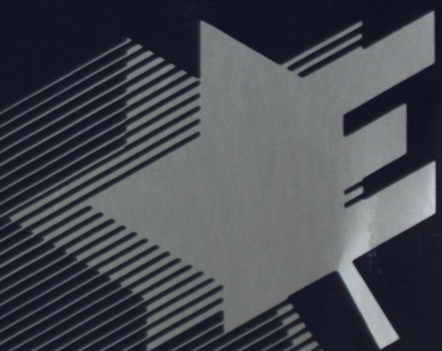
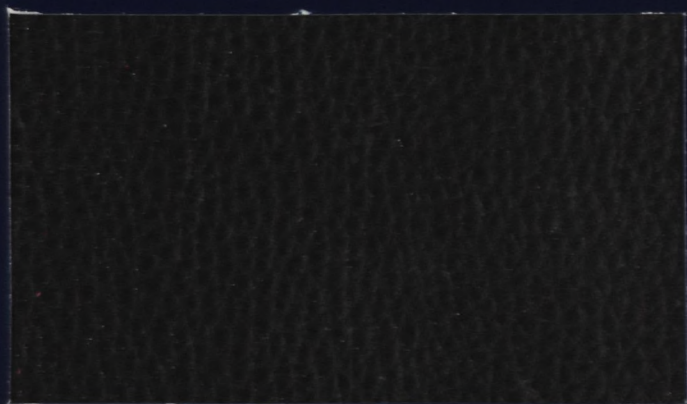


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Canada

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**CANADIAN  
SECURITY PRODUCTS  
AND SERVICES  
FOR WORLD MARKETS**

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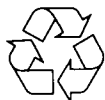
**Canada has established a reputation for innovative and high quality products and services related to the security of information, personnel, communications, equipment and facilities. This publication provides an overview of many of the companies in the sector.**

**Aerospace and Defence Programs Division (TAG)  
International Marketing Bureau  
External Affairs and International Trade Canada  
125 Sussex Drive  
Ottawa, Ontario  
K1A 0G2**

**July 1992**

**Tel: (613) 996-1814  
Fax: (613) 996-9265**

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# CANADIAN SECURITY PRODUCTS AND SERVICES

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# CANADIAN SECURITY PRODUCTS AND SERVICES

## PRODUCT/SERVICE SOURCE

### ACCESS CONTROL

Arius Security (Canada) Inc  
Burtek Systems Inc  
Cansec Systems Ltd  
Epic Security Systems  
Identity Systems International Inc  
Ilco Unican Inc  
Impex Controls Ltd  
Isolation Systems Ltd  
Kantech Systems Inc  
Microway Systems Inc  
Okiok Data Ltd  
Racal-Chubb Canada Inc  
Senstar Corp  
United Marine Electronics and  
Communications (1988) Inc

### AIRPORT

#### SAFETY/SECURITY

Impact Research Group Ltd  
Ivor MacLeod Training Systems  
North Group International

### ALARMS - BURGLAR

International Loss Prevention Systems  
Corp

### ALARM - DISPLAY PANELS

Alpha Zaicon Technology Inc  
IPT Structures Inc

### ALARMS - INTRUSION

Burtek Systems

### ALARM SYSTEMS

Mirtone International

### ANTI-COUNTERFEITING SYSTEMS

Vadeko International Inc

### ARMoured VEHICLES

Armet Armoured Vehicles Inc  
Barrday Inc  
Canadian Armoured Vehicle Builders  
Inc  
North Group International  
Point Blank Body Armor of Canada  
Safeco Manufacturing Inc

### BADGE SYSTEMS

Epic Security Systems

### BALLISTIC MATERIALS

Barrday Inc  
G.M. Associates

### BALLISTIC SHIELDS

Point Blank Body Armor of Canada

### BALLISTIC TESTING

Moreguard High Security Products Ltd

### BODY ARMOUR

Barrday Inc  
Fell-Fab Products  
North Group International  
Point Blank Body Armor of Canada  
Pro Safety Accessories Inc  
Securesearch Inc

### BODY COOLING EQUIPMENT

Med-Eng Systems Inc

### BULLET-RESISTANT MATERIALS

Barrday Inc  
Fell-Fab Products  
Moreguard High Security Products Ltd  
North Group International  
Point Blank Body Armor of Canada  
Satellite Sewn Products  
Securesearch Inc  
Security Informations Systems

### CAMERA SYSTEMS - UNDERWATER

Inuktun Services Ltd

### CARD ACCESS SYSTEMS

Cansec Systems Ltd  
Computrol Security Systems Ltd  
Kantech Systems Inc  
Microway Systems Inc

### CLOSED CIRCUIT

#### TELEVISION SYSTEMS

Arius Security (Canada) Inc  
Bolt Security Systems (Western  
Canada) Ltd  
Burtek Systems Inc  
Honeywell Protection Services  
Intercon Security Ltd/Corporate  
Resource Group  
International Loss Prevention Systems  
Corp  
KM Group

### COMMUNICATIONS EQUIPMENT

Cinequip Inc  
Codalex Ltd  
Dasco Data Products Ltd  
DEW Engineering and Development  
Ltd  
Foundation Instruments Inc  
Med-Eng Systems Inc  
Newco Safety Tel Inc  
Microway Systems Inc  
MPB Technologies Inc  
Rainford Corp  
Senstar Corp  
Sur-Gard Security Systems Ltd  
United Marine Electronics and  
Communications (1988) Inc

### COUNTER-SURVEILLANCE EQUIPMENT

Cinequip Inc

### COUNTER-TERRORISM

Intercon Security Ltd/Corporate  
Resource Group  
North Group International

### DAMAGE CONTROL SYSTEMS

Securiplex Technologies Inc

### DATA ENCRYPTION

Identity Systems International Inc  
Isolation Systems Ltd  
Microway Systems Inc  
Okiok Data Ltd  
United Marine Electronics and  
Communications (1988) Inc

### DETECTION SYSTEMS

Caerocom International Inc  
Communications Components Sales  
Coreco Inc  
North Group International  
Security Information Systems  
Senstar Corp

### DETECTION SYSTEMS - ANTI-THEFT

International Loss Prevention Systems  
Corp

### DETECTIONS SYSTEMS - COUNTERFEIT CURRENCY

International Loss Prevention Systems  
Corp

**DETECTION SYSTEMS -  
ELECTRONIC ALARM**  
Arius Security (Canada) Inc

**DETECTION SYSTEMS -  
EXPLOSIVES**  
Corrigan Instrumentation Ltd  
CPAD Holdings Ltd  
Scintrex Ltd

**DETECTION SYSTEMS -  
FIELD EFFECT**  
Alpha Zaicon Technology Inc

**DETECTION SYSTEMS -  
FIRE**  
Honeywell Protection Services  
Mirtone International

**DETECTION SYSTEMS -  
INTRUSION**  
Epic Security Systems  
Honeywell Protection Services  
IPT Structures Inc  
Micron Security Products  
Racal-Chubb Canada Inc  
United Marine Electronics and  
Communications (1988) Inc

**DETECTION SYSTEMS -  
METAL**  
Corrigan Instrumentation Ltd  
Henotex (1981) Inc

**DETECTION SYSTEMS -  
RADIATION**  
R-Metrics Ltd  
Scintrex Ltd

**DETECTION SYSTEMS -  
TAUT WIRE**  
Alpha Zaicon Technology Inc

**DETECTION SYSTEMS - X-  
RAY**  
Array Systems Computing Inc  
Corrigan Instrumentation Ltd

**DISRUPTER SYSTEMS**  
International Hydro Cut Technologies  
Corp  
Pedsco (Canada) Ltd

**DOCUMENT PROTECTION**  
Identity Systems International Inc  
Vadeko International Inc

**EXPLOSIVE - FOAMS**  
Mining Resource Engineering Ltd

**EXPLOSIVE - FORCED  
ENTRY**  
International Hydro Cut Technologies  
Corp  
Mining Resource Engineering Ltd

**EXPLOSIVES ORDNANCE  
DISPOSAL (EOD)**  
Armet Armoured Vehicles Inc  
CPAD Holdings Ltd  
International Hydro Cut Technologies  
Corp  
Med-Eng Systems Inc  
Mining Resource Engineering Ltd  
North Group International  
Proparms Ltd  
Inuktun Services Ltd

**EOD EQUIPMENT**  
Cinequip Inc  
Terra Aerospace Corp

**EOD ROBOTS**  
MPB Technologies Inc  
Pedsco (Canada) Ltd

**EOD SUITS AND HELMETS**  
Barrday Inc  
Med-Eng Systems Inc  
Safeco Manufacturing Inc

**EOD TRAILERS**  
DEW Engineering and Development  
Ltd

**FIRE PROTECTION SYSTEMS**  
Securiplex Technologies Inc

**FIRE RESPONSE SYSTEMS**  
Impact Research Group Ltd

**FIRE SUPPRESSION  
EQUIPMENT**  
Incendix Inc

**IMPROVISED EXPLOSIVE  
DEVICE (IED)**  
Med-Eng Systems Inc

**IDENTIFICATION SYSTEMS**  
Kantech Systems Inc

**INSPECTION SYSTEMS**  
Barringer Instruments Ltd

**INTRUSION DETECTION**  
Alpha Zaicon Technology Inc  
Bolt Security Systems (Western  
Canada) Ltd  
Burtek Systems Inc  
Caerocom International Inc  
Canadian Marconi Company  
Communications Components Sales  
Computing Devices Company  
CPAD Holdings Ltd  
Dalcom Communications Inc  
Epic Security Systems  
Honeywell Protection Services  
International Loss Prevention Systems  
Corp  
Inuktun Services Ltd  
IPT Structures Inc  
KM Group  
Micron Security Products  
Moreguard High Security Products Ltd  
North Group International  
Pedsco (Canada) Ltd  
Racal-Chubb Canada Inc  
Ramtron Pre-Entry Alarm Systems Inc  
Securiplex Technologies Inc  
Security Information Systems  
Senstar Corp  
Spar Aerospace Ltd/Applied Systems  
Group  
Sur-Gard Security Systems Ltd  
United Marine Electronics and  
Communications (1988) Inc

**LAW ENFORCEMENT  
MANAGEMENT SYSTEMS**  
Groupe Informatique GPS Inc

**LIFE SUPPORT SYSTEMS**  
Ingersoll-Rand Canada

**LOCK SYSTEMS**  
Euro-Canada Security Products Ltd  
Iico Unican Inc

**LOSS PREVENTION**  
Intercon Security Ltd/Corporate  
Resource Group  
International Loss Prevention Systems  
Corp

**MANIPULATORS**  
Med-Eng Systems Inc

**MONITORING SYSTEMS**  
Scintrex Ltd  
Sea-Hornet Marine Industries (Canada)  
Inc  
Senstar Corp

#### **NIGHT VISION EQUIPMENT**

Cinequip Inc  
Pedsco (Canada) Ltd  
Spar Aerospace Ltd/Applied Systems  
Group

#### **OPTICAL SYSTEMS**

Hughes Leitz Optical Technologies Ltd  
Spar Aerospace Ltd/Applied Systems  
Group

#### **PERIMETER PROTECTION SYSTEMS**

Canadian Marconi Company  
Computing Devices Company

#### **PROTECTION SERVICES**

Intercon Security Ltd/Corporate  
Resource Group  
North Group International

#### **PROTECTIVE CLOTHING**

Barrday Inc  
Fell-Fab Products  
Med-Eng Systems Inc  
North Group International  
Point Blank Body Armor of Canada  
Pro Safety Accessories Inc  
Satellite Sewn Products  
W.A.T.E.R. Research Associates Ltd

#### **PROTECTIVE EQUIPMENT**

Biokinetics and Associates Ltd  
MSA Canada Inc

#### **RESCUE EQUIPMENT**

Impact Research Group Ltd  
W.A.T.E.R. Research Associates Ltd

#### **REMOTE SENSING**

Spar Aerospace Ltd/Applied Systems  
Group

#### **RIOT CONTROL EQUIPMENT**

Biokinetics and Associates Ltd

#### **ROBOTIC SYSTEMS**

International Submarine Engineering  
Ltd  
Inuktun Services Ltd  
Med-Eng Systems Inc  
MPB Technologies Inc  
Pedsco (Canada) Ltd  
Vadeko International Inc

#### **SAFETY SYSTEMS**

Impact Research Group Ltd

#### **SEARCH AND RESCUE EQUIPMENT**

Impact Research Group Ltd

#### **SECURITY CONSULTANT SERVICES**

Alpha Zaicon Technology Inc  
Arius Security (Canada) Inc  
Burtek Systems Inc  
Counterrisk Inc  
CSP International Inc  
Honeywell Protection Services  
Intercon Security Ltd/Corporate  
Resource Group  
IPT Structures Inc  
North Group International  
Security Information Systems

#### **SECURITY DESIGN SERVICES**

Alpha Zaicon Technology Inc  
Honeywell Protection Services  
IPT Structures Inc  
Senstar Corp  
Sur-Gard Security Systems Ltd

#### **SECURITY DOCUMENTS**

Advanced Information Technologies  
Corp  
BA Banknote  
Canadia Banknote Company Ltd

#### **SECURITY EQUIPMENT**

Caerocom International Inc  
International Loss Prevention Systems  
Corp  
Racal-Chubb Canada Inc  
Rolco Manufacturing Inc  
Sur-Gard Security Systems Ltd  
Terra Aerospace Corp

#### **SECURITY SYSTEMS**

Arius Security (Canada) Inc  
Barringer Instruments Ltd/Barringer  
Research Ltd  
Caerocom International Inc  
Canadian Marconi Company  
Communications Components Sales  
CPAD Holdings Ltd  
Dalcom Communications Inc  
Honeywell Protection Services  
Identity Systems International Inc  
Iico Unican Inc  
Impact Research Group Ltd  
Inuktun Services Ltd  
Kantech Systems Inc  
North Group International

Racal-Chubb Canada Inc  
Scintrex Ltd  
Securiplex Technologies Inc  
Security Information Systems  
Sur-Gard Security Systems Ltd

#### **SECURITY SYSTEMS - AIRPORT**

North Group International

#### **SECURITY SYSTEMS - CONTAINERS**

Dasco Data Products Ltd  
Kingsway Engineering Resources Inc

#### **SECURITY SYSTEMS - HARBOUR**

Computing Devices Company  
C-Tech Ltd  
International Submarine Engineering  
Ltd  
North Group International

#### **SECURITY SYSTEMS - MANAGEMENT**

Epic Security Systems  
Kantech Systems Inc  
PPM 2000 Inc  
Senstar Corp

#### **SECURITY SYSTEMS - WIRELESS**

Bolt Security Systems (Western  
Canada) Ltd  
Ramtron Pre-Entry Alarm Systems Inc

#### **SECURITY TRAINING SERVICES**

Counterrisk Inc  
Intercon Security Ltd/Corporate  
Resource Group  
Ivor MacLeod Training Systems  
North Group International  
Securesearch Inc  
Security Informations Systems

#### **SURVEILLANCE SYSTEMS**

Bolt Security Systems (Western  
Canada) Ltd  
Burtek Systems Inc  
Computing Devices Company  
CPAD Holdings Ltd  
Dalcom Communications Inc  
Inuktun Services Ltd  
Moreguard High Security Products Ltd  
MSA Canada Inc  
Navco Security Systems

North Group International  
Racal-Chubb Canada Inc  
Securiplex Technologies Inc  
Security Information Systems  
Spar Aerospace Ltd/Applied Systems  
Group

**TRAINING EQUIPMENT**

DEW Engineering and Development  
Ltd  
Securerearch Inc

**VEHICLES - SECURITY**

Armet Armoured Vehicles Inc  
Barrday Inc  
Campwagon Inc  
Canadian Armoured Vehicle Builders  
Inc  
Code Three Emergency Vehicles Inc  
International Submarine Engineering  
Ltd  
North Group International  
Point Blank Body Armor of Canada  
Safeco Manufacturing Inc



**ADVANCED INFORMATION TECHNOLOGIES CORPORATION (AIT)**

9 Auriga Drive  
Nepean, Ontario  
K2E 7T9

**Contact:** Garth Zambory, Director of Marketing  
**Tel:** (613) 226-7800  
**Fax:** (613) 226-3066

**Keywords:** Network air traffic simulators, air traffic controller training consultation, passport and security document issuance and inspection systems.

**History:** AIT Corporation is comprised of two divisions, the Systems Division and the Products Division. AIT began its operations in management and technology consultation in the aerospace industry. This base has now developed into the present Systems Division which encompasses aerospace, defence and communications work, including turnkey development, integration and project management.

