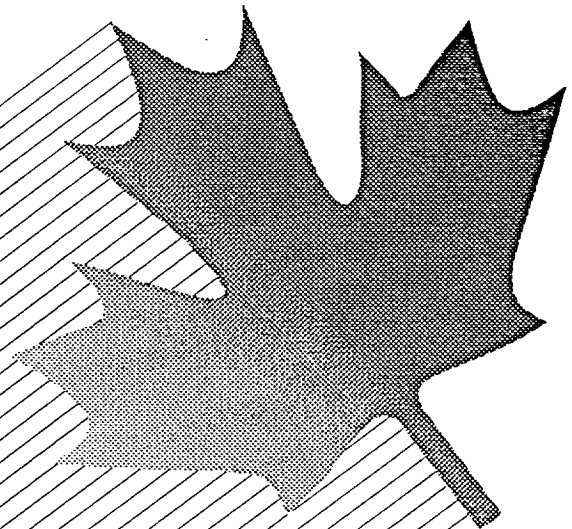
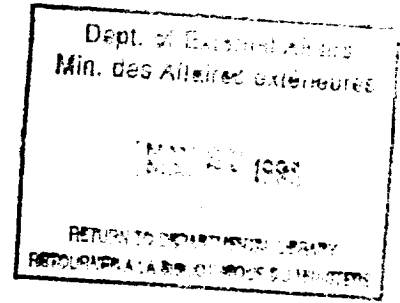


Canadian Airport-Related Products and Services For World Markets

1995





**CANADIAN AIRPORT-RELATED
PRODUCTS AND SERVICES
FOR WORLD MARKETS**

5720/398

December 23, 1994

FOREWORD

The Departments of Foreign Affairs and International Trade (DFAIT) and Industry Canada (IC) have cooperated with contributing members of an interdepartmental working group and those companies listed herein to produce this document. It is a reflection of Canada's exportable goods, services and capabilities in the field of airport capital projects. This document is intended for the use of potential foreign customers.

From time to time, DFAIT and IC prepare overviews of Canadian capabilities to help match demonstrated Canadian capital project strengths to selected types of projects worldwide. They also assist companies in developing strategic partnerships within Canada and overseas. This document contains a Product Service Source Reference to assist potential clients in accessing a wide variety of Canadian airport related offerings.

The directory contains profiles on each of the companies and their areas of market interest. Most have demonstrated an export capability and preparedness to carry the full risks involved in the development of international marketing strategies through to airport project completion. Some have tried and tested niche products and capabilities that provide efficiencies, security and state of the art services for airports operating in a variety of climates and conditions. Many have avant-garde capabilities in environmental services and reclamation to name a few.

This directory is intended for potential foreign customers who seek Canadian companies that are prepared to participate in informal and formal groupings or consortia and in the development of comprehensive project solutions and or specialty services to meet their needs.

The Canadian Airport-Related Products and Services For World Markets directory will be revised from time to time as the structure of the industry changes. We welcome your comments to help us improve this document and we invite those Canadian firms that wish to be added in the next edition to provide their submissions.

Customers can make contact directly with the companies, through the 120 Canadian offices abroad or to the following offices in Ottawa:

Mr. Kevin Murray
Department of Foreign Affairs and
International Trade (TOST)
Lester B. Pearson Building
125 Sussex Drive
Ottawa, Ontario. K1A 0G2

Tel: (613) 996-8086
Fax: (613) 944-0050

Mr. Hubert Larose
Industry Canada
Construction Industries and Capital
Projects Directorate
235 Queen Street
Ottawa, Ontario. K1A 0H5

Tel: (613) 954-2956
Fax: (613) 941-8464
Internet: LAROSE.HUBERT@ISTC.CA

CANADIAN AIRPORT-RELATED PRODUCTS AND SERVICES FOR WORLD MARKETS

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CANADIAN AIRPORT-RELATED PRODUCTS AND SERVICES FOR WORLD MARKETS

PRODUCT/SERVICE SOURCE

AIRPORT DEVELOPMENT AND OPERATIONS AND MAINTENANCE GROUPS

Acres International
Limited
Aéroports de Montréal
Services Inc.
Airport Development
Corporation
Reid Crowther
International
S.S.S.I. International
(1993) Inc.

CONSULTING SERVICES

a) ENVIRONMENTAL
(CONTAMINATION,
WASTE WATER ETC.)

A & A Environmental
Services Inc.
Atria Engineering
Hydraulics Inc.
Beak Consultants
Limited
Bromley Engineering
Ltd.
Burcan Industries Ltd.
Consultants B.P.R. (Les)
Delcan Corporation
Dessau International
Ltd.
EBA Engineering
Consultants Ltd.
Ecologistics
International Limited
F.J. Reinders and
Associates Canada
Ltd.
Fenco Maclaren Inc.
Fenco Shawnigan
Engineering Limited
Gartner Lee
International Inc.
Gendron Lefebvre Inc.

Géophysique GPR
International Inc.
Limited
Golder Associates Ltd.
John Emery
Geotechnical
Engineering Ltd.
KGS Group
Kilborn Engineering &
Construction Ltd.
Larden Muniak
Consulting Inc.
LVM Tech Inc.
Marshall Macklin
Monaghan Limited
O'Connor Associates
Environmental Inc.
Pollutech
Polytec Groupe-Conseil
Inc.
Reid Crowther
International
Robinson International
Rowan Williams Davies
& Irwin Inc. (RWDI)
S.M. Group
International Inc.
(The)
S.S.S.I. International
(1993) Inc.
Société Municor Inc.
Stewards
Strata Engineering Corp.
Terra Engineering Ltd.
Fraser River Pile &
Dredge Ltd.

b) ENGINEERING (CIVIL,
MECHANICAL)

A.D. Williams
Engineering Ltd.
Bouthillette, Parizeau &
Associés Inc.
Coles Associates Ltd.
Consultants B.P.R. (Les)
Delcan Corporation

EBA Engineering
Consultants Ltd.
Fenco Shawnigan
Engineering Limited
Gendron Lefebvre Inc.
Geo-Engineering
(M.S.T.) Ltd.
Golder Associates Ltd.
Groupe Axor Inc.
Infrastructure Systems
Ltd.
J.P. Braaksma &
Associates Ltd.
JMA Engineering
International Inc.
John Emery
Geotechnical
Engineering Ltd.
Kilborn Engineering &
Construction Ltd.
LVM Tech Inc.
Marshall Macklin
Monaghan Limited
Morgan, Dowhan
Engineering Ltd.
Polytec Groupe-Conseil
Inc.
Reid Crowther
International
Robinson International
Scouten Mitchell
Sigurdson & Assoc.
Ltd.
Société Municor Inc.
Stanley International
Group Inc.
Urban Systems Ltd.
Warnock Hersey
Professional
Services Ltd.

c) SYSTEMS AND
COMMUNICATIONS
(AUDIO, TELEPHONE,
RADIO, ETC.)
ADGA Group

- Aviation Development Agency Inc. (ADA)
 Coles Associates Ltd.
 Consultants B.P.R. (Les)
 Martin Marietta Canada Ltd.
 Morgan, Dowhan Engineering Ltd.
 Reid Crowther International
- d) AIRPORT MASTER PLANNING
 Acres International Limited
 Aerodevco Consultants Ltd.
 Aéroports de Montréal Services Inc.
 APA Airport Planning Associates Inc.
 APS Aviation Inc.
 Architects Crang and Boake Inc.
 Aviation Research Corporation
 AvPlan Inc.
 Bregman & Hamann Architects
 Canadian Airport Consultants
 Canadian Airports Service Group
 Cansult Group Limited
 CIMA + , Engineering Consultants
 Delcan Corporation
 Dessau International Ltd.
 ECE Group Ltd. (The)
 Fichten Soiferman, Architectes
 Griffiths Rankin Cook Architects
 Hickling Corporation
 IBI Group
 Intelcan Technosystems Inc.
 J.P. Braaksma & Associates Ltd.
 Marshall Macklin Monaghan Limited
- Monenco AGRA Inc.
 NAPA (Norr Airport Planning Associates Ltd.)
 Reid Crowther International
 Scottt Associates Architects Inc.
 Sypher:Mueller International Inc.
 UMA Engineering Ltd.
 Urban Systems Ltd.
 Zeidler Roberts Partnership, Architects
- e) ARCHITECTURE (BUILDING AND DESIGN)
 Architectes Blouin, Faucher, Aubertin, Brodeur Gauthier
 Architects Crang and Boake Inc.
 Bregman & Hamann Architects
 Delcan Corporation
 Fichten Soiferman, Architectes
 Giffels Associates Limited
 Griffiths Rankin Cook Architects
 S.S.S.I. International (1993) Inc.
 Scott Associates Architects Inc.
 Zeidler Roberts Partnership, Architects
- f) NEGOTIATORS (LICENCES AND BILATERAL AGREEMENTS)
 Avia Marketing Consultants Inc.
 Bromley Engineering Ltd.
 NAPA (Norr Airport Planning Associates Ltd.)
- g) SECURITY AND SAFETY (THREAT ASSESSMENT AND DESIGN)
 Aviation Development Agency Inc. (ADA)
 Barringer Instruments Ltd.
 Counterrisk Inc.
 CPAD Holdings Ltd.
 CSP International Inc.
 JSI Systems Engineering
 Larden Muniak Consulting Inc.
 Morgan, Dowhan Engineering Ltd.
 Morrison Hershfield Ltd.
 Sciex
 Scouten Mitchell Sigurdson & Assoc. Ltd.
- h) FINANCIAL AND LOANS (SOURCE FUNDING/PAYMENT)
 Kembur Engineering Consultants Limited
 S.S.S.I. International (1993) Inc.
- CONSTRUCTION COMPANIES/ CONTRACTORS AND ERECTORS/PROJECT MANAGEMENT**
 Airport Development Corporation
 Alta Limitée
 Architectes Blouin, Faucher, Aubertin, Brodeur Gauthier
 Bennett & Wright International
 Canadian Airport Consultants
 Canron Construction
 Cegerco Inc.
 Consultants B.P.R. (Les)
 Cumming Cockburn Limited

Dessau International Ltd.
 ECE Group Ltd. (The)
 Fenco Maclaren Inc.
 G.F. Williamson & Associates (1988) Ltd.
 Gendron Lefebvre Inc.
 Graeme & Murray Consultants Ltd.
 Groupe Axor Inc.
 Henning F. Rasmussen Infrastructure Systems Ltd.
 Kilborn Engineering & Construction Ltd.
 McElhanney Consulting Services Ltd.
 Morrison Hershfield Ltd.
 PCL Constructors Inc.
 Ramsen International Ltd.
 Robinson International Sheppard Green Engineering & Assoc. Ltd.
 Soprin International Inc.
 Stanley International Group Inc.
 Terra Engineering Ltd.
 UMA Engineering Ltd.

AIR TRAFFIC CONTROL/NAVIGATION AND EQUIPMENT SUPPLIERS, COMMUNICATIONS AND FLIGHT INSPECTION SYSTEMS

Andrew Canada Inc.
 Audor Communications Inc.
 Beel Technologies Inc.
 Black & McDonald Limited
 CAE Electronics Ltd.
 Canadian Marconi Company
 CML Technologies Inc.
 COM DEV Ltd.
 Consultants B.P.R. (Les)

Digital Equipment of Canada Limited
 DY 4 Systems Inc.
 Frontec
 HN Engineering Inc.
 Hughes Aircraft of Canada Limited
 Intelcan Technosystems Inc.
 Lab-Volt Limited
 Litton Systems Canada Limited
 LNS Systems Inc.
 Macdonald Dettwiler & Associates Ltd.
 Martin Marietta Canada Ltd.
 MNG Plastics Ltd.
 Monenco AGRA Inc.
 MPB Technologies Inc.
 Navigation Aeronav International
 Oracle Telecomputing Inc.
 Pelorus Navigation Systems Inc.
 Presentey Engineering Products Limited
 Prior Data Sciences Ltd.
 Raytheon Canada Limited
 Segitel Inc.
 Serco Aviation Services Inc.

RUNWAY LIGHTING SUPPLIERS

Amerace Ltd.
 Dessau International Ltd.
 Fenco Shawnigan Engineering Limited
 Robert Freundlich & Associates Ltd., (RFA)
 Scouten Mitchell Sigurdson & Assoc. Ltd.
 Tek Consultants Limited
 UMA Engineering Ltd.

MATERIAL HANDLING SUPPLIERS (BAGGAGE AND WASTE)

Array Computing Systems Inc.
 Godfrey Aerospace Inc.
 Industrial Tires Limited
 MADVAC
 Moody S.I. (1986) Ltd.
 Nackawic Mechanical Ltd.
 Mathews Conveyor Company

AIRPORT FACILITIES SUPPLIERS

Godfrey Aerospace Inc.
 a) SECURITY SYSTEMS AND EQUIPMENT
 AIT Corporation
 Array Computing Systems Inc.
 Barringer Instruments Ltd.
 Black & McDonald Limited
 Caerocom International Inc.
 Counterrisk Inc.
 CPAD Holdings Ltd.
 CSP International Inc.
 Evin Industries Ltd.
 F.J. Reinders and Associates Canada Ltd.
 Henotex (1981) Inc.
 Ilco Unican Incorporated
 Intelcan Technosystems Inc.
 Larden Muniak Consulting Inc.
 Robert Freundlich & Associates Ltd., (RFA)
 Sciex
 Securifort Inc.
 Senstar Corporation
 b) SIMULATION AND TRAINING SYSTEMS
 AIT Corporation
 ATS Aerospace Inc.

CAE Electronics Ltd.
F.J. Reinders and
Associates Canada
Ltd.
Lab-Volt Limited
LNS Systems Inc.
Macdonald Dettwiler &
Associates Ltd.
Oracle Telecomputing
Inc.
Primetech Electronics
Inc.
Robert Freundlich &
Associates Ltd., (RFA)
Serco Aviation Services
Inc.

c) CONTROL EQUIPMENT
(PEOPLE/PASSPORTS,
PARKING AND SAFETY)

ASCE Inc.
Consultants B.P.R. (Les)
Ilco Unican Incorporated
Primetech Electronics
Inc.
Securiplex Technologies
Inc.
Tek Consultants Limited

d) SYSTEMS AND
SERVICES (HEATING,
WASTE, FIRE, WATER)

Bouthillette, Parizeau &
Associés Inc.
Consultants B.P.R. (Les)
Display Systems
International, Inc.
DMR Group Inc.
ECE Group Ltd. (The)
Enterprises Julien Inc.
(Les)
European Distriport Inc.
F.J. Reinders and
Associates Canada
Ltd.
Fenco Maclaren Inc.
Fenco Shawnigan
Engineering Limited
Frink
Gartner Lee
International Inc.
Gendron Lefebvre Inc.

Groupe Axor Inc.
Henning F. Rasmussen
Hewitt Equipment
Limited
John Emery
Geotechnical
Engineering Ltd.
Lab-Volt Limited
Larden Muniak
Consulting Inc.
Monenco AGRA Inc.
MPB Technologies Inc.
Nova-Quintech
Corporation
Polytec Groupe-Conseil
Inc.
Robert Freundlich &
Associates Ltd., (RFA)
Scouten Mitchell
Sigurdson & Assoc.
Ltd.
Securiplex Technologies
Inc.
Smart-Text Solutions
Inc. (SSI)
Soprin International Inc.
SR Telecom Inc.
Tecksol Inc.
Tek Consultants Limited
UMA Engineering Ltd.

**GROUND SUPPORT AND
FACILITIES SUPPLIERS**

a) ELECTRONIC
EQUIPMENT (i.e. BIRD
DETERRENCE)

Aerosystems
International Inc.
Air Data Inc.
Black & McDonald
Limited
Delastek Inc.
Display Systems
International, Inc.
ECE Group Ltd. (The)
Fenco Maclaren Inc.
Litton Systems Canada
Limited
MPB Technologies Inc.

Oracle Telecomputing
Inc.
Phoenix Aerotech Ltd.
Primetech Electronics
Inc.
Senstar Corporation

b) MECHANICAL
EQUIPMENT (RAMPS,
CARGO LOADERS,
ETC.)

Aerotech International
Incorporated
Apex Machine Works
Limited
Black & McDonald
Limited
ECE Group Ltd. (The)
Fenco Maclaren Inc.
Hewitt Equipment
Limited
Moody S.I. (1986) Ltd.
Voyageur Airways
Limited
Flexibulb Plastics Inc.
Godfrey Aerospace Inc.
Mathews Conveyor
Company

c) FUEL SYSTEMS AND
REFUELLERS (TRUCKS,
TANKERS, HOSES)

Almac Tank
International Inc.
G.I. Russell and
Company Ltd.
Hutchinson Industries
Monenco AGRA Inc.
Remtec Inc.
Tiger-Vac Inc.
Voyageur Airways
Limited

d) RAIL CARS AND
MONORAIL SYSTEMS

Bombardier Inc.
Nova-Quintech
Corporation

- e) AERO ENGINE TEST EQUIPMENT
 C.E.L. Aerospace Test Equipment
 MDS Aero Support Corporation
 Soprin International Inc.
- Nackawic Mechanical Ltd.
 Porcupine Canvas Inc.
 S.S.S.I. International (1993) Inc.
 Soprin International Inc.
- f) MAINTENANCE MANAGEMENT SYSTEMS, SNOW REMOVAL, AND FIRE TRUCKS
 Epix Inc.
 Frink
 Graeme & Murray Consultants Ltd.
 Griffiths Rankin Cook Architects
 Henning F. Rasmussen
 Linetech Equipment Inc.
 Nackawic Mechanical Ltd.
 Navistar International Corporation Canada
 Phil Larochelle Equipment Inc.
 Polygec Groupe-Conseil Inc.
 Sensors and Software Inc.
 Soprin International Inc.
 Tanny Equipment Inc.
 Tenco Machinery Ltd.
 Terra Engineering Ltd.
- g) AMBULANCES, AIRPORT VEHICLES, WHEELCHAIRS, AND SPECIAL CLOTHING
 Equiconcept Inc.
 Evin Industries Ltd.
 Moody S.I. (1986) Ltd.
 Paul Demers & Fils Inc.
 Prevost Car Inc.
 Securitex Inc.
 Soprin International Inc.
 Tecksol Inc.
- h) SHELTERS, KIOSKS, AND WIND SOCKS
 MNG Plastics Ltd.

COMPANY PROFILES

A & A Environmental Services Inc.

**3 Industrial Drive
Box 604
Kirkland Lake, Ontario
P2N-3J5**

**CONTACT: Dr. George Duncan
President
TEL: 705-567-4996
FAX: 705-568-8368**

**YEAR ESTABLISHED: 1992
AVERAGE WORK FORCE: 20**

GROSS SALES: \$1,200,000

OVERSEAS OFFICES: A & A Environmental Services Inc. has no overseas offices although the offices of Aardee Spring & Lock Co., Ltd., Glasgow, Scotland, are available to our company in the

**U.K. Aardee Spring & Lock Co., Ltd.
67 North Wallace St.
Glasgow, Scotland G4 0DU
Tel: 041 553 2070
Fax: 041 553 2080**

KEYWORDS: Environmental Services; Environmental assessments; Environmental testing; Chemical analysis; Site assessment; Water & soils analysis; Contamination; Pollution.

PRODUCTS/SERVICES: Consulting chemical and environmental services including field testing for chemical contaminants. Site assessments of industrial/commercial/residential properties including gas stations, fuel depots and tank farms to examine their current environmental condition in relation to a large number of chemical contaminants such as fuels (gas, diesel, heating oil, etc.), solvents, metals from industrial operations. Also, we currently perform airport runway run-off water analysis for contaminants including de-icing solvents. Environmental audits which examine the current handling of potential environmental contaminants by an organization. Spills monitoring which examines the spread of environmental contaminants as a result of chemical spills.

EXPORT MARKETS OF INTEREST: North America and U.K.

RECENT SUCCESSES: The M.O.E.E. (Ministry of the Environment and Energy) has recently awarded a \$ 250,000 "Industry From Waste Diversion" study to a joint-venture group headed by Proctor & Redfern, Consulting Engineers and including Accurassay Laboratories. This study will examine diversion of industrial/commercial waste to new industries.

A.D. Williams Engineering Ltd.

10004-104 Avenue
Suite 1100 CN Tower
Edmonton, Alberta
T5J 0K1

CONTACT: Mr. Allen Williams
President
TEL: 403-424-2393
FAX: 403-425-1520

YEAR ESTABLISHED: 1978
AVERAGE WORK FORCE: 50

KEYWORDS: Consulting engineers; Building systems; Industrial; Airports; Environmental; Advisory services.

PRODUCTS/SERVICES: Mechanical, geotechnical, structural, electrical, environmental, building sciences, forensic, cold climate, materials testing.

EXPORT MARKETS OF INTEREST: China, Soviet Union, Mexico.

RECENT SUCCESSES: Crystal Palace Hotel, Bahamas; Port facilities, Nassau; Hospital renovations, Jamaica; Crude oil gathering system study, Siberia.

Acres International Limited

480 University Avenue
Toronto, Ontario
M5G 1V2

CONTACT: Mr. A.F.D. Russell
Manager, Transport Division
Mr. G.J. Nowak
Manager, Airport Services
TEL: 416-595-2021/416-595-2028
FAX: 416-595-2004

YEAR ESTABLISHED: 1924
AVERAGE WORK FORCE: 30 (Airports)

RECENT SUCCESSES: Aeronautical systems analysis; Air transportation planning; Aviation impact assessment; Site selection; Financial analysis; Airport master planning; Land use planning; Detailed engineering design; Contract administration; Construction management; Commissioning.

PRODUCTS/SERVICES: Acres provides multidisciplinary consulting services for airports as follows:

Predesign and programming; Site location; Layout of total airport facilities; Facilities upgrading and expansion planning; Study of administration, organization, and legislation; Financial analysis; Master planning; Detailed engineering and architectural design; Contract administration and construction management.

EXPORT MARKETS OF INTEREST: Developing countries in Africa, Asia, the Caribbean, Latin America, and South America.

RECENT SUCCESSES: Current assignments include: Detailed design, tender documents, and construction supervision of the airside facilities, utilities, and foundations for a new international terminal building at Vancouver International Airport, Canada.

Assistance to developer in preparing BOT offer for privatization and redevelopment of existing major tourist airport at Punta del Este, Uruguay. Currently preparing engineering concepts for new runway, taxiways, aprons, airfield lighting, and power distribution after successful competition.

Assistance to local design consultants for Tarapoto Airport, Peru including design review and construction implementation advice for new runway.

Detailed design, tender documents, and supervision of construction of apron expansion, runway and taxiway overlay, infrastructure modifications and a new water supply at Tribhuvan International Airport, Kathmandu, Nepal; Acres has participated in a series of contracts at this airport since 1976.

Assistance to the Government of Bermuda in planning the transition of the U.S. Naval Air Station at Bermuda Airfield from military to civilian operation. Acres component will be the airside facilities and the operation of the infrastructure support systems.

A recently completed assignment in a new export market for Acres was the engineering and architectural feasibility study for the terminal, apron, control tower, cargo building, and utilities at the Noi Bai International Airport at Hanoi, Vietnam.

ADGA Group

116 Albert Street
Suite 601
Ottawa, Ontario
K1P 5G3

CONTACT: Mr. J.K. Burke
Sr. Vice President
TEL: 613-237-3022
FAX: 613-237-3024

YEAR ESTABLISHED: 1969

AVERAGE WORK FORCE: 275

KEYWORDS: Aviation and aeronautics engineering; Engineering management; Communication systems engineering; Software development and maintenance services; Independent verification and validation; Integrated logistics support; Operations and maintenance services; Training and simulation; Electronic information security; Information security consulting.

PRODUCTS/SERVICES: The ADGA Group is a leading source of Canadian systems engineering expertise. The ADGA team of systems professionals has a proven track record of providing cost-effective, innovative solutions to technical problems in the aerospace, defence, transportation, telecommunications and financial industries. Areas of expertise include: Communications engineering, software engineering, systems engineering, aerospace engineering, and information security.

EXPORT MARKETS OF INTEREST: United States, and Europe.

RECENT SUCCESSES:

Fokker Aircraft (Holland)- EMC engineering for specialty aircraft; Aerospatiale (France)- Integrated logistics support and technical publications; C3 Systems (U.S.A.)- Integrated logistics support for the IRIS Program; Hughes Aircraft (U.S.A.)- Engineering support to CAATS (Canadian Automated Air Traffic System); Transport Canada (Canada)- Aircraft de-icing studies.

OF SPECIAL NOTE: The ADGA Group of companies has worked closely with many Canadian government departments and agencies including Transport Canada, Department of National Defence, Industry Canada, Public Works and Government Services Canada, Foreign Affairs, Health and Welfare, Correctional Service Canada, Royal Canadian Mounted Police, National Research Council, Communications Canada, and Energy, Mines and Resources.

Aerodevco Consultants Ltd.

**220 Laurier Street West
Suite 500
Ottawa, Ontario
K1P 5Z9**

**CONTACT: Mr. Walter McLeish
President
TEL: 613-234-3315
FAX: 613-236-4850**

**YEAR ESTABLISHED: 1982
AVERAGE WORK FORCE: 8**

**EXPORT SALES: \$200,000
GROSS SALES: \$250,000**

OVERSEAS OFFICES:

**European Community Representative
Alan Garratt, Advisory, Consulting and Technical Services
2 High Chimneys, Westwood Road
Windlesham, Surrey, GU20 6LT
United Kingdom**

KEYWORDS: Civil aviation consultants to operators, industry, and governments.

PRODUCTS/SERVICES: Services include master planning, feasibility studies, safety reviews, evaluations for airports, airlines, ATC, regulators, and litigation expert witness appearances.

EXPORT MARKETS OF INTEREST: Export experience in Russian Federation and New Independent States, East Africa, Middle East, Caribbean, and Australia.

RECENT SUCCESSES: Recent successes include: Completion of civil aviation master plans for Uganda and Kenya, survey of civil aviation in Russia and New Independent States, and an evaluation of safety regulations for the Australian Civil Aviation Authority.

Aéroports de Montréal Services Inc.

1100 René Lévesque Blvd. West
Suite 2100
Montreal, Quebec
H3B 4X8

CONTACT: Mr. Jean-Marc Labelle
President and General Manager
TEL: 514-394-7213
FAX: 514-394-7356

YEAR ESTABLISHED: 1993

EXPORT SALES: \$60,000
GROSS SALES: \$60,000

KEYWORDS: Airport planning; Management; Privatization; Feasibility studies; Training; Operations; Environment; Finance and charges.

PRODUCTS/SERVICES: Professional services and technical advice in airport planning, management, privatization studies, plans of operations, safety and security, emergency plans, impact studies, and environmental audits.

EXPORT MARKETS OF INTEREST: Central America, South America, Caribbean, China, Southeast Asia, Middle East, and Eastern Europe.

RECENT SUCCESSES: Evaluation of plans for the expansion program of Piarco International Airport, Trinidad and Tobago (ICAO); Evaluation of Lebanon's aviation needs (ICAO); Emergency measures security program and training of firefighters, Ouagadougou, Burkina Faso (ICAO); Technology transfer and assistance to Morocco Airport specialists in environment (APPUI); On job training for a Botswana airport manager (IAMTI).

OF SPECIAL NOTE: Aéroports de Montréal Services Inc. is a subsidiary of Aéroports de Montréal.

Aéroports de Montréal is the Local Airport Authority (LAA) responsible for Montreal's airports management and development. Created in August 1992, Aéroports de Montréal offers users reliable and efficient airport services, through a dynamic and competent workforce, whose objectives are excellence and the economic development of Greater Montreal. Aéroports de Montréal generates more than \$ 100 million annually and employs 540 people.

Aerosystems International Inc.

**3538 Ashby Street
St. Laurent, Quebec
H4R 2C1**

**CONTACT: Mr. Mark Connolly
Director of Marketing
TEL: 514-336-9426
FAX: 514-336-4383**

**YEAR ESTABLISHED: 1971
PLANT SIZE: 5,975 square feet
AVERAGE WORK FORCE: 18**

**EXPORT SALES: \$1,450,000
GROSS SALES: \$1,900,000**

OVERSEAS OFFICES: Australia, and Hong Kong

KEYWORDS: Computerized test and monitoring equipment (focus on aviation and telecommunication markets).

PRODUCTS/SERVICES: Test equipment design/manufacture and hardware.

EXPORT MARKETS OF INTEREST: Worldwide.

RECENT SUCCESSES: Electronic ground support equipment for Canadair R.J.; Electronic ground support equipment for Fokker Aircraft; Spectrum Monitoring equipment (Remote Automated Monitoring Systems) installed for the government of New Zealand, Ivory Coast Africa, and Slovenia.

Aerotech International Incorporated

100 Eagle Drive
Winnipeg, Manitoba
R2R-1V5

CONTACT: Ms. Fran Koch
Export Marketing
TEL: 204-633-1999
FAX: 204-694-1612

YEAR ESTABLISHED: 1973
PLANT SIZE: 1,000,000 square feet
AVERAGE WORK FORCE: 25

EXPORT SALES: \$3,000,000
GROSS SALES: \$5,000,000

OVERSEAS OFFICES:
FLS Aerospace (Lovaux) Ltd.
North West Industrial Area
Bournemouth International Airport
Christchurch, Dorset, UK

ATES Italiana SRL
Piazza Velasca 5, 21022
Milano-Linate Airport
Milano, Italy

Hungshin Metal Industrial Co.
618-1 Namchon-dong
Namdong-ku
Inchon, Korea 405-100
BH23 6DU

Empress Korco SA
Avenida Libertador
Bernardo O'Higgins #4677
Santiago, Chile

KEYWORDS: Air heater, electric portable; De-icing equipment, aircraft servicing; Ducts, flexible textile; Heater-defrosters, motor vehicle; Heaters, air, electric, gas fired; Heaters, cargo, gas fired; Heaters, cargo, oil fired; Heaters, duct type, electric; Heaters, space, fuel oil; Heaters, space, gas; Heaters, space, solid fuel; Heaters, unit, electric, forced air; Heaters, unit, gas fired; Ground support equipment; Air cranes; Ground power units; Maintenance platforms; Aircraft jacks.

PRODUCTS/SERVICES: Aerotech is one of the largest manufacturers of portable industrial preheating equipment world-wide. The "Herman Nelson" trade name is widely recognized throughout the industry, and we count many regional and national flag carriers amongst our customers. We have a varied product line that can suit any application, and we ship to over 140 countries. As military is manufactured identically to rigid and demanding military specifications. Our many years of defence work gives our commercial accounts the huge advantage of our experience. We also carry a complete line of ground support equipment for regional and larger commercial airlines.

EXPORT MARKETS OF INTEREST: North America, Europe, South America, Far East, Russia, and CIS.

RECENT SUCCESSES: Aerotech has recently expanded it's distributor network to include South America, and is actively participating in the emerging markets of the Far East and Russia.

Air Data Inc.

1657 Francheville
Montreal, Quebec
H4P 2G1

CONTACT: Mr. L. Labrèche
President
TEL: 514-344-1674
FAX: 514-344-1675

YEAR ESTABLISHED: 1989
PLANT SIZE: 2,000 square feet
AVERAGE WORK FORCE: 10

GROSS SALES: \$512,000

OVERSEAS OFFICES: France.
Contact IN-SNEC, Brettville-L'Orgueilleuse
Tel: (33) 31-80-71-22
Attn: Mr. F. Varieras

KEYWORDS: Ground test equipment; Avionics; Air security research; Microwave landing systems (MLS).

PRODUCTS/SERVICES: Testing equipment for on-board MLS receivers, model RTS-100A. Air Data Inc. is an innovative company specialized in the design, development, and manufacturing of electronic equipment and systems for the aviation industry. The company is active in the following fields: Ground and flight test instrumentation for microwave landing systems; Airborne computerized control systems; Avionics Databus test systems; High accuracy airborne temperature and humidity sensors.

EXPORT MARKETS OF INTEREST: United States, United Kingdom, Italy, Spain, France, and Germany.

RECENT SUCCESSES: IN-SNEC-Partnership arrangement for joint development of MLS testing equipment.

Airport Development Corporation

370 Queen's Quay West
Suite 300
Toronto, Ontario
M5V 3J3

CONTACT: Mr. Bela Danczkay-President
Mr. Michael Huang
Secretary-Treasurer
TEL: 416-260-2333
FAX: 416-260-2347

YEAR ESTABLISHED: 1971
AVERAGE WORK FORCE: 50

GROSS SALES: \$20,000,000

OVERSEAS OFFICES: Budapest, Hungary.

KEYWORDS: Airport development, construction, operation, management, financing.

PRODUCTS/SERVICES: Finance, planning, design, construction, operation, and management of major infrastructure projects, including airports, energy power plants, transportation, and real estate projects.

EXPORT MARKETS OF INTEREST: Eastern Europe, Middle East, Asia, Central and South America, and USA.

RECENT SUCCESSES: Airport Development Corporation was chosen by Transport Canada to be the developer to privately finance, design, develop, construct, own and, operate the U.S. \$ 600 million Terminal 3 development at Toronto's Pearson International Airport, which is the first privatization project of its kind in North America.

The company is active in similar B.O.T. projects in Hungary, Turkey, Vietnam, and the Middle East.

AIT Corporation

9 Auriga Drive
Nepean, Ontario
K2E 7T9

CONTACT: Mr. Paul Gulyas
Vice President, Marketing
TEL: 613-226-7800
FAX: 613-226-3066

YEAR ESTABLISHED: 1973
PLANT SIZE: 30,000 square feet
AVERAGE WORK FORCE: 200

EXPORT SALES: \$13,700,000
GROSS SALES: \$19,500,000

OVERSEAS OFFICES: Herndon, Virginia, U.S.; Basingstoke, Hants, England; and Australia.

KEYWORDS: Identification and security systems; Issuance and inspection of machine-readable travel documents; Detection of counterfeits; Biometric verification; Passenger processing; Simulation and training systems; Air traffic simulator; Communications simulator; Target simulation; Radar simulation; Digital communication recorder; Aerospace engineering; Project management and professional services.

PRODUCTS/SERVICES: Issuance-AIT provides a range of systems which handle all the functions associated with document issuance for a wide variety of customer needs and also to ensure adherence to International Civil Aviation Organization (ICAO) standards, and application tracking. The Company's software-based systems and backup features limit the illegal use of blank passports or the fraudulent infilling of passports. The company also supplies the AIT PP-6 Machine Readable Passport Printer, special printer ribbons, and the PV-200QA Quality Assurance Reader which can operate in integrated or stand-alone modes.

Inspection-AIT provides a family of adaptable document inspection products for passports, visas, and identity cards which address specific customer requirements in the field to accurately read different documents, address different communications protocols or to verify document integrity. These systems can operate through local area networks containing databases for local access and, if necessary, gateways to a host computer. These products are the PV-200 Multi-Document Reader, and the MRS-210 Machine Readable Security Module which may be attached to any PV-200. The company's modular design features permit additional security features to be added to the base reader such as the MRS-110, a hand-held sensor, similar to a PC Mouse, that is placed over the area of a document to be validated, the BR-100 Biometric Reader links the document to the individual by the use of biometric encoding.

Simulation and Training Systems- AIT developed a networked advanced training simulator for air traffic control, NATSIM-ATC, which is now used for all air traffic controller training in Canada. AIT also has software-based target generator (NATSIM-STARS) and NATSIM-COM which is used to drive operational radar display equipment providing a realistic training environment for air traffic control, and complex command and control operations.

Space Systems- AIT provides technical expertise in aerospace systems, project management and professional services.

RECENT SUCCESSES: AIT secured a contract in excess of \$ 9 million for passport related systems and equipment with the Netherlands Government which is the biggest single passport related contract in the company's history (April 1994). AIT has been selected as the prime contractor for the Canadian Passport Office Technology Enhancement Project for Canadian passport production and management (December 1993).

Almac Tank International Inc.

12235 April Street
Montreal, Quebec
H1B 5L8

CONTACT: Mr. Réal Harvey
President
TEL: 514-640-9236
FAX: 514-640-9237

YEAR ESTABLISHED: 1965
PLANT SIZE: 52,000 square feet
AVERAGE WORK FORCE: 55

EXPORT SALES: \$5,500,000
GROSS SALES: \$7,000,000

OVERSEAS OFFICES: Florida.

KEYWORDS: Aircraft refuellers.

PRODUCTS/SERVICES: Almac has grown into one of the most versatile manufacturers of bulk liquid road transportation and distribution equipment. Almac manufactures truck tanks for the transportation and distribution of petroleum products and petro-chemicals, as well as aircraft refuelling equipment. All these tankers are available in steel, stainless steel, or aluminum depending on the application.

EXPORT MARKETS OF INTEREST: Algeria, Oman, Iran, and Egypt.

OF SPECIAL NOTE: Our purpose is to provide cost effective transportation equipment to our clients, using the most up-to-date technologies and materials.

Alta Limitée

700 Ste-Croix Avenue
St. Laurent, Quebec
H4L 3Y3

CONTACT: Mr. René Malo
V.P. Finance and Secretary
TEL: 514-748-8881
FAX: 514-747-3857

YEAR ESTABLISHED: 1955
AVERAGE WORK FORCE: 20

GROSS SALES: \$15,400,000

PRODUCTS/SERVICES: We are interested in all types of construction projects related to the airport sector, and airport service buildings. As a general contractor in business for over 40 year, we have an extensive experience in all types of construction works such as commercial, industrial, institutional, and residential buildings, in addition to engineering works. Given our past experience, Alta Limited can also perform project management, and consulting services.

EXPORT MARKETS OF INTEREST: The company is interested in the possibility of offering our services in the U.S.A, and also in the Gulf area and vicinities, including China.

RECENT SUCCESSES: We have previous work experience at the Dorval Airport.

OF SPECIAL NOTE: We are willing to accept joint venture agreements for specific projects. Although we have not exported within the last 3 years, we have worked in Africa and the Antilles.

Amerace Ltd.

77 West Beaver Creek Road
Richmond Hill, Ontario
L4B 3A7

CONTACT: Mr. Wayne G. Cook
President
TEL: 905-882-8008
FAX: 905-882-8014

YEAR ESTABLISHED: 1917
PLANT SIZE: 17,000 square feet
AVERAGE WORK FORCE: 45

KEYWORDS: Airfield lighting; Isolating transformers; Trafo; Connector kits; Cable assemblies; FAA certified; CSA certified.

PRODUCTS/SERVICES: We specialize in the design and manufacture of isolating transformers and related connectors used in airfield lighting systems. These products are moulded of synthetic rubbers to handle the harsh conditions encountered underground on airfields. Our products are currently exported to all continents, and have been in use for 40 years on airfields in all parts of the world. We are the largest independent manufacturer of these products in the world. In recent years, we have introduced a state-of-the-art moulding process which allows us to provide the finest isolating transformers available today.

We also manufacture and supply 600 volt waterproof fused connector kits, used in highway, area, and floodlighting applications.

OF SPECIAL NOTE: Our strong reputation is built on providing quality products, quickly, at competitive prices. All products are produced under a Quality Assurance System certified to ISO 9001-1987.

We provide a complete line of FAA and CSA certified products, as well as ICAO style transformers.

We deal direct or through distributors in all parts of the world.

Andrew Canada Inc.

606 Beech Street West
Whitby, Ontario
L1N 5S2

CONTACT: Dr. George Tong
VP Government Antenna Systems
TEL: 905-668-3348
FAX: 905-430-3964

YEAR ESTABLISHED: 1953
PLANT SIZE: 97,000 square feet
AVERAGE WORK FORCE: 113

EXPORT SALES: \$10,000,000
GROSS SALES: \$25,400,000

OVERSEAS OFFICES: United States, Mexico, United Kingdom, Switzerland, Germany, Italy, France, Spain, Australia, and Japan.

KEYWORDS: Surveillance systems for airports; Weather sensors; Tracking; EW and high frequency communication systems.

PRODUCTS/SERVICES: Air traffic control radar, weather radar, tracking and EW antenna systems, transportable and fixed station high frequency antennas, coaxial cable and accessories, and associated electronic devices.

EXPORT MARKETS OF INTEREST: U.S., Europe, Middle East, Africa, and Pacific Rim.

RECENT SUCCESSES: Contract with Transport Canada for frangible Microwave landing System support structures; contract with Unisys Corporation for Next Generation Weather Radar for the U.S. National Weather Service, the FAA and the Department of Defense; contract with Unisys Corporation for Wind Profiler antennas for the NOAA of the U.S. Department of Commerce; contract with Portsmouth Naval Shipyard for dual mode SPIRA-CONE HF antennas; contract and licensing agreement with Atmospheric Environment Services for Present Weather Sensor Radar.

OF SPECIAL NOTE: Andrew Canada also supplies terrestrial microwave and satellite earth station antennas and related equipment, including towers and shelters, for the Canadian communications industry.

APA Airport Planning Associates Inc.

1245 Sussex Street
Montreal, Quebec
H3H 2A1

CONTACT: Mr. M. Vicanek-President
S.J. Stein
Director General
TEL: 514-939-2507
FAX: 514-939-2507

YEAR ESTABLISHED: 1979
AVERAGE WORK FORCE: 3

EXPORT SALES: \$139,700
GROSS SALES: \$139,700

OVERSEAS OFFICES: PRAGOPROJECT a.s., K Rysance 16, 147 54 Praha 4, Czech Republic.

PRODUCTS/SERVICES: The firm provides a complete range of consulting services for the planning and development of airports, airport facilities, and air transportation systems. Our fields of expertise range from air traffic analysis and forecasting to airport economics and marketing, and the planning and design of airports and airport facilities.

Aviation market analysis, air traffic forecasting, aviation regulation, feasibility studies (economic, financial, and technical), airport privatization, airline service analysis, airport master planning, airport facilities planning, airport environmental analysis and planning, airport operational planning, airport marketing and air traffic development, airport site selection, air transportation system analysis, airport and aviation management.

EXPORT MARKETS OF INTEREST: Eastern Europe, China, Southeast Asia, Africa, Latin America, and USA.

RECENT SUCCESSES: Complete plan for restructuring of airports sector in Slovakia; Rehabilitation plan for Entebbe International Airport, Uganda; Consultants to Minister of Transport for transfer of Canadian airports to local authorities; Master plan for Chibougamau Airport, Quebec; Comprehensive air transportation plan, Ghana; Initiation of consortium for the privatization and development of Prague International Airport passenger terminal, Czech Republic.

