot training.

Current Market Activity: We offer safe reliable service to existing customers and we are experienced in all types of seasonal and year round charter helicopter operations.

We make contacts with potential customers at trade shows and seminars and on marketing trips and customer visits. We have a local preference market and follow up on winter and summer leads for our services. We market out flight school through magazines, general advertising and word of mouth.

Market Strategy: To seek out and obtain customers for our services across Canada or wherever we can be of service. Provide good safe reliable service to all customers.

Plant Size: Five hangers average size 2,000 - 2,500 square feet with office, crew rooms.

Average Work Force: Engineers 12, Pilots 14, Admin. 5, Office 2.

Qualifications: MOT

Date: September 3, 1992

VADEKO INTERNATIONAL INC.

2600 Argentia Road
Mississauga, Ontario
L5N 5V4

Contact: Paul Boucher
Director, Business Development
Tel: (416) 821-3222
Fax: (416) 821-2232

Keywords: Custom Robotics, Remote Handling, Coating and Stripping, Automation in Hazardous Environments. (Aircraft equipment and services).

History: Incorporated in Ontario in 1981. 80% owned by AGRA Industries since 1990.

Capability/Products: Large Scale Custom Robotics, Remote Handling Systems, Hazardous Environments, Coating and Painting, Stripping and Buffing, Automated Surface Preparation.

Experience: Off-line Programming and Remote Handling.

Current Market Activity: Marketing through contacts and networking. Conferences and Exhibitions, mainly in U.S.A., and attendance at government sponsored events.

Rank Export Countries: U.S.A.

Market Strategy: Geographic preference is firstly U.S.A., secondly Europe and then Asia.

Plant Size: 26,000 square feet. Manufacturing and assembly area.

Average Work Force: 66 Engineers, 30 Technicians, 26 Administration.

Gross Sales: \$16 Million

Export Sales: \$9 Million

Ratio Commercial/Defence Exports: 80% - 20%

Date: August 10, 1992

VARIAN CANADA INC. (VARIAN CANADA MICROWAVE PRODUCTS [VCMP])

45 River Drive
Georgetown, Ontario
L7G 2J4

Contact: Andy Tafler, Marketing Manager
Tel: (416) 877-0161
Fax: (416) 877-5327

Keywords: Microwave and Millimetre Wave Tube, R&D, Manufacture and Repair. (Ground Equipment).

History: Varian Canada Inc. was incorporated in 1955 to supply microwave tubes to the Canadian military. The engineering and manufacturing segment of the company, VCMP, operates under the umbrella of Electron Device Group of Varian Associates, Palo Alto, California.

Capability/Products: VCMP has all the extensive facilities and capabilities in house that are needed for the manufacture of high quality electron tubes and electronic equipment. Products include: Millimetre Wave Subsystems, Satellite Communication Power Amplifiers, Power Supplies, Travelling Wave Tubes, Power Klystrons, Reflex Klystrons and Extended Interaction Klystrons. A few of the facilities which support our precise and delicate design and manufacturing activities include: "Watchmaker Accuracy" machine shop; In house manufacturing of high voltage transformers; Test facilities and clean rooms; Vacuum sealing facilities; Hydrogen and vacuum furnace as well as Environmental test facilities.

Experience: VCMP is able to qualify and test to MIL and commercial specifications and customized products are the specialty of the division.

Current Market Activity: Varian Canada Inc. currently sells tubes for communication and radar applications both airborne and ground based. Military programs have been a successful part of Varian's operation.

Rank Export Countries: U.S., U.K., and Europe, India, Japan, Far East and South America.

Market Strategy: Varian Canada Inc., as a subsidiary of Varian Associates Inc., sells worldwide. A good portion of our business is with both the Canadian and U.S. Militaries, Varian Canada Inc. would also like to increase its Canadian level of business.

Plant Size: Manufacturing 61,581 square feet, Lab 19,529 square feet, Warehouse 64,380 square feet, Office 14,960 square feet.