**Capabilities/Products:** AIT has applied its skills in these areas to develop computer-based systems for data collection, data processing, sub-system simulation, training, testing and display for a wide range of applications suitable for government agencies both at home and abroad. AIT currently employs 110 highly qualified professional, technical and administrative personnel with diverse backgrounds in computer science, electrical engineering, mathematical analysis, production, operations and marketing.

**Experience:** The Document Processing business centred in AIT's Products Division, draws on 12 years of experience in Optical Character Recognition (OCR) technology. AIT has developed various document reading products, with its current focus being secure machine readable identification documents. The company has won international acclaim in its main target, that of systems for the issuance and inspection of secure machine readable passports, visas and ID Cards.

AIT has market activities in all regions of the world. Clients are primarily ministries such as Internal Affairs, External Affairs, Immigration, Customs, Transportation as well as airline companies.

**Plant Size:** 30,000 square feet  
**Average Work Force:** 120  
**Gross Sales:** \$15 M  
**Export Sales:** \$12 M  
**Export Markets:** All  
**Date of this profile:** January 31, 1992



**ALPHA ZAICON TECHNOLOGY INC.**

3080A Spring Street  
Port Moody, British Columbia  
V3H 1Z8

**Contact:** Reg Kerr  
**Tel:** (604) 469-0900  
**Fax:** (604) 469-0004

35A Weston Road  
Toronto, Ontario  
M6N 3P1

**Contact:** Arnold Friedman, President  
**Tel:** (416) 763-5158  
**Fax:** (416) 763-1054

**Keywords:** Taut wire intrusion detection systems; field effect detection systems; alarm display panels; security consulting and design services.

**History:** Alpha Zaicon was founded in 1986 to develop a taut wire system for the U.S. Military. The successful completion of this design and manufacturing project have provided the skills and knowledge to provide cost effective state-of-the-art perimeter security systems with low false alarm rates.

**Products:** AZ-2100: a patented product line of perimeter security protection and intrusion detection. Technology is based on analog and digital interpretation of specific electrical signals generated by human motion.

**Capability:** System design and manufacturing.

**Experience:**

Vancouver Skytrain Project - 1986  
U.S. Military - 1986 and on-going  
NRMA Australia - 1988  
Tintya Mine Site - 1990  
Raytheon Service Company - 1991

**Plant Size:** 3,500 square feet  
**Average Work Force:** 8  
**Gross Sales:** \$1.5 M (Aggregate)  
**Export Sales:** \$1.3 M (Aggregate)  
**Ratio Commercial/Defence:** 1/2  
**Date of this profile:** January 1992

**ARIUS SECURITY (CANADA) INC.**

3182 Orlando Drive  
Unit #2  
Mississauga, Ontario  
L4V 1R5

**Contact:** David Steele, General Manager  
**Tel:** (416) 677-4986  
**Fax:** (416) 672-7232

**Keywords:** Active and passive electronic alarm detection equipment, microwave sensors, indoor and outdoor detection equipment, microprocessor and computer based control system, access control equipment, closed circuit television and video recording, music, paging and intercom systems, system design, commissioning and consultancy services.

**History:** Formed from an amalgamation of companies in 1989. Five Canadian locations.

**Capability:** Supply, training, commissioning, design and consultants on complete integrated systems on a worldwide basis. No limitations on project size.

**Joint Venture:** Willing to consider proposals for joint ventures in all areas except North America and Europe.

**Date of this profile:** January 23, 1992

**ARMET ARMoured VEHICLES INC.**

665 Millway Avenue  
Unit 49  
Concord, Ontario  
L4K 3T8

**Contact:** Marcel Gagnier, Marketing Manager  
**Tel:** (416) 738-1320  
**Fax:** (416) 738-6607

**Keywords:** armoured vehicles; ballistic protection; bullet resilient; explosives disposal; composite materials; Kevlar.

**Products/Capabilities:** Armet, a private company, has developed a family of composite armoured vehicles. All vehicles are derived from commercially available chassis and are armoured with weight saving composite materials. This approach allows ease of fleet maintenance and repair. In addition since commercial vehicles are used, driver training, maintenance and running costs are low. All vehicles are built to user specifications as to level of protection, configuration and public visibility. Configurations in service include cash armoured couriers, mobile banks, automatic teller machine service vehicles, police tactical assault/rescue vehicles, explosives ordnance vehicles, airport security vehicles and other variants. Production capability is five vehicles per month.

**Experience:** The design team includes both former police and military personnel with first hand knowledge of operational and design requirements of armoured vehicles along with former consultants to Dupont and Canada Fiberglass Company. Armet vehicles are in use by security forces, police and armoured car companies in Australia, the Philippines, the United States, Central America and Canada. Over 70 vehicles have been built and are in service to date.

**Plant Size:** 6,000 square feet

**Average Work Force:** 6 - 10

**Gross Sales:** \$500,000

**Export Sales:** \$150,000

**Ratio Commercial/Defence:** 5/1

**Date of this profile:** January 1992

**ARRAY SYSTEMS COMPUTING INC.**

401 Magnetic Drive  
Unit 24  
Downsview, Ontario  
M3J 3H9

**Contact:** Elisa Fraquelli, Product Manager  
**Tel:** (416) 736-0900  
**Fax:** (416) 736-4715

**Keywords:** X-ray detection systems.

**History:** Ontario Corporation, established in 1981.

**Capability/Products:** Array specializes in software development and systems integration in the areas of signal and image processing. CAXSS (Computer-Assisted X-Ray Screening System) consists of a touch-screen colour monitor, a computer with high speed processors and a digital interface. It operates as an add-on to x-ray scanners found in most airports such as the Linescan and the E-Scan manufactured by EG&G Astrophysics. Bomb detection is available with dual-energy scanners.

**Experience:** Array staff have worked on systems ranging from microcomputers to supercomputers and are familiar with various operating environments and programming languages. The company has supplied computerized systems for military and commercial applications, and based on a variety on sensors including satellite, radar and x-ray. Recently Array developed CAXSS for Transport Canada. This innovative system uses x-ray imaging and computer vision technology to automatically detect threats in passenger hand baggage. After analyzing the contents of the luggage, CAXSS categorizes and highlights on a colour monitor all dangerous objects found in the baggage. High level threats, such as bombs and flat guns, are highlighted in red; medium level threats, knives for examples are coded in yellow; and low level threats, like electronics, are in blue.

**Product:** CAXSS consists of a touch-screen colour monitor, a computer with high speed processors and a digital interface. It operates as an add-on to x-ray scanners found in most airports such as the Linescan and the E-Scan manufactured by EG&G Astrophysics. Bomb detection is available with dual-energy scanners.

**Plant Size:** 10,000 square feet

**Average Work Force:** 30

**Export Markets:** U.S.A., Asia

**Ratio Commercial/Defence:** 30/70

**Date of this profile:** January 20, 1992

**B A BANKNOTE**

975 Gladstone Avenue  
Ottawa, Ontario  
K1N 8V4

**Contact:** K.R. Thomson, Vice President Sales & Marketing  
**Tel:** (613) 728-5854  
**Fax:** (613) 725-0674

**History:** Formerly known as British American Bank Note Inc., the company was incorporated in 1866. For over 125 years, B A Banknote has proudly grown, from the supplier of bank notes to Canadian Banks and latterly the Bank of Canada since its formation in 1935, to become a world leader for the supply of bank notes, passports and all security documents to more than 20 other countries around the world.

**Capabilities/Products:** B A Banknote is a world leader in the design, engraving, and secure manufacture of bank notes, travellers' cheques, passports, visas, I.D. documents, stock certificates, bonds, debentures, coupons, bank cheques and all documents requiring security, quality and audit control.

As a wholly-owned division of Quebecor Printing Inc. who are the largest graphic arts consortium in Canada and 2nd largest in North America employing over 10,000 people, B A Banknote has sound financial backing and vast technological resources on which to draw.

As a result, B A Banknote has the best and most up to date design, printing and passport manufacturing equipment that is available. Ongoing research and security control insure that that the company's products represent the leading edge of security technology.

**Experience:** Security has been B A Banknote's business for over 125 years and the protection of customer interests is guaranteed.

**Date of this profile:** January 1992

**BARRDAY INC.**

75 Moorefield Street  
P.O. Box 790  
Cambridge, Ontario  
N1R 5W6

**Contact:** Brian A. Scherer  
**Tel:** (519) 621-3620  
**Fax:** (519) 621-4123

**Keywords:** Body Armour, personal protective clothing, bullet-resistant materials, armoured vehicles, explosive ordnance disposal suits, personal webbing.

**History:** Barrday has been in operation over 30 years, located in Cambridge, Ontario, one hour west of Toronto.

**Capability:** Weaving and finishing with two fabrication plants for finished products.

**Experience:** Have been manufacturing armour products for over ten year for the Canadian and off shore markets.

**Equipment:** 32 high speed looms, finishing equipment, and sewing equipment.

**Plant Size:** 3 plants - total area in excess of 100,000 square feet.

**Average Work Force:** 120

**Gross Sales:** \$17 M

**Export Sales:** \$3 M

**Export Markets:** South America, Pacific Rim, USA and Europe

**Ratio Commercial/Defence:** 75/25

**Date of this profile:** February 1992

**BARRINGER INSTRUMENTS LIMITED/BARRINGER RESEARCH LIMITED**

304 Carlingview Drive  
Rexdale, Ontario  
M9W 5G2

**Contact:** David Martinak, Marketing Manager  
**Tel:** (416) 675-3870  
**Fax:** (416) 675-3876

**Keywords:** Security systems; explosives detectors; illicit narcotics detectors; on-line inspection, eg. carried-on or checked luggage; mail and parcel inspection; prison entry inspection; building sweeps for VIP usage; road vehicle and ship inspection; forensic investigation.

**History:** Barringer was founded in 1961 to develop geophysical and geochemical techniques and instrument systems related to mineral exploration. The company's skills in sampling, remote sensing and trace analysis have provided the expertise to pursue the detection and inspection for drugs and explosives.

**Products:** IONSCAN™: a product line of inspection, preconcentration and identification of trace illicit narcotics and explosives, including plastics. Technology is based on ion mobility spectrometry (Plasma Chromatography). The major applications are in police and aviation security work and customs contraband detection.

**Experience:** The company has 30 years of experience in research and development technology, and 25 years of manufacturing of high technology instrumentation.

**Plant Size:** 28,700 square feet

**Average Work Force:** 40

**Gross Sales:** \$3,225,000

**Export Sales:** \$2,000,000

**Export Markets:** Europe, U.S.A., Pacific Rim

**Ratio Commercial/Defence:** 9.5

**Date of this profile:** January 1992



**BIOKINETICS AND ASSOCIATES LIMITED**

2470 Don Reid Drive  
Ottawa, Ontario  
K1H 8P5

**Contact:** Jocelyn Pedder  
**Tel:** (613) 736-0384  
**Fax:** (613) 736-0990

**Keywords:** Personal protective equipment, crowd control helmets, riot protective equipment, riot helmets and faceshields, protective equipment design, protective equipment testing, field trials, prototype fabrication.

**History and Capability:** Biokinetics and Associates Ltd. is a bio-engineering consulting company located in Ottawa, Canada. Established in 1975 Biokinetics and Associates Ltd. has extensive experience in the design, development and testing of personal protective systems from restraint systems to new anthropometric test dummies. With established research capabilities in all fields of human safety, Biokinetics and Associates have recently moved into a new facility where the work of the group has expanded to include the small scale production of new protective police riot headgear (developed at Biokinetics).

**Experience:** Biokinetics has developed specifications for protective equipment. Consultation to manufacturers and government agencies has resulted in the design of a range of safety equipment. Crash test studies have been conducted to examine the effectiveness of current protective systems and to identify ways of improving protection in accidents. Anthropometric test devices have been redesigned to provide more realistic monitoring techniques for injuries to selected body regions.

Biokinetics has evaluated and utilized devices for the spatial quantification of anthropometric and physical landmarks. Biokinetics has conducted field trials of protective equipment. Biokinetics has utilized MADYMO and other simulation programs to study occupant dynamics in crash situations.

**Equipment:** Biokinetics has in-house test facilities to evaluate helmet performance and establish compliance to national and international standards. Dummy components and human subjects can be evaluated. Access to outside laboratories supports such work as wind tunnel testing, ballistic testing, car crash testing, and sled tests.

**Average Work Force:** 15

**Joint Ventures:** Biokinetics has joined universities, hospitals, government test laboratories and also engineering firms in North America and Europe in a variety of joint research design and development projects.

**Date of this profile:** January 31, 1992

**BOLT SECURITY SYSTEMS (WESTERN CANADA) LIMITED**

#209, 14218 Stony Plain Road  
Edmonton, Alberta  
T5N 5R3

**Contact:** Robert (Bob) Gylytiuk or Gary C. Gylytiuk  
**Tel:** (403) 454-5864  
**Fax:** (403) 455-3417

**History:** Bolt Security Systems began operations in 1979 as a manufacturer and supplier of high quality wireless security systems for both residential and commercial applications. In 1988, the head office and operations department were moved from Ontario to Edmonton and the marketing of products moved from its own manufacturing to other Canadian manufacturers such as Digital Security Products (DSC) and Contronic etc.

**Products:** Wireless and hardwired security systems. CCTV camera equipment, intercom systems, article surveillance systems, etc. The economic as well as physical needs of clients are taken into account to determine the type of system to be installed. Security systems for protection against article theft, intrusion, medical, distress/holdups, camera surveillance etc.

**Capability:** Design and set up of security needs, installation of all equipment, service for clients, training and continued support. Technicians and sales persons on call 24 hours a day.

**Experience:** Full time staff to handle all needs with a number of personnel having 15 years of experience in industry. Extensive client base include commercial accounts such as Little Caesars Pizza - Alberta, IGA Stores, Pizza Hut, etc. Member of CANASA.

**Average Work Force:** 20 - 30

**Gross Sales:** \$1 M

**Export Sales:** \$200,000

**Export Markets:** USA, Asia

**Joint Ventures:** Network Multi Family Security Corporation

**Date of this profile:** January 21, 1992

**BURTEK SYSTEMS INC.**

1275 Eglinton Avenue East  
Mississauga, Ontario  
L4W 2Z2

**Head Office:**

3887 East 2nd Avenue  
Burnaby, British Columbia  
V5C 3W7

**Contact:** Paddy Gooderham, President

**Tel:** (604) 291-8401

**Fax:** (604) 294-2697

**Keywords:** Surveillance, CCTV, access control, security consultant, intrusion alarm.

**History:** Federally incorporated in 1980, Burtek Systems Inc. has established itself as a nationwide distributor/system integrator specializing in surveillance, closed circuit television, access control, intrusion detection systems, public address and specialized intercommunication products.

**Capability/Services:** Pre-sale application assistance and system specification; on site system commissioning and after sales bench warranty and repair; integration of components from various manufacturers into an operational system; experience includes integrating CCTV surveillance systems with access control and voice communications, all under control of a central microprocessor matrix switcher; video/audio signal transmission by fibre-optic and micro-wave link; Burtek has a \$2,000,000 inventory in Canada; customer base of 1000, consisting of video, security, sound contractors, interconnect companies, telephone utilities, security distributors, institutional users such as governmental departments, hospitals, utilities etc.

**Experience:** Burtek's products are widely used in commercial, residential and institutional applications, including penitentiaries, law courts, airports, hospitals and nursing homes, hotels, schools, among others. The company has been involved in projects such as: Bell Canada Central Exchange Surveillance System, Ankara (Turkey) Rapid Transit System, RCMP Holding Cells Surveillance (throughout western Canada), Barrie/Northbay/Sudbury Jails, Barrie/Brantford/Dundas Police Departments, Point Leprieux Nuclear Station, Microsoft (Bellevue Wa) Corporate HQ Surveillance System.

**Facilities:** 25,000 square feet total in Montreal, Ottawa, Toronto, Vancouver (Head Office), Seattle. Each office consists of a warehouse/showroom, office, equipment service shop.

**Personnel:** 45 in four locations

**Gross Sales:** \$11 M

**Domestic Sales:** 95%, Export Sales 5%

**Ratio Commercial/Defence:** 95/5

**Date of this profile:** February 6, 1992

**CAEROCOM INTERNATIONAL INC.**

950 Bergar  
Laval, Québec  
H7L 5A1

**Contact:** Chérif Rizkalla, P.Eng., Director, International Affairs  
**Tel:** (514) 967-0010  
**Fax:** (514) 967-7444

**Keywords:** X-ray security equipment, detection systems, security systems, metal detectors.

**History:** 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.

**Capability/Products:**

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 X-ray product line. Proficient management, technical and marketing teams have propelled CAEROCOM among the world leaders in security equipment. Ongoing research and development programs, worldwide service centers and distribution network reflect CAEROCOM's healthy growth and unfailing dedication to quality and efficiency.