Apex Machine Works Limited

250 Pacific Avenue
P.O. Box 582
Moncton, New Brunswick
E1C 2G8

CONTACT: Mr. Ted Corbett
Marketing & Sales
TEL: 506-857-1600
FAX: 506-857-1602

YEAR ESTABLISHED: 1961
PLANT SIZE: 60,000 square feet
AVERAGE WORK FORCE: 175

EXPORT SALES: \$2,000,000
GROSS SALES: \$12,000,000

KEYWORDS: Custom fabrication; Machining; Fluid power; Passenger boarding bridges; Security doors.

PRODUCTS/SERVICES: Fixed and apron drive bridges-under license from Safegate of Sweden. Demonstration project, Moncton Airport, Completion Fall 1994. Versatile fixed bridge with all aircraft range from Canadair RJ to 747. Flexible application for ground floor terminals including handicapped access.

EXPORT MARKETS OF INTEREST: U.S., and Caribbean.

RECENT SUCCESSES: Heavy industrial cranes-U.S. in alliance with Harnischfeger Corporation.

OF SPECIAL NOTE: Unique products include: Marine passenger boarding bridges, spend nuclear fuel storage items, high security doors and frames, Embassies.

APS Aviation Inc.

1100 René-Lévesque Blvd.
Suite 1340
Montreal, Quebec
H3B 4N4

CONTACT: Mr. Pierre Malo
Director of Programs
TEL: 514-878-4388
FAX: 514-861-6310

YEAR ESTABLISHED: 1967
PLANT SIZE: 3,200 square feet
AVERAGE WORK FORCE: 6

EXPORT SALES: \$60,000
GROSS SALES: \$400,000

KEYWORDS: Consulting (Aviation); Master planning; Traffic forecast; Economic analysis; Site selection; Airport facilities; Airport planning; De-icing (Aircraft); Airport Equipment; Route analysis; Aircraft maintenance facilities; Market surveys; Aircraft performance analysis; Aircraft and equipment selection; Airport security; Feasibility studies; Navigational systems; ATC analysis; Simulation; Training systems; Training Requirements analysis.

PRODUCTS/SERVICES: APS Aviation Inc., formerly Aviation Planning Services Ltd. (APS) and now a member of the ADGA Group of companies, provides professional consulting services to all sectors of aviation. APS has performed approximately 400 projects for over 110 clients in 30 countries outside of Canada and the United States. Major activities are directed toward research in commercial air transportation, airport planning, general aviation, economic analysis, product analysis for aerospace manufacturers, maintenance base planning, and various aviation system and infrastructure planning, and development programs for industry and governments.

The multi-disciplinary staff, complemented by outside consultants and by experts in related fields from other companies within the group, consisting of specialists in aeronautics, engineering, meteorology, electronics, economics, computer science, operations research, flight operations, airline economics, aircraft maintenance and aircraft planning, conduct research and make recommendations on a wide variety of projects within the aerospace industry. The firm is dedicated to keeping pace with the latest developments in all facets of the industry and maintains an up-to-date library of research reports and aviation statistics.

EXPORT MARKETS OF INTEREST: U.S., Western Europe, Eastern Europe, Commonwealth of Independent States, Southeast Asia, China, and Hong Kong.

RECENT SUCCESSES: APS is a Transport Canada contractor for conducting field testing of anti-de-icing fluids in order to ascertain the time fluids remain effective after application onto representative metal surfaces; This has enabled the firm to become a recognized authority in this crucial area of flight operations in winter conditions. APS has joined with a local civil engineering firm to develop a program and establish infrastructures to recuperate spent de-icing fluids for Aéroports de Montréal using airport simulation to verify different ground traffic scenarios involving the operational use of a centralized de-icing facility.

A major undertaking has been completed over the past year in the production of a Master Plan for a new international airport at San Jose, Costa Rica; APS's contribution to this effort consisted of site selection for the relocation of Juan SantaMaria Airport and involved analyzing the air traffic demand forecasts, various potential sites, as well as the economic feasibility for the relocation.

OF SPECIAL NOTE: APS, through an important R&D program undertaken by the parent company, is perfectly suited to introduce new concepts and products in the area of aviation training systems.

Architectes Blouin, Faucher, Aubertin, Brodeur Gauthier

5423 de Lorimier Avenue
Montreal, Quebec
H2H 2C3

CONTACT: Mr. André Brodeur
Associate
TEL: 514-528-5555
FAX: 514-528-9213

YEAR ESTABLISHED: 1954
AVERAGE WORK FORCE: 22

OVERSEAS OFFICES: Mexico City; Ho Chi Minh City, and Dakar.

KEYWORDS: Airports; Control towers.

PRODUCTS/SERVICES: The firm was founded in Montreal in 1954 by André Blouin, an architect and urban planner, and it has grown and flourished ever since. It now comprises a team of leading professional architects who provide a wide range of services in the basic fields of architecture and urban planning, as well as project management, construction management, and cost and delivery date control. The firm is also particularly well known for its expertise in the restoration and interpretation of historic buildings and complexes.

EXPORT MARKETS OF INTEREST: The associates and members of our team who have worked or are still working abroad would like to undertake projects in such regions as Africa, Vietnam, Southeast Asia, Mexico, Peru, and Chile, because they are familiar with these regions. The firm is also prepared to operate in other parts of the world as well, and would be willing to consider any proposal for participation in a project abroad requiring professional services in the fields of building and land-use planning.

RECENT SUCCESSES: Du Parc Metro Station, Metropolitan Transport Office, Montreal; Ministry of Foreign Affairs and Co-operation, Libreville, Gabon, Gabonese Republic; Headquarters building for Assurance Réassurance Congo (ARC), Brazzaville, Congo; Nelson's Dockyard National Historical Park, Antigua (general planning of a 10 square mile national park); Concordia University library, as part of a consortium with Werleman & Guy, Architects, Montreal; National monument, restoration and renovation of a theatre originally built in 1893, including one 800 seat theatre and one with 200 seats, National Theatre School of Canada, Montreal; Canadian Space Agency in Saint-Hubert (PWC), feasibility study and technical and functional programming; Municipal workshops, Montreal (construction postponed); Biosphere: the former United States pavilion at Expo '67, Montreal, redesigned and renovated for use as a "water museum"; New roof for the Olympic Stadium in Montreal, as part of a consortium with Boutros and Pratte, Architects, and D. Dimakopoulos & Associates, Architects (studies in progress); Rehabilitation and expansion of the central library of Cheikh Anta Diop University, Dakar as part of a consortium including two other firms of architects, Tétrault, Parent, Languedoc and Gilles L. Larose and Associates (studies in progress); National Archives of Canada, Gatineau Building, as part of a consortium with IKOY, Winnipeg (consortium in progress).

OF SPECIAL NOTE: The firm is now actively engaged in a variety of construction projects as well as feasibility studies, technical and functional programming, and systems research and development. Currently, the company is working on plans for the library of Cheikh Anta Diop University in Dakar and has developed two recent projects in Ho Chi Minh City, Vietnam has set up a partnership with the government to provide quality control (in progress). We have recently joined forces with an architectural firm in Mexico City to work on various commercial and industrial projects.

Architects Crang and Boake Inc.

85 Moatfield Drive
Don Mills, Ontario
M3B-3L6

CONTACT: Mr. Derry M. Robertson
Senior Vice-President
TEL: 416-449-1203
FAX: 416-449-4063

YEAR ESTABLISHED: 1952
PLANT SIZE: 30,000 square feet
AVERAGE WORK FORCE: 90

EXPORT SALES: \$4,500,000
GROSS SALES: \$8,000,000

OVERSEAS OFFICES:

Architects Crang and Boake Interbaltic
K. Donelacio 60
Kaunias 3000
Lithuania
Fax: (011-370-7)744255
Mr. Romualdus Juknevičius, Managing Partner

Architects Crang and Boake International
Zayed the First St.
Saif Bin Ghobash Building
P.O. Box 72226
Apt. #602
Abu Dhabi, United Arab Emirates
Mr. Adonis Semaan, Regional Manager
Tel: (011-9712)780-990
Fax: (011-9712)780-221

KEYWORDS: Airport master planning; Airport Terminal and support facility design; Airport retail planning.

PRODUCTS/SERVICES: Architects, project managers, interior designers, graphics and signage.

EXPORT MARKETS OF INTEREST: Middle East, Far East, Caribbean, United States, Eastern Europe, Mexico, Western Europe, and South America.

RECENT SUCCESSES: Noi Bai International Airport, Hanoi, Vietnam in joint venture with Acres International Limited and Sypher: Mueller International Inc; Terminal II Expansion, Lester B. Pearson International Airport, Toronto, Ontario with Acres International Limited; Analysis of Airport System and Airports in Lithuania in joint venture with Acres International Limited and Sypher: Mueller International Inc.; Analysis, master planning and concept design for Grantley Adams International Airport, Barbados with Sypher: Mueller International Inc.; State Reception Terminal for Abu Dhabi International Airport, finalist in competition; Air cargo and specialist airport buildings in Canada and elsewhere; Engineer maintenance, overhaul and spare part facilities for Pratt and Whitney, Florida, U.S.A.

OF SPECIAL NOTE: The company's offshore work, other than airports, is also expanding rapidly with health care projects in South America, Western Europe, and the Middle East, and commercial projects in China, Caribbean, and the Middle East.

Array Computing Systems Inc.

**401 Magnetic Drive
Unit 24
Downsview, Ontario
M3J-3H9**

**CONTACT: Mr. Robert Bruce
Manager
TEL: 416-736-0900
FAX: 416-736-4715**

**YEAR ESTABLISHED: 1981
PLANT SIZE: 10,000 square feet
AVERAGE WORK FORCE: 55**

**EXPORT SALES: \$800,000
GROSS SALES: \$6,243,211**

KEYWORDS: Airport security and safety; Image processing; Signal processing; X-ray.

PRODUCTS/SERVICES: Array Systems Computing Inc. is a developer of leading-edge scientific software solutions for the space, defence, and security marketplaces.

X-Array Vision is a unique, advanced threat detection system that automatically detects threats such as guns, knives, and bombs in x-ray images of passenger baggage.

The system has a user friendly windows interface with a touch sensitive screen to easily access image analysis tools. These tools zoom images for close inspection, histogram equalize the intensities to improve the detail of dark, confusing images, and pseudo colour the image.

Threat objects are automatically outlined in red on the high resolution colour monitor to alert the operator that inspection is required.

The low cost system, based on a standard personal computer, interconnects to third party x-ray machines. It can be easily installed at the factory or after market.

EXPORT MARKETS OF INTEREST: United States, Europe, Japan, and South East Asia.

RECENT SUCCESSES: Canada's Transport Development Centre (TDC) and the United States Federal Aviation Agency (FAA) are supporting on-going improvements and developments of the product.

ASCE Inc.
(Subsidiary of Automatic Systems, SA)

1370 Joliot-Curie
Suite 712
Boucherville, Quebec
J4B 7L9

CONTACT: Mr. Jacques St-Pierre
President
TEL: 514-449-6548
FAX: 514-449-6556

YEAR ESTABLISHED: 1969
AVERAGE WORK FORCE: 5

OVERSEAS OFFICES: Sales offices in Brussels and Antwerp. Subsidiaries in France, Spain, Italy, and U.K.

PRODUCTS/SERVICES: Automatic Systems is a company designing, manufacturing, and installing equipment and systems to control accesses, to collect fees and to ensure safety for vehicles and pedestrians. Automatic Systems manufactures the following products.

Vehicle Access Control Equipment: Automatic rising barriers for public and private car-parks; Medium and long range industrial electrically operated barriers; High performance automatic barriers for toll motorways; Electrically operated barriers for traffic regulation on motorways, moving bridges, tunnels etc.; Automatic rising barriers for railway level crossings; High security road blockers against sabotage and terrorism; Ticket dispensers, card readers, coin acceptors, etc.; Vehicle detection and counting devices; Full automatic car-park fee collection and managing system "Autogespark."

Pedestrian Access Control Equipment: Tripod turnstiles for public and private areas for underground and railway stations, airports, leisure centres, museums, sport arenas; Full-height turnstiles to control restricted or prohibited access; High security gates type PNG, to control unmanned access; High speed gates type PGV for public transport networks; Swinging automatic gates to control one-way access; Bi-directional automatic gates to control accesses for disabled; Uni or bi-directional counting system to count pedestrians in public areas for underground and railway stations, leisure centres, museums etc.

EXPORT MARKETS OF INTEREST: France, Germany, Netherlands, Italy, Denmark, Norway, Sweden, Finland, Iceland, Spain, Portugal, United Kingdom, Ireland, Turkey, Saudi Arabia, United Arab Emirates, Singapore, Hong Kong, Philippines, Korea, Taiwan, Australia, United States, South America, and Poland.

RECENT SUCCESSES: Awards received: Oscar to the exportation 1986, awarded by the Belgian Ministry of External Affairs and Foreign Trade Office; Grand Prix of Innovation in Wallonia 1988, Economical Impact mention, awarded by the Ministry of the Walloon Region for Town and Country Planning, Research, Technologies and External Relations.

Manufacturing plants: ASCE Inc. Boucherville, Quebec and Automatic Systems SA Wavre, Belgium.

Atria Engineering Hydraulics Inc.

8 Stavebank Road North
Suite 401
Mississauga, Ontario
L5G 2T4

CONTACT: Mr. Otavia Sayao
President
TEL: 905-891-0020
FAX: 905-891-0071

YEAR ESTABLISHED: 1989
AVERAGE WORK FORCE: 10

EXPORT SALES: \$180,000
GROSS SALES: \$759,000

OVERSEAS OFFICES: Hong Kong (joint venture).

KEYWORDS: Environmental impact assessment; Coastal/estuarine/river engineering; Wind and wave analysis; Erosion protection; Dredging; Shoreline restoration; Drainage studies.

PRODUCTS/SERVICES: Provides professional engineering services with respect to environmental impact assessment of airport development in coastal, estuarine, and river areas. Carry out inspection, evaluation, preliminary design, final design, construction review of reclamation, erosion protection works, dredging and shoreline restoration. Undertake drainage studies.

EXPORT MARKETS OF INTEREST: South America, Central America, Hong Kong, China, South-East Asia, and Africa/Middle East.

RECENT SUCCESSES: Establishing a joint venture in Hong Kong. Successfully completed final design/construction review of \$ 10 million offshore breakwater in Brazil. Completed flow circulation and dredging design for major resort development in lagoon environment in Brazil. Completed coastal management plan, shoreline restoration studies and breakwater design in Caribbean. Participated in coastal erosion analysis in east Africa. 4 year standing contract offer to provide engineering services at Toronto International Airport.

ATS Aerospace Inc.

1250 Marie-Victorin
St. Bruno, Quebec
J3V 6B8

CONTACT: Mr. Bill Laberge
Director, Marketing
TEL: 514-441-9000
FAX: 514-441-6789

YEAR ESTABLISHED: 1979
PLANT SIZE: 30,000 square feet
AVERAGE WORK FORCE: 87

EXPORT SALES: \$6,000,000
GROSS SALES: \$8,500,000

OVERSEAS OFFICES: Singapore.

KEYWORDS: ATC simulation; Radar targets; Aerial targets; Digital recording systems; ATC signal lamps; High resolution graphics adapters; Virtual reality visuals.

PRODUCTS/SERVICES: ATS's ATC simulators provide highly realistic training environments for civil and military aviation organizations. Generally acknowledged to be the best in the world in their class, these products include: Omega 360-Vega 32™ Aerodome Tower Visual Simulator, the world's most sophisticated ATC simulator, creates in real-time, a virtual world as seen from an airport control tower. Full control console features are offered, including radio, telephone, intercom, meteorological and navaid simulations. System 80™ ATC Radar Simulator, emulates operational ATC instrument flight rules (IFR) radar control console presentations with exceptional accuracy and fidelity. DOS-PC or UNIX Workstation based, part task or full centre systems, System 80 simulators are orders of magnitude less expensive than older technologies, and much more realistic. Total Environment ATC Simulation is created by combining the above systems. ATS Aerospace has produced the world's first integrated IFR radar and VFR tower simulation environment. This unique system provides a truly realistic training environment, thus greatly enhancing both training quality and throughput. Target Radar Augmented Projectiles (TRAPs™) replicate the radar signatures, speed and attack profiles of modern aircraft and missiles, providing cost-effective and safe operator training and verification of air defence systems. ATS's ATC Signal Lamp is the world's first independently-powered, hand-held Aldis lamp. It exceeds the United States FAA standards for brightness, visibility range, and colour clarity. DIGISTAR™ is a digital, stand-alone, data recorder with extremely high sampling rates and superb technical performance, which operates equally well in a laboratory or under extremely harsh environmental conditions. FlexComm™, fully programmable, high performance, modular system gives users the ability to create their own communications environment. FlexComm is fully modular and flexible, quickly and easily reconfigurable from its touch-sensitive screen, and offers complete simulation of ATC and air defence environments. Since FlexComm requires no expensive central switch, cost is linear with number of stations. VIZION™ is a highly flexible, ultra-high resolution and ultra-high performance X-Window graphics controller for IBM's Micro Channel Architecture (MCA). VIZION represents the ultimate price-performance graphics solution: it occupies a single slot within the workstation, yet is capable of displaying up to 2048 lines of 2048 pixels. VIZION provides the client additional major benefits in terms of reliability, space, and power consumption. Engineering Expertise and Field Testing Facilities offered by ATS Aerospace provide a broad range of engineering assistance and field testing services to governments and government agencies around the world. The company is actively involved in the development of enhanced performance radar targets and other proprietary products with the Canadian government and other clients.

EXPORT MARKETS OF INTEREST: ATS presently exports to over 35 countries.

RECENT SUCCESSES: The development and implementation of the Omega 360-Vega 32 Aerodome Tower Simulator, a high image-quality, multiple-window, virtual world video presentation of the view from an air traffic control tower. Selected by the International Civil Aviation Organization for delivery to India and China, and by the Austrian government for the new Austro Control ATC training centre in Vienna.

Contract awarded to supply software for all simulation functions for an ATC Radar Training System for the U.S. FAA. Running on a network of 18 IBM PS/2 Model 70's and an IBM RISC System/6000, the software supports the creation and execution of up to six simultaneous training scenarios. It also simulates radar returns for 400 targets from 12 radars for each exercise.

OF SPECIAL NOTE: Honours accorded to ATS within the past three years include: The Financial Post: Canada's 50 Best Managed Private Companies, 1994; Les Mercuriades 1992, Quebec Chamber of Commerce, for Innovation; Canadian Advanced Technology (CATA) Outstanding Product Achievement Award 1992; OCTAS Mention d'excellence, 1992, Fédération de l'Informatique du Québec, for best commercial application of computer technology; Gold Award-IRAP-M, 1991, National Research Council, 75th Anniversary; Canada Awards for Business Excellence Winner, 1991; Nominated as one of Canada's 50 fastest-growing companies, PROFIT magazine/American Express.

Audor Communications Inc.

2700 Lancaster Road
Ottawa, Ontario
K1B 4T7

CONTACT: Mr. R.P. Welland
President
TEL: 613-523-9933
FAX: 613-523-0242

YEAR ESTABLISHED: 1979
PLANT SIZE: 10,000 square feet
AVERAGE WORK FORCE: 22

EXPORT SALES: \$3,892,000
GROSS SALES: \$3,900,000

OVERSEAS OFFICES: Representative companies are established in 32 countries.

KEYWORDS: Manufacture, design, install, Air-traffic control systems for ATC towers and area control centres. Train users. Turnkey services.

PRODUCTS/SERVICES: Communications control systems; Consoles-custom designed; Flight strip printing and distribution systems (computer based); Digital clocks; Meteorological instrumentation; Air field lighting control/display panels (Mimic); VHF/UHF/HF radio systems (includes Long Range VHF systems); Direction finders for VHF Air and Marine applications; Installation, training, commissioning; Financing.

RECENT SUCCESSES: 15 ATC Tower and area control centres supplied to Caribbean Islands. 5 ATC Tower systems supplied to South East Asia. VHF Extended Range System (8 stations) supplied to Africa. 61 VHF Direction Finders supplied to the Canadian Government (ATC use). 2 Flight Strip Printing and Distribution systems supplied to the Caribbean.

OF SPECIAL NOTE: Our normal practice is to visit the user, prior to contract award, at our expense, to assist with specifications requirements.

Avia Marketing Consultants Inc.

10225 Ryan Avenue, Office 200
Montreal International Airport
Dorval, Quebec
H9P 1A2

CONTACT: Mr. Richard Look
President
TEL: 514-631-2136
FAX: 514-636-6455

YEAR ESTABLISHED: 1986
PLANT SIZE: 1,000 square feet
AVERAGE WORK FORCE: 8

EXPORT SALES: \$100,000
GROSS SALES: \$250,000

OVERSEAS OFFICES: Associated offices: Paris, Brussels, and Mexico City.

KEYWORDS: Traffic rights; Licences and permits (air); Marketing.

PRODUCTS/SERVICES: Transport applications and licences (air), bilateral negotiations, air transport consulting services, and international regulations, and negotiations.

Avia offers consulting services to the private and public sectors of the airline industry in the following fields: Administration and management; Aircraft appraisal and evaluation; Representations to the National Transportation Agency; Commercial assistance and sales agency; Financial analysis and control; Human resources assistance; International and domestic applications for new services; Market research; Scheduling and operations systems; Tariff analysis and filings Technical writing.

EXPORT MARKETS OF INTEREST: Asia, CIS, and Africa.

RECENT SUCCESSES: Introduction of service on new international routes (Montreal, Paris, served by Air Liberté); Revision of air transport legislation in the Czech Republic and the Slovak Republic.

Aviation Development Agency Inc. (ADA)

207 Parkland Rise S.E.
Calgary, Alberta
T2J 4K7

CONTACT: Mr. Colin J.S. Cantlie
President/Managing Director
TEL: 403-278-0437
FAX: 403-278-4645

YEAR ESTABLISHED: 1993

KEYWORDS: Aeronautical communications; Airline companies; Airspace (analysis, navigation); Aviation medicine; Disability barrier free design; Aircraft operations; Airport facilities; Air traffic services & regulations; Dangerous goods; Emergency & security services.

PRODUCTS/SERVICES: Aviation Development Agency Inc. (ADA) is a corporation made up of a network of aviation experts possessing a wide range of aeronautical expertise. Cognizant of problems facing the aeronautical industry; deep rooted recession and necessary restructuring for financial survival; ADA sees the necessity of consultant expertise assisting industry. ADA strategy incorporates effective consultant services covering industry activities.

Aviation Development Agency Inc. is ready and able to handle projects, by bringing on board experience and dedication. ADA strives for professionalism, high standards and is ready to respond to aeronautical needs within the international and domestic arenas. ADA is in position to work "From The Ground Up" to achieve the goals and purposes, as identified in the following mission statement: "Research, develop and implement proposals and projects with the objective of the client's marketing and operational superiority."

EXPORT MARKETS OF INTEREST: While interested in pursuing world-wide agreements, Aviation Development Agency Inc. has identified Europe (Eastern European countries) and Asia (China) as priority markets. Advice regarding agents in these markets is appreciated. ADA also will entertain joint venture activity to strengthen the consultant base in the various parts of the world.

Ready to "Access, Develop, Assist and consolidate business projects," ADA works to provide aeronautical services within areas of air traffic services, airport authority and the airline industry.

OF SPECIAL NOTE: Aviation Development Agency Inc. provides a knowledgeable reservoir of experts capable of serving a wide range of experiences. Our associates have extensive administrative, technical and operational backgrounds meeting the concerns of the changing environment of the global aviation community. ADA experience includes the following: Aeronautical communications; Airline companies; Airspace (analysis, navigation); Aviation medicine; Disability barrier free design; Aircraft operations; Airport facilities; Air traffic services & regulations; Dangerous goods; Emergency & security services.

Aviation Research Corporation

515 Chemin de l'Anse
Vaudreuil, Quebec
J7V 8P3

CONTACT: Mr. K. Romi Singh
President
TEL: 514-455-6699
FAX: 514-455-2242

YEAR ESTABLISHED: 1991
AVERAGE WORK FORCE: 10

EXPORT SALES: \$65,000
GROSS SALES: \$450,000

OVERSEAS OFFICES: Wilmington, Delaware.

KEYWORDS: Scientific research in aviation; Airport and airspace planning; Flight operations analysis; Aircraft noise studies; Airline fleet planning; Corporate fleet planning; Aircraft performance evaluations; Aircraft maintenance audits and valuations; Market planning and research; Financial analysis; Aerospace products selection and optimization; Software engineering; Discrete event simulation; Mathematical modelling/operations research; Meteorological studies; Training and human resources development; Project management; Information systems.

PRODUCTS/SERVICES: Aviation Research Corporation (ARC) has qualified professionals to provide training and undertake consulting work in the areas listed above.

ARC is dedicated to providing a wide range of user friendly, high-technology, PC based tools for the management and planning of airports, airspace, terminals, and airlines as well as the design of aircraft. The background of its professionals in over thirty years in aviation and product development has benefitted most major airports, airlines and regulatory agencies in Canada and many parts of the world.

Specific products available from ARC include: AFTNS-an Aircraft Flight Tracks and Noise System for airspace planning, analysis and noise management. ARCTERM-a terminal building design and operations simulation program. ARCPORT-an airport (airside) design and operations simulation program with de-icing operations modelling. AMCS-an aircraft movement counting system which counts and takes pictures of aircraft movements for monitoring of remote airfield operations and data collection.

AvPlan Inc.

1155 René Lévesque Blvd. West
Suite 2500
Montreal, Quebec
H3B-2K4

CONTACT: Mr. Eric McConachie
Chairman
TEL: 514-866-0571
FAX: 514-875-2004

YEAR ESTABLISHED: 1994
AVERAGE WORK FORCE: 1-2

EXPORT SALES: \$150,000
GROSS SALES: \$200,000

OVERSEAS OFFICES: Costa Rica.

KEYWORDS: Airport site selection; Master planning; Financial evaluation; Operational assessment.

PRODUCTS/SERVICES: AvPlan acts as a facilitator in the development of projects in the airport and aerospace sectors. The establishment of business networks for international projects is essential in order to compete in the export market.

RECENT SUCCESSES: Development of consortium involving major engineering firm, architects, financial analysts, airport operator and airside, operational analysts for large new airport project in Costa Rica.

Assistance to private group in Costa Rica on development of a new air cargo facility.

Assistance to European aerospace firm in establishing product on new Canadian aircraft.

Market assessment of ground ice detection systems for aircraft.

Barringer Instruments Ltd.

304 Carlingview Drive
Rexdale, Ontario
M9W 5G2

CONTACT: Mr. Dave Martinak
Marketing Manager
TEL: 416-675-3870
FAX: 416-675-3876

YEAR ESTABLISHED: 1961
PLANT SIZE: 27,000 square feet
AVERAGE WORK FORCE: 65

EXPORT SALES: \$7,800,000
GROSS SALES: \$9,000,000

OVERSEAS OFFICES: U.S.A.; United Kingdom; France.

KEYWORDS: Airport Security; Bomb; Detection; Detector; Drug; Explosive; narcotics; On-line inspection.

PRODUCTS/SERVICES: The IONSCAN® is an effective chemical sensor which non-invasively detects explosives or drugs concealed in luggage, parcels, cargo, carried by passengers, or hidden on airport premises. The IONSCAN® utilizes advanced ion mobility spectrometry techniques to readily detect even low vapour pressure concealed drugs and explosives by brief analysis. Samples to be analyzed are conveniently collected by small hand units even from remote or difficult access areas. The IONSCAN® has proven to be a rugged, easy to use, low cost method of drug and explosive detection.

EXPORT MARKETS OF INTEREST: While all markets are, of course, important, of particular interest are the emerging markets of Asia and South-East Asia.

RECENT SUCCESSES: In the short time since its introduction, IONSCAN® has gained rapid acceptance by law enforcement and security agencies and Barringer has attained the reputation of a leading supplier of quality security equipment. Recognizing the specific applications of the IONSCAN®, product introduction required simultaneous introduction to both domestic and international markets. In the early stages, efforts were concentrated in North America and Europe. Sales growth of the IONSCAN® product line has been most impressive, recording 140% in 1991 and consecutive growth of more than 300% in 1992 and 1993.

In December 1993, Barringer received a contract award in excess of \$ 3 million from The Channel Tunnel Group Limited, London, England to supply IONSCAN® explosive detection instruments and related services for the Eurotunnel project. Among the reasons why The Channel Tunnel Group selected IONSCAN® are its accuracy, speed, flexibility of operation and mobility. Sales to the United States were also very strong in 1993 particularly for drug detection applications. The IONSCAN® is being utilized by a number of North American and international security agencies including Canada Customs, U.S. Customs, U.S. Drug Enforcement Agency, and U.S. Coast Guard. Sales growth is expected to continue as both the product and markets are far from mature.

OF SPECIAL NOTE: Barringer is one of the world's largest suppliers of chemical sensing devices for the detection of explosives and illicit narcotics, supplies security X-ray equipment for the Canadian markets as well. Barringer also provides an effective security consultancy research and development service. This capability derives from the in-house development of the IONSCAN®, itself a product of over thirty years of Barringer's experience in geophysical and geochemical remote sensing, sampling, and trace analysis.

Beak Consultants Limited

14 Abacus Road
Brampton, Ontario
L6T 5B7

CONTACT: Mr. David G. Wilson
Director
TEL: 905-794-2325
FAX: 905-794-2338

YEAR ESTABLISHED: 1955
AVERAGE WORK FORCE: 350

EXPORT SALES: \$15,000,000
GROSS SALES: \$35,000,000

OVERSEAS OFFICES: Buffalo, New York, USA; Portland, Oregon, USA; Knoxville, Tennessee, USA; Jakarta, Indonesia; Prague, Czech Republic; Seattle, Washington, USA; Sacramento, California, USA; Washington, D.C., USA; Chemnitz, Germany; Lagos, Nigeria.

KEYWORDS: Environmental impact assessment; Wastewater treatment; Civil engineering; Stormwater control; Socio-economic assessment; Urban planning; Municipal engineering; Sanitary engineering; Environmental permits; Geographic information systems; Emergency and spills contingency planning; Environmental risk assessment; Remediation engineering; Hydrogeological assessment; Environmental management systems; Environmental training; Environmental monitoring; Design-build engineering; Environmental modelling; Environmental audits; Air quality and noise assessment.

PRODUCTS/SERVICES: Beak Consultants Limited offers a broad range of specialized environmental services and products to private and public sector. Our services include: environmental and detailed design engineering for civil, industrial, process and treatment applications; hydrogeological assessments; aquatic, marine and terrestrial toxicology; environmental performance assurance; water resources assessment and management; environmental risk assessment and modelling; site remediation, reclamation, decommissioning, auditing and assessment; geographic information systems; coastal and marine ecology; urban planning, infrastructure and civil engineering; environmental impact assessments, permits, training and management systems.

EXPORT MARKETS OF INTEREST: U.S.A, Mexico, Japan, Malaysia, Hong Kong, India, Eastern Europe, South America, Vietnam, Thailand, Taiwan, Australia, Africa, China, Indonesia, Philippines, and South Korea.

RECENT SUCCESSES: Wastewater treatment, stormwater control, environmental assessment and waste management planning for eight major Canadian airports. The company is a member of CANORA consortium of 30 Canadian companies providing environmental and engineering services on large infrastructure projects in Southeast Asia. BEAK is the only member with permanent office in Southeast Asia. The Company has several strategic alliances in Southeast Asia, South Korea, and Mexico.

OF SPECIAL NOTE: Beak Consultants Limited provides portable innovative environmental monitoring and economical biodetection products for screening level assessment of environmental contamination and toxicological impact.

Beak Consultants Limited also develops and markets computer software and models for customers to conduct their own environmental related assessments, and effective management of wastewater treatment and processes, as well as tools for cost-benefit analyses and environmental resource mapping and planning.

Beel Technologies Inc.

1750 Marie Victorin
St-Bruno, Quebec
J3V 6B9

CONTACT: Mr. Bob Birnbaum
Executive Vice President
TEL: 514-441-9033
FAX: 514-441-9331

YEAR ESTABLISHED: 1992
PLANT SIZE: 30,000 square feet

EXPORT SALES: \$360,000
GROSS SALES: \$360,000

OVERSEAS OFFICES: Italy, U.S., China, Thailand, England, and Mexico.

KEYWORDS: Site monitors for secondary surveillance radar.

PRODUCTS/SERVICES: Cost effective monitors for verifying and calibrating the secondary surveillance radar system. The AE301361-1A (single channel), the BD-441 (dual channel with automatic switchover), and now the BD-450, 451 (single and dual mode S) offer high stability and reliability coupled with low overall ownership cost.

EXPORT MARKETS OF INTEREST: Italy, England, U.S.A., and China.

RECENT SUCCESSES: Monitors for Alenia installations in Hungary and South America, joint alliances with Thomson-CSF, Westinghouse, Raytheon.

OF SPECIAL NOTE: Fast turnaround, innovative engineering in configuring systems to customer requirements.

Bennett & Wright International

47 Cranfield Road
Toronto, Ontario
M4B 3H7

CONTACT: Mr. George Meyer
Chief Engineer
TEL: 416-751-5111
FAX: 416-751-9873

YEAR ESTABLISHED: 1875
AVERAGE WORK FORCE: 200

GROSS SALES: \$70,000,000

OVERSEAS OFFICES: Trinidad, Taiwan, China, Sri Lanka, and U.S.

PRODUCTS/SERVICES: Process engineers & contractors capable of supplying complete contract services including design, procurement, construction, commissioning, operation, maintenance, and financing.

EXPORT MARKETS OF INTEREST: United States, Mexico, South America, China, and Southeast Asia.

RECENT SUCCESSES: Airport in Trinidad/High rise building in China.

OF SPECIAL NOTE: An ability and a willingness to interface with foreign nationals to achieve our goals.

Black & McDonald Limited

2460 Don Reid Drive
Ottawa, Ontario
K1H 8P5

CONTACT: Mr. M.A. Sharp
Vice President
TEL: 613-526-1226
FAX: 613-526-3960

YEAR ESTABLISHED: 1922
AVERAGE WORK FORCE: 1600

EXPORT SALES: \$500,000
GROSS SALES: \$143,000,000

KEYWORDS: Supply and installation of: Visual aids to air navigation security scanners, normal power systems and UPS. Service and maintenance of airport electrical and mechanical systems.

PRODUCTS/SERVICES: Management and supervision of installation of electrical, mechanical systems and visual aids to navigation.

EXPORT MARKETS OF INTEREST: United States, United Kingdom, other Western Europe, Mexico, Central/South America, Australasia, South East Asia, Africa/Middle East, Caribbean.

RECENT SUCCESSES: Joint venture with James Scott Ltd., Glasgow U.K.-electrical and instrumentation.

Joint venture with DMC-energy management (U.S.A.).

Bombardier Inc.

1101 Parent Street
Saint-Bruno, Quebec
J3V 6E6

CONTACT: Ms. Julie Masse
Marketing Communications Manager
TEL: 514-441-2020
FAX: 514-441-1515

YEAR ESTABLISHED: 1974

PLANT SIZE: Total floor space: 3.2 million
square feet

AVERAGE WORK FORCE: 2500

OVERSEAS OFFICES: United States, Mexico, France, Belgium, Austria, and United Kingdom.

KEYWORDS: Integrated passenger transport systems within airports, designed to facilitate access to the various buildings constituting the airport complex.

PRODUCTS/SERVICES: People movers and monorails.

EXPORT MARKETS OF INTEREST: United States and Mexico.

RECENT SUCCESSES: Senate Subway, Washington, DC; Airport people mover, Tampa, Florida; Airport people mover, Houston, Texas; Monorail, Walt Disney World, Orlando, Florida.

OF SPECIAL NOTE: The Transportation Equipment Group is responsible for Bombardier's activities in the rail transport equipment sector in North America. This group's operations include, inter alia, the design, manufacture, sale, and maintenance of transport vehicles.

The UTDC Systems Division is part of the Transportation Equipment Group. The UTDC Systems Division's activities are concerned with the marketing, engineering, and management of turnkey transport systems projects.

Bouthillette, Parizeau & Associés Inc.

**9825 Verville Street
Montreal, Quebec
H3L 3E1**

**CONTACT: Mr. René Viau
President
TEL: 514-383-3747
FAX: 514-383-8760**

**YEAR ESTABLISHED: 1956
PLANT SIZE: 1,500 square metres
AVERAGE WORK FORCE: 92**

**EXPORT SALES: \$432,000
GROSS SALES: \$7,200,000**

KEYWORDS: Feasibility studies; Technical and economic studies; Plans and specifications; Management; Supervision.

PRODUCTS/SERVICES: Bouthillette Parizeau & Associates Inc., as a firm of engineering consultants, ranks among the pioneers in this sector in Quebec. With its staff of experienced, creative professionals, the firm has built its reputation on the high quality of its work. Its main services are mechanical systems, electrical systems, communications, and signal systems design. Its customers include municipalities, institutions, governments, and commercial and industrial enterprises.

Mechanical systems: Ventilation and air conditioning; Heating and piping; Refrigeration; Plumbing; Fire protection; Regulation; Energy. **Electrical systems:** Electrical distribution; Security systems; Communication systems. **Acoustics and vibration:** Acoustics; Vibration; Planned maintenance. **Communications:** Telephone systems; Information transport; Signal systems.

EXPORT MARKETS OF INTEREST: United States, France, Mexico, Centra/South America, China, Southeast Asia, Africa, and Middle East.

RECENT SUCCESSES: Construction of a new hospital in Ouagadougou, Burkina Faso; Construction of a new library in Dakar.

OF SPECIAL NOTE: Quality control; Value analysis; Cost estimates and cost control.

Bregman & Hamann Architects

481 University Avenue
Suite 300
Toronto, Ontario
M5G 2H4

CONTACT: Mr. Paul Tan de Bibiana
Partner
TEL: 416-596-2299
FAX: 416-586-0599

YEAR ESTABLISHED: 1953
AVERAGE WORK FORCE: 100

EXPORT SALES: \$5,312,000
GROSS SALES: \$10,499,000

OVERSEAS OFFICES:

B+H Architects International Inc. (China)
RM 1008, Building B
Shanghai International Shopping Centre
527 Huai-Hai Zhong Road, Shanghai (200020)
Peoples Republic of China

Tel: 86-21-375-3736
Fax: 86-21-375-0377

KEYWORDS: Airport; Terminal; Architecture; Site selection; Site analysis; Analysis of existing facilities; Feasibility studies; Client needs analysis; Conceptual design; Design development and coordination; Working drawings; Specifications; Tender forms; Municipal approvals; Site supervision; Field reviews; Project management; Signage and graphics; Scheduling cost control; Contract documentation; Master planning.

PRODUCTS/SERVICES: Architectural services; Design planning; Preliminary design; Materials research; Design development; Contract documentation; Working drawings; Alternative studies.

RECENT SUCCESSES: The 24 gate 1.1 million square feet Trillium Terminal 3, Lester B. Pearson International Airport, Canada; Trillium Terminal 3 Expansion, Canada; Xiamen Gaoqi International Airport, People's Republic of China; Zhengzhou International Air Terminal, Zhengzhou, Henan, China; Haikou Meilan Airport Terminal Building, Hainan Island, People's Republic of China; BCE Place, Canada; New Shanghai International Tower, China; Astlanda Baltic Trade Centre Tallinn, Estonia; Metro Toronto Convention Centre Expansion, Canada; Hotel Remark Complex, Tartu Estonia.

OF SPECIAL NOTE: Since its inception in 1953, the architectural practice of Bregman + Hamann has produced more than 60 million square feet of built space and has established itself as a leading force in Canadian architecture. The firm is responsible for the design of many of North America's most successful and innovative mixed-use urban complexes and many special use projects.

The same B+H design team won a highly acclaimed commission in China for a new 13 gate 750,000 square foot international air terminal, with 12 remote boarding positions, at the Xiamen Gaoqi International Airport. Construction is scheduled to start this year. B+H is also engaged in activities for the ZhengZhou Airport in Central China, is listed as the architect for the Sirjan International Airport in Kerman, Iran, as well as involvement with Huang and Danczkay in a proposal for a new terminal building at Ferihegy Airport, Budapest, Hungary.

B+H Architects International Inc., has been successful in acquiring several assignments overseas, in Estonia, and China. The firm has won a number of competitions in Shenzhen, and Shanghai, China and have projects underway in Nanjing, and Hainan Island. The firm is also active in Brazil and has completed successful projects in Leningrad (St. Petersburg), Abu Dhabi, Mexico City, Jakarta, and the Bahamas.

Bromley Engineering Ltd.

10532-110 Street
Edmonton, Alberta
T5H 3C5

CONTACT: Mr. John Kelly
Manager
TEL: 403-423-4123
FAX: 403-426-0657

YEAR ESTABLISHED: 1980
AVERAGE WORK FORCE: 25

EXPORT SALES: \$30,000
GROSS SALES: \$2,000,000

KEYWORDS: Environmental management; Servicing; Permitting; Infrastructure design; Inspection; Runway design.

PRODUCTS/SERVICES: Consulting services, engineering, planning, permits/approvals.

EXPORT MARKETS OF INTEREST: Mexico, U.S., Southeast Asia, and Europe.

RECENT SUCCESSES: Belize waterworks, radar towers at all major airports in Canada, Ontario affiliate undertook project management for Pearson Airport (Toronto).

OF SPECIAL NOTE: Ontario affiliate (Marshall Macklin Monaghan Ltd.) has undertaken major airport project management projects such as L. Pearson Airport (Toronto).

Burcan Industries Ltd.

11 Industrial Drive
Suite 19
Whitby, Ontario
L1N 5Z9

CONTACT: Mr. V.M. Von Stedingk
President and C.O.O.
TEL: 905-668-3131
FAX: 905-668-2132

YEAR ESTABLISHED: 1973
AVERAGE WORK FORCE: 20

KEYWORDS: Vertical drains; Soil stabilization; Prefabricated vertical drains.