Average Work Force: 190 Employees.

Gross Sales: \$20 Million

Export Sales: 70%

Ratio Commercial/Defence Exports: 80:20

Qualifications: Military Certificates.

Date: August 10, 1992

VOLKS AIRCRAFT REFINISHING

**P.O. Box 41
Schomberg, Ontario
LOG 1T0**

**Contact: George Volk, President
Tel: (416) 936-4572
Fax: (416) 939-2974**

Keywords: Conscientious workmanship. (Painting, refinishing light to medium sized aircraft).

History: Over 25 years experience.

Capability/Products:

**Metal, composite and fabric repair and finishing.
3,500 square foot service and painting bay.
1,500 square foot stripping bay.
3,500 foot North/South, 1,700 East/West runways for fly in service.**

Experience: Chosen to do refinishing work for a major air carrier.

Current Market Activity: Print advertising in local and aviation news.

Market Strategy:

**Currently civil fixed wing and rotor craft.
Would like to explore defence contract work, particularly rotocraft and armoured vehicles.**

Plant Size: 7,000 square feet service bays, 10,000 square feet sheltered storage area.

Average Work Force: 3 Technicians, 1 Administrator.

Date: August 21, 1992

WESTERN AVIONICS

275 Palmer Road N.E.
Calgary, Alberta
T2E 7G4

Contact: Gary Watson
Marketing Manager
Tel: (403) 250-2644
Fax: (403) 250-2622

Keywords: Avionics repair and installation including air transport, aircraft surveillance, environmental data acquisition, airport lighting and navigation aids. (Nav aids)

Avionics, wire harnesses, interiors: design, R&D, maintenance, repair, overhaul, life extension, conversion, refurbishment, consulting services, engineering support and project integration.

History: Incorporated in 1976 and is a part of Avex Aerospace Canada, a single source supply consortium consisting of Alberta Aircraft Overhaul Ltd., (Re skinning small aircraft and bottom belly skins B-737 and L-1011) and Canadian Quality Interiors.

Capability/Products: Specialists in corporate, commercial air transport avionics modifications, wire harnesses, audio video systems and component repair.

Research, development, design and installation of data acquisition equipment used in maritime (water bomb control systems) and environmental surveys.

Design, development and installation of airport lighting and DME, NDB and VOR Nav aids for all weather and remote VFR and IFR airport operations.

Authorised warranty and service centre for most avionics manufacturers (Global Wulfsberg, VLF Omega Nav Systems and upgrades to GNS 500 series) with a 24 hour installation service and field team.

Experience: Largest independent avionics facility in Canada with capability on most aircraft: Lockheed 1011, L118-C Electra, C-130, Boeing B-727, 737, 747-100, 757, DC-8, DeHavilland DHC-6, helicopters, RPV's and light aircraft.

Current Market Activity: The company seeks active participation in the IRIS and NSA military programs specialising in wire harnesses and technical support.

Rank Export Countries: U.S.A., U.K., Greece

Market Strategy: Expand operations to the Caribbean in 1992/93.

Plant size: 40,000 square feet, 2 Hangers up to B-737 size.

Average Workforce: 45

Gross Sales: \$5 Million

Ratio Commerce/Defence: 95% Commercial

Qualifications: FAA, British CAA, MOT (Certified/approved design and approval organization).

AQUAP 1

Date: July 30th 1992.

WESTERN PROPELLER (WINNIPEG) LIMITED

206 Saulteaux Drive
Winnipeg, Manitoba
R3J 3W3

Contact: Terry Hope, Manager
Tel: (204) 831-8368
Fax: (204) 831-8401

Keywords: Provides sales, overhaul and repair to Hartzell, McCauley and Hamilton Standard propellers and governors, Dowty propellers and common module exchange units. Also non-destructive testing and painting.

History: Western Propeller are wholly owned Canadian Corporations dating back to Edmonton, AB in 1948. Economics and highly qualified staff allowed for expansion to Winnipeg, MB, in 1957, Mississauga, ON in 1969 and Richmond, B.C. in 1980. All locations are Transport Canada approved overhaul stations.