**Experience:** CAEROCOM INTERNATIONAL INC. has gained great experience and is now one of the worlds 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. and many more have increased CAEROCOM's visibility and spread its reputation of excellency.

**Plant Size:** 25,000 square feet

**Average Work Force:** 90

**Gross Sales:** \$10 M

**Export Sales:** \$5 M

**Export Markets:** Around the world

**Ratio Commercial/Defence:** 50/50

**Date of this profile:** February 6, 1992

**CAMPWAGON INC.**

1170 Chemin Olivier  
Bernieres, Québec  
G7A 1A6

**Contact:** Michel Tremblay, Sales Manager  
**Tel:** (418) 831-1893  
**Fax:** (418) 831-8932

**History:** 22 years

**Capability:** motor vehicle modifications.

**Experience:** ambulances, emergency vehicles, mini-buses, official vehicles.

**Plant Size:** 3 buildings, 45,000 square feet

**Average Work Force:** 50

**Gross Sales:** \$5 M

**Export Markets:** U.S.A., Gabon, Norway

**Ratio Commercial/Defence:** 100/0

**Date of this profile:** February 13, 1992

**CANADIAN ARMoured VEHICLE BUILDERS INC.**

55 Toro Road  
Downsview, Ontario  
M3J 2A4

**Contact:** Mario Miotto, President or Wally Neil, Public Relations  
**Tel:** (416) 398-0446  
**Fax:** (416) 398-1948

**History:** Incorporated in the province of Ontario in 1981.

**Capability:** Manufacture of highly specialized lightweight armoured vehicles. Capable of designing and building from one unit to two hundred units per year.

**Products:** Mini mobile police stations, luxury limousines for protection of VIPs and diplomats, Coin Haulers for banks, prisoner wagons. Newly designed vehicle is fabricated of heavy aluminum with high level of ballistic protection.

**Experience:** Customers to date include leading armoured car service companies, Department of External Affairs, police forces.

**Plant Size:** 17,000 square feet

**Average Work Force:** 10 - 20

**Export Markets:** Global

**Ratio Commercial/Defence:** 90/10

**Joint Venture:** Under Negotiation

**Date of this profile:** January 28, 1992

**CANADIAN BANK NOTE COMPANY LIMITED**

145 Richmond Road  
Ottawa, Ontario  
K1Z 1A1

**Contact:** Brian Reed  
**Tel:** (613) 722-3421  
**Fax:** (613) 722-2548

**History:** Established in Ottawa in 1890. 100% Canadian owned. Plants and offices across Canada, in the USA and England.

**Products:** Security printing; e.g., banknotes, bonds, stock certificates, postage stamps, travellers cheques, lottery tickets, security ID systems, passports, ID documents.

**Plant Size:** 150,000 square feet

**Work Force:** 400 - 450

**Gross Sales:** \$80 M

**Export Sales:** 50%

**Export Markets:** South America, Middle East, Soviet Republics, Caribbean, England, United States and Canada.

**Date of this profile:** January 24, 1992



**CANADIAN MARCONI COMPANY**

2442 Trenton  
Montréal, Québec  
H3P 1Y9

**Contact:** Jean-Pierre Lefebvre  
**Tel:** (514) 340-3000 #4476  
**Fax:** (514) 340-3100

**Keywords:** Security systems, custom design perimeter protection system, turn key project.

**History:** Canadian Marconi Company is one of Canada's foremost high technology electronics firms. The Company is known throughout the world as a designer and manufacturer of innovative and highly reliable systems and components for commercial and defence applications since 1909.

**Capability:** CMC can provide turn key custom design perimeter protection systems. Ideal for penitentiary, military installation, industrial site, airports, hydro-electric distribution and generating station, unattended radio site etc.

**Products:** Fence detection systems (geophone or piezo cable detectors), passive infrared long range outdoor detector, rapid deployment portable passive infrared systems which may be monitored at a remote site by radio, remote monitoring of perimeter detection systems ideal for fixed post or mobile patrol vehicle.

**Experience:** The security system group at CMC has been in operation for 10 years. A majority of the Canadian federal prisons are protected by CMC's perimeter detection systems.

CMC has also provided custom design perimeter protection systems for large industrial compounds. CMC has vast experience with military customers.

**Plant Size:** 497,191 square feet

**Average Work Force:** 3,000

**Gross Sales:** \$291,779 M

**Export Sales:** \$173,299 M

**Export Markets:** US 70.6%, Asia 4.9%, Australasia 9%, Africa 1%, Europe 7%, South America 5%.

**Ratio Commercial/Defence:** 25/75

**Date of this profile:** February 1992

**CANSEC SYSTEMS LTD.**

2 Robert Speck Parkway  
Suite 570  
Mississauga, Ontario  
L4Z 1H8

**Contact:** James R. Brion, Vice President

**Tel:** (416) 897-1762

**Fax:** (416) 897-5588

**Keywords:** Access control, card access systems.

**History:** CANSEC was founded in 1979 to provide a broad range of access control consulting services to the security industry. These services included market analysis, strategic product planning and product design. From 1979 to 1986 CANSEC was responsible for the design of several major card access products which are currently installed worldwide. The success of these products led CANSEC to enter the market with its own line of "SmartLock" Card Access products in 1986.

Unlike other card access manufacturers who supply only "controllers", CANSEC manufactures a complete line of premium quality mag-stripe card readers for "read only" applications as well as key/token readers for "read and write" applications. CANSEC's High Energy Mag-Stripe cards are encoded using an innovative proprietary encoding technique which employs data encryption (for security) and redundant data recording (for read reliability). This technology is setting new industry standards for mag-stripe card performance.

**Products:** Manufacture electronic access control systems, programmable card/token access controls; SmartLock Mag-Stripe, proximity, weigand, and touchkey readers; point monitoring and control systems; elevator access controls; automatic teller machine vestibule access controls; PC based software.

**Export Markets:** CANSEC's products are currently marketed through a growing network of dealers, distributors and OEMs. Although the Canadian market has been established for a few years, Cansec is currently exporting to countries such as New Zealand, Australia, and the United States. Mexico, Latin America, Poland, Czechoslovakia, are new markets to be explored in 1992. All projects sold to date have been on commercial type applications, i.e. gas, hydro, luxury condominiums, office complexes, banks, universities, etc.

**Gross Annual Sales:** \$2 M

**Date of this profile:** January 17, 1992

**CINEQUIP INC.**

10 Banigan Drive  
Toronto, Ontario  
M4H 1E9

**Contact:** Mr. John K. Ferguson  
**Tel:** (416) 467-7700  
**Fax:** (416) 467-7716

**Keywords:** Specialized communications equipment for explosive ordnance disposal teams. Night vision systems up to third generation. Counter-surveillance equipment. Broadcast video equipment (new and used).

**History:** Cinequip Inc. originated as a motion picture and television sales, service and rental operation in 1967. This market is still serviced but Cinequip has diversified into other areas.

**Capability/Products:** In addition to the original products/services, Cinequip has diversified into low power communications equipment, used worldwide by bomb disposal teams. This equipment was designed by bomb technicians for use by bomb technicians, and is offered in three systems, including full training for maintenance for offshore purchasers. Also offered are second and third generation night vision equipment to approved police and government agencies. Cinequip is capable of responding to contracts in the Million Dollar + range.

**Experience:** Cinequip has delivered equipment to over 150 police and government agencies worldwide. Many contracts are pending approval. The Mk200EDU communications equipment is considered the standard of communications for bomb squads in a number of countries throughout the world.

**Equipment:** Machine shop, electronic RF facilities, maintenance facilities for many different types of electronic and mechanical equipment. Some optical calibration ability.

**Plant Size:** 6,000 square feet

**Average Work Force:** 9

**Gross Sales:** \$2 M +

**Export Sales:** \$500,000.00 +

**Export Markets:** Worldwide

**Ratio Commercial/Defence:** 3/1

**Date of this profile:** January 28, 1992

**CODALEX LIMITED**

5780 Decelles Avenue  
Montréal, Québec  
H3S 2C7

**Contact:** P.G. Agnew  
**Tel:** (514) 731-3251  
**Fax:** (514) 738-1970

**Keywords:** Test Set, Bit-Error-Rate, multiplex systems, data transmission.

**History:** Codalex Ltd. is a Canadian owned corporation incorporated in October 1975. Codalex designs and manufactures military multiplex systems and accessories. Codalex's principal customer is the U.S. Department of Defense with major systems and accessories being supplied to the U.S. Marine Corps and the U.S. Navy.

**Capability:** Research and development and production of military systems, accessories and test equipment. The Codalex manufacturing facility quality assurance program is approved to MIL-I-45208A and NATO AQAP-4.

**Products:** Test Set, Bit-Error-Rate is a portable field type test set that can be easily used by an operator to determine the quality of a transmission medium, either a radio circuit or a wire line. The circuits can be verified for transmission of 9.6, 16 and 32 KBPS rates. The 16 KBPS rate simulates the output of the KG-84C or KY57 encryption devices.

**Experience:** In addition to work for the U.S. D.O.D., Codalex has designed and manufactured communications and control systems for the Saudi Arabian Air Defense Systems under subcontract to Litton Data Command Systems (U.S.) and Thomson CFS (France).

**Equipment:** Full environmental stress screening capability, temperature humidity chambers, vibration etc., assembly capability, coil winding, toroidal and bobbin coils, transformers.

**Plant Size:** 12,000 square feet

**Average Work Force:** 50

**Gross Sales:** \$4 M

**Export Sales:** \$3.8 M

**Export Markets:** Codalex systems and accessories are in use by the military forces of the following countries: Argentina, Australia, Canada, Cyprus, Nigeria, Saudi Arabia, Spain, United States of America, Zambia and several other countries that have received equipment through the U.S. Foreign Military Sales (FMS) program.

**Ratio Commercial/Defence:** 1/99

**Date of this profile:** February 14, 1992

**CODE THREE EMERGENCY VEHICLES INC.**

P.O. Box 2513  
Station R  
Kelowna, British Columbia  
V1X 6A6

**Contact:** Eric Heffernan, President or Ms. Del MacCormack, Sales  
**Tel:** (604) 861-9000  
**Fax:** (604) 861-9400

**History:** Code Three Emergency Vehicles Inc., has been in operation for 14 years in Kelowna, British Columbia.

**Product:** Manufacturer and supplier of ambulances and custom rescue trucks and related equipment.

**Capability:** 100+ units of various types per year.

The company has 14 years experience in addition to Mr. Heffernan's paramedical background, dating back to 1974.

Much of the production is custom work as vehicles vary depending on the needs of the area in which they are required to operate.

**Export Sales:** \$1.5 M

**Ratio Commercial/Defence:** 75/25

**Date of this profile:** January 28, 1992

**COMMUNICATIONS COMPONENTS SALES**

1113 - 10th Street S.W.  
Calgary, Alberta  
T2R 1E3

**Tel:** (403) 245-3400  
**Fax:** (403) 245-2100

302A, 555 Burnhamthorpe Road  
Toronto, Ontario  
M9C 2Y3

**Tel:** (416) 620-0787  
**Fax:** (416) 620-0103

5230 Rue Begin  
St-Hubert, Québec  
J3Y 2P9

**Tel:** (514) 676-6593  
**Fax:** (514) 676-9062

**Keywords:** Detection systems, surveillance equipment, security systems.

**Manufacturers' Representatives:** BURLE (formerly RCA) closed circuit video/access control and tube products; Northern Information Technology - phone line transmission systems; Del Norte - perimeter protection systems; IFS - fiber optic video and data systems; MPB Laser Technologies Inc. - atmospheric transmission systems; industrial video printers; Stetron International - passive components.

**Capability:** System design

**Experience:** 60 years cumulative

**Average Work Force:** 7

**Gross Sales:** \$6 M U.S.

**Ratio Commercial/Defence:** 90/10

**Date of this profile:** January 28, 1992

**COMPUTING DEVICES COMPANY**

P.O. Box 8508  
Ottawa, Ontario  
K1G 3M9

**Contact:** Gerrie Kautz  
**Tel:** (613) 596-7680  
**Fax:** (613) 596-7802

**Keywords:** detection, detection systems, perimeter, perimeter detection, perimeter surveillance, surveillance systems, surveillance, waterside, waterside surveillance, integrated detection systems, integrated surveillance systems, intrusion detection.

**History:** Computing Devices Company was founded in 1948.

**Capability/Products:** The company develops and manufactures sophisticated electronics for defence applications. ISIS, for a completely integrated perimeter intrusion detection system for land and/or waterside bases, or other high value targets. ISIS controls and displays a variety of sophisticated sensors such as radar, sonar, infra-red cameras and TV cameras with spotlights. It is a single operator station that automatically: differentiates between intrusion situations and normal perimeter traffic; alarms the operator; tracks the intruder(s); and provides continuous intruder position, direction and speed to a response team.

**Experience:** The company's experience includes the development and production of: over 4,500 Position and Homing Indicator (PHI) for 17 countries; Projected Map Display (PMS) for US and Italian aircraft; Airborne Acoustic Processor is in service with several air forces and navies; and the world's first digital tank fire control computer for the US Army M1 Main Battle Tank.

**Plant Size:** Five buildings with total of 425,000 square feet

**Average Work Force:** 1200

**Date of this profile:** January 28, 1992



**COMPUTROL SECURITY SYSTEMS LIMITED**

8630 Commerce Court  
Burnaby, British Columbia  
V5A 4N6

**Contact:** Carl F. Drugge/Chris H. Snelgrove  
**Tel:** (604) 421-2044  
**Fax:** (604) 421-9198

**History:** Founded 1980. Incorporated as a British Columbia Corporation.

**Products:** Card access security systems, petroleum security and control systems, weigh scale security access readers.

**Capability:** Hardware/software design; circuit board manufacturing; system integration.

**Experience:** Approximately 1000 installations have been completed since 1980. Larger access systems provide control of multiple buildings with 36 elevators, 64 readers and up to 8,000 security cards. Larger petroleum systems link 45 sites serving 35,000 access cards.

**Plant Size:** At head office in British Columbia the company occupies 10,000 square feet of engineering and manufacturing space in a new suburban industrial park.

**Average Work Force:** 15 - 20 employees including seven to ten engineering and technical staff.

**Export Markets:** Venezuela, Colombia, France, Hong Kong, Ecuador, Mexico, United States, New Zealand.

**Joint Ventures:** Computrol holds a minority interest in M.D.A. Systèmes S.A., Paris, France, which specializes in parking lot systems, and security access systems.

**Date of this profile:** January 1992

**CORECO INC.**

6969 Trans Canada Highway  
Suite 113  
St. Laurent, Québec  
H4T 1V8

**Contact:** Keith A. Reuben  
**Tel:** (514) 333-1301  
**Fax:** (514) 333-1388

**Keywords:** Detection systems.

**History:** Incorporated in 1979, privately owned, 100% Canadian.

**Capability:** Design and development of video motion detection systems using multiple cameras.

**Experience:** Coreco has been developing imaging and audio products for 9 years.

**Equipment:** IBM-PC based video motion detection system.

**Plant Size:** 15,000 square feet

**Gross Sales:** \$5 M+

**Export Sales:** \$4 M

**Export Markets:** USA, Europe, Asia, Australia

**Ratio Commercial/Defence:** 80/20

**Joint Ventures:** Improcom

**Date of this profile:** February 7, 1992

**CORRIGAN INSTRUMENTATION LTD.**

59 Sinclair Avenue  
Georgetown, Ontario  
L7G 4X4

**Contact:** Dave Kiddie, Sales Manager  
**Tel:** (416) 873-0668  
**Fax:** (416) 877-4191

**Keywords:** X-ray detection systems, metal detectors, explosives detectors.

**History:** Incorporated 1981.

**Capability:** Design engineering, R & D, manufacturing.

**Experience:** Built 500 X-Ray Systems, 650 Metal Detectors.

**Equipment:** CAD/CAM, Machine Shop, Metal Shop, Wood Working Shop and Electronics Shop.

**Plant Size:** 25,000 square feet

**Average Work Force:** 30 - 50

**Gross Sales:** \$4 M (1990)

**Export Sales:** \$2 M (1991)

**Export Markets:** U.S.A., Central & South America, Mexico, Caribbean

**Ratio Commercial Defence:** Not Established

**Joint Ventures:** With Scintrex Ltd - Explosive Vapour Detectors.

**Date of this profile:** January 20, 1992

**COUNTERRISK INC.**

P.O. Box 220  
Mont-Royal Postal Station  
Montréal, Québec  
H3P 3C4

**Contact:** Desmond S. Clarke  
**Tel:** (514) 341-5684  
**Fax:** (514) 341-2900

**Keywords:** Security consulting services, specialists in police/military training.

**History:** Counterrisk was founded in 1986, to protect clients in Canada and abroad against employee thefts, vandalism, industrial espionage, as well as professional criminals and terrorists groups. Since then, Counterrisk has assembled a team of security and military specialists from the Department of National Defence, the RCMP, international special forces and various intelligence agencies. In addition, the company's partners have a staff which consists of specialists from the Special Air Service (SAS), the special Boat Service (SBS), and the UK Military Police.