PRODUCTS/SERVICES: Since 1973, Burcan Industries Ltd. has manufactured prefabricated vertical drains. More than 40 million metres of BURCAN's Alidrain System have been installed on projects that span some 30 countries around the world. BURCAN's Alidrain System is recognized by engineers within the industry as "without equal" and is used in applications such as land reclamation, dams, highway embankments, buildings, container terminals and bridge abutments. BURCAN is currently supplying many large projects located in the Far East. These systems increase the bearing strength of soil which will allow it to support the weight of the new buildings or other structures. Burcan's vertical drains provide a shorter and easier drainage paths and reduce the settlement time required for complete consolidation.

EXPORT MARKETS OF INTEREST: United States, France, Germany, United Kingdom, Western Europe, Mexico, South America, China, Southeast Asia, Africa/Middle East, and other ASEAN countries.

RECENT SUCCESSES: Hong Kong has committed to a major infrastructural development which will maintain the current economic growth rate into the next century. The programme revolves around a new airport to be constructed at Chek Lap Kok. It will replace the present international airport at Kai Tak which reached its capacity in 1993. The airport will be served by extensive road and rail links including one of the world's largest suspension bridges. The total project is expected to cost about US\$ 21 billion. The airport is scheduled to be opened by 1997, when sovereignty over Hong Kong is transferred to China.

In 1982, an extensive geotechnical investigation was commissioned by the Civil Engineering Office of the Engineering Development Department. BURCAN supplied the Alidrain System for a test embankment site at Chek Lap Kok. The study concluded that the Alidrain System "performed extremely well even though they have been subjected to high stresses and to maximum vertical strains in excess of 30 percent." Continuous monitoring of the site has shown that the Alidrain System is still functioning after 10 years. As a result, BURCAN has been awarded several projects connected with the airport that total many millions of metres of Alidrain.

OF SPECIAL NOTE: Products: Alidrain soil stabilization systems, and Hitek drainage systems.
Services: Related services-technical and installation.

C.E.L. Aerospace Test Equipment

715 Delage
Suite 200
Longueuil, Quebec
J4G-2P8

CONTACT: Mr. Charles Lussier
President
TEL: 514-442-0952
FAX: 514-442-1149

YEAR ESTABLISHED: 1988
PLANT SIZE: 10,000 square feet
AVERAGE WORK FORCE: 20

GROSS SALES: \$3,000,000

KEYWORDS: Data acquisition; Engine test; Fuel systems; Instrumentation; Testing/test equipment; R&O engine test facilities; Facilities construction; Facilities design; Fuel control; Ground support equipment; Hush houses; Systems engineering; Thrust stands.

PRODUCTS/SERVICES: CEL Aerospace Test Equipment Ltd. is a Canadian-owned, high technology company. It provides systems engineering support for gas turbine engines test facilities.

CEL Aerospace Test Equipment Ltd. specializes in maintenance equipment for aircraft and turbine engines. It is involved in the design, engineering, construction, maintenance, and operational support requirements. It manufactures engine test cells, engine component test equipment, landing gear hydraulic test rigs and complete hangars. CEL designs and builds complete engine overhaul test facilities and specializes in turboshaft, turboprop and turbojet testing.

RECENT SUCCESSES: CEL Aerospace Test Equipment's present customers include various departments in the Canadian Government and aerospace industry in Canada, USA, Taiwan, England, Germany, New Caledonia, Australia, Singapore, and Vietnam.

CAE Electronics Ltd.

8585 Côte De Liesse
St-Laurent, Quebec
H4T 1G6

CONTACT: Mr. Andy Morris
Vice President Sales and Marketing
TEL: 514-341-6780
FAX: 514-341-7699

YEAR ESTABLISHED: 1947
PLANT SIZE: 60,000 square metres
AVERAGE WORK FORCE: 3200

KEYWORDS: Flight simulators; Magnetic anomaly detection systems; Air traffic control systems; Power plant simulators; Energy management systems; Integrated platform management systems.

PRODUCTS/SERVICES: CAE Electronics designs and manufactures commercial and military flight simulators, nuclear and fossil power plant simulators, magnetic anomaly detection systems for hydro, nuclear, air traffic, marine and space applications.

EXPORT MARKETS OF INTEREST: Worldwide.

Caerocom International Inc.

950 Bergar Street
Laval, Quebec
H7L 5A1

CONTACT: Mr. Chérif Rizkalla
Executive Director
TEL: 514-967-0010
FAX: 514-967-7444

YEAR ESTABLISHED: 1979
PLANT SIZE: 25,000 square feet
AVERAGE WORK FORCE: 12

EXPORT SALES: \$1,600,000
GROSS SALES: \$2,000,000

OVERSEAS OFFICES: Czech Republic, Chile, Colombia, Guatemala, Greece, Kuwait, Mexico, Pakistan, Singapore, Taiwan, Turkey, Saudi Arabia, Spain, and Venezuela.

KEYWORDS: X-ray security equipment; Detection systems; Security systems; Metal detectors.

PRODUCTS/SERVICES: Caerocom International Inc. is a Canadian company whose principal business is the manufacturing and marketing of high quality X-ray security equipment. Caerocom was founded in 1979 to act as a domestic and international distributor of security products for government agencies and the private sector.

In 1987, Caerocom became a full-fledged manufacturer of a complete line of state-of-the-art security systems tailored to the requirements of law enforcement agencies. Caerocom now offers a wide array of security systems, such as the high-performing AVIONX, XCODE, and ZCODE X-ray product lines.

Proficient management, technical, and marketing teams have propelled Caerocom among the world leaders in security equipment. Ongoing research and development programs, worldwide service centres and distribution network reflect Caerocom's healthy growth and unfailing dedication to quality and efficiency.

EXPORT MARKETS OF INTEREST: All world markets.

RECENT SUCCESSES: Caerocom has gained great experience and is now one of the world experts in security. Projects with many government agencies around the world have contributed in Caerocom's credibility as a world leader in X-ray security. Projects in Turkey, Venezuela, Colombia, Spain, Saudi Arabia, Canada, U.S.A., and many more have increased Caerocom's visibility and spread its reputation of excellency.

Canadian Airport Consultants

905 Waverly Street
Winnipeg, Manitoba
R3T-5P4

CONTACT: Mr. Kelly Clark
Corporate Development
TEL: 204-489-1575
FAX: 204-489-1657

YEAR ESTABLISHED: 1992
AVERAGE WORK FORCE: 50

OVERSEAS OFFICES: As a division of the I.D. Group of companies "Canadian Airport Consultants" has affiliated offices in Flagstaff, Arizona and Guadalajara, Mexico through two joint venture companies; Applied Eco-systems Management Inc., and Grupo I.D. Canmex S.A. de C.V.

KEYWORDS: Airport planning, design, and construction services.

PRODUCTS/SERVICES: Expertise includes civil, geotechnical, structural, mechanical, and electrical engineering covering the full range of airport facilities planning; architecture, construction, environmental assessment, and geographic information systems. Navigational aids, commercial retailing, and other specialized aspects are available through associated companies.

EXPORT MARKETS OF INTEREST: United States, Mexico, the Caribbean, and Russia.

OF SPECIAL NOTE: Canadian Airport Consultants is a group of leading consulting firms from Western Canada managed by I.D. Consulting International Inc., the international division of the I.D. Group, which brings together the very best Canadian expertise to provide airport planning, design and construction services around the world.

Canadian Airport Services Group

1300 Oxford Tower
10235-101 Street
Edmonton, Alberta
T5J-3G1

CONTACT: Mr. Geoff Hutchison
TEL: 403-944-0730
FAX: 403-425-0575

YEAR ESTABLISHED: 1993
AVERAGE WORK FORCE: 900

PRODUCTS/SERVICES: Feasibility studies; Airport design including runways; Terminal infrastructure; Airport operations and training.

EXPORT MARKETS OF INTEREST: China, and Mexico.

RECENT SUCCESSES: New organization.

Canadian Marconi Company

415 Legget Drive
P.O. Box 13330
Kanata, Ontario
K2K 2B2

CONTACT: Mr. Angus M. Bell
Group Manager
TEL: 613-592-7436
FAX: 613-592-7427

YEAR ESTABLISHED: 1903
AVERAGE WORK FORCE: 1800

EXPORT SALES: \$249,000,000
GROSS SALES: \$300,000,000

KEYWORDS: Air traffic nav aids.

PRODUCTS/SERVICES: VHF Omni ranging (DVOR & SVOR).

EXPORT MARKETS OF INTEREST: Worldwide.

RECENT SUCCESSES: Both DVOR and SVOR accepted by Transport Canada for upgrade program in Canada.

Carron Construction

**1168 Derwent Way
New Westminster, B.C.
V3M 6E9**

**CONTACT: Mr. Andrew Easton
General Manager
TEL: 604-524-4421
FAX: 604-524-4465**

**YEAR ESTABLISHED: 1904
PLANT SIZE: 70,000 square feet
AVERAGE WORK FORCE: 160**

**EXPORT SALES: \$2,000,000
GROSS SALES: \$25,000,000**

OVERSEAS OFFICES: United States.

KEYWORDS: Maintenance buildings; Terminal buildings and bridges.

PRODUCTS/SERVICES: Supply, fabrication, and erection of structural steel.

EXPORT MARKETS OF INTEREST: U.S.; Southeast Asia, and Mexico.

Cansult Group Limited

60 Renfrew Drive
Suite 300
Markham, Ontario
L3R 0E1

CONTACT: Mr. A. Lorne Atkinson
TEL: 905-470-2010
FAX: 905-470-2060

YEAR ESTABLISHED: 1961
AVERAGE WORK FORCE: 150

EXPORT SALES: \$10,000,000
GROSS SALES: \$12,000,000

OVERSEAS OFFICES: United Arab Emirates, Kingdom of Saudi Arabia, Sultanate of Oman, Hashmite Kingdom of Jordan, Republic of Lebanon, Cyprus, and Kuwait.

KEYWORDS: Cansult provides consulting engineering, architectural, and related services in the following fields: Terminals, hangars, fire stations, ground operation, buildings, runways, nav aids, land and airside facilities.

PRODUCTS/SERVICES: We offer a wide range of fully integrated services which lead to client satisfaction and project completion on time and within budget.

Preliminary studies: Feasibility studies, concept formulation, economic analysis, operation research, market studies, and cost benefit analysis.

Planning: Programming, socio-economic planning, physical planning, master plans.

Pre-Engineering: Site investigation, topographic surveys, photogrammetric surveys, soils testing, and material and equipment evaluations.

Design: Preliminary design, estimating, working drawings, technical drawings, and detailed design.

Tendering, Award and Procurement: Prequalifications, tendering, tender evaluation, and contract award.

Construction: Surveying and layout, contract management, quality control and inspection, and progress control and payments.

Project Management: Definition of project requirements, sourcing of financing, conceptual design planning, budgeting and cost control, scheduling and monitoring, reporting and maintenance of records, operational procedures, procurement and expediting, selection of contractors and contract awards, commissioning, and development of turnkey projects.

EXPORT MARKETS OF INTEREST: Middle East, Africa, Centra/South America, Caribbean, and Mexico.

RECENT SUCCESSES: Norman Manley International Airport, Jamaica-agreement signed May 26, 1994 (in JV). Airport project list includes: Norman Manley Airport (Kingston, Jamaica); Abu Dhabi International Airport (U.A.E.); Grantley Adams Airport (Barbados); Aircraft hangar (Abu Dhabi); Thumrait Airbase (Oman); Fujairah International Airport (U.A.E.); VMC Class Heliport (Canada); Murtala Muhammed Airport (Nigeria); Six airports in Peru; Mirabel International Airport (Canada).

OF SPECIAL NOTE: Cansult provides consulting engineering architectural and related services in the followings fields of activities: Public Works, buildings, urban design, recreation and tourism.

Cegerco Inc.

25H, de Lauzon Street
Boucherville, Quebec
J4B 1E7

CONTACT: Mr. Brian VanMourik
Director, Business Development
TEL: 514-449-6333
FAX: 514-449-6334

YEAR ESTABLISHED: 1976
AVERAGE WORK FORCE: 200

GROSS SALES: \$40,000,000

OVERSEAS OFFICES: Mexico.

KEYWORDS: Hangars; Buildings; Pre-engineered; Turnkey; Structures; management; Design/build.

PRODUCTS/SERVICES: Construction management, project management, general contractor.

EXPORT MARKETS OF INTEREST: United States, France, Germany, United Kingdom, other Western Europe, Eastern Europe, Mexico, Central/South America, Japan, China, Australasia, Southeast Asia, and Africa/Middle East.

RECENT SUCCESSES: Strategic alliance with Caisse de Dpt to form Grupo Inmobiliario Caisse, a mexican based company having for mandate to develop real estate investments.

OF SPECIAL NOTE: Since we are Butler builders, Butler has consented to furnish us with the necessary technical know-how to fabricate structures in Canada.

CIMA + , Engineering Consultants

3400 Boulevard du Souvenir
Suite 600
Laval, Quebec
H7V 3Z2

CONTACT: Mr. Raymond Nantel
Project Director
TEL: 514-688-4970
FAX: 514-682-1013

YEAR ESTABLISHED: 1960
AVERAGE WORK FORCE: 375

EXPORT SALES: \$500,000
GROSS SALES: \$23,000,000

KEYWORDS: CIMA + is a multidisciplinary consulting engineering group which has expertise in civil, structural, mechanical, electrical engineering, environment, telecommunications, transport planning and signing.

PRODUCTS/SERVICES: CIMA + has been providing quality engineering services in all above disciplines for some 30 years at home and has expanded its expertise internationally in the past 4 years.

EXPORT MARKETS OF INTEREST: Africa, South America, and Asia.

RECENT SUCCESSES: Prepared performance structural plans and specifications for a 105,000 spectator covered stadium for Abuja, Nigeria.

Prepared a feasibility study for a hydroelectric power project in la Catarata, Argentina.

Prepared a comprehensive study on the general conditions of the runways of 12 airports in Guinea, Africa.

CML Technologies Inc.

75 Boul. de la Technology
Hull, Quebec
J8Z 3G4

CONTACT: Mr. Franz Plangger
President
TEL: 819-778-2053
FAX: 819-778-3408

YEAR ESTABLISHED: 1979
PLANT SIZE: 26,000 square feet
AVERAGE WORK FORCE: 125

EXPORT SALES: \$7,200,000
GROSS SALES: \$8,000,000

KEYWORDS: Air traffic control systems; Mobile radio dispatch systems.

PRODUCTS/SERVICES: Voice communication ATC console systems. CML Technologies is a designer and manufacturer of state-of-art digital switching equipment, is a recognized leader in certain specialized areas of the telecommunications industry. Known for breaking new ground in both radio and telephone communications, ML has built a solid foundation of engineering expertise and manufacturing strength, as well as professional marketing to diverse industries.

All CML's products share common building blocks and include mobile radio communications, air traffic control, Enhanced 9-1-1 emergency calling systems and other specialized switching systems for customized applications, are sold through such major organizations in the telecommunications industry as Harris Corporation, General Telephone & Electronics (GTE) and Ericsson General Electric Mobile Communications, as well as directly through CML's own sales network. CML is able to incorporate years of proven testing and field experience into even the newest of products. Products are manufactured to stringent AQAP 4 (NATO military) standards, and meet QA standards of major U.S. companies as well as Government organizations. All steps of the development process are carried out in-house, as well as the manufacture and final assembly of all systems. Diagnostics of systems as well as troubleshooting can be done remotely from CML headquarters to field installation, using their dial-in capability.

CML Technologies' major product lines are Air Traffic Control and Mobile Radio Communications. CML offers third generation Air Traffic Control System "COM-NODE", a comprehensive ground to air communications system used extensively across Canada and in locations in Europe by the Department of Transport and the Department of Defence. All CML products utilize the latest state-of-the-art digital technology. CML offers its COM-NODE system for sale in the USA and abroad through an agreement with the Harris Corporation, Electronic Systems Division.

CML has designed and continues to manufacture under brand label agreements the "C3 console" system for Ericsson General Electric. This system gives the operator access to a range of console features including full base station control, total radio and telephone communications, and patching, to name a few. The system is compatible with the GE 16 PLUS radio trunking system. Considered by experts in the field to be the most advanced console product on the market, the C3 console has been installed at Philadelphia Electric, San Diego Gas and Electric and many other locations.

EXPORT MARKETS OF INTEREST: Global.

RECENT SUCCESSES: Supply of mobile radio dispatch system for the city of Chicago (\$ 5,000,000).

Coles Associates Ltd.

197 Malpeque Road
P.O. Box 695
Charlottetown, P.E.I.,
C1A 7L3

CONTACT: Mr. G. Richard Coles
President
TEL: 902-368-2300
FAX: 902-566-3768

YEAR ESTABLISHED: 1959
AVERAGE WORK FORCE: 25

GROSS SALES: \$2,000,000

KEYWORDS: Runway construction supervision; Air terminal building design; Air traffic control tower design; Architecture; Structural engineering; Mechanical Engineering; Electrical engineering; Civil engineering; Transportation engineering; Project management.

PRODUCTS/SERVICES: Building Design: Coles Associates Ltd.'s staff includes registered architects, structural engineers, mechanical engineers, and civil engineers. The firm has experience in applying all these areas of expertise to a wide range of building applications including air terminal buildings, control towers, hospitals, schools, and industrial storage and processing facilities. These designs typically include the building envelope and structure, as well as all mechanical systems (heating, ventilation, air conditioning, plumbing) and electrical systems (power, lighting, security, fire alarm, communication). Transportation Engineering: Coles Associates Ltd. has proven experience in a diverse portfolio of transportation engineering projects. The firm has provided design, supervision during construction, and contract administration services for airport runway, road and highway systems for federal, provincial, and municipal governments. Civil Engineering: Coles Associates Ltd. has been providing civil engineering services for more than 35 years. The scope of this expertise includes the design, construction inspection, and contract administration for site services (storm, sewer, water, electrical) and environmental components such as environmental impact assessment and monitoring, waste treatment plants, and waste management facilities. Project Management: In addition to design services, Coles Associates Ltd. offers full project management services and has a history of delivering projects on-time and within budget.

EXPORT MARKETS OF INTEREST: United States, Mexico, Caribbean, South America, and China.

RECENT SUCCESSES: New Charlottetown: Coles Associates Ltd. served as the prime engineer for the structural, electrical, and mechanical engineering design of the air traffic control tower, valued at \$ 2.2 million. The firm was also prime architectural consultant for the design, construction, supervision, and contract administration for the new airport terminal building, valued at \$ 6.0 million. Coles served as construction inspectors and contract administrators during the construction of the new crosswind Runway 10-28, valued at \$ 6.6 million and was prime architectural consultant for the design of the Interex Building for private sector aircraft and personnel.

Moncton Airport Water Reservoir: Coles Associates Ltd. served as the mechanical engineering subconsultant for the design of a water reservoir to service the Moncton Airport.

OF SPECIAL NOTE: Coles Associates Ltd. utilizes state of the art microcomputer design hardware and software including the latest advanced programs.

COM DEV Ltd.

55 Metcalfe Street
Suite 1300
Ottawa, Ontario
K1P 6L5

CONTACT: Mr. Ronald E. Holdway
Manager, Government Business
TEL: 613-238-7080
FAX: 613-238-8642

YEAR ESTABLISHED: 1974
PLANT SIZE: 140,000 square feet
AVERAGE WORK FORCE: 600

EXPORT SALES: \$43,000,000
GROSS SALES: \$66,400,000

OVERSEAS OFFICES:
COM DEV Europe
Triangle Business Park
Stoke Mandeville
Aylesbury, Bucks.
England
HP22 5SX

Tel: 44-296-614444
Fax: 44-296-614400

KEYWORDS: Microwave and millimetre wave RF subsystems for space telecommunications, space science, and earth observation satellite payloads plus surveillance radars, electronic warfare and commercial RF systems. Telecommunications: multiplexers, switches, IF Processors. Remote sensing: low power subsystems, receiver subsystems. Space Science: radiometers, signal processing.

PRODUCTS/SERVICES: COM DEV's products include the followings subsystems: Microwave and millimetre-wave satellite payload subsystems; Integrated satellite multiplexers and switching subsystems; Onboard IF and baseband signal processors; Ka-band repeater subsystems; Electro-mechanical switches and switching matrices; Scientific instrument payloads; Specialized antennas and beamforming networks; spaceborne radar subsystems; Ferrite switch matrices and phase shifters; SAW and digital pulse compression subsystems; Radar receivers, transmitters, chirp generators, diplexer/low noise amplifiers.

EXPORT MARKETS OF INTEREST: United States, Western Europe, Eastern Europe, Russia, Pacific Rim, South America, China, Japan, and India.

RECENT SUCCESSES: Participation in Intelsat VII, Inmarsat 3, Astra, Telstar, RADARSAT, ERS-1, Cole Plasma Analyzer for the Freja satellite, GE-1, BS-3N, Cassini, Intelsat VIIA, Intelsat VIII, AsiaSat, Orion.

OF SPECIAL NOTE: Equity partner in ORION Network Systems, SOVCAN STAR Satellite Communications, Radarsat international and ROSCANSAT; Participation in MSat and ERS-2, EMS, ARTEMIS, ENVISAT, MOPITT, Lyman Fuse. Thermal Plasma Analyzer (Mission to Mars). INMARSAT 3 IF Signal Processor, HTSE II-US Naval Research Lab's High Temperature Superconductivity Experimental Satellite (HTSSEII) Canadian MILSATCOM, UK Skynet V, ARTES, High Power HTSC with Dupont and US ARPA. Special Equipment: Thermal cycling, vibration equipment, thermal vacuum testing, test engineering equipment. Software: COM DEV produces its own proprietary microwave and millimetre wave design/modelling software. It also uses NASTRAN, SORC, TMG, VISUALA PCB, and TCEM CAD. COM DEV employees hold 55 international patents relating to satellite technology. The bulk of patents are in: microwave, millimetre wave and dielectric resonator technology, superconductive filters and multiplexers, surface acoustic wave technology, RF subsystems and beamforming networks. Over 100 technical publications and proprietary reports have been published spanning all areas of COM DEV technology.

Consultants B.P.R. (Les)

4655 Wilfrid-Hamel Boulevard
Quebec City, Quebec
G1P 2J7

CONTACT: Mr. Paul Lafleur
President
TEL: 418-871-8151
FAX: 418-871-9625

YEAR ESTABLISHED: 1961
PLANT SIZE: 47,100 square feet
AVERAGE WORK FORCE: 450

EXPORT SALES: \$300,000
GROSS SALES: \$40,000,000

KEYWORDS: Buildings (air terminals, service buildings); Infrastructure (pumps, drainage, sewage, water supply); Lighting; Traffic areas (traffic flow studies, passenger movement studies, runways, accessways, taxiways, aprons, etc.); Structures related to traffic areas (bridges, viaducts, walkways); Environment (noise studies, other types of studies); Nav aids (VASIS, free-standing towers, communication towers, etc.); Security.

PRODUCTS/SERVICES: Project engineering and project management services; Civil engineering; Building mechanics; Electrical engineering; Environmental engineering; Highway engineering; Rural engineering; Basic services; Preliminary project and feasibility studies; Expert consultant reports; Preliminary studies; Detailed engineering, impact and appropriateness studies, plans and specifications; Cost, delivery deadline and quality control; Purchase and supply management; On-site work supervision.

EXPORT MARKETS OF INTEREST: France, French-speaking Africa, Mexico, Latin America, and Asia.

RECENT SUCCESSES: Airports: Puvirnituk, Kangirsuk, Inukjuak (construction of runways including aprons, lighting systems, access road to village, shelters for passengers and service vehicles; Airport and terminal building; Maniwaki (Plans and specifications and supervision of work, runway, taxiway, apron, access road leading to terminal, runway lighting system, area lighting system, VASIS directional landing system, construction of runway approaches, terminal building, and parking lot); Rehabilitation of Gaspé Airport; Rivière-du-Loup Airport (runway, accessway and apron); House Harbour Airport, Magdalen Islands (construction of terminal and parking lot: plans, specifications, and supervision of work); Quebec City Airport Runway 06-24 (stabilization study: graded surfaces and taxiways); Sainte-Croix-de-Lotbinière Airport (repaving of runway).

OF SPECIAL NOTE: Our involvement in the fields listed below has enabled us to develop a substantial degree of expertise in the areas of activity in question: Sewage systems; Urban hydrology; Environment; Treatment of drinking water and waste water; Various branches of industrial engineering; Pulp and paper industries; Primary and secondary treatment of industrial effluents; Port installations (wharves, breakwaters, public and para-public buildings); Mechanical systems, electrical systems, instrumentation, control systems; Agriculture and rural engineering; R&D work in the field of agricultural pollution control, resulting in the development of effective equipment and software; Project management; Construction supervision; Management and operation of drinking water and waste water treatment facilities.

Counterrisk Inc.

3400 Jean-Talon Ouest
3rd floor
Montreal, Quebec
H3R 2E8

CONTACT: Mr. Desmond Clarke
Managing Director
TEL: 514-341-5684
FAX: 514-341-2900

YEAR ESTABLISHED: 1986
PLANT SIZE: 1,200 square feet
AVERAGE WORK FORCE: 5

OVERSEAS OFFICES: Represented by Defence Systems Ltd., of London, England.

KEYWORDS: Security consulting services; Airport security evaluation; Threat and risk assessments; Emergency response program; Evaluation of existing security measures, equipment and operations; Design of intrusion alarm, access control and CCTV systems; Issuing detailed specifications for all security equipment; Monitoring the installation of security equipment; Testing and commissioning of security systems; Organization of security management and security guard forces; Preparing bid documents for security guard contracts; Issuing detailed security policy and procedure manuals.

PRODUCTS/SERVICES: Counterrisk Inc. provides professional security consulting services to clients in Canada and overseas. Together with international partners, they have assembled a team of security and military specialists from the national defence, the federal police, international special forces, and various intelligence agencies.

Counterrisk carries out security auditing programs, and designs security concepts, to protect clients against assault, burglary, robbery, theft, vandalism, fraud, and disaster. The skilled professionals of Counterrisk Inc. stress threat analysis, protection of facilities, advance planning, disciplined training, and emergency preparedness to discreetly counter the security risk.

EXPORT MARKETS OF INTEREST: U.S.A., Latin America, and Australia.

RECENT SUCCESSES: British Airways, Heathrow International Airport, England; Power Corporation, Corporate Headquarters, Montreal, Canada; World Trade Centre, Office/Commercial Complex, Montreal, Canada; Canada Steamship Lines, Corporate Headquarters, Montreal, Canada; Montreal Museum of Contemporary Art, Canada; Musee de Quebec, Quebec City, Canada; University of Montreal Business School, Canada.

CPAD Holdings Ltd.

11 Tristan Court
Unit D
Nepean, Ontario
K2E-8B9

CONTACT: Mr. Martin J. Corrigan
Managing Director
TEL: 613-224-9939
FAX: 613-224-2418

YEAR ESTABLISHED: 1986
AVERAGE WORK FORCE: 20

EXPORT SALES: \$1,800,000
GROSS SALES: \$3,000,000

KEYWORDS: Explosives detection; Human presence detection; Airport security; Embassy security; Chemical detection; Parcel/mail scanners; Vehicle scanners; Personnel scanners.

PRODUCTS/SERVICES: Explosives detection security system (EDSStm); EDSStm General Purpose Scanner; EDSStm Mobile Scanner; EDSStm Body Scanner; EDSStm Walk-through Scanner; EDSStm Mail Scanner; Tracker ED; Human Presence Detector.

EXPORT MARKETS OF INTEREST: European Community, U.S., Singapore, Hong Kong, and China.

OF SPECIAL NOTE: CPAD detectors are leading-edge instruments for the detection of concealed explosives such as letter bombs, car bombs etc. Detection is by chemical means at the molecular level.

CPAD Holdings Ltd. is a Canadian centre of excellence in the field of trace compound detection. It conducts research in this field both for its own account and selected customers such as the Department of National Defence. It manufactures a range of chemical detectors for the detection of concealed explosives and other chemical compounds.

CSP International Inc.

**1980 Sherbrooke Street West
Suite 530
Montreal, Quebec
H3H 1G1**

**CONTACT: Mr. Michel Leroux
Vice President, Operations
TEL: 514-931-0677
FAX: 514-931-0265**

**YEAR ESTABLISHED: 1981
AVERAGE WORK FORCE: 10**

**EXPORT SALES: \$75,000
GROSS SALES: \$1,000,000**

PRODUCTS/SERVICES: CSP International provide specialized services related to security, safety and loss control. Its expertise covers security consulting, airports, and/or customs security operations as well as emergency planning and crisis management. Specifically, CSP is providing services regarding security surveys and diagnosis, risk analysis and vulnerability assessment, identification of security measures, design of security programs and systems, systems engineering and specialized training. CSP has also developed an expertise in project management together with a turn-key approach to project implementation.

In association with other Canadian companies, CSP also offers specialized services and systems to complete its expertise including: Control systems for air navigation relating to airport security projects; Maritime navigation systems to provide maximum efficiency concerning customs activities and to facilitate assistance during disasters as well as to protect territorial waters; Telecommunications systems for security and emergency measures.

RECENT SUCCESSES: Over the years, CSP has developed an extensive know-how in civil aviation security and safety programs. CSP has audited, prepared and/or proposed security and safety programs which include the design of an integrated security system as well as the definition of safety and security plan of operations for airports in Canada (Montreal and Toronto); South America (Bolivia and Peru), and Southeast Asia (Thailand).

OF SPECIAL NOTE: CSP International conducted studies and implementations for large public and private organizations in South America, Southeast Asia, Eastern Europe, and Canada. Its clientele over the last years, includes international airports, industrial plants, office towers, public service companies (telephone and electricity), governmental agencies and others.

Cumming Cockburn Limited

65 Allstate Parkway
Markham, Ontario
L3R 9X1

CONTACT: Mr. George Steeves
Vice-President
TEL: 905-475-4222
FAX: 905-475-5051

YEAR ESTABLISHED: 1961
PLANT SIZE: 150 square feet
AVERAGE WORK FORCE: 150

EXPORT SALES: \$1,500,000
GROSS SALES: \$10,000,000

OVERSEAS OFFICES: Kingstown, St. Vincent; Harare, Zimbabwe.

KEYWORDS: Terminal facilities; Runways; Maintenance facilities; Drainage; Storm water management; Roads.

PRODUCTS/SERVICES: Feasibility studies; Detailed engineering; Construction management; Procurement; Environmental assessment; Due diligence reviews.

EXPORT MARKETS OF INTEREST: Caribbean, and Southeast Asia.

RECENT SUCCESSES: Ottawa International Airport Terminal expansion, Ottawa, Ontario; Runway extension, Amos Vale Airport, St. Vincent, W.I.; Air Terminal Building Renovation, Melville Hall Airport Dominica, W.I.; Aircraft Maintenance Facility, Coolidge International Airport, Antigua, W.I.

Delastek Inc.

2699-5th Avenue
Suite 14
Grand-Mère, Quebec
G9T 5K7

CONTACT: Mr. Claude Lessard
President
TEL: 819-533-5788
FAX: 819-533-3494

YEAR ESTABLISHED: 1984
PLANT SIZE: 9,000 square feet
AVERAGE WORK FORCE: 15

KEYWORDS: Aeronautics; Energy systems; Public transport; Industrial.

PRODUCTS/SERVICES: Computerized test equipment for aeronautical applications; Monitoring systems; Control and instrument panels; Harness (wiring systems); Research and development in the field of electronics.

RECENT SUCCESSES: Contracts: EET-400 harness and test equipment; UHT-2000, APUT-1000, ACV-1000; Alerter/monitoring systems; Handbrake indicator; Harness; PCB; Harness and PCB; Synoptic and PCB control panels.

OF SPECIAL NOTE: Main customers include: Pratt & Whitney Canada, Canadair, Rolls-Royce, Hydro-Quebec, Bombardier Public Transport, Alcan, Northern Telecom, and ABI.

Manufacturing standards followed: CSA Z 299.2, and AQAP-4.

Delcan Corporation

133 Wynford Drive
North York, Ontario
M3C 1K1

CONTACT: Mr. Jack DeChiara
Head/Airports & Aviation
TEL: 416-391-7553
FAX: 416-441-4131

YEAR ESTABLISHED: 1953
AVERAGE WORK FORCE: 510

EXPORT SALES: \$14,000,000
GROSS SALES: \$41,000,000

OVERSEAS OFFICES: Chicago, Los Angeles, Hong Kong, Taiwan, Singapore, Venezuela, Barbados, Turkey, Tanzania, and Malawi.

KEYWORDS: Airport feasibility and location studies; Airport master planning; Airport engineering; Runway and taxiway design; Airport ground transportation; Airport electrical and airfield lighting design; Airport stormwater management; Airport environmental impacts assessments; Sewage treatment and disposal studies; Air traffic control tower design; Maintenance buildings design; Aircraft hangar design; Services during construction.

PRODUCTS/SERVICES: Airport planning and design; Airport engineering; Aviation planning; Buildings and structures engineering; Building architecture; Airside facilities design; Ground transportation planning and design; Municipal engineering; Environmental assessments; Electrical engineering; Services during construction; Airport privatization; Airport and aviation equipment procurement.

EXPORT MARKETS OF INTEREST: U.S., Latin America, Caribbean region, South America, Hong Kong, Taiwan, Singapore, Africa, and Turkey.

RECENT SUCCESSES: Caribbean Airports Project involving planning, design, construction services and equipment procurement for 22 airports in Caribbean region (\$ 60 million); Planning, design, construction services and equipment procurement for New Maseru International Airport in Lesotho (\$ 57 million); Development of New Estevan Airport and Stratford Airport in Canada.

Dessau International Ltd.

1200 St-Martin Boulevard West
Suite 300
Laval, Quebec
H7S 2E4

CONTACT: Mr. Jean-Pierre Sauriol
Director, Production
TEL: 514-384-5660
FAX: 514-668-8232

YEAR ESTABLISHED: 1957
AVERAGE WORK FORCE: 750

EXPORT SALES: \$3,960,000
GROSS SALES: \$49,500,000

OVERSEAS OFFICES: Thailand, Bangladesh, Guinea, Hong Kong, Dominica, and Malaysia.

KEYWORDS: Feasibility studies; Site selection; Supervision of work; Access studies; Origin-destination surveys; Rehabilitation and expansion (terminal buildings, runways, etc.); Investment program assessment; Planning; Engineering (design, plans, and specifications); Materials control; Geotechnical studies; Energy studies.

PRODUCTS/SERVICES: Environmental services: Impact studies and development of placement action plan; Strategic planning; Organization and methods; Environmental supervision during construction and in operation; Risk analysis and management; Site assessment and decontamination; Solid or toxic waste management; Effluent purification and monitoring; Water management and drainage; Appropriateness, investment, and feasibility studies; Studies relating to the repair and rehabilitation of works; Preliminary project studies; Geotechnical studies and investigation; Preliminary and definitive design; Quantitative analyses, cost assessments; Preparation of plans and specifications; Preparation of tender documents and evaluation of tenders; Supply and expediting services and management; Worksite and equipment installation supervision and management; Construction management; Project management; Laboratory inspection, testing, and analysis of materials.

EXPORT MARKETS OF INTEREST: United States, Mexico, Latin America, Caribbean, China, Africa, and Southeast Asia.

RECENT SUCCESSES: Preparation of plans and specifications and supervision of reconstruction work relating to the rehabilitation and expansion of the aprons and the commercial unloading zone at Montreal International Airport. Inspection of concrete and steel structural elements, multilevel parking facilities, access roads, concrete slabs on the apron, terminal structures, warehouses, hangars, and other buildings, pedestrian walkways, pumping stations, underground lines and other civil engineering works at Dorval and Mirabel Airports. Lake Fagnant Airport: Construction of a runway for "Hercules" aircraft (apron, storage area, nav aids, lighting system, communication system, visual aids) and other transport aircraft; Use of "Hercules" aircraft to bring in equipment and personnel supplied by two contractors (topographic surveys, plans, specifications, and geotechnical studies). Lake Robertson Project-roads and airfield: 22km of roads were laid out between the village of La Tabatière and the Lake Robertson generating station; An airfield with a 999m landing strip for small commercial carriers carrying instrument flying equipment was also laid out; Designs for the runway lighting and landing instruments were developed. Design of a 17km autoroute with a major interchange, overpass bridges, and a tunnel, under the Mirabel Airport taxiways; Topographic surveys, plans, and specifications. Construction of an airport at the village of Akulivik which include construction of runway, apron, lighting system, shelters for passengers and vehicles, access roads, village streets, dump, and drinking water tank.

OF SPECIAL NOTE: We offer services in the fields of energy, urban engineering, the environment, water management, transport, building construction, geotechnics, materials, and telecommunications.

Digital Equipment of Canada Limited

100 Herzberg Road
P.O. Box 13000
Kanata, Ontario
K2K-2A6

CONTACT: Mr. Tom Callen
Senior Program Manager
TEL: 604-267-6900
FAX: 604-267-6993

YEAR ESTABLISHED: 1963
PLANT SIZE: 500,000 square feet
AVERAGE WORK FORCE: 3300

EXPORT SALES: \$651,286,000
GROSS SALES: \$1,212,688,000

OVERSEAS OFFICES: The Corporation does business in 100 countries, developing and manufacturing products in the America, Europe and the Pacific Rim. Consult your local telephone directory for an office near you or contact:

Corporate Headquarters
Digital Equipment
Corporation
146 Main Street
Maynard, Mass.
01754-2571
Tel: (508) 493-5111
Fax: (508) 493-8780

European Headquarters
Digital Equipment
Corporation
12 Avenue des Morges
Case Postal 176
Geneva, Switzerland
Tel: (41)-(22)709-4111
Fax: (41)-(22)709-4140

Asian Pacific Headquarters
Digital Equipment
Corporation
100 Nagog Park
Action, Mass. 01720-3499
Tel: (508) 256-7111
Fax: (508) 264-6854

KEYWORDS: Air traffic control; Networks; Workstations; Personal computers; Servers; Distributed processing; Solutions; Client/server.

PRODUCTS/SERVICES: Digital Equipment is a world leader in the development of innovative solutions for open computing environments. As a fully integrated, worldwide provider of information technology and multivendor services, Digital is committed to open systems, sharing its technology with others and adopting new technologies as they become industry standards. The Corporation has built strategic alliances with customers, other computer companies, systems integrators and vendors to address the needs of a rapidly changing marketplace. Digital offers a full range of desktop, client/server, production and mainframe systems for multivendor computing environments. Digital's 64-bit Alpha AXP "universal platform" allows the operation different operating systems. As one of the world's leading full services provider Digital has applications, partners, and capabilities to provide reliable, cost effective solutions. Products include: Flight data processors; Workstations; Local area networks and related wiring infrastructure, communication switches, hubs, routers, and gateways; System, network management, CASE and enabling software(middleware). Services include: Network design and installation; Course design and training; Integration and test consulting; Software and hardware product consulting, engineering and maintenance; Software migration and porting assistance; Reliability, availability, and maintainability consulting; Site preparation and installation; Development system operation; Project management.

EXPORT MARKETS OF INTEREST: Digital is specifically interested in worldwide Air Traffic Control (ATC) opportunities, in the Asia Pacific and Americas regions.

RECENT SUCCESSES: Digital Equipment of Canada Ltd. is a subcontractor to Hughes Aircraft of Canada Limited on the Cdn\$500 million Canadian Automated Air Traffic System (CAATS) and its Canadian military counterpart, the Cdn\$75 million Military Automated Air Traffic System (MAATS). Digital Canada is providing products and services identified above.

Display Systems International, Inc.

203 Mallin Crescent
Saskatoon, Saskatchewan
S7K 7W8

CONTACT: Mr. Dale Lemke
President
TEL: 306-934-6884
FAX: 306-934-6447

YEAR ESTABLISHED: 1983
PLANT SIZE: 4,000 square feet
AVERAGE WORK FORCE: 5

OVERSEAS OFFICES:
Display Systems International, Inc.
147 West Main Street
Dayton, Pennsylvania 16222
Tel: (814) 257-8210
Fax: (814) 257-8633

KEYWORDS: Flight information display systems (FIDS); Baggage information display systems (BIDS); Arrival and departure information systems; Digital to video convertor (DVC).

PRODUCTS/SERVICES: DSI designs and manufactures arrival, departure, and baggage information display systems (FIDS and BIDS) that can integrate with most flight data base information display systems. Some of the features of DSI'S RADU (Remote Addressable Display Unit) include: high resolution, full colour, text and graphics images, re-definable screen display, flexible communications protocols and three types of video output to allow connection to almost any type of monitor.

RECENT SUCCESSES: Installations include the Greenville Airport in Greenville/Spartanburg, SC and Hartsfield International Airport in Atlanta, Georgia, one of the largest passenger terminal complexes in the world.

OF SPECIAL NOTE: In the past, DSI has worked with many companies in the airport industry including Digital Equipment Corporation, Harris Corporation, Scientific Atlanta, Support Resources, and Daktronics.

DMR Group Inc.

1200 McGill College Avenue
Suite 2300
Montreal, Quebec
H3B-4G7

CONTACT: Mr. Serge Meilleur
Executive Vice-President Operations
TEL: 514-887-3301
FAX: 514-866-0423

YEAR ESTABLISHED: 1973
AVERAGE WORK FORCE: 1600

EXPORT SALES: \$115,883,000
GROSS SALES: \$267,102,000

OVERSEAS OFFICES: Australian Division: South Melbourne, Adelaide, Brisbane, Darwin, Deakin, Perth, Sydney, Sydney (Qadrant International Pty, joint venture). New Zealand: Wellington. European Division: Gouda (Netherlands), Brussels (Belgium), Eschborn-Sud (Germany), Basel (Switzerland), Middlesex (United Kingdom), and Paris (France).

KEYWORDS: Information technology (IT) consulting; Systems integration; Systems development; Outsourcing; IT architecture; GIS (Geographic Information Systems); Training.

PRODUCTS/SERVICES: Aside from offering consulting services, DMR also markets individual products:

DMR Productivity Plus: A systems development methodology now used by over 200 licensees world-wide.

P+ OnLine: A hypertext reference tool that uses the Microsoft Windows help facility to provide access to DMR Productivity Plus methodology.

P+Workbench/ILR for O/S2: A customized CASE environment that enables users of the DMR Productivity Plus and INTERSOLV's Excelerator II and LAN Repository (ILR) products to create deliverables specific to the methodology. The deliverable items are created by requesting objects from the ILR and merging them into a Microsoft Word document, both text and graphics.