Capability/Products: Overhaul and repair of Hartzell propellers and governors, McCauley propellers and governors, Hamilton Standard propellers and governors, Dowty propellers. Exchange units available for common models.

Current Market Activity:

Trade shows coming up this winter - North Oak and MINN.
Air Shows, Abbotsford, B.C., Oshkosh, Wisconsin
Yellow Page Directories
Trade Publications
Outgoing Sales

Rank Export Countries: U.S.A.

Market Strategy:

Priorities - Inform customers of our capabilities.
Geographic - Northern Ontario, Manitoba, Saskatchewan, North & South Dakota, Minnesota, Wisconsin.
Strategies - Trade shows, yellow page directories - toll free dialing, trade publications, telemarketing, direct mail and outgoing sales.

Plant Size: Winnipeg - 10,000 square feet.

Average Work Force: Engineers 2, Technicians 7, Administration 1.

Gross Sales: \$675,000

Export Sales: \$200,000

Ratio Commercial/Defence Exports: 99:1

Qualifications: MOT

Date: August 24, 1992

WEST WIND AVTECH SERVICES

Hangar 5, Saskatoon Airport
Saskatoon, Saskatchewan
S7L 5X4

Contact: Gale Blythe, Director of Maintenance
Tel: (306) 653-3339
Fax: (306) 653-0090

Keywords: Maintenance, inspection and repair of general (private and commercial) aviation aircraft.

History: West Wing Avtech Services has been in business in Saskatoon since 1982.

Capability/Products: Staff are trained and equipped to carry out maintenance inspections, and repair on most types of aircraft from light singles to corporate jets.

Experience: West Wind Avtech Services has been successful in obtaining Transport Canada's approval for engine hour extensions on the aircraft we maintain.

Current Market Activity: Trade Publications, Local Newspapers, Aviation Business Directory, AC-U-KWIK.

Rank Export Countries: Canada, U.S.A., Mexico.

Market Strategy: Canada, U.S.A., Mexico.

Plant Size: 18,000 square feet hangar.

Average Work Force: Engineers - 10, Apprentices - 2, Administration - 2.

Ratio Commercial/Defence Exports: General Aviation.

Qualifications: MOT, AMO #119-90.

Date: August 12, 1992

WILSON MACHINE COMPANY LIMITED

2299 Lapierre Street
Lasalle, Québec
H8N 1B7

Contact: Peter Wilson
Marketing Manager
Tel: (514) 365-4101
Fax: (514) 365-7511

Keywords: High quality precision machine shop specializing in gear based machinery with carburized and ground gearing to AGMA class 14. (Manufacturer of precision machined parts and components for the aerospace industry. (Engines and Gears: general/regional aviation).

History: The company was founded in 1913 and began as a small family machine shop. Since then the company has evolved into a leading manufacturer of gear based products.

Capability/Products: In the defence area, Wilson has primarily focused on the manufacture of precision rotating machinery with applications such as radar drives, communication antennas and satellite tracking systems.

Wilson Machine has also manufactured tooling and fixtures for use in jet engine manufacturing.

The latest in MAAG computerized gear checking equipment is utilized to ensure the highest quality of gear based products for the aerospace market.

Experience: Wilson Machine has manufactured precision gear boxes for military and commercial radar applications include AN/SPS-49 shipboard air search radar as well as the Canadian RAMP system for airports.

Current Market Activity: Focusing on the Aerospace Industry in the Montreal area such as Canadair and Rolls Royce. Actively considering the Western U.S. market such as (California/Seattle Washington).

Rank Export Countries: U.S.A., U.K., and continental Europe.

Market Strategy: Primarily interested in subcontract machining and gearing in the Western USA, other USA states, the U.K. and continental Europe.

Ratio Commercial/Defence Exports: 20% Commercial, 80% Defence.

Plant Size: 45,000 square feet

Average Work Force: 100 total, 5 engineers, 10 technicians, 7 Admin.