**Capability:** Security consulting services: evaluation of existing security systems and equipment, development of detailed security operating procedures, designing intrusion alarm, access control and CCTV systems, monitoring the installation of the security equipment, supervising the training of the permanent security guard staff, establishment of the emergency response programs.

Specialists in police/military training: basic and special weapons, communications, command and control, unarmed combat, demolition techniques, counter-terrorist tactics, jungle, desert, arctic, and urban training.

**Experience:** Clients: Power Corporation of Canada, The Royal Canadian Mounted Police, Montreal World Trade Centre, External Affairs (Canada), Montreal Museum of Contemporary Art, Canada Steamship Lines, The Ontario Provincial Police, Fort de la Montagne Condominium.

**Average Work Force:** Three full-time specialists, six part-time consultants, and one partner who works on joint ventures.

**Export Sales:** 7% of all sales

**Export Markets:** Worldwide, particularly Latin America

**Ratio Commercial/Defence:** 80/20

**Joint Ventures:** With Defence Systems Ltd. of London, England

**Date of this profile:** January 31, 1992

**CPAD HOLDINGS LIMITED**

11 Tristan Court  
Unit C & D  
Nepean, Ontario  
K2E 8B9

**Contact:** C.D.M. (Colin) Corrigan  
**Tel:** (613) 224-9939  
**Fax:** (613) 224-2418

**Keywords:** Explosives detection, explosives ordnance disposal, detection systems, security systems, surveillance equipment, counter-terrorist systems, bomb detection.

**History:** Established in 1986, CPAD is a Canadian research centre of excellence focusing on trace compound detection and chemical analysis techniques. It also manufactures a range of products utilizing this technology.

**Capability/Products:** Products emanating from its research and development activities include the Explosives Detection Security System (EDSS™).

EDSS is, in effect, a mechanical dog calibrated to detect a broad range of explosives including plastic explosives.

EDSS has been developed into two models; a Walk-thru Personnel Scanner and a General Purpose Scanner. The Walk-thru is for screening persons. It does so in a pleasant, non-intrusive manner as they walk uninterrupted through its attractive portal. EDSS General Purpose Scanner is for screening baggage, mail, rooms, vehicles etc.

**Plant Size:** 10,000 square feet

**Average Work Force:** 50

**Date of this profile:** February 7, 1992.

**CSP INTERNATIONAL INC.**

600, de Maisonneuve West  
Suite 3210  
Montréal, Québec  
H3A 3J2

**Contact:** Ronald Poulin, President

**Tel:** (514) 843-8831

**Fax:** (514) 842-5349

**Capabilities:** Security, safety and customs consultant services for governments, large public and private organizations.

- Security consulting, environmental safety, occupational health and safety, customs operations, emergency planning and crisis management.
- Security surveys and diagnosis, requirement analysis, risk and vulnerability assessments, identification of protective and control measures, design of programs and systems, systems engineering and integration, specialized training and procedures, project management.
- Comprehensive turn-key approach to project implementation.

**Experience:** CSP's clientele includes international airports, industrial plants, office towers, public service companies (telephone, electricity), government buildings, customs agencies, banks, museums, military installations and other major building complexes and sites.

**Average Work Force:** Over 25 individuals, including professionals in the fields of security, customs, engineering and project management.

**Export Market:** Although CSP would undertake projects in any region, its activities are being targeted mainly in the following regions: Latin America, South-East Asia, Eastern Europe and the Middle East.

**Date of this profile:** February 1992

**C-TECH LIMITED**

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

**Contact:** Gary A. McBride  
**Tel:** (613) 933-7970  
**Fax:** (613) 933-7977

**History:** Founded in 1969

**Capability:** Manufacturer of underwater acoustics for security of harbours, choke points, dams, oil rigs and reactor coding tubes etc.

**Experience:** Currently supplying FMV Sweden CSAS-80 Harbour Surveillance equipment to secure sensitive coastal installations.

**Plant Size:** 110,000 square feet

**Average Work Force:** 125

**Gross Sales:** \$10 M

**Export Sales:** \$8 M

**Export Markets:** U.S., Denmark, Sweden, Belgium, Portugal, S.Korea, U.K.

**Ratio Commercial/Defence:** 20/80

**Date of this profile:** February 20, 1992

**DALCOM COMMUNICATIONS INC.**

9045 Cote de Liesse  
Suite 103  
Dorval, Québec  
H9P 2M9

**Contact:** Donald Lockhart  
**Tel:** (514) 631-3003  
**Fax:** (514) 633-8360

**History:** Incorporated March 1988.

**Capability/Products:** Research/development and manufacturing. High technology surveillance/security systems. RAVEN9000 remotely activated video electronic network.

**Plant Size:** 4,000 square feet

**Average Work Force:** 11

**Ratio Commercial/Defence:** 90/10

**Date of this profile:** January 23, 1992



**DASCO DATA PRODUCTS LIMITED**

346 Orenda Road  
Brampton, Ontario  
L6T 1G1

**Contact:** Gordon Pranschke  
**Tel:** (613) 738-5064  
**Fax:** (613) 731-2827

**History:** 30 years.

**Products:** Manufacturer of physical security containers for communications-STU-III/ TEMPEST facsimile/ secure PC and anti-static media cabinets for storage of communications circuit boards and packs. All products manufactured to ISO 9002 requirements.

**Capability:** 600 - 750 containers per month

**Equipment:** Behrens, Wiedemann High Speed Fabricator, Bridge Port Mills Milling Machine, Engine Lathes, Grinders, MIG Welders, Drill Press Punch, Brake Press, CNC Bender, Automatic Powder Coating Paintline.

**Plant Size:** 100,000 square feet, 500' conveyer line.

**Average Work Force:** 80 - 100

**Gross Sales:** \$9 - \$10 M

**Export Sales:** \$500,000

**Export Markets:** USA

**Ratio Commercial/Defence:** 80/20

**Joint Ventures:** Interested in common market joint venture.

**Date of this profile:** January 1992

**DEW ENGINEERING AND DEVELOPMENT LIMITED**

3429 Hawthorne Road  
Ottawa, Ontario  
K1G 4G2

**Contact:** Timothy A. Dear, Vice President  
**Tel:** (613) 736-5100  
**Fax:** (613) 736-1348

**Keywords:** Explosive ordnance disposal trailers, tear gas area training devices, vehicle wire cutters, vehicle overpressure and climatic systems, EMI shielded shelters.

**History:** DEW is a wholly Canadian owned company incorporated in 1978 to provide a Vehicle Systems Engineering capability to the Department of National Defence.

**Capability:** DEW provides a full range of engineering and manufacturing services, including technical manuals and technical data packages.

**Experience:** DEW builds to print, designs and builds its own products and represents a variety of other firms providing value added custom adaptations.

**Equipment:** DEW's metal fabrication and manufacturing capability employs CAD/CAM and a variety of CNC machining centres, including one of the largest and most modern Laser Cutters in Canada.

**Plant Size:** DEW operates out of its own secure 11 acre industrial site with a fully equipped 55,000 square foot facility.

**Average Work Force:** The DEW work force averages 65 people with over 20 professionals in design, engineering and project management.

**Gross Sales:** \$8 - \$10 M

**Export Sales:** \$1 - \$2 M

**Export Markets:** Middle East, NATO, Nordic countries

**Ratio Commercial/Defence:** 10/90

**Joint Ventures:** DEW represents the following firms in Canada: Karl Hoie & Co., Kurt Eichweber, Libby Corp., Munters Cargocaire, Southwest Mobile Systems, Gichner Shelter Systems, Environics, Balmar, MDH Limited.

**Date of this profile:** January 31, 1992

**EPIC SECURITY SYSTEMS (ESS)**

7280 River Road  
 Richmond, British Columbia  
 V6X 1X5

**Contact:** Jim Dalbey or Don Parker  
**Tel:** (604) 273-9146  
**Fax:** (604) 273-1830

**Keywords:** Security management systems (SMS), intrusion detection systems, access control systems, badging systems, badge readers.

**History:** Epic Data Inc., sole owner of ESS, was founded in 1974 and has attained the stature of industry leader in the field of electronic data collection. In recent years Epic has grown as a systems designer and integrator, culminating in the development of the comprehensive and integrated Security Management System. This growth path reflects Epic's long and successful relationship with U.S. DoD contractors such as Northrop, Martin Marietta, General Dynamics and Boeing.

**Products:** Manufacture badge readers (mag stripe, proximity, wiegand) and systems software. Sell other hardware such as motion sensors, mag locks, alarms, biometric devices, video systems, badging systems etc.

**Capability:** Epic Data manufactures rugged badge readers, including the controllers and networks to support them. ESS has designed and built a strong software product and customizes it to meet individual requirements. Epic integrates these with other devices such as video, motion sensors, biometrics etc. to form a complete turnkey system. Epic typically takes prime contractor responsibility for all aspects of the security system.

**Experience:** Epic has data collection installations on four continents with strong growth in the European and Australasian markets. Major SMS installations are with General Dynamics, Fort Worth Division (protecting "black" programs in several installations), Bell Canada, Toronto, and American Airlines, Dallas. SMS meets the most stringent U.S. Government requirements for security of National Defence information under DIAM 50-3 and the FAA's requirements under 14 CFR Part 107.14.

**Plant Size:** 40,000 square feet

**Average Work Force:** 200 - 250

**Gross Sales:** \$30 M

**Export Sales:** \$25 M

**Export Markets:** Developed countries worldwide

**Ratio Commercial/Defence:** 80/20

**Joint Ventures:** Marketing agreement with General Dynamics Fort Worth

**Date of this profile:** January 30, 1992

**EURO-CANADA SECURITY PRODUCTS LIMITED**

2000, rue Cunard  
Laval, Québec  
H7S 2G5

**Contact:** Patrick Daunais, René Boudreault, Jean-Marc Duquette  
**Tel:** (514) 688-8618  
**Fax:** (514) 688-8619

**History:** Established in 1985.

**Products:** Exclusive North American distributor for the following:

**VIRO INNOCENTI S.P.A.** Padlocks and parts, imported from Italy, are assembled in Laval according to customer requirements. Locks can be supplied in a variety of shackle lengths and materials such as brass, hardened steel and stainless steel.

**SERRATURE MERONI S.P.A.** Furniture locks of all types are imported from Italy and assembled according to client needs.

**ALARM LOCK** Emergency door hardware such as panic devices with alarm for exits, access control equipment, etc.

**Export Markets:** U.S.

**Date of this profile:** January 28, 1992

**FELL-FAB PRODUCTS/FELL-FAB INTERNATIONAL INC.**

P.O. Box 3303  
Station C  
2343 Barton Street East  
Hamilton, Ontario  
L8H 7L6

**Contact:** Bert Tufts, President/Glen Fell, V.P. Int'l Marketing  
**Tel:** (416) 560-9230  
**Fax:** (416) 560-9846

**Keywords:** Military personnel equipment, webbing, fieldpack, gaiters, ground chemical and biological warfare hoods and clothing, soft armour, covers for shipping and storing equipment. Aircraft: acoustic and thermal insulation, fireblocking and interior upholstery, cargo restraint systems.

**History:** Privately held Canadian Company. Established in 1952.

**Capability:** Innovative manufacturing of engineered textile products using computer aided design and computer aided manufacturing.

**Experience:** Fell-Fab holds twelve patents serving a variety of industries. Exporting 60% of production. 1988 Canada Bronze Award for Business Excellence.

**Equipment:** Computer aided cutting, state-of-the-art sewing, heat, ultrasonic, RF sealing, bar coding and EDI.

**Plant Size:** 60,000 square feet

**Gross Sales:** \$10 M

**Export Sales:** \$6 M

**Export Markets:** U.S.A., Africa, Europe, East Europe, Scandinavia

**Ratio, Commercial/Defence:** 3/1

**Joint Ventures:** Two local companies servicing specialized industries.

**Date of this profile:** January 20, 1992.

**FOUNDATION INSTRUMENTS INC.**

24 Colonnade Road  
Nepean, Ontario  
K2E 7J6

**Contact:** J.P. Clermont, Marketing Manager  
**Tel:** (613) 226-4000  
**Fax:** (613) 226-4602

**Keywords:** Fiber optic communications including:

Fiber optic - voice video data, video interface point-to-point, video multiplexers, data modems, time division multiplexers, telephone interface.

Optical fiber - fusion splicers, connectionization kits, jumper cables, installation products.

**History:** Established 1977. Specializing in design and manufacturing of fiber optic communication products.

**Capability:** Engineering services, fiber optic training, manufacturing to AQAP 4 standards.

**Experience:** Supplied fiber optic communications for: U.S.A.F. Over The Horizon, Radar Bases, U.S.A. Pacific Missile Test Center, U.S.A. Satellite Missile Tracking, Program, U.S.A. H.T. Modernization Program, U.S.A.F. Forager Program.

Supplied surveillance monitoring systems as fiber: Vancouver Rapid Transit, Hwy 401 Freeway Traffic Management, Hwy 395 Minnesota Traffic Management, New Jersey Transit, Port Authority New York & New Jersey.

**Equipment:** FI - 4000 series - Video Surveillance, FI - 7360 series - Video Multiplexers, FMS - 6400 - Time Division Multiplexers, MS - 1008 - Micro Fusion Splicer, QFS- 1001 - Quick Fusion Splicer, IFS - 2001 - Intelligent Fusion Splicer.

**Plant Size:** 20,000 square feet

**Work Force:** 55

**Gross Sales:** \$4.5 M

**Export Sales:** \$3.5 M

**Export Markets:** U.S.

**Ratio Commercial/Defence:** 4/1

**Date of this profile:** January 20, 1992

**G.M. ASSOCIATES**

19 Victoria Crescent  
Bramalea, Ontario  
L6T 1E2

**Contact:** M.S. Ozechowsky  
**Tel:** (416) 792-7527  
**Fax:** (416) 792-8737

**Keywords:** Camouflage or monotone vehicle fitted covers, soft tops, tent interfaces, ballistic pads and other industrial products and CARC metal painting.

**History:** Company incorporated in 1976, and designs and manufactures industrial fabric products for the defence and automotive markets.

**Capability:** Designs and manufactures industrial fabric products and coats SCAPP (Standard camouflage painted pattern) with proprietary application technology. Design staff use Autocad version 11.0. Prime mode of manufacture employs heat sealing fabrication methods. As heat sealing yields leak proof seams, products requiring this feature are used in areas such as NBCW.

**Equipment:** Automated fabric spreading, progressive die cutting, various R.F. and heat sealing centers (up to 35 KW.), computer controlled sewing machines, camouflage coating line, CARC paint line, tools jigs and dies for both fabric and metal applications.

**Plant Size:** 47,000 square feet

**Work Force:** 50-100 employees

**Gross Sales:** \$5 - \$10 M

**Export Sales:** 80%

**Date of this profile:** February 7, 1992

**GROUPE INFORMATIQUE GPS INC.**

1800 Berlier Street  
Laval, Québec  
H7L 4S4

**Contact:** Rejean Guilbeault or Jean-Pierre Champagne  
**Tel:** (514) 973-3188  
**Fax:** (514) 337-5480

**History:** Incorporated in 1986.

**Capability/Products:** Installation of turnkey systems for law enforcement management, public safety (fire), microcomputers in vehicles, colour cartography (mapping), Global Positioning System, call management (VOX), mobile ticketing. The systems operate on UNIX, AIX and ULTRIX.

**Experience:** GPS has installed law enforcement turnkey systems in major cities in Québec (Longueuil, St-Eustache, St-Jerome, Blainville, Mascouche, St-Lambert).

**Average Work Force:** 15

**Gross Sales:** \$2 M

**Joint Ventures:** Partners with IST and Dynabec.

**Date of this profile:** February 15, 1992



**HENOTEX (1981) INC.**

1625 Chabanel West  
Suite 483  
Montréal, Québec  
H4N 2S7

**Contact:** André Hénault, President

**Tel:** (514) 382-6120

**Fax:** (514) 383-6523

**Office in U.S.:** 184 North Main Street, Champlain, New York, 12919

**Tel:** (514) 382-6120

**Keywords:** Metal detector (hand-held)

**Products:** LYMPS metal detector, first manufactured in 1976. Most recent model is LYMPS HS+, which detects all metals, ferrous and non-ferrous. Its long omnidirectional detection probe allows rapid search over large surfaces. Power is supplied by a rechargeable nickel-cadmium battery or a 9-volt alkaline battery.