The DMR Macroscope Product line: To be officially launched later this year. It is currently being beta tested in industry.

EXPORT MARKETS OF INTEREST: Eastern Europe, Japan, and Mexico.

RECENT SUCCESSES: In 1992, was awarded a multi-million dollar per year arrangement with United Airlines Inc. relation to the acquisition and deliver of the world's first integrated Engineering and Maintenance System (EMSYS) for distributing technology platforms. The contact involves the implementation of DMR Productivity Plus systems development methodology at United.

Qadrant is a consulting firm specializing in the integration and management of information systems for the air and rail transportation sectors.

In 1993, the Canadian Division was awarded the largest Geographic Information Systems in Canada.

DY 4 Systems Inc.

21 Fitzgerald Road
Nepean, Ontario
K2H 9J4

CONTACT: Mr. Garry Dool
V.P. Marketing
TEL: 613-596-9911
FAX: 613-596-0574

YEAR ESTABLISHED: 1979
PLANT SIZE: 40,000 square feet
AVERAGE WORK FORCE: 185

EXPORT SALES: \$38,012,000
GROSS SALES: \$38,149,000

OVERSEAS OFFICES: U.S., and U.K.

KEYWORDS: VMEbus computer hardware; VMEbus computer chassis; Open systems hardware; Air traffic control computers; Military VMEbus computers.

PRODUCTS/SERVICES: DY 4 is a manufacturer of VMEbus computers and chassis. DY 4 specializes in building products suited to harsh environment applications. The typical customer of DY 4 is a military or aerospace systems integrator. The infrastructure of DY 4 is oriented specifically to the needs of customers addressing military systems. DY 4 has a large product line which includes single board computers, communications controllers, local area network controllers, graphics controllers and various rugged chassis. DY 4 does not develop application software, but supports the development activities of its customers with operating system support, communications drivers, and other development tools. DY 4's products and services can address the specialized requirements of companies looking to build open standards based systems requiring an extra degree of reliability and immunity to harsh conditions.

EXPORT MARKETS OF INTEREST: Japan, Korea, Taiwan, Australia, European Economic Community, and U.S.A.

RECENT SUCCESSES: Unisys orders for close to 100 systems for various airports in the U.S., most recently for the Denver airport.

OF SPECIAL NOTE: Opening new office in Washington, D.C.

EBA Engineering Consultants Ltd.

14535-118 Avenue
Edmonton, Alberta
T5L 2M7

CONTACT: Mr. Leonard Dunn
Project Director
TEL: 403-451-2121
FAX: 403-454-5688

YEAR ESTABLISHED: 1966
AVERAGE WORK FORCE: 200

EXPORT SALES: \$2,000,000
GROSS SALES: \$14,000,000

OVERSEAS OFFICES: Moscow, Russia and Anchorage, Alaska, USA.

KEYWORDS: Pavement distress investigation and condition studies; Pavement bearing capacity and structural design; Asphalt concrete pavement investigation, analysis, design, and construction; Portland cement concrete pavement investigation, analysis, design, and construction; Runway, taxiway, and apron investigation and design; Permafrost thaw settlement investigation and analysis; Frost heave investigation and analysis; Air photo interpretation, terrain analysis/mapping and site selection; Granular resource investigation, inventory and analysis; Construction/contract administration; Construction cost estimating; Construction quality control testing (QC); Construction quality assurance testing (QA); Geotechnical site investigations; Field instrumentation; Laboratory testing; Ground penetration radar (GPR); Environmental site assessments; Environmental audits; Impact assessments; Risk analysis; Remediation strategies; Waste management; Decommissioning.

PRODUCTS/SERVICES: EBA Engineering Consultants Ltd. is a civil, geotechnical, environmental, and materials engineering consulting engineering company with a staff of approximately 200 located in 8 offices in Western Canada, Anchorage, Alaska, and Moscow, Russia. The primary services offered by EBA are civil and geotechnical engineering, geological engineering, environmental engineering, materials engineering, and quality control testing throughout the natural resources, industrial and urban development sectors including owners, operators, developers, architects, design engineers, contractors, and government authorities.

EXPORT MARKETS OF INTEREST: Eastern Europe, Western Europe, Mexico, Central/South America, China, Australasia, Southeast Asia, Africa/Middle East, and the United States.

OF SPECIAL NOTE: EBA has developed a RoadRadar™ system which uses a patent pending approach to determine ground penetrating radar signal velocities at each measuring point and then uses the measured velocity to determine the pavement layer thickness. The RoadRadar system therefore calibrates itself for changes in materials and/or changes in electrical properties within the materials. The RoadRadar system provides non-destructive subsurface information, pavement layer thickness measurements of plus/minus 5 percent, is self calibrating (no need for field cores), provides a continuous plot of pavement structure profile (for pavement management systems, or cold/hot in-place recycling), identifies and determines the extent of voids below the joints in Portland Cement Concrete pavements, assesses pavement layer homogeneity in new and old pavements, handles multiple layer thickness measurements to 2 metres, and automated data processing. Field survey speed is approximately 20km/hr.

ECE Group Ltd. (The)

205 Lesmill Road
Don Mills, Ontario
M3B 2V1

CONTACT: Mr. Gunnar Heissler
TEL: 416-449-1030
FAX: 416-449-2876

YEAR ESTABLISHED: 1955
AVERAGE WORK FORCE: 75

OVERSEAS OFFICES: Baltimore, Maryland, U.S.

KEYWORDS: Electrical consulting engineering; Mechanical consulting engineering; Fire/life safety; Energy management; Building automation; Communications systems, lighting systems; Security systems; Networking systems; Guidance systems; Commissioning and verification; Facilities programming; Master planning; De-icing systems; Storm water management; Surface water management.

PRODUCTS/SERVICES: The organization is employee-owned with a staff participation level of approximately 35%. The current staff contingent is 75 with 50% qualified professionals and staff specialists to support project teams in the fields of: engineering analyses, conceptual design, planning, management, energy analyses, materials evaluation, direct digital controls design, communications, security, documentation, training, commissioning.

Services offered in addition to design and construction supervision include: investigative work, research, and certification. Construction management, commissioning and building operations services are also provided through a wholly owned subsidiary company (BCUL).

EXPORT MARKETS OF INTEREST: U.S., Abu Dhabi, Aruba, Bahamas, Barbados, Bermuda, Bonaire, Cayman Islands, People's Republic of China, Cuba, Curacao, Dominica, Dominican Rep., Eastern Caribbean, Grenada, Guadeloupe, Haiti, Jamaica, Kuwait, Leeward and Windward Islands, Malaysia, Martinique, Puerto Rico, St. Lucia, St. Vincent, Trinidad-Tobago, Turks and Caicos, Virgin Islands.

RECENT SUCCESSES: Luxor Hotel and Casino Complex-Las Vegas, Nevada.

EGL Consultants, an American subsidiary firm of the ECE Group Ltd. is providing conceptual engineering for the life safety systems at this casino/hotel complex. This large complex, with a gross floor area of 2,000,000 sq.ft., has 2,600 rooms, 150,000 sq.ft. of casino space, and 100,000 sq.ft. for show and entertainment space. The Luxor Hotel Project, developed by Circus Circus has an atrium with an approximate volume of 25 million cubic feet, and is 250 feet high.

EGL provided a feasibility study for a fire and life safety system for the atrium structure. EGL services include the evaluation, design, and commissioning of life safety systems incorporating an innovative smoke control system using supply air jets around the perimeter to exploit natural stack effect, buoyancy, and windforces to achieve controlled air and smoke movement to the roof of the atrium. The system included exhaust fans located at the top of the building used to exhaust the smoke/air mixture. Controlled air movement was achieved by causing the mass to move in a counter-clockwise vortex. The system was tested and proven effective through the use of computer simulation.

Ecologistics International Limited

490 Dutton Drive
Suite A1
Waterloo, Ontario
N2L 6H7

CONTACT: Mr. David R. Cressman
President
TEL: 519-886-0520
FAX: 519-888-7864

YEAR ESTABLISHED: 1994
AVERAGE WORK FORCE: 30

GROSS SALES: \$1,800,000

OVERSEAS OFFICES: Two offices in the U.S. located in North Carolina, and West Lafayette, Indiana.

KEYWORDS: Airport environmental evaluations.

PRODUCTS/SERVICES: Ecologistics International Limited, established early in 1994 to serve clients in the international arena, is the international consulting arm of Ecologistics Limited. The parent firm, Ecologistics Limited is a Canadian company with 22 years of experience in environmental resource planning and development. As one of Ontario's first environmental planning firms, it has carried out more than 1500 assignments in the areas of environmental impact assessment, environmental and land use planning, biophysical resource analysis and environmental research.

The range of services offered in the environmental impact assessment field is comprehensive. The firm has been involved in the preparation of several Airport Environmental Evaluations. The activities undertaken for these projects involved the prediction and screening of impacts related to proposed airport construction, rehabilitation, upgrading and expansion, as well as the identification of appropriate mitigation measures, and the evaluation of net effects.

Services include: Assessment of impacts on significant wetland, aquatic and terrestrial ecosystems as a result of proposed airport construction, rehabilitation, upgrading or expansion. Studies of bird movements in the vicinity of proposed airports, including the implementation of monitoring programs and the recommendation of measures to control bird movements. Development of tree planting/removal plans, including recommendations for long-term woodlot management, and the use of suitable tree species with slow and low-growth forms. Preparation of complete environmental inventories including the analysis of relevant vegetation, wildlife, surface water, soil and land use characteristics adjacent to airport facilities or to proposed airport sites. Analysis of social and land use impacts resulting from airport related projects.

EXPORT MARKETS OF INTEREST: The Caribbean, Latin America, South and Southeast Asia, Eastern Europe, and China.

RECENT SUCCESSES: Undertook a joint venture with an engineering company to prepare environmental assessments for two airports in compliance with current federal regulatory requirements.

OF SPECIAL NOTE: Ecologistics International Limited uses a holistic and interdisciplinary approach to ensure that all aspects of the environment and all potential environmental impacts associated with development projects are addressed. Project experience includes: Oro-Barrie-Orillia Airport Initial Environmental Evaluation; Waterloo Wellington Initial Environmental Evaluation; Environmental Mitigation at the Sarnia Airport; Villeneuve Airport Impact; Wetland Study-Barrie Airport; Buttonville Airport; Hamilton Airport Tree Removal and Replacement Appraisal; Sarnia Airport Expansion.

Entreprises Julien Inc. (Les)

935 Lachance Street
Quebec City, Quebec
G1P 2H3

CONTACT: Mr. Francois Couture
Director of Marketing
TEL: 418-687-3630
FAX: 418-687-3993

YEAR ESTABLISHED: 1946
PLANT SIZE: 55,000 square feet
AVERAGE WORK FORCE: 160

EXPORT SALES: \$500,000
GROSS SALES: \$28,000,000

OVERSEAS OFFICES: Distributor in France.

KEYWORDS: Manufacturer and distributor of commercial kitchen equipment.

EXPORT MARKETS OF INTEREST: United States, France, and Mexico.

RECENT SUCCESSES: Intercontinental Hotel, Egypt.

OF SPECIAL NOTE: Manufacture of stainless steel products.

Epix Inc.

**1851 Sherbrooke Street East
Montreal, Quebec
H2K 4L5**

**CONTACT: Mr. Marc J. Gagnon
President
TEL: 514-522-3749
FAX: 514-522-1656**

**YEAR ESTABLISHED: 1971
PLANT SIZE: 6,000 square feet
AVERAGE WORK FORCE: 35**

**EXPORT SALES: \$800,000
GROSS SALES: \$4,000,000**

OVERSEAS OFFICES: U.S.

KEYWORDS: Airport maintenance specialist; Software developer.

PRODUCTS/SERVICES: Maintenance software (Micro, AS/400); Purchasing/stock software (Micro, AS/400); Maintenance consultant; Turnkey specialist; Training.

EXPORT MARKETS OF INTEREST: U.S., United Kingdom, and France.

RECENT SUCCESSES: Montreal Airports-Design of maintenance management system for both airports; Transport Commission Montreal (450 buses and garages)-Design, installation, training for Maintenance Management System.

OF SPECIAL NOTE: We offer full turnkey zero fault system to manage maintenance.

Equiconcept Inc.

2160 De Celles
Quebec City, Quebec
G2C 1X8

CONTACT: Mr. Marc Vaugeois
TEL: 418-847-5225
FAX: 418-847-5378

YEAR ESTABLISHED: 1963
PLANT SIZE: 30,000 square feet
AVERAGE WORK FORCE: 125

EXPORT SALES: \$3,000,000
GROSS SALES: \$15,000,000

OVERSEAS OFFICES: United States.

KEYWORDS: Transport of disabled persons.

PRODUCTS/SERVICES: Manually propelled and motorized wheelchairs.

EXPORT MARKETS OF INTEREST: United States, and Europe.

RECENT SUCCESSES: Acquisition of a firm in the same field.

European Distriport Inc.

81 Chartwell Road
Oakville, Ontario
L6J-3Z3

CONTACT: Mr. John H. Walker
Director
TEL: 905-849-1214
FAX: 905-849-4823

YEAR ESTABLISHED: 1994
AVERAGE WORK FORCE: 4

OVERSEAS OFFICES: Amsterdam, and Hong Kong.

KEYWORDS: Value-added logistics management and distribution; JIT.

PRODUCTS/SERVICES: The European Distriport is a new business in the field of logistics and distribution and is aimed at providing global companies who are strengthening their distribution and supply chain management systems and require reliable, just-in-time transport. In addition to storing goods, the European Distriport can provide, final assembly, packaging, labelling, repair, after-sales support, and computerized customs clearance.

EXPORT MARKETS OF INTEREST: European Union, and Pacific Rim.

RECENT SUCCESSES: The European Distriport is a joint venture of the Livingston Group Inc. and Mihaly International Canada Limited with a technical cooperation agreement with the KLM Cargo Service Center Group.

The European Distriport is a brand new organization building on the worldwide strengths of the above named organizations.

Evin Industries Ltd.

55 Mont-Royal Avenue West
#400
Montreal, Quebec
H2T 2S6

CONTACT: Mr. Richard Evin
President
TEL: 514-288-6233
FAX: 514-287-1554

YEAR ESTABLISHED: 1976
PLANT SIZE: 4,000 square feet
AVERAGE WORK FORCE: 15

KEYWORDS: Airport security and safety; Ramp personnel; Airport fire departments.

PRODUCTS/SERVICES: Outerwear products including garments made out of antistatic nylon, and waterproof breathable "Hiptex" and "Super Hiptex" taslanized nylon, and 100% cotton for arctic downfilled parkas.

We supply airlines with our nylon parkas used by their ramp personnel, including Continental Airlines, Atlanta Airlines, Midwest Express, and many others. We were the principal supplier for Eastern Airlines and Pan American World Airways for their entire systems. We have supplied American Airlines, and earlier British Airways.

In addition to airlines, we have supplied police and fire departments, directly or through licensees/distributors in Europe, USA, Australia, New Zealand, and Japan with garments that incorporate our "Evin Telescopic Sleeve" and "Evin Self Sizing Liner" inventions.

The "Telescopic Sleeve" invention (360 degree ball and socket construction at armhole), for freedom of movement and extended wear of the garment.

"Self Sizing Liner" system (multiple use with orange liner/jacket that provides perfect fit for all components, whether worn together or individually.)

Our waterproof breathable "Super Hiptex" jackets have now been adopted by the Vancouver Police Department for their force, as well as many other police and fire departments.

EXPORT MARKETS OF INTEREST: Since our specialized outerwear is suited for airlines/airports that require clothing for moderate cold and extreme cold, we are interested in promoting our products worldwide.

F.J. Reinders and Associates Canada Ltd.

201 County Court Boulevard
Suite 500
Brampton, Ontario
L6W 4L2

CONTACT: Mr. Christopher Solecki
President
TEL: 905-457-1618
FAX: 905-457-8852

YEAR ESTABLISHED: 1967
PLANT SIZE: 15,000 square feet
AVERAGE WORK FORCE: 35

EXPORT SALES: \$150,000
GROSS SALES: \$3,300,000

OVERSEAS OFFICES: Pan American Reinders, Inc. -Cocoa Beach, Florida, U.S.

KEYWORDS: Architecture and facilities engineering; Airport planning and Engineering; Air passenger and cargo terminals; Defence facilities design; Airfield design; Aircraft hangars; Equipment procurement/commissioning; Environmental engineering; Blast control design; Cold climate engineering.

PRODUCTS/SERVICES: F.J. Reinders and Associates Canada Limited offers multi-disciplinary consulting services in the areas of airport design, defence and aviation facilities engineering, marine and coastal works, architecture, planning, project management, civil, structural, mechanical, electrical and environmental engineering. Reinders has internationally recognized expertise in the design and construction of aircraft maintenance facilities. The company also has unique capabilities in cold climate (Arctic) engineering and with the design of blast control structures for defence and industrial application. Through the company's US affiliate, Pan American Reinders, professional services also include aircraft equipment provisioning and commissioning, security systems, aerospace record management and training/flight simulator facilities.

EXPORT MARKETS OF INTEREST: U.S., Middle East, Indonesia, Malaysia, and Caribbean.

RECENT SUCCESSES: Past projects with Dept. of National Defence, Boeing, Pratt and Whitney, U.S. Navy, NASA, Gulf Aircraft Maintenance Co. (GAMCO), Canadian Airlines International, Transport Canada, IAT, Federal Express, and First Air.

Fenco Maclaren Inc.

2235 Sheppard Avenue East
Atria North, Phase II
Willowdale, Ontario
M2J-5A6

CONTACT: Mr. Joti Chakraborty
Vice President
TEL: 416-756-2300
FAX: 416-756-2266

YEAR ESTABLISHED: 1953
AVERAGE WORK FORCE: 375

EXPORT SALES: \$8,000,000
GROSS SALES: \$28,000,000

PRODUCTS/SERVICES: Environmental planning and assessments; Facility audits and site decommissioning; Waste management; Earth sciences and hydrogeology; Air resources; Site route selection; Biological/ecological studies; Water resources.

General Engineering: Mechanical, electrical, building services; Energy system management; Commissioning; Project management; Civil site services; Industrial engineering.

Municipal: Municipal wastewater treatment; Industrial wastewater treatment; Wastewater collection; Water supply and distribution; Water treatment; Stormwater management; Infrastructure rehabilitation.

Transportation: Highway planning and design; Traffic management and control; Transit and rail planning design; Environmental assessment; Bridge planning, design, and rehabilitation; Highway illumination; Construction management; Transportation studies; Parking studies and facilities.

RECENT SUCCESSES: Hazardous Waste Disposal Site Audit and Cleanup, Ottawa International Airport; Akure Solid Waste Management Study (Ondo State, Nigeria); Lagos State Urban Renewal Board (Lagos, Nigeria); Assistance to Ukraine in Remediation of former ICBM Sites (Environment Canada).

Fenco Shawinigan Engineering Limited

5657 Spring Garden Road
Suite 200
Halifax, Nova Scotia
B3J 3R4

CONTACT: Mr. Marcel Aucoin
Vice President
TEL: 902-492-4544
FAX: 902-492-4540

YEAR ESTABLISHED: 1962
AVERAGE WORK FORCE: 75

EXPORT SALES: \$250,000
GROSS SALES: \$5,000,000

OVERSEAS OFFICES: Fenco Shawinigan as a division of SNC Lavalin Inc. uses the marketing offices of SNC Lavalin International which are located in Eastern and Western Europe, Southeast Asia, China, South America, and the United States.

KEYWORDS: Runway lighting control; Electrical power distribution and control.

PRODUCTS/SERVICES: Fenco Shawinigan is a multi-disciplined engineering and consulting firm with resources in electrical, mechanical, civil, and structural engineering. Fields of specialization: Civil, structural, mechanical, and electrical engineering; Highways, bridges, roadways, and parking facilities; Water distribution and treatment, sewage collection and treatment, electrical distribution, and lighting; Environmental audits, site assessments, hydrogeologic studies and remediation programs; Project management, construction management, procurement, and inspection quality control.

Fichten Soiferman, Architectes

3431 Drummond Street
Suite 300
Montreal, Quebec
H3G 1X6

CONTACT: Mr. Gerald Soiferman
Associate
TEL: 514-849-1277
FAX: 514-849-1200

YEAR ESTABLISHED: 1981
PLANT SIZE: 300 square metres
AVERAGE WORK FORCE: 12

GROSS SALES: \$1,200,000

KEYWORDS: Airport building architecture; Air terminals; Control towers; Flight information centres.

PRODUCTS/SERVICES: Feasibility studies; Capacity/demand analyses and simulations; Programming and planning; Operational studies for air terminals and auxiliary buildings; Building layout master plans; Building inspections and assessments; Architectural design; Construction plans and specifications; Supervision of construction work; Cost estimates and cost control; Consultant team co-ordination; Delivery schedule preparation and control; Life cycle analyses.

EXPORT MARKETS OF INTEREST: Central and South America, Eastern Europe, China, Africa, and the Middle East.

RECENT SUCCESSES: New control tower (Montreal International Airport, Dorval): Citation, Quebec Order of Architects; Aviation complex (Jean Lesage International Airport, Quebec City): Control tower and flight information centre; Expansion of passenger terminal (Jean Lesage International Airport, Quebec City); Transport Canada regional offices (Montreal International Airport, Dorval): Citation, Quebec Order of Architects; Eaton Centre, Montreal: 1st prize, Quebec Order of Architects.

OF SPECIAL NOTE: Fichten Soiferman Architectes is a general architecture firm that plays an active role in the field of airport planning and construction. The firm has contributed to the preparation of airport development master plans and the construction of airport buildings for the Canadian government and various foreign governments: Edmonton International Airport in Alberta, Grande-Prairie Airport, Montreal International Airports at Dorval and Mirabel, Jean-Lesage International Airport, Quebec City, Al Ain International Airport in the United Arab Emirates, Islamabad International Airport and 17 other airports in Pakistan, and Madeira International Airport in Portugal.

Fichten Soiferman Architectes' extensive experience also includes the design and construction of shopping centres, data processing centres and hospitals.

Flexibulb Plastics Inc.

9000 Boulevard Parent
P.O. Box 635
Trois-Rivières, Quebec
G9A-5J3

CONTACT: Mr. Pierre Tellier
President & General Manager
TEL: 819-374-9250
FAX: 819-374-5143

YEAR ESTABLISHED: 1970
PLANT SIZE: 28,000 square feet

KEYWORDS: Ground support equipment; Aircraft interior components; Manufacturing of certified aircraft products; Repair and Maintenance of certified aircraft products; Distribution of previously certified aircraft products.

PRODUCTS/SERVICES: Engine plugs; Window masks; Engine covers; Fairings; Baggage pins; Ceiling panels; Wall panels; Storage cabinets; Transparencies; Windshields; Covers; Guards; Galleys; Escutcheons; Partitions.

OF SPECIAL NOTE: Standards: AQAP 4; CSA Z-299-3; TC Certified Organization #39-93; MIL-45662A; MIL 1-45209A.

Associations: A.I.A.C., and N.B.A.A.

Fraser River Pile & Dredge Ltd.

1830 River Drive
New Westminster, B.C.
V3M 2A8

CONTACT: Mr. Leslie Jourdain
President and C.E.O.
TEL: 604-522-7971
FAX: 604-522-3249

YEAR ESTABLISHED: 1911
AVERAGE WORK FORCE: 100

GROSS SALES: \$30,000,000

OVERSEAS OFFICES: None at this time. However, we have explored the Far East (Hong Kong) and the Caribbean for projects requiring a marine/dredging component.

PRODUCTS/SERVICES: Our company is interested in pursuing construction projects with a marine component; ie. dredging, docks, wharves, ferry landings, pipelines, outfalls and water intakes. We are also interested in supplying our services as consultants to interested parties with the types of projects as indicated above.

EXPORT MARKETS OF INTEREST: Pacific Northwestern United States, Mexico, Central America, and the Far East.

RECENT SUCCESSES: We have been successful this year in obtaining a dredging contract in Mexico. We have an arrangement with Grupo Mexicano de Desarrollo, S.A. de C.V. (GMD) to joint venture projects which have dredging requirements.

Frink

777 Laurel Street
P.O. Box 3040
Cambridge, Ontario
N3H 4S3

CONTACT: Mr. Robert Kent
Product Specialist
TEL: 519-653-6234
FAX: 519-653-2527

YEAR ESTABLISHED: 1955
PLANT SIZE: 140,000 square feet
AVERAGE WORK FORCE: 110

EXPORT SALES: \$2,000,000
GROSS SALES: \$8,000,000

OVERSEAS OFFICES: United States.

KEYWORDS: Snow removal operations.

PRODUCTS/SERVICES: Our capability in this sector is with airport snow removal operations.

Frink is the leading supplier of airport related snow and ice clearance equipment in North America. We offer a full line of truck or loader mounted snow plows and spreaders to remove snow from runways, taxiways, ramp areas, and roadways.

EXPORT MARKETS OF INTEREST: We have an interest in supplying snow removal equipment to any airport worldwide.

Frontec

10035-105 Street
P.O. Box 2426
Edmonton, Alberta
T5J 2V6

CONTACT: Mr. Ian Hargrave
Vice President, Market Development
TEL: 403-420-7112
FAX: 403-420-3426

YEAR ESTABLISHED: 1986
AVERAGE WORK FORCE: 500

EXPORT SALES: \$10,000,000
GROSS SALES: \$100,000,000

OVERSEAS OFFICES: Anchorage, Alaska.

KEYWORDS: Air navigation services; Air traffic control; Weather observing and forecasting; Electronic equipment maintenance; Airside services; Groundside services; Crash fire rescue; Aircraft refuelling and marshalling; Freight and baggage handling; Transition management; Training.

PRODUCTS/SERVICES: FRONTEC provides technical operation and maintenance services for government and private industry, and offers a wide range of air navigation and airport services. FRONTEC operates and maintains several airports, including the provision of crash fire rescue: Providing airside and groundside operation and maintenance for a recently redeveloped military flight training facility/airport;

- Operating and maintaining 4 public airports, 9 privately operated airports and 32 airstrips in remote areas of Canada's north. The company also provides specialized maintenance services at several other northern airports and recently designed a training system for airport managers, airport operators and mechanics

- Operating and maintaining radar, communications, and airport electrical systems.

FRONTEC can provide the airspace management services and air navigation services as follows: Flight planning services; Communication services; UNICOM/Private advisory station services; Vehicle control services; Airport control service; Flight information service; and Terminal control service.

FRONTEC uses systems specialists with international air traffic control experience, both as operators and managers, in civilian and military environments. These air traffic control Tekes are operationally qualified in airport, terminal, and oceanic control (VFR and IFR). They are also qualified air traffic control trainers. FRONTEC has trained technicians who provide weather observation services using effective on-site quality control procedures. They also maintain the automatic weather recording equipment at 36 short-range radar sites across the Arctic.

FRONTEC staff bring almost four decades of transition management experience: Military to public operation; Civil to military operation; Municipal to federal; and Contractor to contractor. FRONTEC has managed numerous transitions, smoothly transferring operating control from previous contractors and from customer organizations on several projects. FRONTEC also provides its staff with training in all aspects of airport operations.

EXPORT MARKETS OF INTEREST: United States, Caribbean, Southeast Asia, China, and Mexico.

RECENT SUCCESSES: FRONTEC and its American joint venture partner were recently awarded the operation and maintenance contract for the Alaskan portion of the North American radar defence network (FRONTEC has operated in the Canadian portion since 1988). This contract includes the operation and maintenance of 10 airstrips.

G.F. Williamson & Associates (1988) Ltd.

124 Prince William Street
Saint John, New Brunswick
E2L 2B6

CONTACT: Mr. George Williamson
President
TEL: 506-634-7160
FAX: 506-634-8104

YEAR ESTABLISHED: 1975
AVERAGE WORK FORCE: 11

GROSS SALES: \$500,000

KEYWORDS: Project management; Structural engineering.

PRODUCTS/SERVICES: We provide all types of structural engineering services ie. foundations, superstructure, and investigation (structural failures, cracks, collapses).

EXPORT MARKETS OF INTEREST: United States.

RECENT SUCCESSES: Saint John Airport Control Tower (construction of \$ 2.5 million tower); Saint John Regional Exhibition Centre (construction of \$ 17 million exhibition centre); Chaleur Regional Civic Centre (construction of \$12 million multi-purpose centre); Bi-Capital Theatre Renovations (\$ 7 million renovations to existing theatre).

G.I. Russell And Company Ltd.

930 Sheldon Court
Burlington, Ontario
L7L 5K6

CONTACT: Mr. Gordon I. Russell
Principal
TEL: 905-634-5509
FAX: 905-333-4313

YEAR ESTABLISHED: 1956
AVERAGE WORK FORCE: 15

EXPORT SALES: \$500,000
GROSS SALES: \$2,500,000

PRODUCTS/SERVICES: Design, specifications, contract documentation for: Jet fuel storage and hydrant transfer line systems at airports and defence bases; Pipeline systems for natural gas, industrial liquids and gases, petroleum of allied products; Coordinated designs for electrical safety grounding complemented by cathodic isolation; Effective cathodic protection with annual surveillance for corrosion-free performance for all types of steel structures with surfaces exposed to naturally hostile electrolytes.

Other services offered: Short courses on safeguarding operations and preserving the integrity of fuelling facilities; Inspections to optimize safety and performance of pipeline and fuel transfer facilities; Select materials of construction for compatibility, endurance, and cost-effectiveness; Specifications and Q.A. inspections of substrates and protective coating applications; Audit surveys to design retrofits and aim to certify corrosion is uniformly prevented; Cathodic protection effectiveness surveys for steel containments to ensure the polarized surface potential is an optimum-designs are based on several decades of corrosion-free performance since 1947 for thousands of miles of gas and oil pipelines and other steel structures, including wharves, offshore pipelines, ships' hulls, elevated and on-grade water tanks, petroleum tank bottoms, et al.; Coordinated surveys to design systems to migrate induced A.C. and stray D.C. interferences; Corrosion condition surveys of atmospherically exposed steel reinforced concrete structures; Corrosion damage and failure analyses and/or applied research in association with the Corrosion Laboratory at The Institute for Materials Research, McMaster University.

RECENT SUCCESSES: Design of jet fuel storage and hydrant transfer line systems; Design and inspection to retrofit equipment and/or upgrade pipeline systems; Electrical interference mitigation and corrosion prevention.

Gartner Lee International Inc.

140 Renfrew Drive
Suite 102
Markham, Ontario
L3R 6B3

CONTACT: Mr. Paul J. Manley
Director of International Operations
TEL: 905-477-8400
FAX: 905-477-1456

YEAR ESTABLISHED: 1972
AVERAGE WORK FORCE: 90

OVERSEAS OFFICES:

105 Main Street, Niagara Falls, New York, 14303. Tel: (716) 285-5448 Fax: (716) 285-8275

KEYWORDS: Service Areas: Project management; Site selection and environmental approvals; Environmental impact assessment; Environmental management planning; Environmental audits; Waste reduction and management; Remediation of contaminated sites; Solid waste management; Hazardous waste management; Water quality assessments; Sustainable development planning; Environmental and ecosystem planning; Social impact analysis; Economic analysis; Geographic information system implementation; Communications and public consultation; Noise and air pollution assessments.

Environmental Disciplines: Environmental planners; Ecologists; Geochemists; Hydrogeologists; Hydrologists; Geotechnical engineers; Chemical engineers; Environmental engineers; Geological engineers; Geophysicists; Water resource engineers; Geologists; Terrestrial biologists; Aquatic biologist; Environmental economists. Client Service Areas: Ecological planning; Waste management; Site selection; Environmental impact assessments; Monitoring; Facility development; Property assessments and audits; Remediation and cleanup services. Specialized Services: Ground water investigations; Surface water studies; Aggregate and resource management; Environmental geotechnique; Environmental geophysical techniques; Biological inventories; Fisheries assessments.

EXPORT MARKETS OF INTEREST: United States, Southeast Asia, the Middle East.

RECENT SUCCESSES: Gore Bay Airport Water Supply and Distribution System (Manitoulin Island, Ontario: Transport Canada); Ottawa International Airport Glycol Investigation (Ottawa, Ontario: Transport Canada); Hydrogeological Exploration and Pump Testing (Ottawa International Airport: Transport Canada); Ecosystem and Land Use Sensitivity Analysis of Future Development at 5 Toronto Area Airports: Transport Canada; Preparation of Digital GIS File For Southern Ontario Area Airport Study: Public Works Canada; Pearson International Airport Runway Expansion Project-Aquatic Habitat and Fisheries Compensation Mississauga, Ontario: Public Works Canada/Transport Canada; Development of Backup Well-Kapusksing Airport (Kapusksing, Ontario: Transport Canada); Environmental Audit of Shoreline Adjacent to Canadian Forces Base Trenton and Airport-Natural Environmental Assessment (Trenton, Ontario: Department of National Defence); Gull/Aircraft Interaction Study-Huronia Airport (Simcoe County, Ontario: North Simcoe Waste Management Association); Nuisance Bird Impact Assessment of Aikens Road Landfill on Nearby Airport Operations (Belleville, Ontario: Quinte Sanitation Services Ltd.); Review of Aviation Impact Assessment of a Proposed Regional Waste Management Facility on Nearby Airport Operations in the Greater Toronto Area (York Region: Various stakeholders); Aviation Impact Assessment of Proposed Landfill Siting (Guelph, Ontario: City of Guelph); Terrain Evaluation of Pickering Airport Lands for Proposed Development (Pickering, Ontario: Public Works Canada); Environmental Site Assessment of Pickering Airport Lands for Proposed Development (Pickering, Ontario: Public Works Canada); Impacts of Effluents from Airport Fire Training Exercises-Pearson International Airport, Ontario (Mississauga, Ontario: Transport Canada c/o Pollutech Limited).

Gendron Lefebvre Inc.

1 Place Laval
Suite 200
Laval, Quebec
H7N 1A1

CONTACT: Mr. Denis Guindon
Director of Marketing
TEL: 514-384-1260
FAX: 514-629-8737

YEAR ESTABLISHED: 1958
PLANT SIZE: 37,345 square feet
AVERAGE WORK FORCE: 125

EXPORT SALES: \$419,067
GROSS SALES: \$10,271,474

OVERSEAS OFFICES: Africa: Burkina Faso, Ouagadougou and P. Cameroun: Yaound, Douala. Ivory Coast: Abidjan. Gabon: Libreville. Madagascar: Antananarivo. Mali: Bamako. Morocco:

Rabat, Niger, Niamey. Central African Republic: Bangui, Senegal, Dakar. Tanzania: Dar-es-Salaam, and Morogo. Zambia: Lusaka. Zaire: Kinshasha. Zimbabwe: Harare. South America: Colombia: Bogota, Ecuador, Quito. Venezuela: Caracas. Asia: Vietnam, Ho Chi Minh City. Indonesia: Jakarta, Singapore. Eastern Europe: Poland, Warsaw.

KEYWORDS: Engineering; Surveying; Geomatics; Construction project management.

PRODUCTS/SERVICES: Urban engineering: Municipal infrastructures, master plans for sewage and water supply systems, storm sewer runoff systems, digital simulations and spillover studies for combined sewage systems, drinking water treatment plants, groundwater supply wells, wastewater treatment plants, pumping stations, sludge management and upgrading. Transportation engineering: High way corridor and route studies, preliminary projects, supervision of construction work, inspection and evaluation of roads, bridges, tunnels, viaducts, highway rehabilitation systems and programs, airport infrastructures, traffic surveys and studies, economic studies, urban transport plans, feasibility studies, gas pipeline construction studies. Building engineering and management: Feasibility studies, design and supervision, estimates and planning, cost and delivery schedule control, project accounting, co-ordination and supervision of work, conformity analyses, rehabilitation, maintenance programs, energy saving, inspection and evaluation of buildings and systems, instrumentation and control, lighting and plumbing, fire protection, air conditioning, ventilation and heating, power supply and distribution, structural analyses, logistics and telemetering. Geomatics: Surveys, mapping and conversion, engineering surveying, satellite positioning, photogrammetric control, aerotriangulation, ground digital modelling, digital mapping, thematic mapping, automatic tracing, laboratory reproduction, digimetry, optical scanning, conversion and updating, geographic information systems (GIS) and technological development, consultation, training, feasibility studies, cost/benefit analyses, inventories of existing data, data base modelling, preparation of applications and systems specifications, installation, integration and conversion of systems, cartographic videodisc. Land surveying: Boundary lines, volumetrics, land registration operations, landmark placement.

Geo-Engineering (M.S.T) Ltd.

1915 - 32 Avenue N.E.
Suite #9
Calgary, Alberta
T2E 7C8

CONTACT: Mr. M. Stepanek
President
TEL: 403-250-8850
FAX: 403-291-0186

YEAR ESTABLISHED: 1984
AVERAGE WORK FORCE: 5

EXPORT SALES: \$75,000
GROSS SALES: \$1,000,000

KEYWORDS: Engineering geology; Terrain analysis; Geotechnical engineering; Foundation engineering; Pavement design.

PRODUCTS/SERVICES: Geotechnical engineering and engineering geology consulting services, involving: feasibility studies, preliminary investigations, detailed analysis and design studies and construction/operation inspection services.

EXPORT MARKETS OF INTEREST: Primary interest in Central/South America, U.S., and Mexico. Secondary interest in Western and Eastern Europe, China, Australasia and Southeast Asia.

Géophysique GPR International Inc.

2545 Delorimier Street
Longueuil, Quebec
J4K 3P7

CONTACT: Mr. Michel Gariépy
V.P. International Development
TEL: 514-679-2400
FAX: 514-521-4128

YEAR ESTABLISHED: 1974
PLANT SIZE: 6,000 square metres
AVERAGE WORK FORCE: 45

EXPORT SALES: \$800,000
GROSS SALES: \$4,000,000

OVERSEAS OFFICES: United States (Boston), France (Meylan), and Zimbabwe (Harare).

KEYWORDS: Non-intrusive expert assessment of oil-contaminated sites; Non-intrusive geophysical profiling of rock; Detection of underground lines and other obstacles by means of georadar; Detection of zones of weakness or faults in rocks.

PRODUCTS/SERVICES: Expert assessment of soils, using seismic, magnetic and electromagnetic methods, prior to construction or rehabilitation of airport runways or infrastructure elements. Soil contamination investigation.

EXPORT MARKETS OF INTEREST: Southeast Asia, Mexico, and South America.

RECENT SUCCESSES: Expert assessments of concrete slabs and detection of underground lines at a number of airports in Canada. Tracking of contamination plumes after oil spills.

OF SPECIAL NOTE: The geophysical methods used by our professional staff members provide customers and contractors with accurate data for the preparation of specifications and estimates.

Giffels Associates Limited

**30 International Boulevard
Rexdale, Ontario
M9W 5P3**

**CONTACT: Mr. Edward King
Vice-President
TEL: 416-675-5950
FAX: 416-675-4620**

**YEAR ESTABLISHED: 1949
AVERAGE WORK FORCE: 240**

**EXPORT SALES: \$1,000,000
GROSS SALES: \$21,000,000**

OVERSEAS OFFICES: Prourba, Prague.

KEYWORDS: Airport terminal building design; Hangar and maintenance building design; Runway, taxiway, and apron design.

PRODUCTS/SERVICES: Project management, turnkey architecture, and engineering.

EXPORT MARKETS OF INTEREST: Eastern Europe, China, Southeast Asia, and Russia.

Godfrey Aerospace Inc.

70 Hymus Boulevard
Pointe-Claire, Quebec
H9R 1C9

CONTACT: Mr. A. Dale Hunt
Executive Vice President
TEL: 514-426-4300 ext. 202
FAX: 514-426-3499

YEAR ESTABLISHED: 1947
PLANT SIZE: 110,000 square feet
AVERAGE WORK FORCE: 120

EXPORT SALES: \$1,400,000
GROSS SALES: \$11,870,000

OVERSEAS OFFICES: United States, with sales agents in Malaysia, and the Netherlands.

KEYWORDS: Aircraft galley inserts; Ground support equipment; Repair and overhaul.

PRODUCTS/SERVICES: In-flight trash compactors; Brewmaster™ beverage makers; Generator sets; Ground power units; Hydraulic power units; Cabin pressure testers; Repair and overhaul services for military and commercial aircraft components and support equipment.

EXPORT MARKETS OF INTEREST: All foreign markets are of interest.

RECENT SUCCESSES: First order received from Royal Malaysian Air Force for hydraulic fluid dispensers and test carts in June 1994.

OF SPECIAL NOTE: Generator sets, ground power units, cabin pressure testers, hydraulic test stands and other types of ground support equipment have significant appeal for foreign customers. New line of galley inserts (trash compactors, beverage makers) have been developed specifically for export markets.

Golder Associates Ltd.

2550 Argentia Road
Suite 213
Mississauga, Ontario
L5N 5R1

CONTACT: Mr. John M. Boyd
President
TEL: 905-819-0600
FAX: 905-819-9922

YEAR ESTABLISHED: 1960
AVERAGE WORK FORCE: 450

EXPORT SALES: \$1,600,000
GROSS SALES: \$33,000,000

OVERSEAS OFFICES: United States: Anchorage, Alaska; Atlanta, Georgia; Buffalo, New York; Chicago, Illinois; Denver, Colorado; Houston, Texas; Idaho Falls, Idaho; Jacksonville, Florida; Manchester, New Hampshire; Mt. Laurel, New Jersey; Oakland, California; Pittsburgh, Pennsylvania; Portland, Oregon; Richland, Washington; Seattle, Washington. Australia: Adelaide, Brisbane, Cairns, Maroochydore, Melbourne, Perth, Sydney, Western Sydney, Wollongong. United Kingdom: Maidenhead, Nottingham. Sweden: Gothenburg, Uppsala. Italy: Turin. Germany: Celle. Hungary: Ostrom. Fiji: Suva.

KEYWORDS: Geotechnical engineering (including permafrost engineering); Materials engineering; Environmental management; Environmental restoration; Environmental and socio-economic assessments; Surface and underground mining geotechnics (aggregate search, QA/QC); Surface and ground water management; Project management and quality assurance.