Gross Sales: \$8.5 Million

Qualifications: NATO, AQAP-4, MIL-I-45208.

Date: August 3, 1992

WOODLAWN INSTRUMENTS LIMITED

108 Service Road
Suite 240
Gloucester, Ontario
K1V 9B2

Contact: Gerry Cook, President
Tel: (613) 737-3305
Fax: (613) 737-5394

Keywords: Aircraft instrument overhaul and repair from small pleasure to commercial size craft.

History: Incorporated in 1984.

Capability/Products: Gyro Instruments, Pitot Static and Engine Instruments. Certification of Pitot Static Testers.

Experience: Both Sperry and Collins trained personnel. Helicopter instrument specialist on staff.

Current Market Activity: Eastern Canada.

Plant Size: 1 Suite 1,000 square feet.

Average Work Force: 4 Technicians, 2 Office Admin.

Qualifications: Government Certificates

Date: August 13, 1992

ZENAIR LIMITED

Huronia Airport
Midland, Ontario
L4R 4K8

Contact: Chris Heintz, President
Tel: (705) 526-2871
Fax: (705) 526-8022

Keywords: Light Aircraft Manufacturer.

History: Since 1974.

Capability/Products: Light Aircraft and Floats: Design, Testing, Development and Manufacturing.

Experience: Light Aircraft.

Current Market Activity: Sales of our products.

Rank Export Countries: U.S.A., Europe, Japan, Australia.

Market Strategy: All Countries.

Plant Size: 20,000 square feet.

Gross Sales: \$1.5 Million

Export Sales: \$1 Million

Date: August 10, 1992

CANADIAN AEROSPACE REPAIR & OVERHAUL CAPABILITY GUIDE

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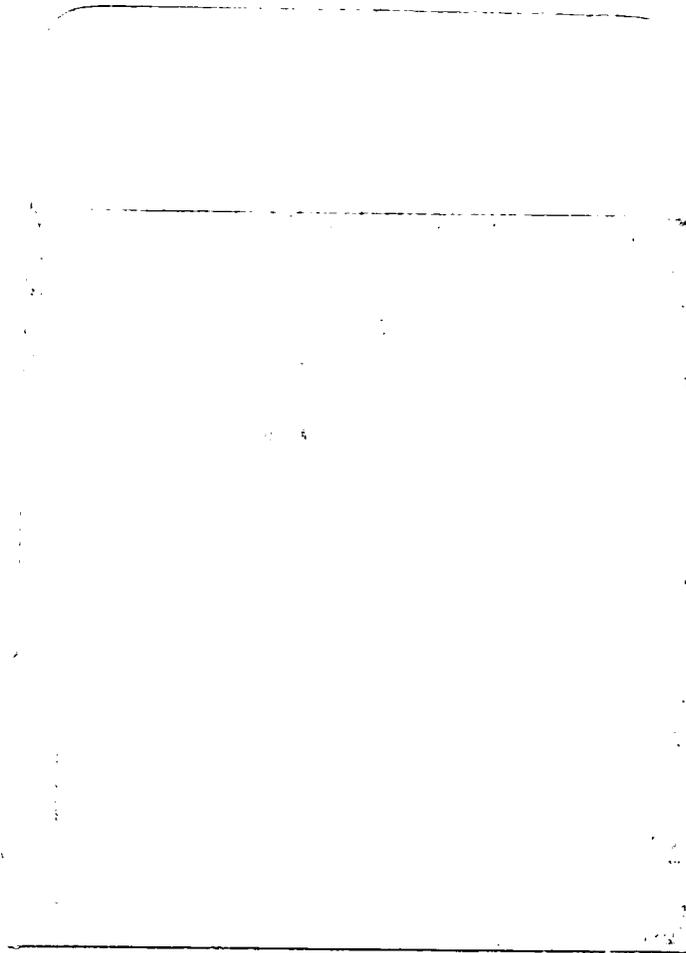
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