**Export Markets:** In more than 60 countries at airports, embassies, penal institutions, court houses, customs, security companies, nuclear power house, etc.

**Date of this profile:** January 27, 1992

**HONEYWELL PROTECTION SERVICES  
HONEYWELL LIMITED**

100 Montcalm Blvd. North  
Candiac, Québec  
J5R 1B7

**Contact:** Robert Kramer, Government Systems Representative

**Tel:** (613) 722-0011

**Fax:** (613) 722-0956

Honeywell Protection Services, a division of Honeywell Limited, Canada, is a leading security services company employing over 400 employees with 11 sales and service offices in all major metropolitan areas across Canada. Established in 1947 as Amplitrol Electronics and bought by Honeywell Limited in 1973, Honeywell Protection Services provides a full range of intrusion, fire, card access, closed circuit cameras, and vault products for the residential, commercial and financial institutions markets. The company's U.L.C. certificated monitoring station provides high security, around the clock surveillance. Honeywell Protection Services has its own research and development facility, and marketing and support staff located in Candiac (Québec). Other services such as security training, system design and consultation are available.

Honeywell has a proud tradition of serving many Canadian Government Departments for their various security needs.

**Date of this profile:** February 17, 1992

**HUGHES LEITZ OPTICAL TECHNOLOGIES LIMITED**

328 Ellen Street  
Midland, Ontario  
L4R 2H2

**Contact:** Peter Cheshire, Manager, Marketing Sights & Night Vision Systems  
**Tel:** (705) 526-5401 ext. 512  
**Fax:** (705) 526-5831

**History:** In business for 40 years.

**Capability/Products:** Research and development, design, manufacture and in-house QA. Precision optics in: aerial reconnaissance, integrated sighting systems, periscopes, fire control systems, day & night sights, optical and laser rangefinders, gunsights.

**Experience:** Every field of application for electro-optical and opto-mechanical devices and systems.

**Equipment:** Optics manufacturing equipment, thin film coating chambers, CNC & EDM & diamond machining capabilities, climate-controlled clean rooms, SPC and other computer based systems, CAD systems, etc.

**Plant Size:** 180,000 square feet

**Average Work Force:** 450

**Gross Sales:** \$39.4 M in 1991

**Export Sales:** \$9.2 M in 1991 (not including USA)

**Export Markets:** U.K., Belgium, Germany, France, Spain, Australia, New Zealand.

**Ratio Commercial/Defence:** 50/50

**Date of this profile:** February 19, 1992

**IDENTITY SYSTEMS INTERNATIONAL INC.**

Box #1, Suite 104  
The Advanced Technology Centre  
9650-20th Avenue  
Edmonton, Alberta  
T6N 1G1

**Contact:** Marcel Graves, President

**Tel:** (403) 450-6363

**Fax:** (403) 450-6531

**Keywords:** Security, access control, fingerprints, "smart" (integrated circuit) cards, computer access control, document protection, audit trails, lockouts, encryption, data compression.

**History:** In March 1988, Identity Systems International Inc contracted the Alberta Microelectronic Centre to conduct a feasibility study/initial design of an access control system. A prototype of concept was completed in May 1989, followed by initiation of a design for the University of Alberta Hospitals test site. System installation took place in 1990 and is still functioning well.

**Capabilities:** Low volume production of physical access control product. Design of custom systems ranging from electronic access control in computers and networks, as well as design of document protection systems such as drivers' licenses, passports, travel visas, credit/debit card applications. Experienced in the design, installation, service and operation of the company's physical access control product. In the initial stages of design of computer/network electronic access control for the financial sector. Manufacture and installation of terminals designed for use with IC "Smart" cards in conjunction with biometric templates of the user, or PINs, depending upon the needs of the organization.

**Average Work Force:** 15

**Date of this profile:** March 1992

**ILCO UNICAN INC.  
DIVISION OF DOMINION LOCK**

7301 Decarie Blvd.  
Montréal, Québec  
H4P 2G7

**Contact:** Christopher Beames, Export Manager  
**Tel:** (514) 735-5411  
**Fax:** (514) 735-8707

**History:** A public company since 1964 and based in Montréal, the multinational Unican Group is made up of a number of international companies engaged in the manufacture and distribution of a broad range of products related to the security industry.

**Capabilities/Products:** Unican and Simplex mechanical access controls, electronic locking systems for hotel and commercial applications, safe combination locks and safe deposit box locks. World's leading manufacturer of replacement keys, key duplicating machines and tools for the locksmith trade.

**Experience:** Winner of the government's prestigious "Canada Export Award" in 1986, the Unican Group's products reach original equipment manufacturers, the automotive industry, businesses, governments, institutions, hotels and hardware stores in forty countries on all continents.

**Plant Size:** Manufacturing facilities in Canada, U.S.A., Italy, Australia, Spain and Venezuela and sales offices in Switzerland, Japan, France, the U.K. and Hong Kong.

**Average Work Force:** 1,800 globally

**Annual Sales:** \$130 M

**Export Sales:** 10% of annual sales exported outside North America.

**Date of this profile:** February 7, 1992

**IMPACT RESEARCH GROUP LTD.**

P.O. Box 34251  
Station D  
Vancouver, British Columbia  
V6J 4N8

**Contact:** Michael Morrow  
**Tel:** (604) 736-0012  
**Fax:** (604) 736-8370

**Keywords:** Computer software, safety system, emergency, mapping, GIS, security system, airport safety, disaster management, search and rescue software, fire response system.

**Capability:** Impact Research specializes in risk management and develops integrated emergency management software solutions.

**Experience:** Impact Research personnel have practical, hands-on emergency management experience and a high level of technical computer expertise. The company has tailored the **SoftRisk** emergency management software for key government and industry clients in North America, including federal and state authorities.

**Equipment:** **SoftRisk** is DOS-based, IBM-compatible software. Impact Research Group can integrate various mapping, communication, and notification systems through existing third party alliances.

**Average Work Force:** 6 full-time development and marketing staff, agents, and cooperative marketing agreements with international computer dealer organizations.

**Export Markets:** U.S.A.

**Joint Ventures:** National and international computer dealers.

**Date of this profile:** January 21, 1992.

**IMPEX CONTROLS LIMITED**

1748 West 2nd Avenue  
Vancouver, British Columbia  
V6J 1H6

**Contact:** Reg G. Moffat or Darryl K. Saunders

**Tel:** (604) 737-0303

**Fax:** (604) 737-0069

**History:** Impex has provided high quality integrated access solutions for 7 years.

**Product:** Impex integrates leading edge technologies into its access control systems for a wide spectrum of environments. Products include Patient Tracking Systems, High Security Integrated Correctional Systems, Integrated "Smart Building" Applications and Remote Site Integration & Reporting.

**Capability:** Single door applications to large million dollar facility management systems.

**Experience:** Surrey Pretrial & Courthouse Facility, Sunnybrook Hospital, Bank of Canada, Terminal III (sub) (Toronto), St. Joseph's Hospital, Justice Canada.

**Equipment:** Environments, DOS/Local Area Networks (IBM net BIOS compatible)  
Data General VS2

**Plant Size:** 5,000 square feet

**Average Work Force:** 15

**Gross Sales:** \$1 M

**Export Markets:** U.S.

**Ratio Commercial/Defence:** 100/0

**Date of this profile:** January 1992

**INGERSOLL-RAND CANADA**

Production Equipment Group  
Aro Life Support Products Division  
51 Worcester Road  
Rexdale, Ontario  
M9W 4K2

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

**History:** Aro Life Support Products are well established and market proven. Aro is a member of the Ingersoll-Rand group of companies.

**Capabilities:** Products include: liquid oxygen converters, valves, aircraft oxygen regulators, aircraft gaseous oxygen and cryogenic systems, test stands, masks, portable ventilators, chemical defence (NBC) protective components and systems for personnel, aircraft and vehicles. The Division also operates as Canadian agents for protective helmets and stationary and mobile nitrogen generators.

**Experience:** The Life Support Division holds AQAP-4, D.O.T., FAA and D.O.D. certifications and has expertise and a reputation for the manufacture, supply, overhaul and testing of ARO Life Support Equipment and the servicing of Life Support related products from offshore sources.

**Equipment:** Manufacture and assembly procedures are backed by CAD/CAM ability and modern machine tool and test equipment investment.

**Plant:** The Life Support Division is self contained within the Ingersoll-Rand Production Equipment Group at its Rexdale facility.

**Sales:** Divisional activity is combined with the Ingersoll-Rand Group Company sales.

**Export Markets:** Principally NATO member countries.

**Ratio Commercial/Defence:** The Divisional focus is principally upon defence related market outlets.

**Joint Ventures:** The Division is associated with ARO Life Support Products in Buffalo, NY, in a combined responsiveness to US and other national market standards and customized life support activities.

**Date of this profile:** February 6, 1992



**INTERCON SECURITY LIMITED (CORPORATE RESOURCE GROUP)**

40 Sheppard Avenue West  
Willowdale, Ontario  
M2N 6K9

**Contact:** Alan W. Bell, Manager Corporate Resource Group  
**Tel:** (416) 229-6811  
**Fax:** (416) 229-4185

**Keywords:** Close protection training and services, surveillance training and services, crisis management/planning/training/support, risk analysis, management and loss prevention, technical surveillance countermeasures, covert CCTV services, specialized counter-terrorist training and response, security consulting

**History:** Intercon Security Limited was founded in 1972 by Toronto businessmen Brian Legge and Rick Grange, who recognized the corporate market's need for a highly trained security service. Intercon was developed into the only full service security firm in North America. Intercon is 100% Canadian-owned and managed, with branches in Toronto, Vancouver and Chicago.

**Capability/Experience:** The Corporate Resource Group (CRG) was developed by Intercon Security Limited to operate within the higher echelons of security and to encompass other security needs that had not been previously addressed. The CRG offers an extensive range of security services at the highest level of confidentiality, integrity and professionalism.

Manager of the CRG is Alan W. Bell, formerly a member of Britain's Special Air Service (SAS), who has twenty years of specialized security experience related to global security issues. Other management group members have many years of experience in counter-terrorism, protective countermeasures, close protection and corporate security.

**Average Work Force:** 1,300 plus in three branches (Toronto, Vancouver, Chicago)

**Date of this profile:** March 17, 1992

**INTERNATIONAL HYDRO CUT TECHNOLOGIES CORPORATION**

P.O. Box 86248  
North Vancouver, British Columbia  
V7L 4P6

**Contact:** David Hudak  
**Tel:** (604) 980-1415  
**Fax:** (604) 980-1422

**Capabilities/Products:** Specializes in the application of advanced shaped charge theory and explosive cutting technology to explosive forced entry and breaching operations, explosive ordnance disposal, bomb disruptors and penetrators, firefighting/rescue operations, strategic structural demolitions, metal hardening and the military. Hydro Cut's extensive range of components and specialty application explosives offer increased safety, ease of development and reductions in time required to carry out effective operations and net explosive component. There is heavy emphasis on R&D, both in the company and for the Department of National Defence. Certified training instructors, testing, engineering specific, investigative and underwater demolition teams are available for consultation for special operations training requirements.

**Experience:** Eight years of operation in providing services and products to police, government and military organizations.

**Plant Size:** 10,000 square feet

**Average Work Force:** 15

**Gross Sales:** \$275,000

**Export Sales:** \$195,000

**Export Markets:** New Zealand, Australia, United States, Oman, Kuwait, Britain, France, Spain, Germany.

**Ratio Commercial/Defence:** 100% Defence/Government agencies.

**Date of this profile:** February 4, 1992

**INTERNATIONAL LOSS PREVENTION SYSTEMS CORPORATION**

1350 East 4th Avenue  
Vancouver, British Columbia  
V5N 1J5

**Contact:** Ian J. Abramson  
**Tel:** (604) 255-5000  
**Fax:** (604) 254-2575

**History:** ILPS was incorporated in 1988.

**Products:** Shoplifting prevention, security mirrors, anti-theft prevention systems, burglar alarms, CCTV, door annunciators, wandering patient detectors, counterfeit money detectors, turnstiles, coat check machines.

**Plant Sizes and Warehouse Facilities:** Vancouver, British Columbia and Blaine, Washington 15,000 square feet.

**Average Work Force:** 22 + 38 Dealers and Distributors

**Gross Sales:** \$1.2 M

**Export Sales:** \$450,000

**Export Markets:** U.S., New Zealand, Australia, Yugoslavia

**Date of this profile:** January 22, 1992

**INTERNATIONAL SUBMARINE ENGINEERING LIMITED**

1734 Broadway Street  
Port Coquitlam, British Columbia  
V3C 2M8

**Contact:** T.R. McFarlane, President  
**Tel:** (604) 942-5223  
**Fax:** (604) 942-7577

**History:** The company was formed in 1974.

**Capability/Products:** Systems engineering. Research, design and manufacture of remote operated and autonomous undersea vehicles; harbour defence; tourist submarines; imaging sonars; electric and hydraulic manipulators; robotic systems for nuclear steam generation maintenance; robotic system for aircraft servicing and maintenance; autonomous robot control technology in support of the Canadian Space Station Program; development of an advanced robot simulation and control; development of robotic manipulators for electrical live transmission line maintenance; development of robotic manipulators for hazardous waste cleanup.

**Experience:** To date I.S.E. has developed and sold more than 160 undersea vehicles and 230 manipulators.

**Plant Size:** Office, shop, research and development facilities are housed in an area of 46,000 square feet, situated on a 4.7 acre site.

**Average Work Force:** 75

**Gross Sales:** \$10 M

**Export Sales:** \$5 M

**Export Markets:** Worldwide

**Ratio Commercial/Defence:** 1.5/1

**Joint Venture:** Rockwell International

**Date of this profile:** January 1992

**INTRALOCK TOOLS LIMITED**

105 - 12779 - 80th Avenue  
Surrey, British Columbia  
V3L 3A6

**Contact:** Gordon Parr  
**Tel:** (604) 596-8900  
**Fax:** (604) 590-4947

**Keywords:** Security equipment.

**History:** Incorporated December 1985.

**Capability:** Development of new computerized high-tech equipment.

**Experience:** Developed computerized high security keycutting machine and computerized safe opening dialer.

**Equipment:** Light manufacturing.

**Plant Size:** 2,500 square feet.

**Average Work Force:** 5

**Gross Sales:** \$331,415.81

**Export Sales:** \$238,611.62

**Export Markets:** USA, Australia, Germany & England.

**Ratio Commercial/Defence:** 95/5

**Date of this profile:** February 5, 1992

**INUKTUN SERVICES LIMITED**

P.O. Box 1011  
Station "A"  
Nanaimo, British Columbia  
V9R 5Z2

Factory Address  
1612 Cedar Road  
Nanaimo, British Columbia  
V9R 5Z2

**Contact:** Christopher S. Roper, Marketing Manager  
**Tel:** (604) 722-2119  
**Fax:** (604) 722-2161

**Keywords:** Robotics, camera inspection systems, remotely operated systems, surveillance systems, security systems, explosive ordnance disposal, underwater camera systems, underwater operated systems, pipe inspection systems, ship hull inspection systems.

**History:** Established in 1986.

**Capability:** Design, prototyping and manufacturing of small remotely operated systems, land or underwater based.

**Experience:** Products are used by the Canadian and U.S. military.

**Equipment:** Design and prototyping, CAD & CAM.

**Plant Size:** 2 facilities - 1 design, 1 production.

**Average Work Force:** 8 - 12

**Gross Sales:** \$5 M

**Export Sales:** \$4 M

**Export Markets:** U.S. military and nuclear facilities.

**Ratio Commercial/Defence:** 75/25

**Date of this profile:** February 3, 1992

**IPT STRUCTURES INC.**

3080A Spring Street  
Port Moody, British Columbia  
V3H 1Z8

**Contact:** Reg Kerr  
**Tel:** (604) 469-0900  
**Fax:** (604) 469-0004

35A Weston Road  
Toronto, Ontario  
M6N 3P1

**Contact:** Arnold Friedman, President  
**Tel:** (416) 763-5158  
**Fax:** (416) 763-1054

**Keywords:** Strain sensitive intrusion detection systems; transit patron safety systems; alarm display panels; security consulting and design services.

**History:** IPT was founded in 1985 to develop a platform security and safety system for the Vancouver driverless light rapid transit system. The company's skills in electronic design, development, and manufacturing have provided the expertise to pursue further detection applications of the AIC-1000 technology.