PRODUCTS/SERVICES: Golder Associates' capabilities/services include: Geotechnical engineering (including permafrost engineering), materials engineering, environmental management, environmental restoration, environmental and socio-economic assessments, surface and underground mining geotechnics (aggregate search, QA/QC), surface and ground water management, project management, and quality assurance.

EXPORT MARKETS OF INTEREST: Worldwide.

RECENT SUCCESSES: Golder Associates is carrying out detailed evaluations of all the airside pavements at Norman Manley International Airport (NMIA) in Kingston, Jamaica, W.I. The purpose of the investigation was to assess the present condition and performance of the airside pavements in order to come up with cost effective and practical rehabilitation recommendations for the pavement upgrading. Most of the airport was constructed on reclaimed land using hydraulic fill in the 1950's. Ongoing problems with the pavements are being experienced particularly on the parallel taxiway requiring a high level of maintenance and periodic closures. Preliminary pavement evaluations were previously performed by Golder Associates in 1986 and 1989 on selected portions of the airside pavements at both the NMIA in Kingston and Sangster International Airport in Montego Bay, Jamaica.

OF SPECIAL NOTE: Golder Associates is an international group of consulting companies providing comprehensive geotechnical engineering and environmental services. Founded in Canada in 1960, Golder Associates has become one of the world's largest and most trusted specialist consulting firms, with over 1,300 employees in offices throughout Canada, the United States, Europe, and Australia. Golder Associates Ltd. is the Canadian operating company. As specialists in soil, rock, water, waste, biological and socio-economic sciences, we apply our expertise to civil engineering, construction, mining, energy, and environmental projects. Over two-thirds of our staff are qualified professionals and technicians, and more than 40% of them share in the pride of ownership of the company. We are a people oriented company with a strong corporate and personal commitment to responding effectively and efficiently to client needs.

Graeme & Murray Consultants Ltd.

1137 Yates Street
Victoria, B.C.
V8V 3N1

CONTACT: Mr. Andrew J. Rushforth
Chief Structural Engineer
TEL: 604-388-9161
FAX: 604-382-0514

YEAR ESTABLISHED: 1972
PLANT SIZE: 5,200 square feet
AVERAGE WORK FORCE: 40

GROSS SALES: \$2,800,000

KEYWORDS: Site topographical surveys; Compound design; Site drainage design; Parking lot design; Maintenance facility design.

PRODUCTS/SERVICES: Structural analysis and design, highway and bridge design, municipal engineering, coastal engineering, route location, feasibility studies, surveying, project management, and construction supervision.

EXPORT MARKETS OF INTEREST: U.S.A.

RECENT SUCCESSES: Maintenance Vehicle Equipment Compound, Victoria International Airport, Victoria, B.C.: A 4000m² fenced materials and maintenance vehicle storage compound. Civil works included site topographical survey, compound design, site grading and drainage design, and construction supervision. Client: Public Works Canada. Port Hardy Airport, Vancouver Island Drainage Upgrading: Topographical survey and detail design of land drainage upgrading for the Airport. Client: Department of Transport. Missile Maintenance Test Facility, C.F.B. Esquimalt/C.F.A.D. Rocky Point: Adaptation of existing design being constructed at Bedford, Halifax. Civil works required complete new design of underground utilities, site access, parking and barricades. Client: Department of Transport. Officers' Mess and Quarters, C.F.B. Esquimalt: A new Officers' Mess and quarters complex situated on a prominent rocky site overlooking the Juan de Fuca straights. Client: Department of National Defence. Kennametal Ltd., Victoria, B.C.: A 4000m² fence materials and maintenance vehicle storage compound. Civil works included site topographical survey, compound design, site grading and drainage design and construction supervision. Client: Kennametal Ltd. 3PPCL1 Maintenance Facility, C.F.B. Esquimalt: A vehicle and maintenance workshop for light armoured vehicles. Civil design covered site grading, parking, access, and servicing requirements. Graeme & Murray Consultants Ltd. were also responsible for the topographical surveying for this project. Client: Department of National Defence. Coldwater Lakes Highways Maintenance Establishment-Coquihalla Highway: This project was an extensive development comprising a residential bunk house, trailer park, salt shed, gas bar, five-bay vehicle storage shed, and a large eight-bay vehicle maintenance and office building. We understand this facility was build for less than the construction budget established by the British Columbia Buildings Corporation (B.C.B.C.). Dease Lake Highways Maintenance Building: This project comprised eight maintenance bays and offices. The project was designed and constructed in an eight month period being completed by December 1990 for use in that current winter period. This required a very intense design development and construction drawing stage. Rose Prairie Highways Maintenance Building: This project consists of two maintenance bays, a storage bay with mezzanine and a single story office section. This project was designed, constructed and occupied in a six month period. As per the Dease Lake facility, the design, construction, and administration was carried out. Yahk Highways Maintenance Building: This project consists of two maintenance bays, a storage bay with mezzanine and a single story office section. This project was designed, constructed, and occupied in a six month period.

Griffiths Rankin Cook Architects

47 Clarence Street
Suite 401
Ottawa, Ontario
K1N 9K1

CONTACT: Mr. Alex Rankin
Partner
TEL: 613-241-8203
FAX: 613-241-4180

YEAR ESTABLISHED: 1985
PLANT SIZE: 4,000 square feet
AVERAGE WORK FORCE: 18

GROSS SALES: \$2,217,514

KEYWORDS: Architect; Interior design; Urban design; Feasibility studies; Planning; Construction contract administration; Heritage restoration; Project management; Space planning; Working drawings and specifications; Maintenance and operation manuals; Furniture design.

PRODUCTS/SERVICES: Griffiths Rankin Cook Architects is a diversified practice offering a comprehensive range of architectural services. The practice is built upon a solid foundation of successful work in Ottawa and abroad. The firm is able to offer: Site investigations, architectural design, interior design, urban planning, construction administration and commissioning of a finished building; Commitment to work in close cooperation with our clients, to ensure full participation in the development of the project; Extensive experience of project and construction management and design build, as well as standard construction contracts and tendering; Demonstrated ability to work within budgets and schedules; Value engineering and management; Commissioning and post construction operative manuals; Capacity to assume the direction of large scale urban design, architectural and master planning projects; State-of-the-art expertise in the design of the modern work place environment, including high levels of security and electronic data management; Extensive experience of a wide range of projects including heritage restoration, renovation, and projects which require a particular sensitivity to context.

Griffiths Rankin Cook Architects has a broad portfolio of work including educational, commercial, institutional, residential, military, diplomatic, health care and computer facilities. Much of this work has been recognized with awards, publication, and many have been commissioned by repeat clients.

EXPORT MARKETS OF INTEREST: United States, France, Western Europe, Mexico, South America, United Kingdom, Germany, Eastern Europe, Central America, Japan, Southeast Asia, Africa, Middle East, Australasia, and China.

RECENT SUCCESSES: A series of projects at Rideau Hall including both administrative and ceremonial areas, and reconstruction of the Tent Room (1985-Present); Several projects for the British High Commission to Canada undertaken in our role as the commission's appointed architect in the National Capital Region; Design and construction of several state-of-the-art computerized operations centres integrating audio/video/tele-communication technologies including two for Canada Post, Systemhouse, Ontario Investment Services, and Algonquin College; Master development plan for the Canada Guest House at 7 Rideau Gate; Regimental headquarters facilities for the Department of National Defence totalling \$ 55 million; Design awards for projects including two Ontario Association of Architects Awards of Excellence (1992, 1991), the Canadian Architect Magazine Award of Excellence (1988), City of Ottawa Architectural Conservation Award (1993), Canadian Parks and Recreation Association Facility Excellence Award (1992), Ottawa-Carleton Home Builders Association Design Excellence Award (1992, 1986), Canadian Wood Council Award of Merit (1990) and the Association of Registered Interior Designers of Ontario Gold Award (1989), Silver Award (1988); First place entry in the Place Jacques Cartier International Urban Design Ideas Competition in Old Montreal; One of nine finalists in a major international design competition for Grand Buildings at Trafalgar Square, London, England;

OF SPECIAL NOTE: We are registered to practice in Ontario, Quebec and throughout the European Economic Community and are able to form alliances with registered architects in other regions; Experience with construction projects in developing regions and have the ability to manage the logistics for getting projects built to high Canadian standards; Extensive experience in administering and working in the various "turn-key" methods by which complex international projects are managed. Extensive experience in the design of diplomatic facilities including consulates, embassies and official residences; Experience in the design of high security facilities; Extensive experience in the design of educational facilities at all levels; Able to provide services in both of Canada's official languages. Design, documentation, and administration of construction of the Natural Resources College in Malawi, Africa, a project funded by the Canadian International Development Agency; Design and full construction documentation of the new Embassy of the Kingdom of Saudi Arabia in Ottawa which is yet to be constructed.

Groupe Axor Inc.

1950 Sherbrooke Street West
Montreal, Quebec
H3H 1E7

CONTACT: Mr. Henri-Paul Martel
Vice-President
TEL: 514-846-4000
FAX: 514-846-4020

YEAR ESTABLISHED: 1972
AVERAGE WORK FORCE: 270

EXPORT SALES: \$1,000,000
GROSS SALES: \$65,000,000

OVERSEAS OFFICES: At present the firm has partners in Romania, Burkina Faso, and Vietnam.

KEYWORDS: Airport buildings: Mechanical and electrical engineering; Structures; Services. Airport infrastructure: Civil engineering; Runways; Aprons; Access roads; New construction; Expansions; Renovations; Rehabilitation.

PRODUCTS/SERVICES: Preliminary and location studies, plans, specifications, project and construction management.

EXPORT MARKETS OF INTEREST: Asia, Mexico, and Africa.

RECENT SUCCESSES: In Canada, the firm has handled many airport-related projects. Working under contracts with Canadair, our teams have built service buildings, administration buildings, hangars, preflight shops and plants at Dorval, and Mirabel Airports. All these projects have involved the access roads and outdoor facilities required for aircraft assembly and trial flights, especially as regards Canadair's Regional Jet.

Groupe Axor personnel have also participated in the construction of airports in northern regions that are not accessible overland (Northern Quebec and the Northwest Territories) and in Antigua and Saint Lucia.

Groupe Axor has repeatedly had occasion to direct joint ventures, both large and small. For example, a 10-company consortium under Axor's management is currently working on a major aspect of Hydro Quebec's energy efficiency program for municipalities and industrial customers. Our staff members have worked in this way with firms specializing in the environment, architecture, and specialized equipment, and with other engineering firms which possess exceptional expertise in a particular area or are located in the vicinity of the project site. This has enabled our staff to acquire the skills required for multi-disciplinary teamwork and management.

OF SPECIAL NOTE: Groupe Axor is a firm staffed by competent persons whose experience with varied conditions is a substantial asset when it comes to international projects. Furthermore, the firm's expertise in a large number of fields enables it to offer a full range of services in all areas of engineering and project management. Civil engineering services, especially those relating to municipalities (water supply systems, sewage systems etc.), fit well into airport-related projects.

Henning F. Rasmussen

R.R. #1
Westerose, Alberta
TOC 2V0

CONTACT: Mr. Henning F. Rasmussen
Consulting Civil Engineer
TEL: 403-586-2753
FAX: 403-586-2753

YEAR ESTABLISHED: 1983
AVERAGE WORK FORCE: 2

GROSS SALES: \$50,000

KEYWORDS: Runways; Taxiways; Aircraft parking aprons; Car parking lots; Access roads; Drainage.

PRODUCTS/SERVICES: Planning, design, feasibility studies, construction management, and maintenance management.

EXPORT MARKETS OF INTEREST: Russia, Eastern Europe, Africa, Middle East, Southeast Asia, China, and Central and South America.

RECENT SUCCESSES: Inuvik airport expansion: design, construction management of taxiways, aircraft parking aprons, car park, drainage in permafrost conditions. La Ronge airport: design, construction management of expansion to existing airport facilities.

OF SPECIAL NOTE: Construction in permafrost, cold climates.

Henotex (1981) Inc.

1625 Chabanel West
Suite 483
Montreal, Quebec
H4N 2S7

CONTACT: Mr. André Henault
President
TEL: 514-382-6120
FAX: 514-383-6523

YEAR ESTABLISHED: 1972
PLANT SIZE: 1,250 square feet

KEYWORDS: Airport security and safety.

PRODUCTS/SERVICES: Manufacturer of metal detector (hand-held). Since 1976, Henotex has manufactured a metal detector called LYMPS. In January 1994, the company introduced its new metal detector called OMNI.

With the OMNI, a 9 volt Alkaline battery generates more than 100 hours of normal (airport) operation. Its ergonomic casing, its protected sensitivity control and momentary "on/off" switch, its audio and visual (LED) alarms and its long OMNIdirectional detection probe allowing a rapid search for ferrous and non-ferrous metal objects, make the OMNI the metal detector of the year 2000.

Our products have been used in more than 80 countries at airports, embassies, penal institutions, court houses, customs, security companies, nuclear power houses, etc.

EXPORT MARKETS OF INTEREST: Worldwide.

Hewitt Equipment Limited

5001 Trans-Canada Highway
Pointe-Claire, Quebec
H9R 1B8

CONTACT: Mr. Guy Sanscartier
General Sales Manager-Energy
TEL: 514-426-5222
FAX: 514-426-5224

YEAR ESTABLISHED: 1952
AVERAGE WORK FORCE: 800

EXPORT SALES: \$7,000,000
GROSS SALES: \$225,000,000

KEYWORDS: Auxiliary energy supply for emergency support systems.

PRODUCTS/SERVICES: Design and manufacture of: Diesel or gasoline-powered generators, standard or custom-built, power range 40 to 5500 kW, 50 or 60 Hz.; Control panels and electrical switchgear; Distribution panels (up to 34.5 kV, 1000 MVA).

EXPORT MARKETS OF INTEREST: South America, the Caribbean, the United Kingdom, Africa, and the Middle East.

RECENT SUCCESSES: Supplied generators and electrical switchgear for the following airports: Jubail, Saudi Arabia-ICAO, Maldivé Islands-Nassau, Bahama Islands.

OF SPECIAL NOTE: Caterpillar dealer. Hewitt possesses an ISO 9002, ZZ99.3-certified, internationally recognized quality control program. Hewitt possesses a number of advantages: a product of superior quality, a professionally analyzed price structure, long experience in the international marketplace, and a solid reputation for professionalism and competence in meeting its customer's requirements, while also providing after-sale service of unchallenged excellence through Caterpillar's international network of agencies.

Hickling Corporation

350 Sparks Street
6th Floor
Ottawa, Ontario
K1R 7S8

CONTACT: Mr. Brian A. Waters
Partner in Charge, International
TEL: 613-237-2220
FAX: 613-237-7347

YEAR ESTABLISHED: 1973
AVERAGE WORK FORCE: 50

EXPORT SALES: \$2,000,000
GROSS SALES: \$4,000,000

OVERSEAS OFFICES:

Washington:
8270 Georgia Avenue
Suite 1005
Silver Spring, Maryland
USA 20910

Jakarta:
D. Deziel
c/o BAPPENAS TAP 41 PMU
Tamman Suropati No.2
Jakarta Pusat
Indonesia

KEYWORDS: Airport planning; Airport financial analysis; Aviation forecasting; Aviation and airport costing; Airport revenue analysis; Aviation cost benefit analysis.

PRODUCTS/SERVICES: Computerized packages for air passenger forecasting, air traffic forecasting, cost benefit analysis, and risk analysis.

Drawing from expertise in areas of transportation, engineering, economics, operations research and systems analysis, Hickling has developed some of the finest capabilities in airport and aviation cost-benefit analyses, airport finance, fees and charges, demand forecasting, airport capacity analysis, and aircraft and passenger delay appraisal.

EXPORT MARKETS OF INTEREST: Asia, Africa, and Eastern Europe.

RECENT SUCCESSES: Cost-benefit and adequacy analyses of airport expansion alternatives for Vancouver, Lester B. Pearson, Minneapolis/St. Paul and Thunder Bay Airports; Economic impact of Lester B. Pearson International Airport (LBPIA); Cost-benefit analysis of alternative microwave landing system (MLS) transition strategies and the radar modernization program (RAMP); Assessment of the capability of North American airports to raise investment capital in the municipal bond markets; Estimation of flow control user benefits from the Canadian Automated Air Traffic System (CAATS); Optimizing airport parking pricing policy; Forecasting revenues of Canadian Airports; Forecasting concession revenues for LBPIA; Development of 20 year demand forecasts of Canada's air navigation system (ANS); Economic analysis in support of the Airports Privatization Task Force; Economic impact of "Open Skies"; Development of Cost Recovery Model for Airports in Indonesia.

HN Engineering Inc.

300-1160 Douglas Road
Burnaby, B.C.
V5C 4Z6

CONTACT: Mr. Bruce W. Granholm
Vice President of Marketing
TEL: 604-294-3401
FAX: 604-299-6712

YEAR ESTABLISHED: 1980
PLANT SIZE: 1,380 square feet
AVERAGE WORK FORCE: 10

EXPORT SALES: \$200,000
GROSS SALES: \$800,000

KEYWORDS: Transmission systems engineering; Telephony systems engineering; Data communications; Broadcast systems engineering; Vessel traffic management systems (radar); Electromagnetic interference studies (EMI); Computer aided mobile dispatch systems; Supervisory control and data acquisition (SCADA).

PRODUCTS/SERVICES: Design systems and produce specifications, evaluate tenders, recommend suppliers, negotiate and award contracts, supervise construction. Provide contract/temporary technical assistance in engineering, provide project management and support in dealing with regulatory bodies (DOC/CRTC). Conduct field surveys, undertake market research, and provide training courses in various telecommunication fields. Provide engineering economic studies, budgetary cost estimates, and determine cost effectiveness. Define problems and provide solutions.

EXPORT MARKETS OF INTEREST: U.S.A., South America, Asia, and Eastern Europe.

RECENT SUCCESSES: A telecommunications consulting study in Southern Africa assisting ten developing countries to improve their telecommunication networks, thereby reducing their dependency on South Africa.

Hughes Aircraft of Canada Limited

13951 Bridgeport Road
Richmond, B.C.
V6V 1J6

CONTACT: Mr. Ho Yee Low
Operations Manager, New Bus. Development
TEL: 604-279-5618
FAX: 604-279-5795

YEAR ESTABLISHED: 1989

OVERSEAS OFFICES: Los Angeles, Brussels, London, Helsinki, Bonn, Rome, Madrid, Moscow, Scotland, Sydney, Beijing, Hong Kong, Tokyo, Seoul, Kuala Lumpur, Singapore, Taipei, Jakarta, New Delhi, Rio de Janeiro, Mexico City, Sao Paulo, Riyadh, Kuwait, and Kenya.

PRODUCTS/SERVICES: Hughes Canada was established in 1989, as a wholly-owned subsidiary of Hughes Aircraft Company, which is a unit of GM Hughes Electronics. Backed by almost six decades of aerospace expertise, Hughes Canada is developing new services and products in the areas of airspace management, geographic information, radar, and acoustical and optical technologies.

The Systems Division of Hughes Canada, located in Richmond, British Columbia, is extending the outstanding Hughes record of achievement in air traffic control systems. Using the expertise of its team of scientific, engineering, and air traffic control specialists, the Systems Division designs and produces the world's most advanced commercial air traffic control systems. Systems Division has the corporate mandate to produce and sell commercial air traffic control systems internationally.

Systems Division is currently developing the Canadian Automated Air Traffic System (CAATS) for Transport Canada. Upon completion, CAATS will be the world's most advanced air traffic control system. To meet the CAATS challenge, Systems Division is delivering an advanced, highly-automated, air traffic control data processing, and display system. This system will integrate Transport Canada's systems and services nationwide. In addition, the system will modernize the tools that Canadian controllers use, by providing a full range of automated air traffic control functions, including flight pattern assurance and conflict probe. These advanced features will substantially improve air traffic control in areas of non-radar coverage.

Upon completion, CAATS will enable air traffic controllers to operate more efficiently at increased levels of traffic while maintaining safety.

RECENT SUCCESSES: Systems Division has also won contracts for the ADAPT program in Switzerland and the Military Automated Air Traffic System for Canada (MAATS).

Hutchinson Industries

20 Alness Street
North York, Ontario
M3J 3H4

CONTACT: Mr. Joe De Simone
Operations Manager
TEL: 416-661-9330
FAX: 416-661-9165

YEAR ESTABLISHED: 1918
PLANT SIZE: 55,000 square feet
AVERAGE WORK FORCE: 70

EXPORT SALES: \$1,200,000
GROSS SALES: \$8,000,000

OVERSEAS OFFICES: Only in the U.S.A. via a network of distributors who have an exclusive on our product line.

KEYWORDS: Original equipment manufacturer (O.E.M.); Truck body builders; Fin installers; D.O.T. certified "U-stamped" A.S.M.E. shop; Qualified to CSA CAN3-Z299.4-85 and AQAP-4.

PRODUCTS/SERVICES: Produce and manufacture airport mobile refuellers, hydrant servicers, and refuelling cabinets. We also handle oil/gas tank trucks, trailers, and lube oil units.

EXPORT MARKETS OF INTEREST: Have established sales in the U.S. and occasional sales in Africa through middle contacts. We are interested in developing contacts in Mexico and Western Europe.

RECENT SUCCESSES: As a sub-contractor to Trenton Works Inc. of Trenton, Nova Scotia, we manufactured 38 tanks for use as the world's only combat refuellers for the Canadian D.N.D. Half of these are currently in use in Bosnia.

OF SPECIAL NOTE: We have facilities for painting, lining, sandblasting, and metallizing.

IBI Group

230 Richmond Street West
5th Floor
Toronto, Ontario
M5V 1V6

CONTACT: Mr. Lee S. Sims
Director
TEL: 416-596-1930
FAX: 416-596-0644

YEAR ESTABLISHED: 1974
AVERAGE WORK FORCE: 240

EXPORT SALES: \$2,000,000
GROSS SALES: \$22,000,000

OVERSEAS OFFICES: Glasgow; Monaco; Boston, Massachusetts; Irvine, California.

KEYWORDS: Airport planning; Master planning; Terminal planning; Project management.

PRODUCTS/SERVICES: Airport planning, master planning, terminal planning, and project management.

EXPORT MARKETS OF INTEREST: U.S., U.K., Latin America, and China.

RECENT SUCCESSES: Calgary Airport Master Plan.

OF SPECIAL NOTE: Integration with Urban Systems.

Ilco Unican Incorporated

7301 Decarie Boulevard
Montreal, Quebec
H4P 2G7

CONTACT: Mr. Christopher Beames
International Sales Manager
TEL: 514-735-5411
FAX: 514-735-1393

YEAR ESTABLISHED: 1964
PLANT SIZE: 260,000 square feet (2 plants)
AVERAGE WORK FORCE: 650

EXPORT SALES: \$12,000,000
GROSS SALES: \$120,000,000

OVERSEAS OFFICES: Osaka, Japan; Sydney, Australia; Colfosco, Italy; Mexico City, Mexico; London, U.K.; Paris, France; Geneva, Switzerland; Johannesburg, South Africa.

KEYWORDS: Access controls for all commercial facilities including airports.

PRODUCTS/SERVICES: Electronic and mechanical access control for all commercial facilities including airports.

EXPORT MARKETS OF INTEREST: All markets.

RECENT SUCCESSES: Have installed a mag-stripe card operated electronic lock system, comprising 300 locks on the USS Constellation-our first military installation.

We have made pilot installations of our electronic locks in the United Nations Building in New York and in the Kodak Research Laboratories in Rochester, New York.

Air France have selected our electronic lock system for their facilities at C.DeG airport in Paris.

OF SPECIAL NOTE: One of the world's leading manufacturers of electronic hotel locks, Unican have now developed a commercial version of this lock. This electronic commercial lock is a PC driven "stand alone" lock which reads a magnetic stripe card, provides multi-door access control including a detailed audit capacity on the PC and at the locks.

Industrial Tires Limited

3161 Wharton Way
Mississauga, Ontario
L4X 2B7

CONTACT: Mr. Robert Knapper
Export Director
TEL: 905-625-2525
FAX: 905-625-1277

YEAR ESTABLISHED: 1958
PLANT SIZE: 100,000 square feet
AVERAGE WORK FORCE: 130

EXPORT SALES: \$25,000,000
GROSS SALES: \$32,000,000

OVERSEAS OFFICES: Mexico, United Kingdom, France, China, and Japan.

PRODUCTS/SERVICES: ITL is a world leader in the manufacture and marketing of non-pneumatic tires for material handling and ground support equipment, i.e. specifically ITL is a leading supplier of non-pneumatic tires for baggage carts and container dollies at OEM and the replacement market.

The XCELL tire is a patented technology developed over the past four years and an approach that has been widely accepted by major airlines, worldwide.

EXPORT MARKETS OF INTEREST: ITL would be interested in developing additional distribution in Europe and the Asia/Pacific region.

RECENT SUCCESSES: In June 1994, ITL finalized agreements to install the first world-class manufacturing plant in China. A 250,000 unit program, including injection moulding technique, will be in operation April 1995. The plant, located in Yantai, Shandong Province, will have a capability of manufacturing non-pneumatic tires for ground handling equipment.

Infrastructure Systems Ltd.

**#100 - 5008 86th Street
Edmonton, Alberta
T6E 5S2**

**CONTACT: Mr. R.P. Wozniak
President
TEL: 403-466-9000
FAX: 403-469-5683**

**YEAR ESTABLISHED: 1987
AVERAGE WORK FORCE: 40**

GROSS SALES: \$4,000,000

KEYWORDS: Runway; Taxiway; Apron design and construction supervision; Airport access; Circulation and parking studies; Parking structures, design, and construction supervision.

PRODUCTS/SERVICES: Engineering services from feasibility studies to construction supervision.

EXPORT MARKETS OF INTEREST: U.S., Mexico, and Central America.

RECENT SUCCESSES: Alliance formed with Mexican Consulting Engineering firm.

OF SPECIAL NOTE: Geographic information systems in relation to airport infrastructure.

Intelcan Technosystems Inc.

69 Auriga Drive
Nepean, Ontario
K2E 7Z2

CONTACT: Mr. Mark Whittall
Manager, Business Development
TEL: 613-228-1150
FAX: 613-228-1149

YEAR ESTABLISHED: 1973
PLANT SIZE: 15,000 square feet
AVERAGE WORK FORCE: 35

EXPORT SALES: \$8,000,000

OVERSEAS OFFICES: Caribbean, and subsidiary in Cyprus.

KEYWORDS: Civil aviation; Air traffic control; Telecommunications; Data communications; Power generation; Control; Audio; Security; Alarm; Telephone; PA systems; AFTN; FIDS; VCCS; ATIS; AWOS; WEFAX; Nav aids; Avionics.

PRODUCTS/SERVICES: Solar power systems, AFTN Automated Message Switch, data communication networks, air traffic control consoles, telecommunication systems, communications control systems, flight data processing system, airport terminal buildings, meteorological systems, and flight information display systems.

EXPORT MARKETS OF INTEREST: Romania, Africa, Cuba, Mexico, China, South America, and Middle East.

RECENT SUCCESSES: AFTN message handling system for International Airport in Cape Verde (1994); Air traffic control system for Roberts Flight Information Region in West Africa (1994); Design and supply of new Airport Terminal in Cayo Largo, Cuba; Design and supply of new Airport Terminal in Holguin, Cuba; Design and supply of new Airport Terminal in Camaguey, Cuba; Design and supply of Aircraft Fuel Distribution System, Veradero; Design and supply of country-wide AFTN and SITA, Automated Message Switching System for Cuba; ATC Towers at Veradero, Cayo Largo, Camaguey, and Holguin.

OF SPECIAL NOTE: Intelcan Technosystems has the technical expertise to deliver high quality products, systems, and services. Cooperation is the key to success. Feasibility studies and system engineering are often conducted jointly with the end-user. Training is available in-factory and on-site. Customers are invited to work with Intelcan's engineers and technicians during installation to ensure maximum transfer of technology.

J.P. Braaksma & Associates Ltd.

1101 Prince of Wales Drive
Suite 285
Ottawa, Ontario
K2C 3W7

CONTACT: Dr. John P. Braaksma
President
TEL: 613-723-1264
FAX: 613-723-2653

YEAR ESTABLISHED: 1984
PLANT SIZE: 1,000 square feet
AVERAGE WORK FORCE: 6

GROSS SALES: \$300,000

KEYWORDS: Airport planning; Traffic forecasting; Site selection; Master planning; Air terminal concept development; Air terminal layout planning; Pedestrian circulation analysis; Information and signage; Curb design; Parking facility planning; Airport access; Traffic engineering; Transportation planning; Urban planning; Land use planning; Computer simulation.

PRODUCTS/SERVICES: Consulting engineering and planning services for the planning and design of airports and their facilities. Transportation engineering services for the integration of airports into the urban transportation network. Conducting of seminars on the planning and design of airports and terminals.

EXPORT MARKETS OF INTEREST: United States, Caribbean, Mexico, Brazil, Middle East, Southeast Asia, and China.

RECENT SUCCESSES: Produced innovative layouts for government inspection services at Mirabel Airport, Montreal, 1994; Produced innovative parking lot designs and circulation roads for Halifax International Airport, 1994; Produced innovative terminal concepts for surplus hangars at Macdonald Cartier International Airport, Ottawa, 1994.

OF SPECIAL NOTE: The president of J.P. Braaksma & Associates Ltd., is also a professor of civil engineering at Carleton University, Ottawa. He teaches courses in urban planning, transportation planning, traffic engineering, airport planning, and terminal design. Due to this background, the firm offers courses and seminars in airport planning, and terminal design.

JMA Engineering International Inc.

**#201 - 927 Granville Sreet
Vancouver, B.C.
V6Z 1L3**

**CONTACT: Mr. John Ma
President
TEL: 604-669-9028
FAX: 604-669-9028**

**YEAR ESTABLISHED: 1990
PLANT SIZE: 2,000 square feet
AVERAGE WORK FORCE: 12**

**EXPORT SALES: \$20,000
GROSS SALES: \$700,000**

OVERSEAS OFFICES: United States: San Francisco, Los Angeles, and Walnut Creek. All offices in California. Taiwan: Associated office in Taipei.

KEYWORDS: Airport civil and structural design; Electrical and mechanical design.

PRODUCTS/SERVICES: Consulting engineering in civil, structural, electrical, and mechanical engineering.

EXPORT MARKETS OF INTEREST: China, Taiwan, and United States.

RECENT SUCCESSES: Infrastructure design in Taiwan; Various consulting assignments in United States; Presently working on a housing development in Beijing.

OF SPECIAL NOTE: Staff have completed various projects in Taiwan and Hong Kong. Company has staff that speaks various dialects of Chinese including Mandarin, Cantonese, and Chiu Chow.

John Emery Geotechnical Engineering Ltd.

#1, 109 Woodbine Downs Boulevard
Etobicoke, Ontario
M9W 6Y1

CONTACT: Mr. David K. Hein
Principal Pavement Engineer
TEL: 416-213-1060
FAX: 416-213-1070

YEAR ESTABLISHED: 1980
AVERAGE WORK FORCE: 30

EXPORT SALES: \$100,000
GROSS SALES: \$2,500,000

OVERSEAS OFFICES: The company provides specialized pavement and materials engineering testing and services through both the parent company and our association with the Dynatest international group of companies.

PRODUCTS/SERVICES: Dynatest High Capacity Falling Weight Deflectometer pavement deflection testing for airfields and roadways. Pavement profile and cross sections with Dipstick pavement profiling device. Windows based pavement management system development and implementation. Specializing in waste by-product use and specialty asphalt mixes such as asphalt rubber, stone mastic, micro-surfacing etc.

EXPORT MARKETS OF INTEREST: Airport pavement structural capacity analysis through rapid air deployment of high capacity Falling Weight Deflectometer for airports anywhere in the world.

Recent expansion into engineering projects in Central America, Caribbean, Southeast Asia, and Europe through alliances with international engineering firms.

JSI Systems Engineering

99 Michael Cowpland Drive
Kanata, Ontario
K3M 1X3

CONTACT: Mr. Mark Murray
Systems Engineer
TEL: 613-591-5910
FAX: 613-591-5969

YEAR ESTABLISHED: 1979
AVERAGE WORK FORCE: 40

OVERSEAS OFFICES:
16049 Comprint Circle
Gaithersburg, MD
20877
USA

KEYWORDS: Airport security systems engineering; Airport security consultants.

PRODUCTS/SERVICES: The Systems Engineering Division specializes in the design and specification of sophisticated security and telecommunications systems. Our background includes such diverse applications as military air bases, civilian air terminals, correctional facilities, government buildings, corporate headquarters, residential, and industrial complexes. We do not manufacture for or represent firms who supply equipment in this field thus ensuring an unbiased assessment of the security requirements. JSI has built a reputation for excellence over the last 15 years. Our particular strength is the unique mix of professional engineering and risk management skills which allows us to put forward both "procedural" as well as "electronic" solutions to security problems. We provide a complete "cradle to grave" range of services including: threat & risk assessments, security audits, procurement specifications, contract administration, and on-site commissioning.

EXPORT MARKETS OF INTEREST: Any international market.

RECENT SUCCESSES: Toronto Terminal 3; Toronto Terminal 3 (Satellite); Thunder Bay air terminal building.

Kembur Engineering Consultants Limited

625 Beverly Street
Suite 212
Thunder Bay, Ontario
P7B 6E3

CONTACT: Mr. Walter Buryniuk
President
TEL: 807-344-3952
FAX: 807-344-3952

YEAR ESTABLISHED: 1960

EXPORT SALES: \$10,000
GROSS SALES: \$500,000

OVERSEAS OFFICES: Hong Kong, and Singapore.

KEYWORDS: Representing financial institutions from Southeast Asia offering loans for developing projects such as infrastructure and industrial, and commercial buildings.

PRODUCTS/SERVICES: Management services in connection with loans to clients.

EXPORT MARKETS OF INTEREST: North American and Southeast Asia.

RECENT SUCCESSES: A Singapore firm has appointed Kembur Engineering Consultants Limited to be their representative for the North American market.

OF SPECIAL NOTE: The loans offered have very attractive terms for repayment.

KGS Group

**3227 Roblin Boulevard
Winnipeg, Manitoba
R3R 0C2**

**CONTACT: Mr. Bert Smith
Chief Geotechnical Engineer
TEL: 204-896-1209
FAX: 204-896-0754**

**YEAR ESTABLISHED: 1986
AVERAGE WORK FORCE: 40**

GROSS SALES: \$3,000,000

KEYWORDS: Consultant; Environment; Audits; Investigation; Remediation; Hydrocarbon; Groundwater.

PRODUCTS/SERVICES: Environmental consulting engineers; Environmental audit; Site investigations and remediation; Groundwater supply; Hydrocarbon contamination; Risk assessment.

EXPORT MARKETS OF INTEREST: Bermuda, Caribbean, and Mexico.

RECENT SUCCESSES: Association established with Irwin Adderly Associates, Bermuda.

Kilborn Engineering & Construction Ltd.

2200 Lake Shore Blvd. West
Toronto, Ontario
M8V 1A4

CONTACT: Mr. J. Calwell
V.P., Business Development
TEL: 416-252-5311
FAX: 416-231-5356

YEAR ESTABLISHED: 1947
AVERAGE WORK FORCE: 700

EXPORT SALES: \$20,628,000
GROSS SALES: \$60,156,000

OVERSEAS OFFICES: Beijing, China; Englewood, Colorado, USA; Jakarta, Indonesia; Santiago, Chile; Belo Horizonte, Brazil; Lima, Peru.

PRODUCTS/SERVICES: Integrated engineering; Procurement; Management and construction services are provided including: Preliminary engineering; Planning and feasibility studies; Project management; Process design; Detailed engineering and equipment specifications; Purchasing, expediting, and inspection; Scheduling, estimating, and cost control; Urban planning and architectural design; Construction specifications, contract administration, construction management, and start-up assistance; Advisory services in research, appraisals and evaluation.

The Kilborn Group also provides in-house computer services for design and management applications, including computer-aided-design/drafting utilizing the Intergraph and AutoCad systems and Datamine, mine planning and design.

RECENT SUCCESSES: Overall management of an environmental audit involving site assessment, regulatory review and environmental management systems review for the Calgary International Airport; Canadian Imperial Bank of Commerce-Vancouver International Airport Upgrade; Campbell Red Lake Mines Ltd.-Detour Lake Project, Detour Lake, Ontario; DuPont of Canada Exploration Ltd.-Baker Lake Project, Sturdee River Valley, BC; British Newfoundland Exploration Ltd.-Kitts/Michelin Uranium Project, Labrador; McIntyre Mines Limited-Smoky River Coal Project, Smoky River, Alberta.

Kilborn have carried out a number of projects for Transport Canada and our past experience has familiarized us with the operating procedures, personnel and standards expected by Transport Canada. Having worked at various airport sites, we know the importance of operating safely and securely groundside and airside. Our experience includes: Transport Canada, Airports Authority Group (Professional & Technical Services-Vancouver International Airport); Canadian Aviation Safety Board-Terrace Airport; Transport Canada, Airport Authorities Group-Wiarton Airport AMMS; Grant McConachie Street Lighting-Vancouver International Airport.

Lab-Volt Limited

4555 Metropolitan East
Suite 202
Montreal, Quebec
H1R 1Z4

CONTACT: Mr. Jean-Louis Leblanc
Vice-President
TEL: 514-376-2121
FAX: 514-376-4272

YEAR ESTABLISHED: 1969
PLANT SIZE: 32,000 square feet
AVERAGE WORK FORCE: 140

GROSS SALES: \$20,000,000

KEYWORDS: Analog and digital telecommunications training system; Radar training system; Electronic warfare; Microwave training system; Electricity/electronics computer-aided training system; Electric power training system; Hydraulics training; Servo-systems and military applications.

PRODUCTS/SERVICES: Lab-Volt Ltd. is primarily involved in the design and manufacture of vocational/educational training systems in the areas of: Electronics (analog/digital), electric power, telecommunications, radar, microprocessors/computers, hydraulics/pneumatics, controls/servosystems, refrigeration/air conditioning, process control. Equipment is available in two configurations: traditional hands-on manual-based mode of instruction of hands-on computer-based training (CBT). Student's manuals available in english, french or spanish reinforce concepts, applications, and troubleshooting techniques. Lab-Volt programs fit specific technology training requirements for a diversified range of military systems. For example, Lab-Volt radar training system permits safe demonstrations of military specific electronic warfare applications to be investigated in real time.

OF SPECIAL NOTE: Customers include the Military (Canadian Armed Forces and Navy, USA Air Force, Navy, and Army, French Air Force (Rochefort), British Royal Navy and Air Force, Royal Australian Air Force and Army, Royal Saudi Air Force, Chilean Navy, Pakistan Navy, Singapore Air Force, Taiwan Air Force, International Civil Aviation Organization Training Schools, International Telecommunications Union Training Centres, Ministries of Education, Ministries of Labour, Universities, Technical Training Centres, Vocational Schools, and Colleges.

Larden Muniak Consulting Inc.

2490 Bloor Street West
Toronto, Ontario
M6S 1R4

CONTACT: Mr. Leszek Muniak
Principal
TEL: 416-762-3808
FAX: 416-762-7746

YEAR ESTABLISHED: 1989
AVERAGE WORK FORCE: 8

EXPORT SALES: \$30,000
GROSS SALES: \$330,000

KEYWORDS: Fire protection; Building code consulting; Life safety; Barrier-free design; Energy code compliance; Computer simulations; building audits; Exiting analysis; Evacuation procedures; Alarm systems; Fuel spill protection; Fire fighting access; Fire and smoke control.

PRODUCTS/SERVICES: Larden Muniak Consulting Inc. has the specialized knowledge of operations and the technical experience that are imperative for the specific design and extensive planning required in airport terminal analysis, expansions or renovations. The highly qualified team at Larden Muniak Consulting Inc., renowned for extensive knowledge and sound resource base, provides dedicated assistance for all clients. Whether it is the concern of a small business wanting to implement a barrier-free environment for an employee; or a major project such as an international airport, we specialize in providing practical solutions for both new and existing buildings. Larden Muniak Consulting is able to provide complete analysis and advice on life safety, fire protection, energy audits, barrier-free design, and other Building-code related issues. Membership of regional and national Building Code committees has strengthened the base for the development of guidelines and consultation in these highly complex technical areas, locally and internationally. Larden Muniak Consulting Inc. offers services for a specific project or on a general consulting basis. The firm is able to assist with conceptual design, design, development, and continue through the completion of construction. The firm's innovative solutions enables projects to express distinctive design characteristics without compromising life safety. Our experience enables designs to meet society's safety and environmental expectations.

EXPORT MARKETS OF INTEREST: United States, Germany, other Eastern European countries, and Southeast Asia.

RECENT SUCCESSES: The following projects reflect the diversity of our experience and the capabilities which our firm possesses. **LESTER B. PEARSON INTERNATIONAL AIRPORT** (Toronto, Ontario, Canada) Completed a fire and life safety study of ten buildings at the busiest airport in Canada. These buildings included Terminal 1 and 2, Control Tower, ATC Building, Administration Building, Main Power House, Taxi Building and several structures containing aircraft tracking and guidance equipment. This study resulted in major life and fire safety recommendations for the upgrade of the existing conditions and negotiation of the recommendations with Labour Canada and Transport Canada. The project included work on: Exiting analysis from public and secure areas of terminal buildings; Structural fire protection; Development of evacuation procedures; Analysis of fuel spill protection and suggested upgrades; Fire suppression and smoke control in critical buildings such as Terminal 1 and 2, ATC, and Control Tower. **WINNIPEG AIR TERMINAL** (Winnipeg, Manitoba, Canada) Building Code and fire protection analysis of existing and proposed structures for achieving required life safety upon completion of the project as well as during the two year period of construction and phasing. **AIR TERMINAL BUILDING RENOVATION** (Regina, Saskatchewan, Canada) Building Code and fire protection consulting for complete project and construction phasing. Specific problems related to aircraft refuelling and fuel drainage in close proximity to Air Terminal Building. **LAGUNA DEL SAUCE INTERNATIONAL AIRPORT** (Uruguay) The Laguna del Sauce International Airport will be a privately operated aerodrome with a service capacity of three 737 aircraft. Our involvement with this project was to undertake a general life safety review of the terminal drawings for fire and life safety concerns. Since Uruguay does not have an official building code, the National Building Code of Canada and applicable National Fire Protection Association standards formed the basis for the review.

Linetech Equipment Inc.

6045 Progress Street
Niagara Falls, Ontario
L2E 6X8

CONTACT: Mr. Peter Di Lalla
President
TEL: 905-356-3254
FAX: 905-356-3258

YEAR ESTABLISHED: 1979
AVERAGE WORK FORCE: 9

EXPORT SALES: \$175,000
GROSS SALES: \$1,365,000

KEYWORDS: Line striping; Line painting; Runway painting; Airport striping; Road marking equipment.

PRODUCTS/SERVICES: Linetech Equipment is a manufacturer of line striping equipment. We have been designing and building large centreline strippers for the municipal and contractor markets since 1981.

We manufacture line striping equipment of various shapes and sizes, from small hand push machines to large highway centreliners.

Major product differentiation comes from a process which begins with innovative design parameters heavily stressing ease of operation, minimal maintenance and quick repair, all of which result in highly efficient equipment. We also custom design units to meet specific customer requirements.

Line striping equipment for all applications from parking lots to super highways, hand push machines, skid-mounted units which fit on the back of small trucks, airport striping units, and full truck-mounted strippers.

EXPORT MARKETS OF INTEREST: USA, Asia, Mexico, and South America.

RECENT SUCCESSES: Have designed, built, and shipped mid-size units specifically for China and West Africa contractors.

Litton Systems Canada Limited

25 City View Drive
Etobicoke, Ontario
M9W 5A7

CONTACT: Mr. Peter Barr
Marketing Manager
TEL: 416-249-1231
FAX: 416-246-2955

YEAR ESTABLISHED: 1960
PLANT SIZE: 700,000 square feet
AVERAGE WORK FORCE: 1100

EXPORT SALES: \$154,000,000
GROSS SALES: \$192,000,000

OVERSEAS OFFICES: U.S.A, and U.K. with agents in Japan, Thailand, Indonesia, Malaysia, Korea, India, Pakistan, and Chile.

KEYWORDS: Flight inspection system; Flight inspection console; Flight calibration; Flight checking; Automatic flight inspection system; Semi-automatic flight inspection system.

PRODUCTS/SERVICES: In the airport-related products and services sector, Litton is a supplier of flight inspection systems. These systems are used by civil and military agencies in many countries around the world to conduct regular checks on the navigation aids (radio beacons and landing systems) used by aircraft. The equipment is installed in a specially modified aircraft and usually comprises a console and an associated equipment rack. Various models of flight inspection systems are available to suit the technical and budgetary requirements of different countries. Many countries, especially the more developed ones, run their own flight calibration service; other countries subscribe to a flight inspection service operated by a third party.

Litton can supply the following goods and services: Fully integrated flight inspection systems/consolas; Automatic, semi-automatic and portable; Flight inspection equipment for integration by customers; Training in operation, maintenance, and procedures; Spares and ground support equipment; Field engineering support.

We are also interested in becoming involved in the trend towards privatizing flight inspection operations in some countries. In this case, private contractors are setting up flight inspection services to serve customers in their own and other countries.

Contract values typically range from US \$ 1 million up, depending on the number of systems involved and the amount of associated spares, test equipment, and other services procured. To date, the largest sale has amounted to about US \$ 35 million (to the Japanese Air Self Defence Force).

EXPORT MARKETS OF INTEREST: All countries. Particular countries which are of current interest are: South Korea, Hong Kong, Japan, Thailand, Indonesia, the U.K., Australia, India, Pakistan, Chile, the Czech Republic, plus other Eastern European countries, Russia, South Africa, the Middle East, and Central and South America.

RECENT SUCCESSES: Litton developed its flight inspection capability in conjunction with Transport Canada which continues to support this product line. Other major contracts have been with the U.K. Ministry of Defence, the Japanese Air Self Defence Force, and most recently, the Indonesian Directorate General of Air Communications. Sales have also been made to the Netherlands, China, Taiwan, Thailand, and South Africa.

LNS Systems Inc.

3003 Etingin Street
Ville St-Laurent, Quebec
H4S 1Y7

CONTACT: Mr. George N. Sinoyannis
Executive Vice-President
TEL: 514-337-7221
FAX: 514-337-6684

YEAR ESTABLISHED: 1971
AVERAGE WORK FORCE: 30

EXPORT SALES: \$6,000,000
GROSS SALES: \$6,500,000

PRODUCTS/SERVICES: The primary business activities of LNS are the design and manufacture of mobile, fixed and transportable air traffic control tower systems, automated air traffic/air defence control systems, mobile runway lighting systems, and fixed, mobile and transportable radio spectrum monitoring facilities.

LNS systems are designed and equipped for low, medium, and high density air traffic needs. LNS also refurbishes outdated ATC VCRs (Visual Control Rooms), equipment rooms, and ACC centres using proprietary consoles and communications switching systems. Capable of integrating other equipment into LNS's design, either new or existing.

OF SPECIAL NOTE: To keep pace with today's advances in automation, LNS is enhancing its product portfolio with a series of automated systems that are part of our own Airspace 2000 ATC program which is specifically tailored for lower volume ATC.

Our Integrated Logistics Support (ILS) program is specifically designed to provide after sales support programs of factory and on-site training, spares, and documentation.

Since the inception of the company in 1971 LNS has installed an excess of 225 systems in over 25 countries worldwide.

LVM Tech Inc.

**1200 St-Martin Boulevard West
Laval, Quebec
H7S 2E4**

**CONTACT: Mr. André Dion
President
TEL: 514-384-7970
FAX: 514-668-5532**

**YEAR ESTABLISHED: 1961
PLANT SIZE: 1,500 square metres
AVERAGE WORK FORCE: 150**

**EXPORT SALES: \$500,000
GROSS SALES: \$10,000,000**

OVERSEAS OFFICES: Bangkok.

KEYWORDS: Quality control; Geotechnic studies; Quality assurance; Materials engineering.

PRODUCTS/SERVICES: LVM Tech Inc. was founded in 1961. It offers a full range of services in the fields of materials engineering, quality assurance, and industrial expediting, especially civil engineering-related work such as airports, roads, dams, buildings, bridges, and viaducts. In addition, the firm specializes in the development of quality assurance programs related to manufacturing and construction operations. The services it provides include all types of studies in the environmental field, such as contaminated land assessment, impact studies, environmental review and rehabilitation work monitoring.

EXPORT MARKETS OF INTEREST: Thailand, Vietnam, China, Africa, and the Middle East.

RECENT SUCCESSES: Opening of an office in Thailand in the context of a joint venture with Chula Unisearch in the field of materials engineering and quality assurance.

Macdonald Dettwiler & Associates Ltd.

13800 Commerce Parkway
Richmond, B.C.
V6V 2J3

CONTACT: Mr. David Talmor
Manager, Business Development
TEL: 604-278-3411
FAX: 604-278-2533

YEAR ESTABLISHED: 1969
PLANT SIZE: 200,000 square feet
AVERAGE WORK FORCE: 725

EXPORT SALES: \$37,135,000
GROSS SALES: \$101,417,000

OVERSEAS OFFICES: London, U.K.; Sydney, Australia; Kuala Lumpur, Malaysia; Boulder, USA.

KEYWORDS: Systems engineering; Software engineering; Systems integration; Systems automation; Automated aeronautical information services (AIS) systems; Aviation consulting services; Air traffic management/control (ATM/ATC) system software.

PRODUCTS/SERVICES: Products include: NOTAM office automation, MET product management, flight plan management, integrated briefings, ATM services, AFTN/CIDIN interface, ATIS/VOLMET interface, and electronic publications services.

Services include: Systems engineering, training services, commissioning services, and aviation domain studies.

EXPORT MARKETS OF INTEREST: Europe, China, Southeast Asia, Australia, Africa/Middle East, Central/South America.

RECENT SUCCESSES: Subcontract with Hughes to supply software and systems engineering for the Canadian Automated Air Traffic Control System (CAATS) to Transport Canada.

Prime contract in 1993 with the Belgian Regie der Luchtweegen/Regie des Voies Aeriennes (RLW/RVA) for the Belgian National AIS System Centre (BNASC).

Subcontract with Raytheon in 1993 for the supply of the Automated Self-Briefing System (ASBS) for Bombay and Delhi for the Indian Civil Aviation Authority.

Prime contract in 1992 with the Norwegian Civil Aviation Authority for the Norwegian Aeronautical Information System (NAIS).

Prime contract in 1989 with the Australian Civil Aviation Authority for the National Aeronautical Information Processing System (NAIPS).

OF SPECIAL NOTE: MacDonalD Dettwiler is currently the world's leading supplier of automated AIS systems both embedded and stand-alone. The embedded AIS systems form an integral part of an Air Traffic Control system and provide AIS support services to Air Traffic Controllers, briefing staff and pilots. Our stand-alone AIS systems provides nationwide automated AIS support services for international and national NOTAM office staff, MET, and NOTAM briefing office staff, pilots, and airlines.

MADVAC

677 Giffard Street
Longueuil, Quebec
J4G-1Y3

CONTACT: Mr. Alan Charky
Marketing Advisor
TEL: 514-670-0200
FAX: 514-670-0299

YEAR ESTABLISHED: 1986
AVERAGE WORK FORCE: 25

OVERSEAS OFFICES: Stocking Distributors: Holland, Portugal, Spain, Switzerland, Italy, Luxembourg, England, France, Greece, Belgium, United Arab Emirates, South Africa, Taiwan, Australia, Japan, Singapore, Malaysia, Argentina, Mexico, Chile, and Colombia.

KEYWORDS: Litter collection equipment, mobile; Vacuum litter collection equipment; Mobile vacuum litter collectors.

PRODUCTS/SERVICES: MADVAC 101-Diesel-three wheeled and power assisted vacuum arm, MADVAC 231D-Enclosed cab unit with automatic dumping; MADVAC 71LH-For high volume leaf and light litter collection.

Line of mobile vacuum litter collectors for use in areas inaccessible to conventional sweeper type machines. The MADVAC is ideal for hard to get to areas such as turf, alleyways, sidewalks, airports, and shopping centres.

EXPORT MARKETS OF INTEREST: Worldwide.

RECENT SUCCESSES: Multiple unit order for the city of New York, Washington, D.C., and Amtrak.

Marshall Macklin Monaghan Limited

80 Commerce Valley Drive East
Thornhill, Ontario
L3T 7N4

CONTACT: Mr. C.W. Longden
Executive V.P., Corporate Development
TEL: 905-882-1100
FAX: 905-882-0055

YEAR ESTABLISHED: 1952
PLANT SIZE: 25,000 square feet
AVERAGE WORK FORCE: 315

KEYWORDS: Master planning; Feasibility market transfer and economic studies; Environmental studies; Pre-design and programming; Site location; Land use planning; Development of airport facilities; Facilities upgrading and expansion planning; Administration organization and legislation; Detailed engineering design for terminal buildings, landside access roads; Runway, taxiway, and apron construction and repairs; Air traffic control towers; Surveying and mapping.

PRODUCTS/SERVICES: Under the broad fields of engineering, surveying, and planning: Transportation planning and engineering; Environmental planning, including waste management and water resources; Building engineering, including structural, electrical and mechanical; Land use planning; Conceptual, preliminary and detailed engineering design; Applied surveying; Project management and contract administration.

EXPORT MARKETS OF INTEREST: Pacific Rim, Eastern Europe, and Central America.

RECENT SUCCESSES: Based on its successful delivery, as principal consultant and project manager, of Toronto's new privatized Terminal 3, MMM has participated in the following recent projects: Clark Air Force Base, Manila; Eldorado Second Runway Project, Bogota; Hong Kong PADS project; Prague Ruzyne International Airport, Hungary; Budapest Ferihegy International Airport, Hungary; Beijing Capital International Airport, China; Tan Son Nhat and Nha Trang Airports, Vietnam; Ataturk Airport, Istanbul, Turkey; Terminal Redevelopment Project (Terminals 1 and 2), Lester B. Pearson International Airport; Airside development project (Pearson Runways), Lester B. Pearson International Airport.

OF SPECIAL NOTE: Marshall Macklin Monaghan has carried out hundreds of airport projects at some 75 airports. Assignments have been carried out throughout Canada and abroad. MMM has special expertise in build/own/transfer (BOT) or build/own/operate (BOOT) projects as a result of its key role in the planning, design, and construction of Toronto's Terminal 3.

The Terminal 3 project, which Jane's Airport Review called "a model for privatization" has provided a significant marketing platform for MMM's offshore public/private airport development pursuits. Worldwide, the international airport development market is valued at US \$ 350 billion. (Source: Momberger Airport Information). Besides its planning, engineering, and project management skills, MMM specializes in project development-identifying opportunities through its range of worldwide contacts, assembling the strongest possible team, leading the project pursuit, negotiating with governments, helping to arrange financing, and producing the proposal. MMM teams with local firms to acquire knowledge of local conditions, understand cultural and political issues, deal with language differences, gain political access, and understand local standards of practice. MMM pursues only those projects where we have a demonstrable advantage, adding special expertise and local consultants as required. MMM has developed alliances for various market sectors, and has working associations in the Pacific Rim, Europe, and Central America.

Martin Marietta Canada Ltd.

50 O'Connor Street
Suite 1450
Ottawa, Ontario
K1P 6L2

CONTACT: Mr. Ian Bayne
Director, Business Development
TEL: 613-783-4773
FAX: 613-232-6698

YEAR ESTABLISHED: 1985
AVERAGE WORK FORCE: 140

GROSS SALES: \$66,000,000

KEYWORDS: Systems management; Systems engineering; Systems integration; Life cycle management; Wireless communications.

PRODUCTS/SERVICES: MMCL performs systems engineering and integration (SEI) for the \$ 4 billion Canadian Airspace Systems Program (CASP). Our ongoing SEI work on the CASP includes requirements engineering; functional decomposition and allocation; technical documentation of the system specification and technology insertion (transition planning); development and maintenance of the central engineering database and program management information system; and performance engineering. MMCL performs independent verification and validation (IV & V) for the Canadian Automated Air Traffic System (CAATS)-the largest such IV & V contract ever awarded in Canada; and the military equivalent. MMCL is a leader in information systems (IS) architecture and software engineering process development. MMCL is knowledgeable in information engineering, object technology, and the evolutionary spiral process (developed by the Software Productivity Consortium) and other methodologies.

Project management (PM) is a core part of our systems management capability. We have implemented measurements systems which provide direct, on-line access to project schedule, financial status and program interdependencies. MMCL is active in professional PM certification workshops which are conducted at MMCL's Management Information Centre in our Ottawa facility. We have also actively participated in the development of the cost/schedule performance management standard (C/SPMS). MMCL employees are proactive in the C/SPMS implementation guide and the C/SPMS training working committees. We also build winning teams of corporate and Canadian industry partners. A recent example is the installation of the Canadian Coastal Radar Project.

Martin Marietta understands the cost of ownership issues for managing complex systems. We have extensive experience in providing life-cycle management of complex, mission critical systems. Since the 1960's, our logistics support experience has broadened and evolved.

EXPORT MARKETS OF INTEREST: Mexico, the Americas, and the Asia-Pacific region.

RECENT SUCCESSES: MMCL's recent successes include getting Phase II to the original SEI work for the CASP; our IV & V contract for CAATS; the standing offer for the Canadian Military Automated Air Traffic System IV & V work; and the creation of a capability in Canada to perform training, mentoring, and systems engineering support for object oriented technology.

OF SPECIAL NOTE: MMCL is a strategic resource of the Martin Marietta Corporation to pursue global business. The merger of Martin Marietta and Lockheed Corporations is expected to occur in 1995, including their respective Canadian operations.

Mathews Conveyor Company

260 Peter Street East
Port Hope, Ontario
L1A 3W1

CONTACT: Mr. William W. McMann
International Sales Manager
TEL: 905-885-2491
FAX: 905-885-5934

YEAR ESTABLISHED: 1911
PLANT SIZE: 150,000 square feet
AVERAGE WORK FORCE: 120

EXPORT SALES: \$4,863,450
GROSS SALES: \$17,622,000

OVERSEAS OFFICES: United States and agency representation worldwide.

KEYWORDS: Airport baggage handling systems.

PRODUCTS/SERVICES: Complete turnkey capability in the design manufacture, project management, and installation of baggage handling systems, including distribution loops, baggage dispensers, scale and induction, transportation, pushers and sortation, with installations in 54 countries.

EXPORT MARKETS OF INTEREST: Middle East, Africa, Asia, China, North America, Central America, South America, Eastern Europe, and Caribbean.

RECENT SUCCESSES: Currently completing or processing projects in the Middle east, South America, and the Caribbean.

OF SPECIAL NOTE: Complete material handling product line, including warehouse distribution systems, palletizing and vertical distribution systems.

McElhanney Consulting Services Ltd.

13160 - 88th Avenue
Surrey, B.C.
V3W 3K3

CONTACT: Mr. Henk Bertsch
Manager, International Projects
TEL: 604-596-0391
FAX: 604-596-8853

YEAR ESTABLISHED: 1910
AVERAGE WORK FORCE: 350

GROSS SALES: \$10,300,000

OVERSEAS OFFICES: California, USA.

KEYWORDS: Ground surveys; Planning; Preliminary and detailed design; Contract administration; Tendering; Construction supervision; Drafting; Survey layout; Terrain modelling; Mapping; Airport runways; Taxiways; Helipads; Aprons; Access roads; Utilities; Drainage; Fencing; Specifications.

PRODUCTS/SERVICES: The company provides an integrated blend of civil engineering, planning, surveying, and mapping. Areas of specialization include transportation engineering, municipal engineering, water resources, resources development services, land surveys, and urban development services.

EXPORT MARKETS OF INTEREST: U.S., Mexico, Central/South America, Southeast Asia, and Africa/Middle East.

RECENT SUCCESSES: Detailed design, contract documents, and construction supervision for \$ 4 million construction of new taxiway at the Vancouver International Airport to eliminate congestion in the vicinity of an airport terminal.

Survey, design, contract documents, and construction supervision for runway rehabilitation, addition of taxiways, and a helipad, and related drainage and lighting at the Langley Municipal Airport.

Survey, design, contract documents, and construction supervision for addition of taxiways and parking apron for special displays for the Abbotsford Airshow.

OF SPECIAL NOTE: Our staff have on-site experience in the following countries: Ghana, Nigeria, South Africa, Tanzania, Uganda, Bermuda, Ecuador, Vietnam, Philippines, Malaysia, Kenya, Yugoslavia, Spain, Northern Ireland, France, England, Czechoslovakia, Saudi Arabia, and Iran.

McElhanney's advantages in foreign markets include: A number of our senior professional staff have had years of direct experience working overseas, particularly in the developing world; Highly specialized experience in the growing field of labour intensive construction methods for roads and other facilities; Our range of disciplines enables us to offer a balanced and comprehensive service to clients; We have developed a range of PC-based computer software well suited to projects requiring the ability to work independently in remote locations. This capability is also highly appropriate for technology transfer and training projects.

MDS Aero Support Corporation

7810 Henri-Bourassa Blvd. West
St. Laurent, Quebec
H4S-1P4

CONTACT: Mr. Hans Odoerfer
President
TEL: 514-335-7665
FAX: 514-335-7743

YEAR ESTABLISHED: 1985
PLANT SIZE: Montreal-400 square metres
Ottawa-2,400 square metres
AVERAGE WORK FORCE: 100

OVERSEAS OFFICES:
2/4 Luzhnetskaya Nab
Moscow, Russia, 119 048
Tel/Fax: (095) 242-5708
Attn: Dr. A. Karmalita-Director

KEYWORDS: Gas turbine engines; Thrust frames; Engine adapters; Start air systems; Hush houses; Dynamometers; Instrumentation; Engine test facilities; Acoustic analysis; Thrust cell; Aerodynamic analysis; Hangars; Systems integration; MIL-STD-1553B; Data acquisition systems; Engine control systems; Fuel management systems; Auxiliary power unit; Repair and overhaul facilities; Facility design/construction; Research and development; Turnkey projects; Turboshaft; Aircraft engines; Acoustic treatment; Systems engineering; CFD; Feasibility study.

PRODUCTS/SERVICES: MDS provides a single source of supply for fully integrated state-of-the-art gas turbine engine test facilities and the specialized engine test systems which are used within them. This capability is supplemented by the company's expertise in the design, construction, and equipping of aircraft engine repair and overhaul facilities and aircraft hangars.

EXPORT MARKETS OF INTEREST: Worldwide with emphasis on China, the Pacific Rim, the United States, Russia, Ukraine, and other members of the Commonwealth of Independent States.

RECENT SUCCESSES: Multi-engine engine test facility for Royal Air Maroc; New data acquisition and control systems for Canadian Department of National Defence; EDAS 9000 data acquisition and control system for BMW Rolls-Royce BR700 development program; Engine test facilities for Canadian Department of National Defence; Data acquisition and control system for Rolls-Royce Trent development program; Aerodynamic and acoustic intake and exhaust package for Pratt & Whitney Canada Test Cell; Turnkey industrial gas turbine test cell for Rolls-Royce Industrial Trent development program; Engine test systems to China and Brazil.

OF SPECIAL NOTE: MDS is the only company in Canada capable of offering complete engine test facilities and systems which meet the demanding standards of airlines, overhaul agencies, engine manufacturers and the military.

MNG Plastics Ltd.

**570 Barnet Boulevard
P.O. Box 599
Renfrew, Ontario
K7V-2M8**

**CONTACT: Mr. Neil Richardson
President
TEL: 613-432-4296
FAX: 613-432-5897**

**YEAR ESTABLISHED: 1978
PLANT SIZE: 10,000 square feet
AVERAGE WORK FORCE: 10**

**EXPORT SALES: \$240,000
GROSS SALES: \$400,000**

PRODUCTS/SERVICES: MNG Plastics Limited manufactures and markets moulded fibreglass products. Although MNG Plastics Limited is a custom moulder, the company is well known for producing radomes, antenna covers, and dish transmitters to suit customers specific requirements. In addition MNG Plastics Limited produces three proprietary modular insulated building systems: MNG MK2, equipment shelters-RE; Olympic, booths, kiosks, and general purpose; System 3, affordable housing system.

MNG Plastics Limited moulding techniques include contact moulding using hand lay up and spray-up methods, vacuum moulding, hot press moulding, and our own proprietary cold press moulding system.

EXPORT MARKETS OF INTEREST: MNG Plastics Limited wishes to expand its domestic and offshore customer base. Our products are known worldwide from the Arctic to the tropics from Hawaii to the People's Republic of China, and throughout North America.

RECENT SUCCESSES: We recently concluded a licensing agreement to produce the System 3 Affordable Housing System in Sri Lanka for government housing, schools, and hospitals.

Monenco AGRA Inc.

2010 Winston Park Drive
Suite 100
Oakville, Ontario
L6H 6A3

CONTACT: Mr. Craig A. McDonald
Sr. Vice President, Infrastructure
TEL: 905-829-5400
FAX: 905-829-1707

YEAR ESTABLISHED: 1907
AVERAGE WORK FORCE: 1100

EXPORT SALES: \$27,658,000
GROSS SALES: \$155,831,000

OVERSEAS OFFICES: United Kingdom, India, Indonesia, Malaysia, Singapore, China, Iran, the Philippines, Mexico, Venezuela, Argentina, the Cayman Islands, and Russia.

KEYWORDS: Airport master planning; Airside and groundside facility planning; Air terminal design and project management; Surface structures; Hangars; Air traffic control facilities; Communication facilities; Navigation aids; Utilities; Airport facilities information systems.

PRODUCTS/SERVICES: Engineering, project management, and construction management for airports and associated facilities including national airports planning, airport master planning, radio and communication systems, runways, taxiways, aprons, fuelling and de-icing systems, navigation aids, instrument landing systems, air terminal buildings, hangars, cargo buildings, utilities (power, lighting, heating, and cooling, water distribution, waste water collection and treatment), drainage systems, total terminal private sector development planning.

EXPORT MARKETS OF INTEREST: Worldwide.

RECENT SUCCESSES: Participated in a joint venture with local partners for private development of facilities in Uruguay. Conducted feasibility study for privatization of existing facility in Venezuela.

OF SPECIAL NOTE: Willing to participate in private sector development of aviation facilities.

Moody S.I. (1986) Ltd.

251 St.Louis Street
Terrebonne, Quebec
J6W 1H5

CONTACT: Mr. David H. Kay
Product Manager
TEL: 514-471-3711
FAX: 514-471-1553

YEAR ESTABLISHED: 1845
PLANT SIZE: 100,000 square feet
AVERAGE WORK FORCE: 98

EXPORT SALES: \$1,200,000
GROSS SALES: \$7,000,000

KEYWORDS: Material handling; Ground support equipment.

PRODUCTS/SERVICES: Moody S.I. (1986) Ltd., founded in 1845 as a manufacturer of agricultural implements, has been designing and manufacturing material handling equipment for the past 50 years. The company produces a variety of ground support equipment needed to handle aircraft baggage and cargo. More than 9,290 sq.m. (100,000 sq.ft.) of space is dedicated to the manufacture of conveyors, manual and custom carts, and trailers for industrial and airline operations. Moody's design department continually improves and develops new aircraft ground support equipment. The firm's products are backed by detailed service manuals and an extensive spare parts inventory. Many of the company's units have been sold throughout Canada and the United States with companies such as Air Canada, America West Airlines, Canadian Airlines International, Delta, K.L.M., Korean, Lufthansa, Purolator, Burlington Air Express, and First Air. They also have equipment in service at airports in England, Bermuda, and Hawaii.

Moody also manufactures a complete line of material handling equipment ranging from small two-wheel carts to trailers large enough to handle die sets and aluminum smelter components. Complementing these products is a broad range capability in the design and manufacture of conveyor systems.

EXPORT MARKETS OF INTEREST: A substantial portion of the airline ground support equipment is exported, primarily to the United States of America. Sales in both the airline ground support and material handling equipment are done through Canada from the Terrebonne head office.

Sales of ground support equipment and custom designed material handling equipment are handled by an experienced staff based in the plant in Terrebonne, Quebec, Canada, while the manual material handling line and some conveyor sales are handled through a network of distributors across Canada.

Morgan, Dowhan Engineering Ltd.

10650-113 Street
Edmonton, Alberta
T5H 3H6

CONTACT: Mr. Harry Dowhan
President
TEL: 403-425-1710
FAX: 403-424-0615

YEAR ESTABLISHED: 1950
AVERAGE WORK FORCE: 27

EXPORT SALES: \$50,000
GROSS SALES: \$2,000,000

PRODUCTS/SERVICES: Services are offered for commercial, industrial, and institutional projects within the public and private sectors in the following areas: preparation of drawings, specifications, and operating manuals, contract administration and inspection, preliminary and detailed engineering, commissioning, evaluation and selection of equipment and services, lighting systems, energy management, estimating and scheduling, project management, life-safety systems, institutional security systems, communications systems, voice/data cabling/network design, sound reinforcement, computer systems, UPS systems, overhead power systems to 138 kV, underground power distribution and utility substations to 138 kV, occupational and feasibility studies, and CADD drafting.

OF SPECIAL NOTE: MDEL is interested in expanding its services in the global market place by seeking associations or joint ventures with other engineering disciplines for projects within Canada and overseas.

Morrison Hershfield Ltd.

4 Lansing Square
North York, Ontario
M2J 1T1

CONTACT: Mr. Dale E. Patterson
Executive Vice President
TEL: 416-499-3110
FAX: 416-499-9658

YEAR ESTABLISHED: 1946
AVERAGE WORK FORCE: 150

GROSS SALES: \$10,000,000

KEYWORDS: Project management; Construction management; Facilities management; Fire protection (buildings); Parking garage rehabilitation; Bridge deck rehabilitation; Strategic decision-making software; Access roads; Communication towers.

PRODUCTS/SERVICES: Integrated department which can provide facilities management and fire protection analyses for terminal buildings, parking garages and hangars.

TRANSIM-object-oriented computer program to quickly create extremely flexible and versatile simulation models of complex multi-component multi-modal transportation systems. Can develop demand generation and use model builder to create performance functions for terminals at any level of detail, and analyze using economic, cost and revenue factors or environmental issues, and sensitivity analyses.

Complete analyses of status of parking garages and bridges, design of rehabilitation program and overall project management, including contract administration.

Project management of complex projects from initial conceptual studies through budgeting, design, tender construction, and completion phases.

EXPORT MARKETS OF INTEREST: China, Pacific Rim, Mexico, South America, Caribbean, and Baltic States.

RECENT SUCCESSES: Partner in the Ontario Roads Development Corporation which provided a proposal for the design, build, finance, operate, and transfer of Highway 407 to the Ontario Ministry of Transportation.

MPB Technologies Inc.

1725 Trans Canada Highway
Dorval, Quebec
H9P-1J1

CONTACT: Mr. Fadi Chaya
TEL: 514-683-1490
FAX: 514-683-1727

YEAR ESTABLISHED: 1976
PLANT SIZE: Dorval-20,000 square feet
Pointe-Claire-70,000 square feet
Ottawa-5,000 square feet

EXPORT SALES: \$7,000,000
GROSS SALES: \$15,000,000

OVERSEAS OFFICES: U.S.A., and Eastern Europe.

KEYWORDS: Video surveillance; Wireless transmission; Communication.

PRODUCTS/SERVICES: MBPT produces a series of laser communication systems to transmit video, voice, and/or data over distances up to 2.5km. Laser communication systems eliminate the installation challenges and right-of-way requirements associated with hard wired systems. Unlike microwave systems, they are immune to EMI and do not require FCC licensing. Typical interface include E1, T1, RS 422, RS 232, and video. Easily installed, they are ideally suited to operate in the airport environment for such applications as remote monitoring, data transmission, and back-up communication links.

EXPORT MARKETS OF INTEREST: U.S.A., Europe, and Asia.

RECENT SUCCESSES: The MLC-961 Laser Communication Systems were recently installed at Charles de Gaulle Airport, France.

MPB Technologies Inc. was founded in 1976, a spin-off company of one of RCA's international development labs. From an initial staff of eight, the company has steadily grown to its present stature of just under 200 employees. MPBT products are sold worldwide including Japan, United States, Europe, and Australia.

Nackawic Mechanical Ltd.

**56 Pinder Road
Nackawic Industrial Park
Nackawic, New Brunswick
E0H 1P0**

**CONTACT: Mr. David A. Young
President
TEL: 506-575-2218
FAX: 506-575-2766**

**YEAR ESTABLISHED: 1973
PLANT SIZE: 36,000 square feet
AVERAGE WORK FORCE: 60**

**EXPORT SALES: \$5,000,000
GROSS SALES: \$6,000,000**

KEYWORDS: Airline ground support equipment; Aircraft de-icer; Steel fabrication and erection; Structural steel; Conveyor systems; Material handling equipment.

PRODUCTS/SERVICES: Airline ground support equipment- Superior Instant Heat De-icer; Structural and miscellaneous steel fabrication and erection; Conveyor systems and material handling equipment; Storage tanks, bins, hoppers, chutes, and pressure vessels; Anchor bolts and fabrication reinforcing steel; Aluminum and stainless steel products; Steel sales-custom shearing, breaking, blasting, and painting.

NAPA (Norr Airport Planning Associates Ltd.)

365 Bloor Street East
Toronto, Ontario
M4W 3L4

CONTACT: Mr. Trevor Carnahoff
President
TEL: 416-515-0915
FAX: 416-515-1635

YEAR ESTABLISHED: 1979
AVERAGE WORK FORCE: 4

EXPORT SALES: \$404,350
GROSS SALES: \$1,400,725

OVERSEAS OFFICES: Our affiliated firm NORR Group Consultants Limited has offices in Abu Dhabi and Dubai in the United Arab Emirates (UAE).

KEYWORDS: Airport planning and design consultants.

PRODUCTS/SERVICES: Airport consulting services provided by NAPA include: Traffic analysis and nominal schedule development; Systems analysis, including terminal and apron simulations; Master planning; Terminal area planning; Facilities programming, planning, and design.

EXPORT MARKETS OF INTEREST: All countries and regions.

RECENT SUCCESSES: JFK International Airport, New York, USA. Redevelopment of the International Arrivals Building, 1993-94. Systems analysis, including passenger flow simulations, facility requirements, aircraft gate assignment, and project risk analysis.

Laguna del Sauce International Airport, Uruguay. Airport Development Plan, 1992-94. Traffic analysis and schedule development, master planning, facilities planning, and programming.

Don Muang International Airport, Bangkok, Thailand. NAPA Model Licensing to Airports Authority of Thailand (AAT), 1994. Model customization and licensing for apron planning and operations.

New Seoul Metropolitan Airport, Seoul, Korea. Phase 1 and 2 Terminal Development, 1993. Systems analysis, computer modelling, confirmation of terminal and aircraft gate requirements.

Lester B. Pearson International Airport, Toronto, Canada. Terminal Redevelopment Project, 1992-93. Detailed project brief for \$ 750 million redevelopment of Terminals 1 and 2, and full service consulting for Stage 1 component.

British Airports Authority (BAA). Model Development, 1993. Software development for check-in desk decision support system.

OF SPECIAL NOTE: NAPA is an acknowledged leader in airport systems analysis. The firm's suite of micro-computer models have demonstrated ability to analyze airline schedules, assign aircraft to gates, and simulate passenger and baggage flows through a terminal building. The models have been used at airports across Canada and around the world. The programs are continually adapted for additional applications within the industry, such as the optimization of staff resources for airlines and government inspection agencies operating in terminals.

Navigation Aeronav International

2291-46th Avenue
Lachine, Quebec
H8T 3C9

CONTACT: Mr. Gilles Dionne
Vice President Marketing
TEL: 514-633-8336
FAX: 514-633-6466

YEAR ESTABLISHED: 1987
PLANT SIZE: 6,000 square feet
AVERAGE WORK FORCE: 28

OVERSEAS OFFICES: Marketing accomplished by local companies in the following countries: China, Indonesia, Thailand, Paraguay, Panama, Uruguay, Lebanon, Iran, and Greece.

KEYWORDS: Ground navigation aids.

PRODUCTS/SERVICES: Specializing in aeronautical electronics, air traffic control systems, airport management, and aircraft and airport support equipment. Aeronav International is equipped to provide a wide range of services including: Manufacture of radio navigational aids-Standard and Doppler VOR, VOT, and ILS; Design and manufacture of communication control systems (CCS); Manufacture of Aerolab, a computer based transportable navigational aids flight inspection system; Project engineering and turn-key installation of radio and visual aids navigation systems such as VOR, TACAN, DME, ILS, MLS, NDB, VASIS; Flight inspection of all types of radio navigational aids using computer based verification systems; Project engineering and turn-key installation of air traffic control telecommunications systems such as CCS, information display systems transmitting and receiving equipment operating on all frequency bands, satellite ground stations, telephone switching systems and related equipment; Project engineering and turn-key installation of ground based aeronautical primary and secondary radar systems; Project engineering and turn-key installation of a full range of electronic equipment such as multichannel recorders, CCTV systems, intercoms, map display units, antennae and supporting structures, manual and automated meteorological equipment, scan and tone control systems; Project management for the construction of air traffic control towers and flight service stations with emphasis on the ergonomics of control console design, interior and exterior lighting, climate control and visibility enhancements; Systems engineering for special applications equipment related to ground based aviation electronics.

EXPORT MARKETS OF INTEREST: China, Indonesia, South America, and Libya.

RECENT SUCCESSES: The sale of 10 VOR's to Libya under contract from SNC/Lavalin.

OF SPECIAL NOTE: Medium to long term contracts are available for the maintenance of airport and off-airport telecommunications and navigational aids facilities. All services are provided by fully trained and certified technical personnel and include: Flight inspections; Maintenance of navigational aids, radar, telecommunications and other electronic equipment to the level (I, II, III) required by the operating authority; Computer based control of inventory, inspection and repair activities, spare parts, and all other aspects of maintenance activities requiring records keeping; Comprehensive status reporting; Technical training of local personnel.

Navistar International Corporation Canada

405 Van Buren Street
Kemptville, Ontario
K0G 1J0

CONTACT: Mr. David R. Ion
Manager, Government and Export Sales
TEL: 613-258-1126
FAX: 613-258-4927

YEAR ESTABLISHED: 1984
AVERAGE WORK FORCE: 1800

GROSS SALES: \$983,000

OVERSEAS OFFICES: Our regional sales offices are located in: Miami, Florida; Brussels, Belgium; and Singapore, with contracted international distributors in most major countries in the world. Currently, we are attempting to expand into Eastern Europe, Russia, and China.

KEYWORDS: Trucks; Snow plows.

PRODUCTS/SERVICES: Navistar International Corporation Canada is a wholly owned subsidiary of Navistar Transportation Corporation, Chicago, Illinois.

We manufacture heavy duty trucks used for plowing snow at our Chatham, Ontario plant, with a current production of 90 units per day.

EXPORT MARKETS OF INTEREST: Currently we export 90% of our production to the United States, with perhaps 5% of this production throughout the world.

Nova-Quintech Corporation

155 Marie-Victorin
St-Francois-du-Lac, Quebec
JOG 1M0

CONTACT: Mr. Henri-Paul Guévin
Director of Marketing
TEL: 514-568-3335
FAX: 514-568-7032

YEAR ESTABLISHED: 1991
PLANT SIZE: 215,000 square feet
AVERAGE WORK FORCE: 205

EXPORT SALES: \$1,000,000
GROSS SALES: \$15,200,000

OVERSEAS OFFICES: Roanoke, Virginia, USA.

KEYWORDS: Fire engines (manufacturer); Fire-fighting equipment; Motor pumpers; Aerial ladders; Telescoping booms with water towers; Articulated aerial ladders with water towers and pods.

PRODUCTS/SERVICES: Motor pumper trucks with pumping capacity of up to 8000 litres; Aerial ladders consisting of 3, 4, or 5 sections, from 75 ft. to 115 ft. in length, with water tower; 100-foot aerial ladders with water tower and pod having a capacity of 1000 lbs. ("SkyPod"); Aerial ladder with an articulated arm, 100 ft. in length, with a water tower and a pod having a capacity of 800 lbs. ("SkyArm"); Emergency rescue vehicle; Distributors of fire-fighting supplies and equipment; Vehicle maintenance and repair services; Engineering service; After-sale service; Technical publications; Training.

EXPORT MARKETS OF INTEREST: United States, Mexico, Central America, Latin America, Western Europe, Eastern Europe, North Africa, and the Middle East.

RECENT SUCCESSES: 21 motor pumpers supplied to the Department of National Defence (04/92-03/93)-technical publications, spare parts, and training; Eight 100 ft., 5-section ladder trucks supplied to the City of Montreal (07/93-08/94); 75 fire-fighting vehicles supplied to various municipalities in Canada and the United States (1994)-motor pumpers, serial ladders, telescoping booms, articulated arms, pods; Inspection, maintenance, and repair of approximately 250 fire engines (1991-94); New products: design and manufacture of the SkyPod, a 100 ft. ladder truck with a water tower and a pod having a capacity of 1000 lbs., and the SkyArm, a 100 ft. ladder truck with an articulated arm, a water tower, and a pod having a capacity of 800 lbs.

OF SPECIAL NOTE: Nova Quintech has taken over from Camions d'Incendie Pierre Thibault Inc., which had been in operation since 1908. Approximately 4000 of these vehicles have been sold on four continents. Our estimated total sales figure for 1994 is \$ 25 million, with export sales accounting for 15% of this total.

O'Connor Associates Environmental Inc.

639-5TH Avenue S.W.
Suite 201
Calgary, Alberta
T2P 0M9

CONTACT: Dr. David R. Williams
Senior Environmental Engineer/Associate
TEL: 403-294-4200
FAX: 403-294-4240

YEAR ESTABLISHED: 1979
AVERAGE WORK FORCE: 125

GROSS SALES: \$13,000,000

OVERSEAS OFFICES: Kuala Lumpur, Malaysia.

KEYWORDS: Environmental audit; Environmental investigation; Environmental impact assessment; Risk assessment; Risk management; Remediation; Petroleum/chemical spill cleanup; Environmental monitoring; Groundwater monitoring; Vapour monitoring; Vapour management; Groundwater modelling; Contaminant fate and transport modelling; Underground storage tank management; Site decommissioning; Waste characterization; Waste management; Aquifer protection; Air quality; Occupational health and safety; Redevelopment planning; Regulatory liaison.

PRODUCTS/SERVICES: OAEI provides a variety of services in environmental assessment and remediation to oil and transportation companies, pipeline operators, government agencies, and the legal and financial communities. OAEI has conducted subsurface investigations and designed/implemented remediation systems or risk management strategies at over 3000 locations including airport facilities, bulk fuel depots, pipeline systems, chemical storage sites, and retail service stations. The majority of OAEI projects involve the assessment of soil and groundwater contaminants followed by design and implementation of remediation or risk management measures at these facilities. OAEI specializes in the design and operation of in situ remediation systems which involve minimal disruption to active commercial/industrial sites. The firm conducts environmental impact assessments and environmental audits to assess potential impacts of new developments or identify potential environmental concerns at operating facilities. OAEI has been a pioneer in the application of human health risk assessment to contaminated sites in Canada. Our expertise with respect to human health risk assessment includes site characterization, contaminant fate and transport, toxicity assessment, exposure analyses, risk characterization, uncertainty and sensitivity analysis.

EXPORT MARKETS OF INTEREST: Australasia, South and Southeast Asia, China, Central America, South America, Mexico, and the United States.

RECENT SUCCESSES: OAEI has completed over 25 environmental investigations and design/implementation of remediation systems at airport facilities across Canada which include the assessment of jet fuel leakage from the sub-apron re-fuelling system at two major international airports, a subsequent design of an in-situ remediation plan and long-term risk management system, and the design of an active vapour management system for a new air terminal building being constructed over a plume of subsurface liquid petroleum. An office was established in Kuala Lumpur, Malaysia, through a joint venture with a local company to pursue opportunities in the environmental sector in Southeast Asia. OAEI is currently at the negotiation stage of two contracts in India for environmental projects.

OF SPECIAL NOTE: OAEI recently undertook the development of risk-based soil and groundwater remediation guidelines for petroleum contaminated sites on behalf of Alberta Environmental. The project included a review of regulatory practices worldwide and development of a regulatory framework for implementation of the guidelines. The guidelines are currently being assessed for adoption in other provinces and jurisdictions.