**Capability:** System design and manufacturing.

**Experience:**

Vancouver Skytrain Project - 1986  
Sydney Monorail Project - 1987  
NRMA Australia - 1988  
Tintya Mine Site - 1990  
Ontario Hydro - 1991

**Plant Size:** 3,500 square feet

**Average Work Force:** 8

**Gross Sales:** \$1.7 M (Aggregate)

**Export Sales:** \$500,000 (Aggregate)

**Export Markets:** United States, Australia, South East Asia

**Ratio Commercial/Defence:** 2/1

**Date of this profile:** January 1992

**ISOLATION SYSTEMS LIMITED**

26 Six Point Road  
Toronto, Ontario  
M8Z 2W9

**Contact:** T. Patrick Bird  
**Tel:** (416) 231-1248  
**Fax:** (416) 231-8561

**Keywords:** Microcomputers, access control, encryption, message traffic, local area networks.

**History:** Incorporated 1979.

**Capability:** Access control systems for microcomputers processing diplomatic, special access, command and control, law enforcement, and financial message traffic.

**Experience:** Trusted computer systems and microcomputer hardware. Operating systems.

**Equipment:** Complete electronics design capability.

**Export Markets:** United States, United Kingdom, Denmark, Holland, Belgium, Italy, New Zealand.

**Ratio Commercial/Defence:** 50/50

**Date of this profile:** January 21, 1992



**IVOR MACLEOD TRAINING SYSTEMS**

24A College Crescent  
Barrie, Ontario  
L4M 2W4

**Contact:** Ivor MacLeod  
**Tel:** (705) 726-5091  
**Fax:** (705) 726-5091

**Keywords:** Firearms usage training, shooting targets, custom plastic targets, shot hole markers, shooting range equipment, airport security kit.

**History:** Commenced in 1979 by assisting the Ontario Provincial Police with initial, or refresher, training of police snipers/counter-snipers. This led to conducting marksmanship courses, police and tactical field work training courses, along with targets and associated equipment.

**Capability/Products:** Practical training in all aspects of firearms usage for police, military or armed civilian security guard agencies. Design and manufacture of light-weight, plastic shooting targets, custom targets and shot-hole markers in a range of sizes. Representative supplier for shooting range equipment, camouflage suits and airport security kit.

**Experience:** Conduct of marksmanship/sniper/safe gun handling training courses for police and armed security forces, active member of the International Association of Law Enforcement Firearms Instructors Inc.

**Gross Sales:** \$384,000

**Export Sales:** \$6,000

**Export Markets:** U.S.

**Ratio Commercial/Defence:** 1/5

**Joint Ventures:** Canadian agent for Polytronic International Ltd., Custom Training Aids Inc., Ballentine Manufacturing Inc.

**Date of this profile:** January 29, 1992

**KANTECH SYSTEMS INC.**

3650-A Matte Boulevard  
Brossard, Québec  
J4Y 2Z2

**Contact:** Marc Mineau  
**Tel:** (514) 444-2030  
**Fax:** (514) 444-2029

**Keywords:** Access control, card access, card reader, identification systems, biometric systems, security management software, building management, time and attendance reporting, elevator access control, integrated security system, door controllers, monitoring system, automated guard tour, color graphics reporting system.

**Experience and Capability:** For more than 10 years, Kantech Systems has been designing and manufacturing integrated security systems for government, military and industrial requirements. Dedicated professional staff with both technical and security backgrounds have contributed to thousands of security system installations. Kantech's products are distributed worldwide through distributors and dealers, who are provided with constant technical support and training.

**Standards and Compatibility:** Kantech is committed to standards and compatibility with other products. Hardware products are developed to work with other existing technologies. Software is PC based and does not require special mini-computers or expensive proprietary operating systems.

**Aggressive R & D:** Building compatible products does not preclude the company from offering unique features and distinctive services. Significant on-going research and development efforts enable Kantech to maintain technological advances and continuously introduce new ideas and applications for the benefit of customers.

**Manufacturing and Quality Control:** The development process of the products is concluded by specifying strict component selection requirements and cost-effective assembly technologies. The quality assurance program consolidates the efforts of the company and those of the suppliers to provide the highest quality products. The company continuously strives to develop and implement vigorous quality controls.

**Plant:** Manufacturing and R & D facility located in Brossard (Montréal) Québec.

**Export Objective:** Seeking well established security products distributors. Could consider some form of exclusivity for certain markets.

**Date of this profile:** January 31, 1992

**KINGSWAY ENGINEERING RESOURCES INC.**

1500 Marine Drive  
Suite 25  
North Vancouver, British Columbia  
V7P 1T7

**Contact:** Edgar F. King, President  
**Tel:** (604) 984-0377  
**Fax:** (604) 984-7058

**History:** SKYTAINER range of U.S. patented aircraft containers and land transportation containers developed with federal aid and offered worldwide - established in Vancouver 1989.

**Products:** Security oriented aircraft containers for large jet aircraft such as Boeing 767, 747, 757 & 777. Containers can be used for shipping plasma, security mail, valuables and many other products (insulated if required).

**Capability:** Large 15,000 square feet plant allows for mass production with commensurate workforce to order base.

**Date of this profile:** January 27, 1992

**KM GROUP**

**Operating Divisions:** KM Video and Security  
KM Manufacturing and Distribution  
KM Office Automation

**Head Office:** 5288 General Road, Suite #8, Mississauga, Ontario, L4W 1Z8

**Branch Office:** 2212 Gladwin Crescent, Unit A7, Ottawa, Ontario, K1B 5N1

**Contact:** Gloria J. Kinnear, President  
**Tel:** (416) 629-1446  
**Fax:** (416) 629-3912

**Keywords:** Closed circuit television systems (CCTV); wide range of CCTV accessory products; CCTV cable; security consulting services; office automation products, such as computers, fax, photocopiers, whiteboards.

**History:** Founded in 1978, the company has grown to become the largest specialized CCTV installation contractor in Canada, and one of the largest in North America.

**Capabilities/Products:** KM manufactures the Kamquip line of CCTV accessory products, such as CCTV camera housings, mounts and adapters. It markets video cable manufactured to its exacting specifications. The Ottawa branch markets the broad line of Panasonic office automation products. The company engineers large CCTV systems and is capable of full installation from concept to full turnkey status. It maintains extensive backup service facilities for CCTV and Industrial Video products.

**Average Work Force:** 35

**Gross Sales:** \$6.9 M

**Date of this profile:** January 31, 1992

**MED-ENG SYSTEMS INC.**

2470 Don Reid Drive  
Ottawa, Ontario  
K1H 8P5

**Contact:** Richard L'Abbé, President or Vince Crupi, Vice President Operations

**Tel:** (613) 739-9646

**Fax:** (613) 739-4536

**Keywords:** EOD (Explosive Ordnance Disposal), IED (Improvised Explosive Device) protective suits and helmets; fibre optic and hard wire communication systems; robotic manipulators; ballistic helmets; search suits; environmental communication systems; body cooling suits.

**History:** Med-Eng Systems Inc. was founded in 1981, and has been producing the world's most advanced EOD/IED Disposal Helmet. Its products are in service in over 50 countries worldwide.

**Products:** The firm produces complete personal protection packages for the EOD environment. These include bomb disposal suits and helmets, ballistic add-on plates, communication systems, robotic manipulators, anti-fragment shields, body cooling suits, etc.

**Equipment:** Med-Eng has extensive computer modelling capability, including a digitizer, a 72-inch (183 cm) printer, extensive software permitting the design of state of the art protective equipment; electronic surface mount technology workstation; electronic instrumentation; well equipped machine shop; specialized plastics heat forming ovens, with pneumatic molds; ballistic shield moulding facility.

**Plant Size:** 7,000 square feet

**Average Work Force:** 20

**Export Sales:** 96% of sales

**Export Markets:** 65 countries to date

**Ratio Commercial/Defence:** 50% Police/50% Defence

**Date of this profile:** January 1992

**MICRON SECURITY PRODUCTS**

11303 - 143 Street  
Edmonton, Alberta  
T5M 3P8

**Contact:** A.J. Ogonoski, President  
**Tel:** (403) 454-7689  
**Fax:** (403) 451-3603

**Keywords:** Intruder deterrent and detection devices for commercial and residential applications.

**History:** 4 years sales - latest upgrade of product December 1991.

**Capability/Product:** An aluminum pre-manufactured disassembled grid and detection devices that can be shipped knocked down for assembly and installation on site. Full training provided to agents. Unlimited volume through out of house major processors.

**Plant Size:** 4,000 square feet

**Average Work Force:** 5 employees plus use of outside suppliers.

**Gross Sales:** \$600,000

**Export Sales:** \$40,000

**Export Markets:** U.S.A.

**Ratio Commercial/Defence:** 100/0

**Date of this profile:** February 6, 1992

**MICROWAY SYSTEMS INC**

27 Shediac Cresc  
Kirkland, Quebec  
H9J 2J8

**Contact:** B. Wong  
**Tel:** (514) 630-0238

**Keywords:** Encryption, encrypted sensor, encrypted communications, encrypted data, key management, remote sensing, Data Encryption Standard (DES), access control, cardreaders, keypads.

**History:** Established 1984, successful development and marketing of encrypted sensors, data encryption devices, and access control devices for military, government, and financial institutions.

**Capability:** Custom design and development of high technology security and communication devices. Enhanced security of existing security and access control devices by the incorporation of encryption technology. Products designed for easy retrofit to existing wiring and established older equipment.

**Experience:** Products in use in several major financial buildings, police and military installations.

**Equipment:** Full design and development instrumentation for analog and digital designs with on board (CPU) intelligence.

**Plant Size:** Manufacturing is subcontracted.

**Average Work Force:** 3

**Gross Sales:** \$250,000 (1992 estimated).

**Export Sales:** 10%

**Export Markets:** USA.

**Ratio Commercial/Defence:** 90/10

**Joint Ventures:** Joint development projects total several million dollars.

**Date of this profile:** February 25, 1992.

**MINING RESOURCE ENGINEERING LIMITED (MREL)**

1555 Sydenham Road  
R.R. #8  
Kingston, Ontario  
K7L 4V4

**Contact:** A.W. (Bill) Bauer, General Manager

**Tel:** (613) 545-0466

**Fax:** (613) 542-8029

**Keywords:** Explosive ordnance disposal, explosive foams, explosive entry systems.

**Capability:** Incorporated in 1973, MREL specializes in ordnance related projects and manufactures explosive foam systems for explosive ordnance disposal and covert operations. Research and development efforts and explosives testing services are supported by MREL's private, fully instrumented, 200 acre, explosives testing and casting facility.

**Experience:** MREL's clients include the Canadian Department of National Defence, Royal Canadian Mounted Police, Peel Regional Police, U.S. Marine Corps., as well as companies involved in the clearing of minefields and unexploded ordnance in Kuwait and companies representing security organizations in the U.S.

**Products:**

LEXFOAM - patented liquid explosive foam ideally suited for EOD and demolition/entry operations.

BREACHCASE - patented man-portable wall breaching explosive device.

F-SEF & R-SEF - flexible and rigid solid explosive foams for specialized applications.

**Date of this profile:** January 20, 1992.



**MIRTONE INTERNATIONAL, A UNIT OF GENERAL SIGNAL CORPORATION**

6300 Northwest Drive  
Mississauga, Ontario  
L4V 1J7

**Contact:** Carmine A. Colarocchio  
**Tel:** (416) 678-6767  
**Fax:** (416) 678-2872/673-1836

**Keywords:** Fire detection systems (conventional & analogue addressable), firefighter's telephone systems, apartment intercom systems, emergency evacuation sirens, horns and strobes for industrial locations.

**History:** Mirtone has been involved in the manufacturing of fire detection equipment, emergency voice communication equipment and intercom equipment for the past 25 years and in the export of products on a worldwide basis for the past 10 years.

**Capability:** Design, manufacture, supply, installation and commissioning of equipment. Works hand in hand with consulting engineers in the specifications of company's equipment for any projects.

**Products:** Low/mid zone conventional fire detection equipment, emergency voice communication systems up to networked analogue addressable technology, firefighter's telephone and paging systems, all the necessary complimentary devices (smoke and heat detectors, bells, sirens and equipment for hazardous locations).

**Experience:** Main experience is in the commercial/industrial development (high-rise office towers, condominiums, hotels, shopping plazas). Also experience in the "Heavy Industrial" sector (petroleum, mining shipyards, etc.) with signalling devices.

**Average Work Force:** 300 - 500

**Export Markets:** South America, Europe, Middle East, Asian/Far East.

**Joint Ventures:** Wish to share technology with appropriate organizations. Interested in selling the electronic components of low-zone detection systems for assembly and distribution to world markets.

**Date of this profile:** January 22, 1992.

**MOREGUARD HIGH SECURITY PRODUCTS LIMITED**

2378 Holly Lane  
Ottawa, Ontario  
K1V 7P1

**Contact:** Robert Smith, Vice President, Sales  
**Tel:** (613) 523-4016  
**Fax:** (613) 731-0851

**History:** The company is a subsidiary of Hovey Industries, and is the supplier of bullet-resistant architectural products to External Affairs and International Trade Canada for installation in Canadian embassies worldwide.

**Capability/Products:** Bullet-resistant architectural products including window glazing, window frames, doors, door frames, counters, wall panels, etc. Blast doors video surveillance systems. Ballistic testing. Customized or standard products, engineering services, product testing.

**Experience:** Various, worldwide.

**Equipment:** Complete welding, machine, sheet steel and cabinetry facility.

**Plant Size:** 28,000 square feet

**Average Work Force:** 45

**Date of this profile:** January 1992

**MPB TECHNOLOGIES INC.**

1725 North Service Road  
Dorval, Québec  
H9P 1J1

**Contact:** Jane Bachynski, Project Coordinator  
**Tel:** (514) 683-1490  
**Fax:** (514) 683-1727

**Keywords:** Wireless laser communication links, frequency fibre optics, pattern recognition and target identification, fibre-based secure link, sensors, surveillance and bomb disposal robots, research and development services and consultation.

**History:** MPB Technologies Inc., a recognized Canadian Research and Development leader has enjoyed a close working relationship with the Royal Canadian Mounted Police (RCMP) and the Canadian Security and Intelligence Services (CSIS) for nearly a decade. Since its inception in 1976, MPB Technologies Inc. has provided tools and research at the forefront of technology to help combat the changing face of terrorism and crime, whether the forces be concerned with bomb threats, hostage takings, secure emergency communications, remote surveillance or basic functions such as traffic control.

**Capability:** MPB Technologies Inc. provides products and also acts as a consultant to the security services. Emerging technologies are continuously being developed and evaluated in the company's research facilities. Examples include the development of neural nets to assist in pattern recognition and target identification, fibre-based secure link technologies based on wavelength division multiplexing, fibre-optic sensors for remote monitoring, and millimeter wave communication links in the oxygen absorption band for short range highly secure communications. The evaluation of blasting cap sensitivity to electromagnetic interference and reconfiguring "secure" fibre-optic modems have been studies undertaken.

**Experience:** The company products and expertise described below owe much to exchanges between field operators of national security agencies and the company's highly trained scientific and engineering staff.

**Products: ECM Jammer:** The powerful, flexible and compact system has applications in terrorist/hostages situations whether a) to prevent undesirable monitoring of police and military radio channels; b) to isolate terrorists or criminals from external information sources such as the electronic media (T.V., radio) and cellular phone lines; or c) to blanket a radio frequency range with white noise to prevent any remote detonation signal reaching a potential radio controlled electro-explosive device (RCEED) as it is approached. The Jammer utilizes the latest in frequency synthesis and microprocessor control with up to sixteen different on-site user-selected frequencies which can be chosen to be only a few Hertz apart or spread over the entire range in a precise and reliable manner at the operator's touch.

**MPB TECHNOLOGIES INC. (cont'd)**

**Laser Communicator:** The MLC 960 Laser Communicator is an economical, easily installed, wireless, direct line-of-sight communication link. The link is insensitive to any atmospheric RF interference and is not constrained by radio wave licenses and permits. No cables need to be laid with this link nor is the narrow infrared communication beam likely to be tapped or intercepted. The MLC 960 is capable of transmitting remote colour video, audio and/or data. This unit is ideal for surveillance activities, crisis situations or special events.

**Robot Control Transceivers:** MPB Technologies Inc. can provide surveillance and bomb disposal robots with an RF transceiver video link over four selectable frequencies in the UHF band and a multiple function digital robot control link via standard portable police transceivers. Address encoding allows one transmitter to control up to three robots.

**Equipment:** The premises of MPB Technologies Inc. are cleared to NATO secret classification. The company's facilities include a TEMPEST secure room and electromagnetic measurement to test screen room effectiveness to MIL standards.