Oracle Telecomputing Inc.

25 Industrial Avenue
Carleton Place, Ontario
K7C 3V7

CONTACT: Mr. Donald Anderson
Marketing Manager
TEL: 613-257-4425
FAX: 613-257-7764

YEAR ESTABLISHED: 1980
PLANT SIZE: 6,000 square feet
AVERAGE WORK FORCE: 17

EXPORT SALES: \$200,000
GROSS SALES: \$1,000,000

KEYWORDS: ATC radar data processing and display; Air defence display; Aviation briefing; Flight data processing; Meteorological information systems; Satellite information distribution; Message switching; Airport status; Voice switching; Cost allocation; NOTAM handling; Simulators (ATC); Flight plan processing and distribution; Fault tolerant, dual redundant systems.

PRODUCTS/SERVICES: Oracle Telecomputing is primarily involved in the design, implementation, production, and support of high availability, mission critical systems for aviation, weather, and defence applications. We make extensive use of readily available and proven off-the-shelf hardware and software. We then design and produce custom hardware and software to tie all elements together as a custom turnkey system.

Our Weather Information Display System software is installed in 430 locations in the Continental U.S. (CONUS), Hawaii, and Alaska as part of the U.S. Department of Defense's CONUS Meteorological Data System (COMEDS) upgrade. The U.S. Navy utilize an additional 40 systems for other worldwide locations. Our weather, NOTAM, and flight planning systems are used by Transport Canada, Environment Canada, the Canadian Air Force (including air bases in Germany) and the U.S. Air Force (at each of their Regional Operations Control Centres). Transport Canada has an Oracle Telecomputing designed system in all of its 107 Flight Service Stations. Southport Aerospace is using an Oracle Telecomputing system for aviation briefing of trainee military pilots.

Our Air Traffic Control systems are in use with the Canadian Department of National Defence in 8 locations across Canada. These systems include a radar simulator with pseudo-pilot control for training. The latest addition is a Radar Processing and Display System installed at Goose Bay, Labrador. This system, commissioned in 1992, consists of: Dual redundant radar processing system, and local area networks, with automatic switchover; Five high resolution, colour-raster ATC workstations; A radar situation display in the tower; A flight data management system.

We provide full life-cycle support services which range from feasibility studies, specification, design, implementation, deployment, training, documentation, hardware and software support, repair and overhaul, and life-extension (e.g. the design of form-fit and function-replacement elements).

OF SPECIAL NOTE: Software languages used include Ada, C, Pascal, and Assembler. Software quality assurance is compliant with NATO AQAP-13 with adherence to DOD2167A. Hardware quality assurance is compliant with AQAP-4. Equipment includes: Complete software and hardware design, development, production, and support facilities (computers, software tools, debuggers, serial data analyzers, simulators, schematic capture, PCB design and routing, logic analyzers, oscilloscopes, function generators, etc.) Present customers include various departments in the Canadian and U.S. governments including Transport Canada, Environment Canada, Department of National Defence, U.S. Air Force, and U.S. Navy.

Paul Demers & Fils Inc.

28 Richelieu Boulevard
Beloeil, Quebec
J3G 4N5

CONTACT: Mr. Yves D. Martin
Vice President, Export
TEL: 514-467-4683
FAX: 514-467-6526

YEAR ESTABLISHED: 1960
PLANT SIZE: 35,000 square feet
AVERAGE WORK FORCE: 30

GROSS SALES: \$5,500,000

KEYWORDS: Ambulances.

PRODUCTS/SERVICES: Van type ambulances; Modular; 4-wheel drive; Emergency vehicle.

EXPORT MARKETS OF INTEREST: United States, Eastern Europe, and China.

RECENT SUCCESSES: Sales made during the period 1970-1993: Montreal Urban Community (150 units); Services ambulancier du Qubec (1100 units); Department of Health (450 units); Urgences-Sants, Montreal (30 units); Middle East (1200 units); Ministry of Health, Venezuela (200 units); Ministry of Health, Egypt (220 units); National Civil Defence, Morocco (200 units); Other countries (90 units).

OF SPECIAL NOTE: Paul Demers & Fils is a firm that was established in 1960. Its ambulances, designed and built at its plant in Beloeil, have been sold throughout the world. Its reputation for high quality and first-class service have won it renown in its field.

Paul Demers & Fils is proud to present its new "Mirage" series of ambulances. At the dawn of the 21st century, Paul Demers & Fils, using the most up-to-date technology, offers you the ambulance of the future.

Our engineers have designed the "Mirage" series with their concern for perfection that is unrivalled anywhere in the industry.

A "Mirage" ambulance offers you plastics, polymers, light alloys, ergonomics, attention to detail, environmental protection, advanced design, high resale value, and much more.

PCL Constructors Inc.

5410-99 Street
Edmonton, Alberta
T6E 3P4

CONTACT: Mr. Peter E. Beaupré
Sr. Vice President
TEL: 403-435-9771
FAX: 403-435-9777

YEAR ESTABLISHED: 1906
AVERAGE WORK FORCE: 1200

EXPORT SALES: \$8,000,000
GROSS SALES: \$1,600,000,000

OVERSEAS OFFICES: U.S. Head Office-Denver, Colorado; Mexico City.

KEYWORDS: Airport construction; Construction management; General contractor.

PRODUCTS/SERVICES: General contracting and construction management services. PCL has expertise constructing office buildings, hotels, retail facilities, schools, universities, hospitals, airports, sport complexes, apartments, treatment plants, industrial projects, roads, bridges, dams, mining, and a wide variety of renovations, restorations, and interior improvements.

EXPORT MARKETS OF INTEREST: U.S., Mexico, Central/South America.

RECENT SUCCESSES: Recently completed the Albuquerque Airport, Denver International Airport, and Thunder Bay Airport; Currently building the new Vancouver International Airport.

Pelorus Navigation Systems Inc.

575 Palmer Road N.E.
Executive Flight Centre
Calgary, Alberta
T2E 7G4

CONTACT: Mr. Don Sinclair
V.P. Marketing
TEL: 403-250-9377
FAX: 403-291-9123

YEAR ESTABLISHED: 1982
PLANT SIZE: 10,000 square feet
AVERAGE WORK FORCE: 30

EXPORT SALES: \$475,466
GROSS SALES: \$5,095,461

OVERSEAS OFFICES: Armidale, Australia. Agents in: Thailand, Taiwan, Korea, Singapore, Greece, Cyprus, Jordan, Turkey, Spain, and South Africa.

KEYWORDS: Aeronautical navigation, DME (Distance Measuring Equipment); GPS; LADGPS (Local Area Differential GPS); WADGPS (Wide Area Differential GPS); VOR (VHF Omni directional radio range); ILS (Instrument Landing Systems); Air traffic control communication systems.

PRODUCTS/SERVICES: Design, manufacture, installation, monitoring, and maintenance of electronic navigation equipment for worldwide civil aviation users.

Products include: DME (Distance Measuring Equipment); LADGPS (Local Area Differential GPS); VCCS (Voice Communication and Control Systems for air traffic control).

Services: Installation of any type of navigation or communication aid for aeronautical navigation or air traffic control.

EXPORT MARKETS OF INTEREST: USA, Southeast Asia, China, South America, Middle East, Eastern Europe, and Africa.

RECENT SUCCESSES: Pelorus has recently teamed with ARINC of Annapolis, Maryland, to develop a Local Area Differential GPS. This is a ground reference station that augments the basic GPS signal in the vicinity of an airport to allow precision approaches to all runways at a fraction of the cost of providing the same service with outdated ILS or MLS. This system does not require any unique siting, is cost effective, easy to maintain, and offers very high accuracies. This will be of special interest in areas where precision approaches have been prohibited due to hostile terrain and high cost.

Pelorus is presently supplying 11 DME/N to Argentina. This program will be completed by December 1, 1995.

Phil Larochelle Equipment Inc.

250-2nd Avenue
Quebec City, Quebec
G1L 3A7

CONTACT: Mr. Bernard Larochelle
General Manager
TEL: 418-522-8222
FAX: 418-522-3115

YEAR ESTABLISHED: 1954
AVERAGE WORK FORCE: 45

EXPORT SALES: \$250,000
GROSS SALES: \$4,500,000

KEYWORDS: Truck equipment.

PRODUCTS/SERVICES: Snow removal equipment, salt and sand spreader, combination dump body spreader, semi dump trailers.

EXPORT MARKETS OF INTEREST: U.S.A., and Mexico.

Phoenix Aerotech Ltd.

14 Court Street
Suite 206
Truro, Nova Scotia
B2N 3H7

CONTACT: Mr. Dave S. Maclean
President/Marketing
TEL: 902-893-2370
FAX: 902-897-2758

YEAR ESTABLISHED: 1993
AVERAGE WORK FORCE: 7

KEYWORDS: Airport safety; Ground control systems.

PRODUCTS/SERVICES: Phoenix Aerotech Ltd. was formed in May 1993 to address the problems of safety at Airports and Heliports caused by birds worldwide.

Our first years had been spent mainly within the various regulatory bodies to gain the proper approvals and recognition required to move forward.

We market an electronic ground control system used to deter birds from the airport area. This device is called a Phoenix Wailer Electronic Bird Deterrent. It operates on 12VDC and is a blend of ultrasonic and audio sounds randomly moving from speaker to speaker at variable durations. This creates a stressful environment for a maximum unsettling effect. The Wailer has successfully been tested during 1992-93 at airports in Atlantic Canada and proven to be extremely effective.

EXPORT MARKETS OF INTEREST: We are presently seeking proper representation in the U.S.A., Western Europe, and all other countries which have bird problems at their Airports.

OF SPECIAL NOTE: We have affiliations in the following countries: Japan, Korea, China, Eastern Europe, Russia, and CIS.

Pollutech

768 Westgate Road
Oakville, Ontario
L6L 5N2

CONTACT: Mr. Richard Laughton
President
TEL: 905-847-0065
FAX: 905-847-3840

YEAR ESTABLISHED: 1969
AVERAGE WORK FORCE: 21

KEYWORDS: Environment; Process; Testing; Analytical; Engineering; Air; Water; Waste; Hazardous; International; Consortium.

PRODUCTS/SERVICES: The Pollutech Group of companies are independent Canadian consulting firms employing specialists in environmental engineering, geotechnical investigations, chemistry, and biology. Pollutech has completed a number of environmental projects for Transport Canada dealing with environmental concerns at international airports. In addition, Pollutech has worked on an international airport project in Lesotho. Pollutech is a totally independent organization. The company has no vested interest in the follow-up work resulting in engineering services or chemical or equipment sales that may result from its recommendations. No such firms have any financial interest in Pollutech. Evaluations are, therefore, objective and are concerned primarily with economical solutions to a problem in order to best serve the client's interests.

EXPORT MARKETS OF INTEREST: Pollutech is active in over a dozen countries worldwide. In addition to numerous international alliances (Spain, Turkey, United States, Mexico) Pollutech is active in the international market, as a stand-alone facility or as a principal partner of the CENSOL Group (Canadian Environmental Solutions Consortium).

This expansion of the network has far reaching effects, given that CENSOL has the capability and experience in operating in 49 countries around the world, accessed from 10 offices across Canada and 11 offices internationally, conducting business in 31 distinct languages. Currently, CENSOL is concentrating on industrial wastewater projects in Mexico. Internationally, the group has strategic alliance partners in Mexico, Spain, Turkey, and Hong Kong, among others, all of which can now be accessed by all alliance partners.

In the last year alone, Pollutech has completed projects in Korea, Venezuela, Hong Kong, Nicaragua, and Turkey, yet they are a small Canadian firm of less than 30 professional staff. Their proven ability to provide rapid response to international environmental events with only 48 hours notice, has proven to be a significant marketing tool. The addition of the resources and staff from international alliances not only increases the capabilities of Pollutech but provides the network from which all alliance partners can now operate internationally.

OF SPECIAL NOTE: Pollutech is a member of Canada's "Europartnering Team" sponsored through Foreign Affairs Canada, and participates with a number of other Canadian firms on international assignments. The firm is a "Recognized Marine Test Facility" under the criteria set by the Canadian Coast Guard, Transport Canada and holds NATO SECRET security clearance through Supply and Services Canada as sponsored by Industry Canada. Pollutech operates internationally through strategic alliances and networks involving numerous other specialist Canadian companies and local international experts. We have successfully demonstrated our capability to respond rapidly (48 hours) to international requests for assistance, with complete environmental test facilities for international investigations.

Polygéc Groupe-Conseil Inc.

1090 Louis Riel Street
Ste-Foy, Quebec
G1W 4A8

CONTACT: Mr. Ab Chouikh
Director, Environmental
TEL: 418-651-5354
FAX: 418-653-8318

YEAR ESTABLISHED: 1962
PLANT SIZE: 15,000 square feet
AVERAGE WORK FORCE: 110

GROSS SALES: \$8,000,000

OVERSEAS OFFICES:

POLYGEC Tunisie S.A.
Rue des Usines-Sidi Reziz Industrial Zone
2033, Mgrine-Tunisia
Tel: (216-1) 433-299
Fax: (216-1) 434-777

ISMA
147, rue Mohamed Smiha
Casablanca, Morocco
Tel: (212-2) 306-152
Fax: (212-2) 305-586

KEYWORDS: Environment; Sewage; Drinking water supply; Treatment of municipal and industrial waste water; Sludge management; Solid waste management; Operations and maintenance management.

PRODUCTS/SERVICES: Management, engineering, expert assessment, turnkey projects, sewage treatment plant operation, impact studies, expert assessment laboratories, etc.

EXPORT MARKETS OF INTEREST: The western North Africa countries (Tunisia, Algeria, and Morocco).

RECENT SUCCESSES: Working agreement with the ISA group in Morocco for implementation of environment-related projects.

OF SPECIAL NOTE: Polygéc Groupe-Conseil is a multidisciplinary firm of consulting engineers in various disciplines with a staff of over one hundred professionals including biologists, chemists, urban planners, geographers, land surveyors, and forest engineers whose skills extend to every corner of the engineering field. Since its establishment over thirty years ago, Polygéc has grown into one of the leading firms of consulting engineers in the region of Quebec City, Canada. Engineering: many computer programs developed to support analysis and design in the fields of hydraulics, waste water treatment processes, structure, geotechnics, ventilation, heating, electricity and project management are used to backstop the firm's engineering work. Surveying: TOPCON machines with electronic notepads and "Civilcad" note reduction, data processing and plotting software with an Autocad interface are used to facilitate the work of surveying and survey map production. Drafting: computer-aided design (CAD) is one of the strengths of Polygéc Groupe-Conseil. With its twenty high-powered microcomputers running Autocad 11.0 software plus file management utilities, text editing utilities and so on, and with its two Hewlett-Packard Draft Master I plotters and four other ink-jet colour plotters, the firm provides its customers with drawings characterized by a high degree of accuracy and excellent quality. Areas of specialization: Polygéc Groupe-Conseil is well placed to offer consulting engineer services in all fields including: Municipal engineering; Water treatment and the environment; Structure and foundation; Roads and various other systems; Public works; Mechanical, electrical, and energy systems; Electrical systems and telecommunications; Automation and instrumentation; Industrial work; Project and construction management. The Polygéc quality system will be accredited to the ISO-9001 international norm in 1995.

Porcupine Canvas Inc.

33 First Avenue
Box 700
Schumacher, Ontario
PON 1G0

CONTACT: Mr. Deni Poulin
Owner
TEL: 705-268-7878/1-800-461-1045
FAX: 705-360-1865

YEAR ESTABLISHED: 1982
PLANT SIZE: 6,000 square feet
AVERAGE WORK FORCE: 7

KEYWORDS: Airport maintenance; Wind socks; Engine covers; Wing covers.

PRODUCTS/SERVICES: Porcupine Canvas is a locally owned and operated custom canvas shop that opened it's door in 1982. Our 6,000 square foot building houses, our manufacturing facilities, as well as our retail outlet for exploration, survey, and drafting supplies presently employs 6 full time people and one part time employee.

Airport maintenance best describes our area of concern, as we manufacture windsocks, and small engine and wing covers.

EXPORT MARKETS OF INTEREST: Although we have only sold to Ontario and Quebec airports, we are certainly looking for new clientele not only within Canada but overseas as well.

OF SPECIAL NOTE: Our wind socks have been used by our local airport for the past 5 or 6 years, and they report that their life expectancy is twice as long as those that were used previously.

Presentey Engineering Products Limited

2784 Fenton Road
Box 919, RR #5
Gloucester, Ontario
K1G 3N3

CONTACT: Mr. Donald M. Kettle
Director of Business Development
TEL: 613-822-1251
FAX: 613-822-1256

YEAR ESTABLISHED: 1958
PLANT SIZE: 22,000 square feet
AVERAGE WORK FORCE: 20

GROSS SALES: \$1,000,000

PRODUCTS/SERVICES: Presentey Engineering Products Limited established in 1958, provides research, engineering, design, and manufacturing of electro-mechanical solutions in the fields of telecommunications and navigational aids.

Currently Presentey provides a variety of services and products to meet the market demand for innovative and cost-effective solutions. Among the services Presentey Engineering provides are contract engineering, COMSEC engineering, as well as TEMPEST consultation and engineering.

RECENT SUCCESSES: Presentey Engineering designed, manufactured, and supplied 35 wind and altimeter digital display systems (WADDS) to Transport Canada to provide real-time automatic measurement and distribution of weather information at both air traffic control towers and flight service stations. Canadian Ministry of Defence requirements have also been met with this system.

OF SPECIAL NOTE: A "Runway Visual Range" (RVR) system, using the forward scatter visibility sensor system has recently undergone tests at the AES test site in St. John's, Newfoundland to certify its use as an RVR sensor in Canada.

Presentey Engineering is in the process of delivering 108-PEP 9012 Runway Visual Range (RVR) systems using forward scatter technology, to Transport Canada for use at Federally operated airports across Canada. Earlier in the year the equipment completed its qualification program including stringent field testing performed under extreme weather conditions during winter and spring at the AES proving site in St. John's, Newfoundland.

Prevost Car Inc.

35 Gagnon Boulevard
Sainte-Claire, Quebec
GOR 2V0

CONTACT: Mr. Georges Bourelle
TEL: 418-883-3391
FAX: 418-883-4157

YEAR ESTABLISHED: 1957
PLANT SIZE: 375,000 square feet

EXPORT SALES: \$100,000,000
GROSS SALES: \$150,000,000

OVERSEAS OFFICES: The United States.

KEYWORDS: Manufacturers of buses and bus bodies.

PRODUCTS/SERVICES: Manufacture of buses for public transport and bus bodies for private use.

EXPORT MARKETS OF INTEREST: In the course of the past few years we have doubled our share of the bus market in the United States and Canada.

Primetech Electronics Inc.

275 Kesmark
Dollard-Des-Ormeaux, Quebec
H9B 3J1

CONTACT: Mr. Jack McAllister
President
TEL: 514-421-0023
FAX: 514-421-0442

YEAR ESTABLISHED: 1976
PLANT SIZE: 60,000 square feet
AVERAGE WORK FORCE: 275

EXPORT SALES: \$12,000,000
GROSS SALES: \$25,000,000

OVERSEAS OFFICES: Connecticut, USA.

KEYWORDS: Transportation technologies (mass transit and rail environment); Contract manufacturing, engineering, and design; Training and simulation systems; Ruggedized computers; Cable assembly.

PRODUCTS/SERVICES: Primetech's Train Monitoring System, or TMS, is an electronic system for mass transit trains. The primary function of the TMS is to provide train personnel with both on-line and recorder data analyzing train system performance. This can result in dramatic cost savings for mass transit authorities through reductions in down-time, troubleshooting, and maintenance. The TMS also broadcast current train location, the name of the next station, and other useful information to the train passengers and operators.

Contract, manufacturing, engineering, and design-Primetech offers a wide range of contract manufacturing services to the electronics industry, from basic printed circuit board "build-to-print" (combining through-hole and surface mount) production, to fully integrated production including hardware and software design, board production, multi-unit assembly, packaging, product integration, and test.

Training and simulation systems-Our Video Interactive Gunnery Simulator (VIGS) systems are an attractive solution for a growing segment of both military and commercial sectors. Using the latest technology quickly plus the trainee at controls, solving everyday problems and coping with the unexpected in a realistic operating environment.

Ruggedized computers-Tough environment has lead Primetech to engineer and manufacture a line of high-quality rugged and versatile portable computers. These computers are built to withstand the hardest environment and include features such as: Ruggedized aluminum casing with a 20G shock resistance rating; Range of operating temperature from -30°F to +140°F; Sealed weather-proof screen and keyboard; Back-light keyboard with intensity control in all light conditions; The successful initial application were for fire and police departments.

EXPORT MARKETS OF INTEREST: U.S.A., Mexico, U.K., France, Germany, Eastern and Western Europe.

RECENT SUCCESSES: Primetech's quality program has been granted registration as ISO 9002 by the Quality Management Institute; Solid manufacturing partner among large companies such as General Electric, Apple Computer, Northern Telecom, United Technologies, Williams Gaming; Two major projects with New York City Transit Authority and the Massachusetts Bay Transit Authority.

Prior Data Sciences Ltd.

240 Michael Cowpland Drive
Kanata, Ontario
K2M 1P6

CONTACT: Mr. Kester Hamilton
V.P. Marketing
TEL: 613-591-7235
FAX: 613-591-0343

YEAR ESTABLISHED: 1977
PLANT SIZE: 13,640 square feet
AVERAGE WORK FORCE: 280

EXPORT SALES: \$2,134,000
GROSS SALES: \$21,340,000

OVERSEAS OFFICES: Surrey, England.

KEYWORDS: Automatic dependent surveillance (ADS) systems, Datalink systems, Mode S datalink systems; Satellite communication/reception/network systems; Radar simulation systems; Tower simulation systems; Displays/workstations/consoles; Electronic flight strips; Flight data processing; Radar data processing; Project/program management; R&D services; Real-time systems; Software modelling; Systems acquisition; Systems analysis and evaluation; Systems development; Systems engineering; Systems integration and logistic support; Systems simulation.

PRODUCTS/SERVICES: PRIOR Data Science has provided oceanic flight data systems, domestic flight data systems, radar data processing, ATM displays, and functional workstation, flow management, electronic flight strip automation on such programs as the Canadian Automated Air Traffic System (CAATS) and the UK New Enroute Centre (UK NERC).

EXPORT MARKETS OF INTEREST: United States, United Kingdom, Western Europe, and Asia.

RECENT SUCCESSES: Swisscontrol-ATM/AIS Data Acquisition Processing and Transfer System Phase 01 (ADAPT-01). Teamed with Logica to bid on the UK CAA Oceanic Flight Data Processing System.

OF SPECIAL NOTE: Spar Aerospace Corporation has held majority ownership of PRIOR Data Sciences since 1991. PRIOR also has offices in Toronto, Halifax, and Montreal.

Ramsen International Ltd.

2089 Upper Water Street
P.O. Box 1541
Halifax, Nova Scotia
B3J 2Y3

CONTACT: Mr. Richard A. Murray
President
TEL: 902-422-9656
FAX: 902-420-1455

YEAR ESTABLISHED: 1980
AVERAGE WORK FORCE: 6

GROSS SALES: \$3,100,000

PRODUCTS/SERVICES: Ramsen specializes in material and equipment procurement for international construction projects, while maintaining a high emphasis on engineering services such as construction management. In particular, Ramsen puts together large packages of various construction materials delivered to the job site. We carry out this service for contractors, developers, and government agencies.

RECENT SUCCESSES: Airports paved with high quality devonian granite aggregates from Nova Scotia: Bahamas-Nassau International Airport, and Exuma Airport; Barbados-Grantley Adams Airport; Bequia, St. Vincent and the Grenadines; Bermuda-U.S. Air Station, and Civilian Airport; Cuba (US Navy)-Airport repairs; Guyana-Timehri Airport; Guadeloupe Airport repairs; Jamaica-Montego Bay Airport; St. Lucia-Hewanorra Airport & Vigie Airport; Turks and Caicos-Provo Airport; Union Island-St. Vincent and the Grenadines; Ascension Island Airport Repaving.

OF SPECIAL NOTE: Over the years Ramsen has participated in numerous overseas projects involving airport construction, water supply, sewage treatment, irrigation schemes, hotel construction, highway bridges, seaport construction, and precut housing projects.

Raytheon Canada Limited

400 Phillip Street
P.O. Box 1619
Waterloo, Ontario
N2J 4K6

CONTACT: Mr. M. Vyas
Director Marketing
TEL: 519-885-0110
FAX: 519-885-8641

YEAR ESTABLISHED: 1956
AVERAGE WORK FORCE: 300

EXPORT SALES: \$50,000,000
GROSS SALES: \$60,000,000

OVERSEAS OFFICES: Raytheon has international offices in various countries.

KEYWORDS: Air traffic control; Radar surveillance; Maritime surveillance; Signal processing.

PRODUCTS/SERVICES: Air traffic control radar and automation systems; Ground control approach systems; Integrated maritime surveillance systems.

EXPORT MARKETS OF INTEREST: Asia, South and Central America.

RECENT SUCCESSES: Canada, India, China, Trinidad, Oman, and Hong Kong.

OF SPECIAL NOTE: The world's foremost manufacturer of fully solid state primary surveillance radars for air traffic control.

Reid Crowther International

300, 340 Midpark Way S.E.
Calgary, Alberta
T2X 1P1

CONTACT: Mr. Harvey Olsen
Vice President
TEL: 403-254-3301
FAX: 403-254-3333

YEAR ESTABLISHED: 1906
AVERAGE WORK FORCE: 500

EXPORT SALES: \$4,238,000
GROSS SALES: \$34,000,000

OVERSEAS OFFICES:
301, 155 N.E. 100th
Seattle, Washington 98125
U.S.A.
Tel: (206) 524-7330
Fax: (206) 526-8677

Talisman House, 181-183 Kings Road
RG1 4EX
Reading, United Kingdom
Tel: (0734) 597666
Fax: (0734) 594411

300, Ikorodu Road
Ilupeji, P.O. Box 9001
Tel: (234) 1-493-6935
Tel: (234) 1-482-0374
Fax: (234) 1-497-0474

KEYWORDS: Landside: Site development; Roads; Utilities; Parking; Environmental evaluations and remediation; Bridges; Feasibility studies; Planning; Design; Construction supervision; Maintenance operation and systems. Buildings: Terminals; Maintenance; Services; Parking structures; Cargo; Fire halls; Pump stations; Waste treatment; MACS, FIDS, Revenue collection; Planning, design, construction supervision; Operating and instructional personnel. Airside: Grading; Runways; Taxiways, Aprons; Drainage; Lighting; Towers; Circulation roads; Bridges; Planning, design, construction supervision; Maintenance operations and systems. Systems: Combined sewage/storm water system modelling; Geographic information systems (GIS); Electronic surveys (total station and GPS); Complete computerized design.

PRODUCTS/SERVICES: Reid Crowther and Partners is a consulting engineering firm offering: Transportation-Airports, roads, railroad (heavy), commuter rail, light rail, maintenance and rehabilitation; Structures-buildings, bridges; Building services-Mechanical, electrical, II/VAC, systems, communications; Environmental-Evaluation, remediation, water treatment, wastewater treatment; Municipal-Utility systems, water, sewer, storm sewer, gas; Project management-Planning, scheduling, budgeting, construction, contract administration. Reid Crowther and Partners provides a wide array of engineering services from initial feasibility studies, facility planning, design, contract administration, and commissioning services.

EXPORT MARKETS OF INTEREST: Caribbean, Africa, and China.

RECENT SUCCESSES: International Transportation projects include: transportation studies of Mexico City; A mass transit selection study for Ankara, Turkey; Provincial road upgrading studies in Mexico; Light rail transit projects in Monterrey and Guadalajara, Mexico. The company recently opened an office in Redding, England to support projects such as upgrades to two treatment plants in England. This work is now spreading into Europe with a new project in Norway. Reid Crowther International is part way through a \$ 250 million (U.S.) water main upgrading in the City of Lagos, Nigeria. Other projects in Nigeria and elsewhere in Africa are now in the final negotiations phase. Other international projects include new utility system and treatment plants in the Caribbean, Central America, and China.

Reid Crowther and Partners are a part of a group of Calgary consultants who are negotiating with a City in China to completely redevelop their airport, assist in establishing a state airline providing operating assistance and instruction on airport operations, maintenance, and systems.

Reid Crowther and Partners has a strategic alliance with the Calgary Airport Authority to provide additional expertise, particularly in the areas of operations and maintenance on projects which require these services.

OF SPECIAL NOTE: Reid Crowther and Partners have successfully completed projects on Canadian Airports from the smallest community grass strips, to Arctic airports, to the largest international airports. Projects have included all the services previously noted. Full details of complete projects are available upon request.

Remtec Inc.

**933 Simard Boulevard
Chambly, Quebec
J3L 4B7**

**CONTACT: Mr. Roger Houle
Controllor
TEL: 514-658-6671
FAX: 514-658-9629**

**YEAR ESTABLISHED: 1979
PLANT SIZE: 57,000 square feet
AVERAGE WORK FORCE: 70**

**EXPORT SALES: \$30,800,000
GROSS SALES: \$32,000,000**

OVERSEAS OFFICES: United States.

KEYWORDS: Fuel supply vehicles; Trailers; Semitrailers; Tank trucks.

PRODUCTS/SERVICES: Manufacture of road vehicles designed to transport petroleum products.

EXPORT MARKETS OF INTEREST: United States, France, Mexico, Central and South America.

RECENT SUCCESSES: Production of nine hundred and twenty 6000 gallon fuel supply vehicles for the American army.

Contract in hand (1994) for the manufacture of four hundred 6000 gallon fuel supply vehicles for the American army.

Robert Freundlich & Associates Ltd., (RFA)

60 Bastion Square
Victoria, B.C.
V8W 1J2

CONTACT: Mr. Robert Freundlich
President
TEL: 604-386-6721
FAX: 604-386-2844

YEAR ESTABLISHED: 1974
AVERAGE WORK FORCE: 30

GROSS SALES: \$2,800,000

KEYWORDS: Air traffic control (ATC) tower electrical design; Airport emergency power systems; Airport communications systems; Airport lighting and power distribution; Airport building life safety systems; Airport security systems.

PRODUCTS/SERVICES: Design and construction supervision of complex electrical systems for airport buildings and related operations facilities. Specific systems design experience includes: Emergency power generation; Un-interruptible power supplies; Runway lighting and controls; Building communications and fire alarm systems; Building and apron lighting systems; Tenant and retail facilities electronic revenue metering systems; Tenant improvements.

EXPORT MARKETS OF INTEREST: USA, Mexico, Hong Kong, China, Korea, Southeast Asia.

RECENT SUCCESSES: As part of the design team of Waisman Dewar Grout Carter, Vancouver, RFA completed the electrical design of the new Vancouver International Terminal Building consisting of over 1,000,000ft² of enclosed floor space. The project included emergency power generation, 25kV power distribution, complex communications systems for public address, security, and fire alarm systems, as well as the ATC tower electrical design. Other recent successes include the redevelopment of the Victoria ATC Tower.

OF SPECIAL NOTE: RFA specializes in the provision of structured wiring systems for building data communications systems in compliance with the CSA Standards T529-M91, and T530-M90 and USA Standards EIA/TIA.

Robinson International

135 Michael Cowpland Drive
Kanata, Ontario
K2M 2E9

CONTACT: Mr. Hugh MacDonald
Vice President
TEL: 613-592-6060
FAX: 613-592-5995

YEAR ESTABLISHED: 1977
AVERAGE WORK FORCE: 50

PRODUCTS/SERVICES: The consortium provides a comprehensive consultancy service to clients which ranges from preliminary studies and feasibility analysis through the full spectrum of construction-related activities. These include preliminary and detailed designs, cost estimates, preparation of contract documents, construction supervision, contract administration, and training.

In the field of civil engineering, the consortium provides: Water resource development, flood control, drainage, river protection works, irrigation and water supply and treatment; Water quality and oceanographic studies; Sewerage, waste treatment, pollution control and drainage; Urban development projects, including urban planning, utilities and municipal services; Transportation including road and bridge design, traffic studies and rapid transit systems; Environmental engineering, and sciences; Sustainable development; Municipal infrastructure; GIS.

In addition, the consortium can provide the following specialized skills: Construction management; Project management and scheduling; Purchasing and expediting; Cost accounting and control; Electrical and instrumentation design; Mechanical systems design; Structural and foundation design; Sanitary engineering; Civil engineering; Drafting for all disciplines; Conceptual design; Feasibility studies; Air and water pollution control; GIS application and training; Rehabilitation of concrete structures.

RECENT SUCCESSES: The company has undertaken assignments in 19 different countries in Africa, Asia, the Middle East, the Far East, and the Caribbean.

OF SPECIAL NOTE: At present, the majority of the A.J. Robinson & Associates Inc, activities are in Canada. A business plan for a new International Division is now in effect.

Rowan Williams Davies & Irwin Inc.(RWDI)

650 Woodlawn Road West
Guelph, Ontario
N1K 1B8

CONTACT: Mr. Anton E. Davies
Principal
TEL: 519-823-1311
FAX: 519-823-1316

YEAR ESTABLISHED: 1972
PLANT SIZE: 25,200 square feet
AVERAGE WORK FORCE: 65

EXPORT SALES: \$1,800,000
GROSS SALES: \$5,600,000

KEYWORDS: Wind loading studies; Pedestrian comfort studies; Severe weather/wind prediction systems; Air quality studies and monitoring; Internal ventilation studies; Noise impact studies; Solar glare assessments; Snow and ice accumulation studies.

PRODUCTS/SERVICES: RWDI's capabilities are applied to many aspects of airport design and operations. Using wind tunnel testing, computer modelling (including Computational fluid dynamics), and field measurement capabilities, the firm is able to analyze and solve many problems related to wind, air quality, noise, sun and snow.

EXPORT MARKETS OF INTEREST: RWDI's services can be provided for projects around the world.

RECENT SUCCESSES: RWDI has recently completed wind loading studies for Chek Lap Kok Airport in Hong Kong and Chiang Kai-Seek Airport Terminal in Taiwan. In addition, internal ventilation and snow loading studies were provided for Denver International Airport, Landside Terminal in Colorado.

OF SPECIAL NOTE: RWDI's computer modelling capabilities are augmented by the use of computational fluid dynamics (CFD). CFD can be used effectively to assess numerous aspects of airport operations including: internal ventilation for energy savings, smoke control, and temperature (for human comfort); cooling tower plumes; and jet aircraft engine exhaust impacts.

S.M. Group International Inc. (The)

2111 Fernand Lafontaine Boulevard
Longueuil, Quebec
J4G 2J4

CONTACT: Mr. Renaud Poirier
Director, International Projects
TEL: 514-651-0981
FAX: 514-651-9542

YEAR ESTABLISHED:
AVERAGE WORK FORCE: 425

EXPORT SALES: \$32,000,000

PRODUCTS/SERVICES: A combination of skill, energy, experience and willingness, the S.M. Group offers high-quality services in the area of infrastructure for roads, railways, airports as well as for ports and marine, municipal, and hydroelectric facilities.

Thanks to a large multidisciplinary team trained in the targeted fields, The S.M. Group has become a leader in infrastructure projects and can therefore offer the following general services: Rural and urban development studies and planning; Feasibility, market and financing studies; Environmental studies; Engineering; Project management; Construction management, cost estimating, planning and control; Supervision of construction; Value engineering; Supply and scheduling; Quality control and assurance; Materials quality control and laboratory tests; Personnel training and development; Technological transfer.

Over the past 20 years, The S.M. Group has also developed a great deal of expertise in environment and urban planning, both fields which relate directly to infrastructure. The following services are offered: Environmental policies and programs; Environmental evaluations and impact studies; Environmental characterizations; Environmental audits; Environmental accounting; Land use planning (development plan); Survey and analysis of urban developments (socio-economic studies, and soil use surveys); Urban development plans.

The S.M. Group also offers special services relating to the economy and environment of infrastructure projects. Depending on the size and importance of the project, we can perform one or more of the following studies: Feasibility studies; Technical-economic viability studies; Origin-destination studies; Demographic studies; Population relocation studies; Traffic studies; Road sign studies; Environmental and transportation impact studies; Ecological studies; Urban planning and land development studies; System diagnostic studies; Privatization studies; Automated traffic control studies; Intermodal transportation studies.

S.S.S.I. International (1993) Inc.

2500 Daniel Johnson Boulevard
Suite 1102
Chomedey, Quebec
H7T 2P6

CONTACT: Mr. Pierre N. Cunningham
TEL: 514-682-4280
FAX: 514-686-8566

YEAR ESTABLISHED: 1978
AVERAGE WORK FORCE: 14

OVERSEAS OFFICES: Havana, Cuba. Other sales offices are planned for in the Caribbean, Eastern Europe, Central/South America, Middle East, and Southeast Asia.

KEYWORDS: Turnkey airport project developer. All phases of airport construction to ICAO and regional standards and recommendations from rehabilitation or system enhancement to full turnkey systems capable of handling all types of passengers and cargo aircraft.

PRODUCTS/SERVICES: Full architectural services, private financing, technical and environmental feasibility studies, engineering (all disciplines) design and specifications, project management and supervision, procurement, training, operation, and management.

EXPORT MARKETS OF INTEREST: The Caribbean, Cuba, Mexico, South/Central America, Australasia, Middle East, Southeast Asia, and Eastern Europe.

RECENT SUCCESSES: The company has successfully completed two major international passenger air terminal buildings in Cuba. The Jose Marti International Air Terminal No.2 was custom designed and built as a satellite international terminal building adjacent to the older building to help carry the increase in international flights projected for the Havana International Airport.

The Varadero International Air Terminal Building was custom designed and built by S.S.S.I. to permit the largest foreign aircraft to fly directly into Varadero, the heart of Cuba's vacation area. Both terminals were built as turnkey projects and were fully equipped with all the necessary modern passenger facilities.

S.S.S.I. in association with Canadian associates-Acres International Limited and Robert A. Mogk and Associates conducted a Canadian government sponsored capital project preliminary study (feasibility study) to analyze the factors relevant to setting-up a fully integrated airport facility in the Caribbean.

S.S.S.I. has also formed a strategic alliance with the Airport Division of Acres International Limited and Robert A. Mogk and Associates (RMA). Acres is one of Canada's leading international engineering project management firms while RMA specializes in aviation NAVAIDS, ATC systems, meteorological systems plus airport related electronics and security systems.

OF SPECIAL NOTE: S.S.S.I. has also earned an enviable reputation as a specialist in turnkey pre-fabricated steel commercial-industrial buildings. Many of its contracts have been in this field. S.S.S.I. custom designs and adapts buildings, passenger terminals, aircraft hangars, control towers, etc., to meet the specific requirements of the clients. An example of a full turnkey system could include (partial list) all civil works, runways, taxiways, ramps, buildings, utilities, fuel systems, all NAVAIDS and ATC systems, airport related electronics and security systems, all vehicles and miscellaneous items required to operate and manage an airport facility.

Sciex

55 Glen Cameron Road
Thornhill, Ontario
L3T 1P2

CONTACT: Dr. William R. Davidson
Director, Security Systems
TEL: 905-881-4646
FAX: 905-881-9832

YEAR ESTABLISHED: 1974
PLANT SIZE: 55,000 square feet
AVERAGE WORK FORCE: 210

EXPORT SALES: \$58,000,000
GROSS SALES: \$65,000,000

KEYWORDS: Airport security and safety.

PRODUCTS/SERVICES: Airport security systems based on mass spectrometry, Aromic and Condor .

EXPORT MARKETS OF INTEREST: Global.

RECENT SUCCESSES: Joint venture with British Aerospace; Contract with FAA Technical Centre through Transport Canada; Contract with Manchester Airport through British Aerospace.

Scott Associates Architects Inc.

39 Hazelton Avenue
Toronto, Ontario
M5R 2E3

CONTACT: Mrs. Darija Scott
Principal
TEL: 416-975-5200
FAX: 416-975-4990

YEAR ESTABLISHED: 1987
AVERAGE WORK FORCE: 35

OVERSEAS OFFICES: United States, Czech Republic, and Barbados.

KEYWORDS: Architecture; Planning; Programming; Interior design of airport terminals; Aviation projects.

PRODUCTS/SERVICES: Feasibility studies; Airport development studies; Airport master planning; Airside and groundside facility planning; Air terminal design and project management; Coordination of engineering services; Design of airport infrastructure facilities; Contract administration; Commissioning of airport and aviation facilities.

EXPORT MARKETS OF INTEREST: United States, Caribbean, Central America, South America, Eastern Europe, Former Soviet States, Russia, Middle East, India, China, and Southeast Asia.

RECENT SUCCESSES: Terminal 3, Lester B. Pearson International Airport, Toronto, Canada (design and managing architects); Piarco International Airport, Trinidad W.I. (Architects for new international terminal); Prague-Ruzyne International Airport, Prague, Czech Republic (Architects for new international terminal); Ataturk International Airport, Istanbul, Turkey (designers of new international terminal for Lockheed Air Terminals Inc.); New Seoul Metropolitan Airport, Seoul, Korea (finalist for design of new airport).

OF SPECIAL NOTE: Scott Associates have been the architects for more airport privatization projects than any other firm in the world. Scott is capable of organizing a complete development team for the design, construction, operation, and financing of international airport projects.

Scouten Mitchell Sigurdson & Assoc. Ltd.

770 Bradford Street
Winnipeg, Manitoba
R3H 0N3

CONTACT: Mr. R.E. Scouten
President
TEL: 204-775-0291
FAX: 204-772-2153

YEAR ESTABLISHED: 1965
PLANT SIZE: 17,000 square feet
AVERAGE WORK FORCE: 53

GROSS SALES: \$4,000,000

KEYWORDS: Mechanical, buildings; Heating, ventilating, air conditioning systems; Fire protection; Electrical, buildings; Electrical, runway/airport lighting.

PRODUCTS/SERVICES: Mechanical and electrical engineering design and inspection services.

EXPORT MARKETS OF INTEREST: All.

RECENT SUCCESSES: Two wide body aircraft maintenance hangars for Air Canada with: Deluge fire protection systems; Heating system compatible with minus 40°C climate; Large volume air supply system; Mechanical/electrical services to maintenance shops.

Air Traffic Control Towers: Services to new tower at Winnipeg International Airport; Miscellaneous towers in remote northern regions.

Retrofit/new: Complete retrofit of mechanical and electrical systems in Winnipeg International Airport along with new major expansion.

Other: Numerous surveys, retrofits, new remote airport buildings, fire protection systems, etc. for Transport Canada.

OF SPECIAL NOTE: The Company is best suited to provide subconsultant services to larger prime consultants or prime contractors for airport projects on either a direct-hire or joint venture basis.

For specific smaller projects-building retrofits, fire protection, runway lighting upgrades and similar-the Company will work directly with the airport planning staff.

Past off-shore experience includes USA, Pakistan, Zambia, Ghana, Guyana, Malaysia, and Antigua.

Securifort Inc.

6 Cayouette Street
Tingwick, Quebec
JOA 1L0

CONTACT: Mr. Jacques Gauthier
Director, National
TEL: 514-848-7181
FAX: 514-679-0564

YEAR ESTABLISHED: 1973
PLANT SIZE: 14,000 square feet
AVERAGE WORK FORCE: 35

EXPORT SALES: \$375,000
GROSS SALES: \$3,500,000

OVERSEAS OFFICES: New York, USA; Kingston, Jamaica.

KEYWORDS: Security equipment for keeping valuables.

PRODUCTS/SERVICES: The firm specializes in the manufacture, development and marketing of security equipment for banks and institutions, e.g. vaults, safes, safety deposit boxes, night depositories, and so on. Our products are Underwriters' Laboratories approved.

EXPORT MARKETS OF INTEREST: Expansion of existing markets: United States and the Caribbean. Development of new market in Mexico.

RECENT SUCCESSES: Thanks to a technology transfer agreement with Jamaica, two substantial projects involving modular vaults have been implemented in Guyana and Jamaica.

Securiplex Technologies Inc.

549 Meloche Avenue
Dorval, Quebec
H9P 2W2

CONTACT: Mr. Hervé Boscher
Vice President, Business Development
TEL: 514-633-7292
FAX: 514-633-8338

YEAR ESTABLISHED: 1980
PLANT SIZE: 37,640 square feet
AVERAGE WORK FORCE: 110

EXPORT SALES: \$12,000,000
GROSS SALES: \$25,000,000

OVERSEAS OFFICES: UB International located in Dubai, United Arab Emirates.

KEYWORDS: Fire protection; Fire detection; Fire extinguishing; Fire extinguishers; Fine water spray system.

PRODUCTS/SERVICES: Securiplex offers its clients standard off-the-shelf fire detection and suppression systems as well as custom engineered solutions to complex fire protection requirements.

Securiplex sells a complete line of fire alarm control units and initiating, audible/visual signalling devices as part of its fire detection systems. Securiplex also sells all types of signalling devices as part of its fire detection systems. Securiplex also sells all types of suppression systems including water mist CO2, Deluge, Dual Agent and Foam.

Engineered Fire Protection Systems- No matter how complex the fire protection requirement, Securiplex has the capability to design, manufacture, and integrate a complete fire protection system for any applications.

RECENT SUCCESSES: The Brussels Airport: The Brussels Airport is undergoing a major extension through the addition of two new terminals followed by the refurbishing of the existing terminal. For this project, Securiplex has supplied two fire protection systems: (1) The airport hydrant refuelling system, which provides remote hazard monitoring of the airport refuelling system and permits automatic shutdown of valves, pumps and associated equipment in the event of hazard detection. The system consists of five remote panels with local detection/control loops ranging from 20 metres to 2km. These panels are linked via an 8km long serial communication network to a central control panel and provide system wide protection. Automatic functions include shutdown, remote alarm signalling and fire department calling.

(2) The terminal detection and alarming system, which provides a distributed alarm and control system for monitoring of fire and security hazards and providing evacuation alarms and signalling. The monitoring system consists of multiple electronic equipment bays connected via serial communications links. Control and monitoring is accomplished via video display units at several locations. Custom interfaces are provided for fireman, security personnel and system operators.

Securitex Inc.

279 Sherbrooke West
Suite 211
Montreal, Quebec
H2X 1Y2

CONTACT: Mr. Ross Cochran
President
TEL: 514-282-0503
FAX: 514-282-8871

YEAR ESTABLISHED: 1981
PLANT SIZE: 1,800 square metres
AVERAGE WORK FORCE: 45

EXPORT SALES: \$468,000
GROSS SALES: \$4,556,000

OVERSEAS OFFICES: Legal, corporate and banking mailing addresses in USA:
Securitex, Inc.
P.O. Box 1396
Burlington, VT
05402-1396

KEYWORDS: Fire fighter, industrial worker and police force protective clothing.

PRODUCTS/SERVICES: Fire-resistant clothing for fire-fighters and industrial workers; Anti-riot protective clothing for police.

EXPORT MARKETS OF INTEREST: USA, Southeast Asia, Middle East, Latin and South America.

RECENT SUCCESSES: Development and commercialization of Ultralite-SMSTM fire fighter suits; Development, patenting, and commercialization of two new fire fighter fabrics, DuraliteTM and UltraflexTM.

Segitel Inc.

666 Sherbrooke Street West
Suite 1400
Montreal, Quebec
H3A 1E7

CONTACT: Mr. Maurille G. Séguin
President
TEL: 514-845-7151
FAX: 514-848-0745

YEAR ESTABLISHED: 1974
AVERAGE WORK FORCE: 40

OVERSEAS OFFICES: Dar es Salaam, Tanzania; Ouagadougou, Burkina Faso; Cairo, Egypt.

KEYWORDS: Telecommunications; Informatics; Engineering of air navigation systems; Technical evaluation of air navigation installations; Solar energy; Telemetry and automated surveillance.

PRODUCTS/SERVICES: Feasibility study for telecommunications network, technical evaluation of civil and military aviation installations, project management, operations and maintenance management, training, turnkey contracts, and total quality.

EXPORT MARKETS OF INTEREST: Africa, South America, and Asia.

RECENT SUCCESSES: Joint ventures: Bell Canada International (West Africa); SaskTel International (Tanzania); 3T International (Cairo, Egypt).

Sensors and Software Inc.

5566 Tomken Road
Mississauga, Ontario
L4W-1P4

CONTACT: Mr. Steve W. Cosway
General Manager
TEL: 905-624-8909
FAX: 905-624-9365

YEAR ESTABLISHED: 1988
PLANT SIZE: 4,300 square feet
AVERAGE WORK FORCE: 10

EXPORT SALES: \$1,700,000
GROSS SALES: \$2,000,000

OVERSEAS OFFICES: Sensors and Software maintains an office in Gottenberg, Sweden to support operations throughout Western Europe. This office supplies sales support for technical representatives in many Western European countries. The office also provides a service depot and system rental source location.

KEYWORDS: Runway; Maintenance; Subsurface cavities; Buried pipes and cables; Runway integrity; Reinforcing rod detection; Runway concrete degradation; Ground penetrating radar products and services.

PRODUCTS/SERVICES: Sensors & Software Inc.'s primary products are the pulseEKKO series of ground penetrating radar systems. The all digital pulseEKKO systems offer operating frequencies which range from 10MHz to 1000MHz. Applications encompass a wide variety of subsurface investigations as well as non-destructive testing of man-made structures. PulseEKKO radar systems include an integrated software environment for data display and report quality plotting in black and white and colour. Based on leading edge technology, the pulseEKKO systems are acknowledged worldwide for their high performance and data quality.

Ground penetrating radar has particular applications for airport safety and security when used for addressing structural integrity of runways and buildings. In addition, the technique is quite often useful in pre-engineering studies to define subsurface geology. A wide variety of applications are available for the technique from deep geological sounding through to shallow reinforcing bar location and delineation.

EXPORT MARKETS OF INTEREST: Worldwide.

Senstar Corporation

Box 13430
Kanata, Ontario
K2K 1X5

CONTACT: Mr. Julian M. Romeskie
V.P., Marketing and Bus. Development
TEL: 613-839-5572
FAX: 613-839-5830

YEAR ESTABLISHED: 1981
PLANT SIZE: 35,000 square feet
AVERAGE WORK FORCE: 70

EXPORT SALES: \$7,682,445
GROSS SALES: \$9,170,598

OVERSEAS OFFICES: United States: Senstar Inc., 5 Billerica Park, 101 Billerica Avenue, North Billerica, MA, USA 01862.

United Kingdom: Senstar (UK) Limited, Suite 4, Clifton Chambers, Evesham, Worcs., UK WR114HG.

Germany: Dornier GmbH, Security Systems, 88039 Friedrichshafen, Germany.

KEYWORDS: Perimeter intrusion detection; Outdoor detection; Airport security; Hangar security; Aircraft security; Alarm monitoring; Data communications; Remote site protection; Buried cable; Portable/relocatable detection systems; Infrared illuminators.

EXPORT MARKETS OF INTEREST: U.S., Europe, Latin America, Middle East, Australia/Asia.

OF SPECIAL NOTE: Senstar specializes in supplying a variety of unique products to protect the perimeters of sites requiring a high level of security. The Sentrax and S-Trax Buried Cable Detection System is designed for airport applications to protect parked aircraft, working ramp areas, airport perimeters and across taxiways. Sentrax and S-Trax detect people, vehicles and aircraft. Senstar also supplies video detection systems and infrared illuminators for use with CCTV cameras, portable rapidly deployable outdoor detection systems and alarm monitoring and data communication systems.

Serco Aviation Services Inc.

255 Albert Street
Suite 601
Ottawa, Ontario
K1P 6A9

CONTACT: Mr. Edward H. Montgomery
President
TEL: 613-563-3849
FAX: 613-563-4272

YEAR ESTABLISHED: 1985
AVERAGE WORK FORCE: 52

EXPORT SALES: \$500,000
GROSS SALES: \$4,000,000

KEYWORDS: Air traffic control; Systems engineering; Aviation services; Aviation management consulting.

PRODUCTS/SERVICES: Management and technical consulting services to the aviation industry. Operational services including air traffic control, weather, ground systems maintenance, aeronautical information services, airport facilities management, administration, and training.

EXPORT MARKETS OF INTEREST: Australasia, Caribbean, Central and South America, Southeast Asia.

RECENT SUCCESSES: Serco is the only company in Canada to hold a certificate to provide operational air traffic control services. This service is being provided to the Department of National Defence at a former military flying training base that is now operated by the private sector.

Serco recently was awarded a contract to advise the Government of Bermuda on the change of control of its airport from the United States Navy to another service provider.

OF SPECIAL NOTE: Serco, a Canadian company located in Ottawa provides world class aviation systems engineering, technical and economic investigation and assessment, and program management services to domestic and international clients. Serco personnel are experts in air navigation systems (communications, navigation, surveillance, operations, and maintenance), air traffic control systems, requirements identification and allocation, systems engineering and design, technical and economic assessments, program and project management, and financial management. They are also experienced in documentation preparation to support the above skills and are comfortable in a structured configuration and a changing management environment.

Serco will deliver the most current consulting expertise, engineering experience, familiarity with state of the art systems, and a demonstrated systems engineering capability with large, complex aviation systems.

Serco is familiar with the international environment in which global air navigation systems operate. Much of this knowledge comes from our work with the Department of Transport and the ICAO Future Air Navigation System Committee. Serco has actively participated in the formulation of policies, plans, and procedures for these organizations at the international level.

Sheppard Green Engineering & Assoc. Ltd.

60 Pippy Place, 2nd floor
P.O. Box 13144
St. John's, Newfoundland
A1B 4A4

CONTACT: Mr. Allan C. Green
President
TEL: 709-576-7344
FAX: 709-576-0374

YEAR ESTABLISHED: 1972
AVERAGE WORK FORCE: 50

GROSS SALES: \$4,000,000

KEYWORDS: Design or site layout; Design and construction of technical services building, communications building.

PRODUCTS/SERVICES: Project management, construction management, civil and structural design, cost estimating, scheduling, implementation planning, project coordination, and site inspection.

EXPORT MARKETS OF INTEREST: Eastern Europe, Mexico, Central/South America, China, Australasia, and Southeast Asia.

Smart-Text Solutions Inc. (SSI)

5436 Victoria Drive
Vancouver, B.C.
V5P 3V8

CONTACT: Mr. Jack W. Bonney
President
TEL: 604-321-5822
FAX: 604-324-6333

YEAR ESTABLISHED: 1992
AVERAGE WORK FORCE: 20

OVERSEAS OFFICES: Licensed operator in Hong Kong; Pending in Singapore head office in Vancouver; Branch in Victoria, Agent in Ottawa, Ontario, Canada.

KEYWORDS: Technical publishing service; Manuals management systems; Policy, procedure, technical reference authoring; Fiscal, trace and technical publishing management; Knowledge transfer, quality assurance, and ISO 9000; Emergency readiness, response and recovery plans; Airport and air traffic management, and operations documentation; Binders, tabs, graphics, translations, printing, and assembly.

PRODUCTS/SERVICES: SSI provides a service to private and public sector clients to manage all aspects of authoring, publishing, and revising all aspects of policy, procedure, and technical reference manuals on paper and on electronic display; the services can be exported worldwide.

EXPORT MARKETS OF INTEREST: Airports and airlines throughout Southeast Asia.

RECENT SUCCESSES: Partnerships formed around airport management, fire safety and emergency planning, and ISO 9000 Certification; partners include ConnectAsia and Digital Equipment Corporation.

OF SPECIAL NOTE: SSI is currently undergoing ISO 9000 certification.

Société Municor Inc.

1085 Ste-Foy Boulevard
Longueuil, Quebec
J4K 1W7

CONTACT: Mr. Francois Lalade
President
TEL: 514-679-7220
FAX: 514-670-9076

YEAR ESTABLISHED: 1978
AVERAGE WORK FORCE: 80

KEYWORDS: Fields of engineering activity: Energy; Environment; Building engineering; Water technology; Roads; Management.

PRODUCTS/SERVICES: Engineering-related services: Design; Preparation of plans and specifications; Supervision of work; Management.

EXPORT MARKETS OF INTEREST: Morocco, Mexico, Chile, and Asia.

RECENT SUCCESSES: A feasibility study in the area of drinking water supply and waste water disposal in Morocco.

OF SPECIAL NOTE: Municor Inc. is a member of the Genivar Group, which comprises over 300 professionals.

Soprin International Inc.

1350 Sherbrooke Street West
Suite 1150
Montreal, Quebec
H3G 1J1

CONTACT: Mr. Patrick Martin
President
TEL: 514-843-7884
FAX: 514-845-5287

YEAR ESTABLISHED: 1954
AVERAGE WORK FORCE: 400

GROSS SALES: \$35,000,000

KEYWORDS: Aircraft engine test cells; Engineering; Manufacture and repair of turbines; Construction-airports and infrastructures; Design and construction, turnkey; Design and construction of facilities; Buildings; electrical, and mechanical systems; Electronic maintenance centres; Runways; Traffic lanes; Decks; Access roads; Shelters for passengers; Freight and vehicles; Water supply and wastewater treatment infrastructures.

PRODUCTS/SERVICES: Engineering services in the following fields of expertise: Structures and foundations, mechanics and electricity, municipal and sanitary infrastructures, road infrastructures, geotechnical studies, work supervision, need analysis, value engineering, project and construction management.

EXPORT MARKETS OF INTEREST: Latin America, Caribbean, Eastern Europe, Middle East, Southeast Asia, and Africa.

RECENT SUCCESSES: Projects: Construction of Aupaluk Airport, Northern Quebec (work supervision); Construction of Laforge-1 Airport, Northern Quebec (road infrastructures, water supply, fire protection, and wastewater treatment); Construction of electronic maintenance centres (structure): Mont-Joli; Gaspé; Baie Comeau. Test cells: Test cell (new), Chatham, New Brunswick, Department of National Defence; Test cell (new), Shearwater, Nova Scotia, Department of National Defence; Test cell (heating system), Greenwood, Department of National Defence; Test cell 1-18 (renovation), Longueuil, Quebec, Pratt & Whitney Canada Inc.; Test cell 1-20 (new), Longueuil, Quebec, Pratt & Whitney Canada Inc.; Test cells 22-22, 22-23 and 22-5 (new), Mississauga, Ontario, Pratt & Whitney Canada Inc.; Test cell 1-13 (renovation), Longueuil, Quebec, Pratt & Whitney Canada Inc.; Test cell 1-21 (new), Longueuil, Quebec, Pratt & Whitney Canada Inc.; Test cell (new), Summerside (P.E.I.), Atlantic Turbines Inc.; Test cell (new), Toronto, Ontario, Hawker Siddeley Inc.; Test cell (new), Pointe-Claire, Quebec, Rolls-Royce Canada Ltd.; Test cell, Ethiopian Airlines, Ethiopia.

Construction, expansion, and renovation projects in various plants and departments for Pratt & Whitney Canada Inc., among which include: C.R.A. Building; E.B. Welder; Expansion of Assembly plant #1, Longueuil; Expansion of plant #5; Instrument & clean room; Laboratory for quality controls of materials; Plating department, plant #1, Longueuil; Plumping room; Relocation of the plating, cleaning, and N.D.T. (Non-Destructive Testing), plant #5.

SR Telecom Inc.

8150 Trans Canada Highway
St-Laurent, Quebec
H4S 1M5

CONTACT: Mr. Mike Morris
Vice President
TEL: 514-335-1210
FAX: 514-334-7783

YEAR ESTABLISHED: 1981
PLANT SIZE: 110,000 square feet
AVERAGE WORK FORCE: 500

EXPORT SALES: \$85,000,000
GROSS SALES: \$91,000,000

OVERSEAS OFFICES: Manila and Subic Bay, Philippines; Kuala Lumpur, Malaysia; Bangkok, Thailand; Shenzhen and Beijing, China; The Woodlands, Texas, USA; Plantation, Florida, USA; Nacka, Sweden; Mexico City, Mexico; Nairobi, Kenya; Tunis, Tunisia; Amman, Jordan.

KEYWORDS: Rural telecommunications; TDMA; Microwave radio; Telephony; Voice; Data.

PRODUCTS/SERVICES: Microwave radio used for provision of basic telephone or data service in rural regions. Used by telephone companies, utilities, and private users worldwide.

EXPORT MARKETS OF INTEREST: Worldwide.

RECENT SUCCESSES: \$54 million contract award in Thailand for rural telecoms, February 1994.

OF SPECIAL NOTE: Only Canadian supplier of this technology.

Stanley International Group Inc.

10160-112 Street
Suite 200
Edmonton, Alberta
T5K 2L6

CONTACT: Mr. Larry D. Nielsen
President
TEL: 403-423-4777
FAX: 403-424-8988

YEAR ESTABLISHED: 1954
AVERAGE WORK FORCE: 800

EXPORT SALES: \$20,000,000
GROSS SALES: \$80,000,000

OVERSEAS OFFICES: Barbados, China, Laos, and St. Lucia.

KEYWORDS: Engineering; Design; Infrastructure; Landside facilities; Airside facilities; Structures; Pavement; Runways; Taxiways; Aprons; Access roads.

PRODUCTS/SERVICES: Aviation planning, land use planning, feasibility studies, preliminary engineering design, detailed engineering design, pavement management, financial analysis, economic analysis, project management, construction supervision, tender preparation, and training.

RECENT SUCCESSES: Due Diligence Study for Shi-Tai Toll Highway, China; Joint venture with Lockerbie & Hole of Edmonton, Canada for Zhenijang Water Treatment Plant Project, China; Environmental monitoring and pollution control program in the State of Tamil Nadu, India; Award of Excellence (Association of Consulting Engineers of Canada and Canadian Consulting Engineer Magazine) for Feeder Roads for fisheries development project, Zambia.

Stewards

Box 1201 Burma Road
Fernie, B.C.
VOB 1M0

CONTACT: Mr. Stuart Ritchie
CEO
TEL: 604-423-3447
FAX: 604-423-3347

YEAR ESTABLISHED: 1994
AVERAGE WORK FORCE: 14

OVERSEAS OFFICES: United Kingdom.

KEYWORDS: The Innovative solutions team "Serving the Earth."

PRODUCTS/SERVICES: Solid waste management planning; Waste fibre management; Heavy construction services; Aggregate services management; Integrated resources management; Road planning through to deactivation; Environmental assessment and remediation; Project management; Training services.

EXPORT MARKETS OF INTEREST: United States, Vietnam, Honduras, Georgia, New Zealand, India, Thailand, Singapore, South Africa, Eastern Europe, China, Taiwan, Japan, and Malaysia.

Strata Engineering Corp.

170 The Donway West
Suite 120
Don Mills, Ontario
M3C 2G3

CONTACT: Mr. Cam Mirza
President
TEL: 416-441-2560
FAX: 416-441-4161

YEAR ESTABLISHED: 1984
PLANT SIZE: 6,000 square feet
AVERAGE WORK FORCE: 4

EXPORT SALES: \$100,000
GROSS SALES: \$650,000

KEYWORDS: Soil; Groundwater; Asphalt; Paving; Pavement; Management; Materials; Quality control; Quality assurance; Performance review; Life cycle analysis; Condition rating; Drainage; Erosion control.

PRODUCTS/SERVICES: Soil and subsurface investigations; Soil characterization; Subgrade evaluation; Pavement design; Pavement evaluation; Pavement management; Pavement construction quality control; Asphalt mix plant reviews; Aggregate testing and evaluation; Aggregate sources inventory and quantification; Soil contamination; Soil remediation; Erosion control; Drainage; Dewatering; Deep foundations; Instrumentation; Monitoring; Engineering studies and reports; Land use characterization; Slope stability evaluation; Earthworks; Rock mass characterization.

EXPORT MARKETS OF INTEREST: Caribbean, West Africa, Southeast Asia, India, Pakistan, Malaysia, Bangladesh, Sri Lanka, and China.

RECENT SUCCESSES: Short listed for major highway interchange World Bank funded project in Ghana; Awarded major geoenvironmental R&D project by National Academy of Sciences, Washington; Completed feasibility study of emulsion based surface dressing pavements in Ghana.

OF SPECIAL NOTE: Key experts of company have a combined experience base of over 300 person years. Some have provided expertise in countries such as Trinidad (the Piarco International Airport asphalt paving) and in Ghana. One is being invited by a New York consulting firm to assist them with a major pavement project in Pakistan.

Sypher:Mueller International Inc.

220 Laurier Avenue West
Suite 500
Ottawa, Ontario
K1P 5Z9

CONTACT: Mr. Gordon B. Hamilton
President
TEL: 613-236-4318
FAX: 613-236-4850

YEAR ESTABLISHED: 1987
AVERAGE WORK FORCE: 16

EXPORT SALES: \$2,600,000
GROSS SALES: \$4,000,000

OVERSEAS OFFICES: Baltimore, MD; Cranleigh, Surrey, U.K.

KEYWORDS: Airport planning; Concessions; Forecasting; Airport finance; Civil aviation master plans; Organization development.

PRODUCTS/SERVICES: Airport planning; Organization development; Training; Business and financial planning; Fees and charges development; Passenger and cargo air services development; Forecasting; Concessions planning; Market research; Property management; Contract development and negotiations; Safety audits and analysis; Risk analysis; Airspace planning.

EXPORT MARKETS OF INTEREST: The firm is heavily export focused, with 60% of business outside of Canada. Areas of particular interest are: U.S., Africa, Caribbean, Australia, and Southeast Asia.

Tanny Equipment Inc.

**6557 Côte de Liesse
Montreal, Quebec
H4T 1E5**

**CONTACT: Mr. Allan Tanny
President
TEL: 514-341-3236
FAX: 514-341-1014**

**YEAR ESTABLISHED: 1953
PLANT SIZE: 20,000 square feet
AVERAGE WORK FORCE: 10**

**EXPORT SALES: \$210,000
GROSS SALES: \$1,400,000**

OVERSEAS OFFICES: Watertown, New York.

KEYWORDS: Runway maintenance equipment; Snowblowers.

PRODUCTS/SERVICES: Replacement parts and service for snowblowers and runway sweepers.

EXPORT MARKETS OF INTEREST: United States, and Eastern Europe.

Tecksol Inc.

2505 Dalton
Sainte-Foy, Quebec
G1P 3S5

CONTACT: Mr. Jocelyn Vezina
V.P. of Development & Secretary
TEL: 418-651-2007
FAX: 418-651-8725

YEAR ESTABLISHED: 1973
PLANT SIZE: 27,000 square feet
AVERAGE WORK FORCE: 235

EXPORT SALES: \$3,050,000
GROSS SALES: \$20,000,000

OVERSEAS OFFICES:
Tecksol US Inc.
18450 Showalter Road
Suite 108
Hagerstown, MD 21742
Tel: 301-733-9409
Fax: 301-733-9522

Tecksol Mexicana
Aldama No.1
San Miguel De Allende
Guanajuato, Mexico 37700
Tel: 465-2-43-96
Fax: 465-2-15-99

KEYWORDS: Airport equipment for passenger transport.

PRODUCTS/SERVICES: The company has acquired a know-how and an expertise in public transport vehicles (transport cars): operation, rehabilitation, modernization, trails and maintenance, quality control systems, risk analysis, instruction manuals on security procedures, maintenance manuals, and spare parts manuals.

EXPORT MARKETS OF INTEREST: U.S.A., and Mexico.

RECENT SUCCESSES: Since 1986, Tecksol has maintained and operated the passenger transport vehicles (P.T.V.'s) at the Montreal International Airport (Mirabel) facility.

During this time, Tecksol has proceeded to repair all 21 vehicles, and carried out important modifications which have improved the reliability of the P.T.V.S's, and the security of the passengers.

At our Hagerstown facility, Tecksol US is presently carrying out a contract with the Metropolitan Washington Airport Authority, to refurbish their plane-mates (15) valued at \$ 8 million US. An option for an additional 12 vehicles is imminent. The first rehabilitated vehicle was delivered to the M.W.A.A. on May 23, 1994, and the last unit should be delivered by January 1995.

OF SPECIAL NOTE: Tecksol maintains, operates, and rehabilitates mobile lounges (Plane-mate) vehicles; Operates municipal water treatment plants; Maintains buildings' mechanical systems; Installation of mechanical equipment used for water treatment, incineration, pulp and paper, and aluminum manufacturing plants.

Tek Consultants Limited

534 Prospect Street West
P.O. Box 1
Fredericton, New Brunswick
E3B 4Y2

CONTACT: Mr. Brian E. Thompson
President
TEL: 506-458-9661
FAX: 506-458-9663

YEAR ESTABLISHED: 1974
AVERAGE WORK FORCE: 14

GROSS SALES: \$1,200,000

KEYWORDS: Airport power distribution; Airport lighting.

PRODUCTS/SERVICES: Electrical engineering services.

EXPORT MARKETS OF INTEREST: Eastern Europe, Mexico, Central/South America, Africa, and the Middle East.

RECENT SUCCESSES: Automated control system for control tower at Saint John Airport, New Brunswick, Canada; Electrical services for control tower, Saint John Airport, New Brunswick; Power distribution upgrade, Moncton Airport, New Brunswick; High intensity approach lighting, Moncton Airport, New Brunswick.

Tenco Machinery Ltd.

1318 Principale
P.O. Box 60
St-Valerien de Milton, Quebec
J0H 2B0

CONTACT: Mr. Pierre Métras
President
TEL: 514-549-2411
FAX: 514-549-2410

YEAR ESTABLISHED: 1976
AVERAGE WORK FORCE: 67

EXPORT SALES: \$4,500,000
GROSS SALES: \$11,500,000

OVERSEAS OFFICES:
5700 South Lima Road
Lakeville, New York
USA 14480-0635

TREVAC
34, Rue des Arillons
le Pare de la Bouverie
83520, Roquebrune sur Arsens France

KEYWORDS: Manufacturer of snow plow including airport plow; Spreader and detachable snow blower.

PRODUCTS/SERVICES: Equipment and replacement parts.

EXPORT MARKETS OF INTEREST: U.S.A., Eastern Europe, and European market.

OF SPECIAL NOTE: We are a leading manufacturer in the field of snow removal and de-icing equipment.

Terra Engineering Ltd.

1245 East 7th Avenue
Vancouver, B.C.
V5T 1R1

CONTACT: Mr. Ken Fyvie
Business Development Manager
TEL: 604-874-1245
FAX: 604-874-2358

YEAR ESTABLISHED: 1957
AVERAGE WORK FORCE: 70

EXPORT SALES: \$350,000
GROSS SALES: \$4,300,000

OVERSEAS OFFICES:

Terra Geotechnics Sdn. Bhd.
Kuala Lumpur, Malaysia

KEYWORDS: Pavement evaluation; Pavement rehabilitation; Hot in-place asphalt recycling; Runways; Taxiways; Parking aprons; Materials engineering; Pavement engineering; Pavement condition evaluation; Pavement inventory; Quality assurance testing; Quality control testing; Pavement design; Pavement construction supervision and inspection; Geotechnical engineering; Soils investigation.

PRODUCTS/SERVICES: Geotechnical: Subsurface soils investigations; Foundation design; Slope stabilization; Excavation shoring design and inspection; Construction monitoring and testing. Environmental: Liability assessment studies for property acquisition; Contaminant fate and transport investigations involving subsurface soil and groundwater sampling and analysis; Development of remediation action plans; Regulatory permitting; Planning and permit compliance strategies; Waste contaminant designs including liners and barriers; and project cleanup management. Concrete materials: Seismic upgrade material investigation and review; Parkade, bridge, building and industrial facility material assessments; Preparation of repair strategies; Material specifications, contract document and tender preparation; Heavy duty pavement design; Specialty concrete and grout mix designs; Gravel pit assessments; Post-tension system review and inspection; Concrete construction inspection and testing. Asphalt Materials: Pavement surface condition and failure evaluations; Rehabilitation strategy recommendation; Life cycle and cost-benefit analyses; Specification preparation; Specialized consulting in the application of state-of-the-art, hot-in-place recycling and full depth pavement reclamation processes; Specialty mixture design and materials testing services; Asphalt cement rheological testing and assessments; Construction management, inspection and testing.

EXPORT MARKETS OF INTEREST: Thailand, Vietnam, Philippines, Malaysia, Southeast Asia, Caribbean, Mexico, Central and South America, and Mainland China.

RECENT SUCCESSES: Completed numerous airport runway pavement rehabilitations where state-of-the-art, hot-in-place asphalt recycling equipment has been successfully utilized. The company has world class expertise in this field, which includes providing complete preliminary pavement and materials analyses, all related laboratory testing of materials and recycled asphalt mixture design recommendations, together with on-site construction supervision and related laboratory quality control testing services. The firm has been involved in 8 of these types of applications on runway/taxiway (6 in B.C., 1 in Malaysia, 1 in Mexico) projects. The company has had involvement in over 30 major airport runway, taxiway, and aircraft parking apron, pavement construction, re-construction, and rehabilitation projects, including projects in Western Canada, Northwest Territories, Malaysia, Mexico, and Australia. With the assistance of Enterprise Malaysia Canada, the company signed a joint venture agreement with HSS Integrated Sdn. Bhd. of Kuala Lumpur (Petaling Jaya), Malaysia (March 1994) and have now commenced full-scale operations based in Kuala Lumpur. The firm has since secured numerous major projects, including providing engineering services on the new Sepang Airport.

Tiger-Vac Inc.

11600 6th Avenue
Montreal, Quebec
H1E 1S1

CONTACT: Mr. Rocco Mariani
President
TEL: 514-643-1525
FAX: 514-494-8201

YEAR ESTABLISHED: 1984
PLANT SIZE: 8,000 square feet

EXPORT SALES: \$800,000
GROSS SALES: \$1,500,000

OVERSEAS OFFICES: U.S., Germany, and France.

KEYWORDS: Aircraft ground support equipment for fuel and solvent recovery.

PRODUCTS/SERVICES: Manufacturer of explosion proof vacuum systems for fuel and solvent recovery.

RECENT SUCCESSES: Tiger-Vac explosion proof vacuums are currently being used by industry and military clients throughout Canada and the United States. Clients include numerous Canadian Forces Bases and U.S. Air Force and Navy installations.

UMA Engineering Ltd.

5080 Commerce Boulevard
Mississauga, Ontario
L4W-4P2

CONTACT: Mr. D. Amm
Director of Transportation
TEL: 905-238-0007
FAX: 905-238-0038

YEAR ESTABLISHED: 1911
AVERAGE WORK FORCE: 980

EXPORT SALES: \$9,800,000
GROSS SALES: \$60,000,000

OVERSEAS OFFICES: Mexicali, Mexico; Perth, Australia; Irvine, CA; El Centro, CA; St. Louis, MO; Ann Arbor, Michigan; Raleigh, N.C.; Kota, Rajasthan, India.

KEYWORDS: Airside facilities: Runway; Taxiway; Lighting; Drainage; Pavement. Groundside facilities: Access roads; Parking; Circulation; Drainage; Utilities.

PRODUCTS/SERVICES: Provision of planning and design services related to airside and groundside facilities at various airports, ranging from small local airports to international airports. On the airside, services include the planing and design of runways, taxiways, aprons, runway and taxiway lighting, approach lighting, drainage, and utility accommodation. On the groundside, services include the planning, design and operational analysis of airport access systems, internal circulation systems, parking facilities, both at-grade and structure, drainage systems, and utility requirements.

EXPORT MARKETS OF INTEREST: United States, Mexico, India, China, Australia, Indonesia, Thailand, Russia, and Ukraine.

RECENT SUCCESSES: Member of the joint venture planning team responsible for the planning of the expansion of the international arrivals terminal at Vancouver's International Airport.

UMA Engineering and UMA Projects, a Division of UMA Engineering, are project managers, design managers, and construction managers for the development/upgrading to freeway status of 200km of highway on Vancouver island.

OF SPECIAL NOTE: UMA Engineering and its parent company, UMA Group, are actively involved in implementing TQM (Total Quality Management) in the company and are two years into the program.

UMA Engineering are actively pursuing the design/build concept and have been involved in establishing public/private partnerships.

Urban Systems Ltd.

7 St. Paul Street West
Kamloops, B.C.
V2C 1E9

CONTACT: Mr. Bud Smith
Director
TEL: 604-374-8311
FAX: 604-374-5334

YEAR ESTABLISHED: 1975
AVERAGE WORK FORCE: 102

EXPORT SALES: \$75,000
GROSS SALES: \$7,356,366

OVERSEAS OFFICES: Alliance with:
SK Ecologia s.a.
Malaga 120
P.O. Box 13960
Santiago, Chile
Attn: Robert Biehl
Tel: (56-2)228-7128
Fax: (56-2)208-2629

KEYWORDS: Groundside transportation planning; Airport transit services; Airport rapid transit planning; Airport road design; Airport subdivision planning and design; Airport airside infrastructure; Airport groundside infrastructure; Runway/taxiway/apron engineering.

PRODUCTS/SERVICES: Engineering, planning, and landscape architecture services associated with the design, development and construction of airport taxiways, groundside infrastructure, ground transportation, and airport building/subdivisions projects.

EXPORT MARKETS OF INTEREST: Chile, Mexico, and Russia.

RECENT SUCCESSES: YVR-Grauer Road Subdivision: Planned subdivision and servicing to be integrated with construction of new runway at Vancouver International Airport. YVR Fire Hall Lift Station: Airside fire hall and fuel depot force main and lift station servicing design at Vancouver International Airport. YYC Taxiway Rehabilitation: Upgrade and rehabilitation for intersection of Taxiways B & C4 with runway 10-28 at Calgary International Airport. YYC Sewage Lift Station: Upgrade sewage lift stations #1 and #2 at Calgary International Airport to accommodate increased flows. YYC Barlow Trail: Rehabilitate 5km of main arterial road leading to Calgary International Airport including detailed design and construction services. Merritt Airport: Facility planning both groundside and airside at Merritt Municipal Airport, Fixed wing and rotary wing facilities. Nelson Airport: Planning and engineering services for reconstruction of main runway and taxiway surfaces at Nelson Municipal Airport. Tumbler Ridge Airport: Planning, design, and construction inspection for apron, taxiway, runway re-profiling, extension, and site grading at Tumbler Ridge Municipal Airport. Penticton Airport: Preliminary design, detailed design, and construction services for upgrading and expansion of terminal roads and parking lots at Penticton Municipal Airport.

OF SPECIAL NOTE: The company's integrated disciplines facilitate a problem solving approach to projects. Our extensive work with municipal government administration enables us to lead in locations where airport administration/control is being taken over by local authorities.

Voyageur Airways Limited

CFB North Bay
P.O. Box 1734
Hornell Heights, Ontario
POH 1P0

CONTACT: Mr. Max Shapiro
President
TEL: 705-476-1750
FAX: 705-476-6773

YEAR ESTABLISHED: 1976
AVERAGE WORK FORCE: 100

OVERSEAS OFFICES: Actively seeking opportunity to establish international offices.

KEYWORDS: Aircraft ground handling; Fuelling; Fixed base operations; Aircraft charter; Air ambulance; Airline management.

PRODUCTS/SERVICES: Providing ground handling and fuelling for airline operations. Establishing airline and aircraft charter operations.

EXPORT MARKETS OF INTEREST: Southeast Asia, Africa, and South America.

RECENT SUCCESSES: Major supplier of air ambulance services in Canada. Currently providing ground handling services at two major domestic airports.

OF SPECIAL NOTE: Capable of operating turboprops from Beech King Air to deHavilland Dash-7 as well as business jet aircraft.

Warnock Hersey Professional Services Ltd.

3210 American Drive
Mississauga, Ontario
L4V 1B3

CONTACT: Mr. Derwyn Reuber
Vice President
TEL: 905-678-7820
FAX: 905-678-7131

YEAR ESTABLISHED: 1975
AVERAGE WORK FORCE: 120

OVERSEAS OFFICES: United States, Mexico, United Kingdom, France, Germany, Portugal, Sweden, Australia, China, Hong Kong, India, Indonesia, Japan, Korea, Malaysia, Pakistan, Philippines, Singapore, Sri Lanka, Taiwan, and Thailand.

KEYWORDS: Inspection; Testing; Certification; Quality assurance; Registration of quality systems; Expediting.

PRODUCTS/SERVICES: Founded in 1888, Warnock Hersey is a highly diversified inspection, testing, and certification firm with offices and laboratories across Canada and with corporate affiliations throughout the world. The company is directed by professional personnel drawn from numerous disciplines including engineers, metallurgists, and quality assurance specialists.

Warnock Hersey provides independent inspection, testing, and expediting services for equipment for all types of projects, regardless of the location of the plant or the suppliers. Services include inspection of materials and equipment during fabrication and manufacture to ensure compliance with specifications and drawings, examination of special packaging and protective materials prior to shipment, and checking of shipments on arrival at their destination.

Together with Warnock Hersey's sister organizations, one-stop testing and certification services are available for a wide range of products manufactured anywhere in the world. Registration of quality systems to ISO 9000 standards is also available.

EXPORT MARKETS OF INTEREST: Being part of Inchape Testing Services who maintain offices in many major countries in the world, Warnock Hersey markets its services on a worldwide basis.

OF SPECIAL NOTE: By contacting just one of Inchape Testing's offices, manufacturers can obtain certification for their products in multiple countries around the globe.

Zeidler Roberts Partnership, Architects

315 Queen Street West
Toronto, Ontario
M5V 2X2

CONTACT: Mr. William P. Nankivell
Director of Business Development
TEL: 416-596-8300
FAX: 416-596-1408

YEAR ESTABLISHED: 1880
AVERAGE WORK FORCE: 105

OVERSEAS OFFICES: Baltimore, USA; West Palm Beach, USA; London, England; Berlin, Germany; Hong Kong.

KEYWORDS: Full architectural services; Interior design; Signage; Life cycle costing; Master planning; Feasibility studies; Urban planning; Project management; Systems development; Programming.

PRODUCTS/SERVICES: Architecture, interior design, urban planning, master planning, project management, programming, feasibility studies, and systems development.

EXPORT MARKETS OF INTEREST: U.S., Europe, and Asia.

RECENT SUCCESSES: Beijing Capital International Airport-Terminal Expansion Project, Beijing, China. Conceived as part of a long-range concept for the Airport, the concept design for the new terminal building will include a 2.4 million square foot terminal with 26 international and 7 domestic gates. The design integrated the new terminal with existing facilities, while enhancing the Airport's overall functionality and appearance with the flexibility to grow. The design was selected in early 1993 by the Beijing Capital International Airport from an international competition. Other airport project experience includes: Cologne/Bonn Airport Proposal, Germany; Pearson International Airport-Terminal 1 & 2 Redevelopment Proposal, Toronto, Ontario; Pearson International Airport-Terminal 3 Proposal, Toronto, Ontario; Frankfurt Airport Centre Proposal, Frankfurt, Germany; Costa Rica Airport Proposal.

OF SPECIAL NOTE: Zeidler Roberts Partnership is one of North America's leading architectural firms, and internationally renowned for excellence in architectural design and urban planning. The firm's experience includes not only numerous projects in Canada and the United States but also in the United Kingdom, Germany, Spain, Russia, China, Hong Kong, Singapore, Thailand, Taiwan, Malaysia, Indonesia, Japan, the Caribbean, and Egypt. Known for designing buildings which are innovative and successful, the firm has extensive experience in a wide variety of project types, including: retail, office, cultural, healthcare, residential, hotel, recreational, and institutional. Landmark projects include: The Toronto Eaton Centre (Toronto); Canada Place (Vancouver); Ontario Place (Toronto); The Gallery at Harborplace (Baltimore); Liberty Place-Phase II (Philadelphia); Raymond F. Kravis Centre for the Performing Arts (North York); The Hospital for Sick Children's Atrium patient tower (Toronto); Walter C. Mackenzie Health Sciences Centre (Edmonton); MediaPark (Cologne, Germany). The firm has received over 80 national and international awards including four prestigious Governor General of Canada Medals for Architecture and four Massey Medals for Architecture (both awarded in conjunction with the Royal Architectural Institute of Canada). **CADD Facilities:** The firm's extensive computer resources include a CADD system which has been in operation since 1983 and runs AutoCad Release 11 and 12 software. In-house plotters permit plotting any time of the day or week. CADD drawings are routinely exchanged between consultants for electronic coordination of the project throughout all phases of development. Additional components of the system include modem connections to all disciplines' offices and, when necessary, to the Client and the project site through the ZRP/A electronic Bulletin Board (BBS).

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