**Plant Size:** 30,000 square feet Dorval, Québec, 70,000 Pointe Claire, Québec

**Average Work Force:** 200

**Gross Sales:** \$35 M

**Export Sales:** \$26 M

**Export Markets:** U.S.A., Europe, Japan

**Ratio Commercial/Defence:** 80/20

**Date of this profile:** January 31, 1992

**MSA CANADA INC.**

148 Norfinch Drive  
North York, Ontario  
M3N 1X8

**Contact:** Mr. T.D. Yarwood, Director of Federal Government Sales  
**Tel:** (416) 667-9400  
**Fax:** (416) 663-5908

**History:** Mine Safety Appliances, parent company est. 1914, Pittsburgh, PA, U.S.A. Motto: "That men may work in safety", Mine Safety Appliances Company of Canada Limited est. 1937, first subsidiary of parent company, MSA Canada Inc., renamed in 1982, Corporate Vision: "To achieve, as near as we can, an environment in which people may work in safety".

**Products/Services: Personal Protective Equipment**, including head, hearing, body, respiratory, eye and face, as well as belts, harnesses, and specialty clothing.

**Hazard Control**, including fire control and hazardous environment control products, as well as HazMat Protective Clothing.

**Environmental Surveillance**, including portable and permanent instruments for combustible gas, toxic gas, oxygen deficiency, hazardous dust, and process control.

**Application Assistance, Training Services, After-Sale Repair and Service**, MSA is the world's leading manufacturer and supplier of protective equipment from work place hazards.

**Experience:** 1913 development of safety equipment required for mining industry initiated. Protective devices were provided for U.S. military troops during World War I. Technology was applied to peacetime uses as U.S. industry continued to grow (i.e. industrial plants, construction jobs, transportation, fire service, emergency response). Wide distribution of products and services within many federal government departments in Canada, and throughout the world.

**Plant Size/Work Force:** Eight office warehouse locations in major cities across Canada: Vancouver, Edmonton, Calgary, Saskatoon, Winnipeg, Toronto, Montreal, Halifax, employing 108 people across Canada. Operations extend to nearly two dozen countries employing 6,000 people.

**Gross Sales:** \$21,828,200 (1991).

**Export Sales/Markets:** 21 key geographic markets throughout the world via MSA International operations, Pittsburgh, PA, U.S.A.

**Ratio Commercial/Defence:** 8.4/1

**Date of this profile:** January 31, 1992

**NAVCO SECURITY SYSTEMS**

250 Cochrane Drive #14  
Markham, Ontario  
L3R 8E5

**Contact:** Michael Boyle  
**Tel:** (416) 631-3771]  
**Fax:** (416) 475-2627

**History:** 10 years in Canada, 20 years in the U.S.

**Capability:** Event tag video surveillance.

**Experience:** Banks, trust companies, convenience stores.

**Equipment:** NAVCO Beta and S-VHS recorders and cameras.

**Gross Sales:** \$1 M.

**Ratio Commercial/Defence:** 100/0

**Joint Ventures:** U.S. and abroad.

**Date of this profile:** January 24, 1992.

**NEWCO SAFETY TEL INC.**

Bay 12, 700 - 58th Avenue S.E.  
Calgary, Alberta  
T2H 2E2

**Contact:** Doug McKinnon  
**Tel:** (403) 258-3100  
**Fax:** (403) 253-4967

**History:** Newco Safety Tel was established in March 1986 to design and manufacture approved explosion-proof communications equipment for use in explosive atmospheric conditions (hazardous areas) where flammable materials (gases and/or dust) are present, such as chemical plants, gas plants, oil refineries, land based/offshore drilling rigs, fertilizer plants, bulk loading stations, paint and varnish manufacturing plants, grain elevators and similar industries.

**Products:** Stand-alone explosion-proof telephone, which is CSA approved for Class I Groups B, C, D, Class II Groups E, F, G and is listed by the Underwriters Laboratories. Explosion-proof rig intercom system, lineman's test set and industrial weatherproof/waterproof telephone. Newco has an agency agreement with ITT for their 3100 series of PABX telephone systems.

**Capability:** Design and manufacturing, contract work in electronics, utilizing surface mount and through-hole wave soldering techniques.

**Experience:** Major client is Northern Telecom.

**Plant Size:** 8,000 square feet (60% plant, 40% office & R&D)

**Average Work Force:** 30

**Gross Sales:** \$3 - \$5 M

**Export Sales:** 40%

**Export Markets:** U.S. primarily

**Ratio Commercial/Defence:** 100% commercial although some products may be sold to the defence industry by the company's distributors.

**Date of this profile:** January 27, 1992

**NORTH GROUP INTERNATIONAL**

18 Canmotor Avenue  
Toronto, Ontario  
M8Z 4E5

**Contact:** John Simpson, John Putrimas, Kostas Rimsa  
**Tel:** (416) 232-2187  
**Fax:** (416) 221-9816

**Keywords:** detection systems, personal protective clothing, bullet-resistant materials, surveillance equipment, armoured vehicles, security systems, security consultant services, security training services, explosive ordnance disposal, executive protection services, airport security, harbour security, corrections and police consulting, counter-terrorism, high risk asset protection, technical surveillance countermeasures (de-bugging), polygraph testing, high value courier service, event security.

**History:** Since 1990, North Group International has operated in both the domestic and international arenas. The North Group International is a Canadian owned security consulting firm specializing in both corporate and government security needs. Offices are located in Toronto, Canada and London, United Kingdom.

**Capability:** Through the North Group's subsidiaries and international contacts, the company is able to provide corporate and government clients with all required levels of security.

**Experience:** The chief executive officers of the North Group International are former police and military personnel. All have had business experience in the world of corporate security. Staff includes many highly recognized international level consultants. Areas of operational interests have included Eastern Europe, Middle East, Latin America and the Far East.

**Ratio Commercial/Defence:** 50/50

**Joint Ventures:** North Group International has successfully conducted a series of joint ventures and is interested in future propositions.

**Date of this profile:** January 31, 1992



**OKIOK DATA LIMITED**

3945 St-Martin West  
Laval, Québec  
H7T 1B7

**Contact:** G. Robert Walsh, Vice President, Marketing

**Tel:** (514) 681-1681

**Fax:** (514) 681-1682

**Capability/Products:** Manufacturer of access control and data encryption modules.

Okiok Data Ltd. is active in the research, development plus the manufacture of access control and data encryption (DES) modules for corporate and financial institutions.

The product is hardware based, supplied with its associated software and plugs into free slots of personal computers (IBM XT, AT, 386, PS2-30, 50, 60, 80). Export has been achieved with the U.S. and France.

**Average Work Force:** 10

**Gross Sales:** \$750 K

**Export Sales:** \$ 25 K

**Export Market:** U.S.A., Western Europe

**Date of this profile:** February 13, 1992

**ORION ELECTRONICS LIMITED**

P.O. Box 2728  
Windsor, Nova Scotia  
B0P 1X0

**Contact:** Hugh Roddis  
**Tel:** (902) 798-8999  
**Fax:** (902) 798-8188

**History:** Orion has been manufacturing electronic equipment for 17 years supplying both domestic and international markets with various VHF Directional Finding receivers and transmitters for use in vehicle packages and or personnel. Orion also manufactures miniature transmitters with audio motion detection and alarm capabilities (also available in surface mount technology).

**Capability:** Orion does all of the research and development in house in addition to consulting and manufacturing.

**Experience:** Orion has supplied the F.B.I. in the U.S.A. and the R.C.M.P. in Canada in addition to various other governmental police agencies in North America.

**Plant Size:** 1,800 square feet

**Average Work Force:** 6

**Date of this profile:** January 30, 1992.

**PEDSCO (CANADA) LIMITED**

59 Skagway Avenue  
Scarborough, Ontario  
M1M 3T9

**Contact:** Bob Pedersen

**Tel:** (416) 269-7115

**Fax:** (416) 269-8738

**Products:** Pedesco RMI lightweight multi-purpose vehicles have proven their efficiency and dependability under demanding conditions for both defence and police purposes. The vehicles, which come in three models, are designed for the remote handling of improvised explosive devices, surveillance, firefighting, handling of radioactive material, anti-hijacking and hostage-taking and many other related requirements.

Other Pedesco products include disrupter (water gun) systems, battery-operated pulsed x-ray equipment, "night vision" television systems, stethoscopes, radio control packages, car hooks and 3D vision systems used by armed forces and police forces in many countries.

**Export Markets:** Throughout the world.

**Date of this profile:** February 26, 1992

**POINT BLANK BODY ARMOR OF CANADA**

113 Winnett Street  
Unit 6  
P.O. Box 158  
Woodstock, Ontario  
N4S 7W8

**Contact:** Walter Bistrong  
**Tel:** (800) 645-4443  
**Fax:** (519) 539-3958

**Keywords:** Body armour, personal protective clothing, bullet-resistant armour, ballistic armour, ballistic shields, armoured vehicles, tactical team equipment.

**History:** Point Blank has been producing innovative, high-quality body armour since the ballistic properties of aramid fabrics became evident in the early 1970's. A family-owned and run company, Point Blank's history of serving the needs of law enforcement and the military go back to the company's roots as a uniform manufacturing company more than 100 years ago. Point Blank's highest priority is saving lives.

**Capability:** Point Blank conducts ongoing research into emerging ballistic materials and armor designs to consistently manufacture the most advanced, comfortable and highly functional armor possible. Point Blank's Quality Assurance procedures are the most stringent in the industry, and far exceed governmental standards.

**Experience:** Many key employees at Point Blank are former military and law enforcement personnel. They understand the needs of the market, and can interface with manufacturing specialists to create armor designs that are both practical to manufacture and ideal for each specific application.

**Equipment:** Point Blank is fully equipped for manufacture of soft armor, hard armor plates and web gear, plus a variety of specialized equipment designed specifically for Point Blank's Quality Assurance department.

**Plant Size:** 50,000 square foot facility, with satellite facilities for production of specialized equipment.

**Average Work Force:** 180

**Gross Sales:** \$30 M

**Export Sales:** \$4 M

**Export Markets:** Any country not under trade restriction

**Ratio Commercial/Defence:** 70/30

**Date of this profile:** January 1992

**PPM 2000 INC.**

10010 107A Avenue  
Edmonton, Alberta  
T5H 4H8

**Contact:** Denis O'Sullivan, CPP, President

**Tel:** (403) 448-0616

**Fax:** (403) 493-8199

**Keywords:** Security/safety - management information systems, databases, incidents, occurrences, investigations, report, analysis, forecasting, statistics, key-control, scheduling.

**History:** PPM 2000 Inc. was incorporated in the province of Alberta in 1988. Its first product, Security Intrack, was beta tested throughout 1989 and released in September of 1990. In 1991 Security Intrack received an Award of Merit from Canadian Security Magazine. And, in December's issue of Security Magazine Security Intrack was featured as one of the 20 products readers asked about most. Security Intrack is currently in its third generation with Version 3.0 due for release in mid 1992. Security Keytrack was released in 1990. It has been well received by institutions such as hospitals, universities and museums. Security Timetrack, a personnel scheduling program for security guard companies, was released in 1991.

**Capability:** PPM 2000 has the ability to deliver shrink-wrapped user installable software that has been thoroughly tested and commercially successful. PPM also has the ability to customize existing programs for the unique requirements of specific users.

**Experience:** All senior management are CPPs (Certified Protection Professionals) and have extensive backgrounds in security management and law enforcement. Security and law enforcement experience would include government (municipal, federal and contractor), National Security Service and industrial.

**Equipment:** PPM 2000's programmers use the latest software and hardware tools.

**Average Work Force:** 7 - 12

**Gross Sales:** 1991 - \$300,000, 1992 - \$750,000 (projected)

**Export Sales:** 1991 - \$230,000, 1992 - \$600,000

**Export Markets:** United States, Europe and Asia

**Ratio Commercial/Defence:** 95/5

**Date of this profile:** 30 January, 1992.

**PROPARMS LIMITED**

2930 Ch. Ste-Therese  
Carignan, Quebec  
J3L 2B2

**Contact:** Lesley Rust  
**Tel:** (514) 658-5207  
**Fax:** (514) 447-2727

**Keywords:** Explosives ordnance disposal.

**History:** Active in the design and manufacture of explosive ordnance disposal equipment for the world's police and military markets for the past 14 years.

**Capability:** Production of almost all small component parts, except for micro-switches, printed circuit boards, etc. Larger parts are produced by another Quebec company.

**Equipment:** General machine shop and production machines.

**Plant Size:** 2,400 square feet

**Average Work Force:** 11 (including one consultant) full time, 1-2 temporary full time.

**Gross Sales:** Year ending July 1st 1991 \$2 M

**Export Sales:** \$1.8 M

**Export Markets:** All countries

**Ratio Commercial/Defence:** 100% police and military.

**Date of this profile:** January 20, 1992

**PRO SAFETY ACCESSORIES INC.**

181 Rutherford Road #9  
Brampton, Ontario  
L6W 3P4

**Contact:** Gary Isberg, P.Eng., President

**Tel:** (416) 456-1090

**Fax:** (416) 456-1095

**Keywords:** Chain saw pants, chaps, aprons, loggers safety clothing, safety pants, chaps leggings, aprons. Bullet resistant vests, soft body armour, armament, hydro security blankets, bug jacket.

**History:** The company was started in 1981 making soft body armour and chainsaw safety clothing. The safety clothing is produced and branded for chainsaw manufacturers and sold through their distribution systems throughout North America. The soft body armour "bullet resistant vests" are sold to most of the major police forces across Canada.

**Capability:** The company has produced everything from ski wear to Kevlar security blankets for Ontario hydro, bullet resistant vest, loggers safety clothing and diapers. The owner manager is a professional engineer with considerable hard goods manufacturing and ballistic experience.

**Equipment:** The equipment is typical of any heavy duty cut and sew operation.

**Plant Size:** Manufacturing space is approximately 10,000 square feet (including a joint venture operation in Winnipeg).

**Average Work Force:** 20 - 25

**Gross Sales:** \$1,750,000 (including joint venture in Winnipeg)

**Export Sales:** \$300,000 (including joint venture in Winnipeg)

**Export Markets:** USA

**Ratio Commercial/Defence:** 100/0

**Joint Venture:** Modern Headwear Ltd. in Winnipeg. All loggers safety clothing in manufactured in Winnipeg. Product design sales and marketing are in Brampton, Ontario.

**Date of this profile:** February 11, 1992

**RACAL-CHUBB CANADA INC.**

5201 Explorer Drive  
Mississauga, Ontario  
L4W 4H1

**Contact:** R.G. Lewis, CEO  
**Tel:** (416) 620-3400  
**Fax:** (416) 629-9468

Racal-Chubb Canada Inc. was started in 1954 and is today Canada's largest organization involved nationally in electronic security measures and physical security equipment.

It operates through five divisions whose principal activities are described below, reaching residential, retail, commercial, industrial, governmental and financial markets.

**Electronic Security:** Racal-Chubb designs and installs intruder detection alarm systems and monitors these systems through their alarm centres across Canada. They also provide computer-based access control systems and video surveillance systems.

Racal-Chubb designs the software and provides the hardware for proprietary computer-based card access and security management systems which are sold internationally.

**Physical Security:** Racal-Chubb, with a plant in Barrie, Ontario, is a major manufacturer of modular security vaults, vault doors, safes, depositories, safe deposit boxes and other related products.

The company manufactured the world's largest round vault door for the recently constructed Bank of China building in Hong Kong.

A full range of bullet-resistant doors and hardware is also provided.

**Gross Sales:** \$90 M

**Export Sales:** \$1 M

**Export Markets:** mainly U.S.

**Date of this profile:** January 30, 1992



**RAINFORD CORPORATION**

1401 Huntingwood Drive  
Scarborough, Ontario  
M1S 3R9

**Contact:** Ralph Idems, President & General Manager  
**Tel:** (416) 754-2133  
**Fax:** (416) 754-2639

**Keywords:** Enclosures/Cabinets and Shielded Rooms - EMI/RFI/EMPP/NEMP/Tempest; Secure EMI/RFI/Tempest (CIS/09/7); Environmentally Protected (NEMA, CEMA); Shock Isolated Cabinets (ML-S-901); Vibration Protected Cabinets (MIL-STD-167); Shielded Rooms.

**History:** Rainford Corporation is a member of the worldwide Rainford Group of companies.

**Products/Capability:** Rainford designs, manufactures shielded rooms and enclosures for EMP and tempest systems. RFI/EMI cabinets for FCC, VDE, DOC compliance, mains and signal line filters, EMP and NEMP telephone and data line protection systems, shipboard and other hostile environment cabinets.

**Equipment:** Rainford's new "state of the art" design and manufacturing facility is located in Scarborough, Ontario and has complete CAD/CAM and CNC fabricating capabilities.

**Plant Size:** 56,000 square feet

**Average Work Force:** 60

**Gross Sales:** \$6 M

**Export Sales:** \$2 M

**Export Markets:** U.S.A. and United Kingdom

**Ratio Commercial/Defence:** 75/25

**Date of this profile:** January 31, 1992

**RAMTRON PRE-ENTRY ALARM SYSTEMS INC.**

A - 1150 Waverley Street  
Winnipeg, Manitoba  
R3T 0P4

**Contact:** Gary McDonnell, President  
**Tel:** (204) 452-9900  
**Fax:** (204) 474-1867

**Keywords:** Wireless, sound activated security systems

**History:** Incorporated in 1988, over 100 franchised offices coast to coast in Canada.

**Product:** Wireless, portable, pre-entry security systems targeted to residential and light commercial applications. Very simple installation, highly reliable. Full line of main unit security systems for applications for apartments through to large homes and commercial premises. Main units use a variety of sensors that use radio transmission or carrier transmission on power lines. Heat and freeze sensors, monitoring and power back-up available on main units.

**Plant Size:** Equipment manufactured under sub-contract by Kraus Industries Ltd. of Winnipeg.

**Gross Sales:** Over \$5 M at retail price

**Export Sales:** Just commencing exporting, approximately \$150,000 sold to date.

**Export Markets:** United States

**Ratio Commercial/Defence:** 100/0

**Date of this profile:** January 27, 1992



**R-METRICS LIMITED**

389 Davis Road  
Oakville, Ontario  
L6J 5E8

**Contact:** Stan Cathcart  
**Tel:** (416) 338-1857  
**Fax:** (416) 845-9551

**Keywords:** Radiation detection service equipment

**History:** In business since 1974

**Product:** RD5016 Survey Meter

**Capability:** 600 units per year

**Experience:** 16 years

**Plant Size:** 1,000 square feet

**Average Work Force:** 1 - 4

**Gross Sales:** \$1 M

**Export Sales:** 30%

**Export Markets:** USA

**Ratio Commercial/Defence:** 95/5

**Date of this profile:** January 27, 1992

**ROLCO MANUFACTURING INC.**

7008 - 30 Street S.E.  
Calgary, Alberta  
T2C 1N9

**Contact:** Bert Weigel  
**Tel:** (403) 279-7725  
**Fax:** (403) 279-5952

**Keywords:** Security shutters, security grills

**History:** 22 years

**Experience:** 40 years

**Plant Size:** 5,200 square feet

**Average Work Force:** 10

**Gross Sales:** \$700,000

**Export Sales:** \$25,000

**Export Markets:** U.S.A.

**Date of this profile:** January 20, 1992

**SAFECO MANUFACTURING INC.**

947 Warden Avenue  
Scarborough, Ontario  
M1L 4E3

**Contact:** Steve Giordanella, President  
Ed Careaga, International Marketing

**Tel:** (416) 752-6740  
(800) 221-1217

**Fax:** (416) 752-0839

**Keywords:** Personal protective clothing, EOD suits and helmets, armoured vehicles.

**History:** The assets and business rights of Safeco Manufacturing Ltd. were acquired by Safeco Manufacturing Inc. on September 13, 1991. The company has expanded its product base to include all types of protective armour products and has significantly upgraded its EOD suit and helmet lines. Safeco Manufacturing Inc. will continue its sixty year tradition of manufacturing quality safety and specialized products.

**Products:** Manufacturer of safety apparel and equipment, i.e. fire fighter clothing, hazardous material clothing, nuclear and chemical contamination clothing or apparel, fireman helmets, safety helmets, hearing protectors, industrial safety apparel, fire retardant blankets, aluminized blankets, soft body armour, explosives ordnance disposal suits/helmets/accessories, light weight composite armour for helicopters, fixed wing aircraft, marine vessels, military vehicles and passenger automobiles.

**Experience:** The EOD suit previously manufactured by the company has been marketed and sold in over 35 countries. The company has incorporated significant advancements to this specialty uniform and has developed a proprietary helmet.

**Equipment:** Sewing machines, sergers, vacuum formers, clicker dies, hydraulic cutting presses, etc.

**Plant Size:** 80,000 square feet

**Average Work Force:** 45 plant, 5 international

**Gross Sales:** \$7.5 M (qtr only)

**Export Sales:** \$650,000 (qtr only)

**Export Markets:** United States, Denmark, Sweden

**Ratio Commercial/Defence:** 95/5

**Date of this profile:** March 19, 1992

**SATELLITE SEWN PRODUCTS**

P.O. Box 158  
113 Winnett Street  
Unit 6  
Woodstock, Ontario  
N4S 7W8

**Contact:** Brad J. Ditchfield, President  
**Tel:** (519) 539-3958  
**Fax:** (519) 539-3958

**Keywords:** Personal protective clothing, bullet resistant materials, personal equipment, weapon accessories.

**Capabilities/Products:** Design, development and manufacture of specialized equipment for police corrections, paramilitary and military applications. Satellite's Tactical Assault Components line includes products ranging from weapon cases, vest and belt load carrying systems, clothing and gear bags to multiple function accessories. All load carrying concerns, from personal equipment which is worn to the bags in which they are stored. General components within this line include:

- Web Gear Components - belts, yokes and related equipment.
- Respirator Carriers - for belt, thigh and over-shoulder.
- Ammunition/Magazine Carriers - for belt, thigh and forearm.
- General Purpose Carriers - radio, grenade, utility, handcuff, flexcuff, flashlight, baton, canteen, knife, etc.
- Holster Systems - for belt, thigh and shoulder.
- Gear Bags - a variety of sizes and styles are available.
- Weapon Cases - handgun, SMG, assault rifle, shotgun and multiple weapons.
- Assault Vest Systems - a variety of styles are available.
- Clothing - one-and two-piece uniforms in a variety of styles.
- Explosives Disposal Equipment - crimper carriers, tape carriers and other specialized belt components.

**Experience:** Satellite has the facilities to produce custom-designed equipment from the initial concept through development and testing to final manufacturing. This has been demonstrated with various organizations including the Royal Canadian Mounted Police Special Emergency Response Team, the Ontario Provincial Police Tactics Rescue Unit and the Metropolitan Toronto Police Emergency Task Force.

**Date of this profile:** February 7, 1992

**SCINTREX LIMITED**

222 Snidercroft Road  
Concord, Ontario  
L4K 1B5

**Contact:** Robert Mitchner, General Sales Manager  
**Tel:** (416) 669-2280  
**Fax:** (416) 669-5132

**Keywords:** Security systems, explosive ordnance detectors, bomb detection, radiation monitors.

**History:** Scintrex Limited is engaged in the research, design and manufacture of geophysical and geochemical exploration instrumentation, bomb sniffers, air pollution monitors, medical diagnostic instruments, nuclear reactor monitoring devices, defence-related equipment and other scientific products. Scintrex operates its business from facilities located in Canada and Australia. The company owns its 70,000 square foot plant in Concord, Ontario. The company's Australian subsidiary owns its 5,000 square foot building in Perth and leases an office in Sydney. Scintrex employs 140 people, whose technical and business skills place the company in the forefront of its selected markets. Scintrex is a public company whose shares are traded on The Toronto Stock Exchange (symbol SCT).

**Products:** **Explosive Ordnance Detector Magnetometer** is a portable, battery-operated magnetometer for detection of buried ordnance and other ferrous objects. It is designed for searching areas when carried at a walking speed or alternatively, it can operate on up to 61 metres (200 feet) of cable. The device can be used in underwater applications as well.

**The Radiation Monitor and Automatic Alarm System** continuously detect and measures the gamma radiation rate from fallout produced by nuclear explosions and automatically initiates alarms based on these measurements. The equipment is installed at fixed or semi-fixed locations and provides in-place radiation monitoring from remote detectors distributed over a large area.

**Portable Explosives Vapour Detector (EVD-1)**, the latest security product from Scintrex, is an explosive vapour detector (bomb sniffer) that senses the presence of very minute amounts of vapours given off by explosives. The applications included the protection of personnel, buildings, aircraft, vehicles and equipment from terrorists and other hostile agents.

**Gross Sales:** \$12 M

**Export Sales:** \$10 M

**Export Markets:** Worldwide

**Ratio Commercial/Defence:** 90/10

**Date of this profile:** February 19, 1992

**SEA-HORNET MARINE INDUSTRIES (CANADA) INC.**

1334 Main Street  
North Vancouver, British Columbia  
V7J 1C3

**Contact:** Clive Richey, Executive Officer/GSM  
**Tel:** (604) 984-9288  
**Fax:** (604) 984-3606

**History:** The company was established in 1985 and incorporated in 1989.

**Products:** Marine security, vessel monitoring and control systems.

The Company has developed a unique product and process, the V-MAC series of Vessel Monitoring and Control Systems. V-MAC is a 20 zone, microprocessor controlled security and damage control system that connects to a variety of intrusion, fire, flood, engine alarms, gas sniffers and other types of sensors. The basic system can be expanded to 45 zones.

V-MAC also manages bilges pumps and engines, and logs hours and duty cycle for both. The system has a built in log function that records up to 256 events by date, time, user, zone number, and pump or engine duration. V-MAC is also equipped with a communications port that will permit remote programming or downloading of the systems log to a conventional computer via cellular phone, standard phone or satellite transmission.

The V-MAC 3301, which retails for \$990.00, is **Canadian Coast Guard approved** for use in commercial registered vessels up to **500 tonnes**. Up to 1,000 systems per month can be manufactured.

**Plant Size:** 3,000 square feet

**Average Work Force:** 10 - 20

**Export Sales:** \$2 M (anticipated)

**Export Markets:** U.S., Spain, Australia

**Date of this profile:** January 28, 1992



**SECURESEARCH INC.**

P.O. Box 424  
Station "T"  
Toronto, Ontario  
M6B 4A3

**Contact:** Bruce B. Koffler, Director

**Tel:** (416) 492-5349 or 782-9898

**Fax:** (416) 492-3656 or 499-8313

**Keywords:** Inert, simulated explosive training aids; bomb disposal equipment; training videotapes on bomb recognition, search and evacuation; security and law enforcement publications; airport security guard training aids; customs anti-smuggling training aids and videos; destructive testing of bullet resistant plate, glazing and body armour; explosive simulants for x-ray testing and explosive vapour detector testing.

**History:** Securesearch Inc., began business in 1969 as the Research Council on Civil Disorders, studying riots, prison unrest, campus disorders, urban guerrilla warfare, bombings, and related phenomena; during the 1970s Securesearch personnel taught courses on these subjects to police and security officers.

**Capability/Products:** Securesearch manufactures training aids for security courses for customers in more than 30 countries and has sales representatives throughout the world. More than 300 items of interest to police, security and military training specialists are produced, including specialized remote handling equipment for pipe bombs and grenades. An Airline Security Officer Training Kit was developed, which is used by inspectors in 28 Canadian airports, several overseas airports and in nuclear counter-terrorism training in the U.S.A. A set of explosive simulants has been developed for training security personnel in explosives recognition. These simulants have the look and feel of live explosives and are detectable by x-ray, explosive vapour and other detector systems. Securesearch produces instructional videos of explosives, letter bombs, bomb searches, contraband smuggling techniques and other training aids of interest to customs inspectors and drug enforcement officers.

**Plant/Equipment:** Small manufacturing centre, shared test firing range with ballistic instrumentation for testing ballistic protective materials.

**Gross Sales:** \$90,000

**Export Markets:** Majority to U.S.

**Date of this profile:** January 30, 1992

**SECURIPLEX TECHNOLOGIES INC., A COMPANY OF THE SNC GROUP INC.**

549 Meloche Avenue  
Dorval, Québec  
H9P 2W2

**Contact:** Victor Gameiro, Vice President, Marketing  
**Tel:** (514) 633-1000  
**Fax:** (514) 633-8338

**Capability/Products:** Securiplex Technologies Inc. is engaged in the design and integration of sophisticated fire protection, damage control, security and surveillance systems.

**Locations:** Securiplex Technologies Inc. has operations in the following locations:  
DGB - Montreal, Securiplex Europe - Brussels, Ginge Kerr A.S. - Denmark,  
Ginge Kerr Ltd. - England, Ginge Kerr Offshore - Norway.

**Average Work Force:** 260

**Gross Sales:** \$32 M

**Date of this profile:** January 23, 1992

**SECURITY INFORMATION SYSTEMS**

245 Walker Drive  
Brampton, Ontario  
L6T 4H2

**Contact:** Ken Facer  
**Tel:** (416) 793-8500  
**Fax:** (416) 793-8593

**Keywords:** Detection systems, bullet-resistant materials, surveillance equipment, security systems, security consultant services, security training services, access control.

**History:** Established in New Jersey, U.S.A. in 1978 and moved to Brampton, Ontario in 1982, where R&D and manufacturing operations were set up. Since then, the company has grown to more than 100 employees in ten branch offices in Canada.

**Capabilities/Products:** Electronic access control system, CCTV surveillance systems, remote alarm monitoring services, condominium suite alarm systems, security guard services.

**Plant Size:** 60,000 square feet total in ten branches

**Average Work Force:** 100

**Gross Sales:** \$15-16 M

**Export Markets:** U.S. and Europe

**Ratio Commercial/Defence:** 90% commercial

**Date of this profile:** April 6, 1992

**SENSTAR CORPORATION****Mailing Address:** Box 13430, Kanata, Ontario, K2K 1X5**Delivery:** 119 John Cavanagh Road, Carp, Ontario, K0A 1L0**Subsidiaries:** Senstar Inc., North Billerica, MA, United States  
Senstar UK Limited, Evesham, United Kingdom**Contact:** Julian M. Romeskie, P.Eng, Director, Business Development**Tel:** (613) 839-5572**Fax:** (613) 839-5830**Senstar Inc.****Tel:** (508) 670-0600**Fax:** (508) 670-9869**Senstar UK Limited****Tel:** (0386) 765865**Fax:** (0386) 765709**Keywords:** Intrusion detection systems, outdoor; alarm monitoring systems, colour-graphic; touch screen; alarm communications systems, transponders; security systems design, integration, installation and project management.**History:** Founded 1981. Developers of ported coax sensor technology and C<sup>3</sup> displays.**Capability:** Design, manufacture, sales and support of outdoor security sensors systems integration of indoor and outdoor security sensors, CCTV, etc.**Experience:** Systems installed for high level security clients in over 45 countries, including: nuclear facilities, airports, military sites, oil and gas facilities, prisons, power plants and VIP residences.**Products:**

Sentrax™ and Panther™ - Buried Cable/Ported Coax Electromagnetic Field Sensor

Repels™ - Portable Rapid Deployment Above Ground Sensor

David™ - Video Intrusion Detection System

Senstar 100™ - Alarm Monitoring System

Sennet™ - Alarm Communications System

**Plant Size:** Approximately 40,000 square feet, Test Site: 10 Acres**Average Work Force:** 100**Gross Sales:** \$10 M**Export Sales:** \$8 M**Export Markets:** United States, Europe, Middle East, Asia/Pacific, South Asia, Latin America.**Ratio Commercial/Defence:** 60/40**Joint Ventures:** With numerous major international security systems integrators.**Date of this profile:** February 10, 1992

**SPAR AEROSPACE LIMITED  
APPLIED SYSTEMS GROUP**

P.O. Box 13050  
365 March Road  
Kanata, Ontario  
K2K 1X3

**Contact:** Jack Warner, Manager, Business Development  
**Tel:** (613) 592-3430  
**Fax:** (613) 592-4486

**Keywords:** Remote sensing, surveillance, electro-optical surveillance systems, thermal observation devices.

**History:** Spar Aerospace Limited was founded in 1967 and through a series of mergers and acquisition is one of the largest technological groups in the private sector in Canada.

**Capability:** Company capabilities include satellite systems and subsystems, systems for remote sensing and surveillance from space, tele-robotics for manned space and terrestrial applications, electro-optical surveillance systems, naval communications and navigation systems.

**Experience:** In the surveillance equipment field, Spar's Applied Systems Group has been involved in the development and production of thermal imaging systems since the early 1980's. A man-portable system is currently in service with the Canadian Armed Forces and South Korean Army.

**Product:** The Tiger Eye Thermal Observation Device detects minute differences in temperature of objects or persons at long ranges and presents a TV-like picture of distinct, identifiable images. Easily carried by a person, mounted on a vehicle or located at a remote site the Tiger Eye system is effective for reconnaissance, remote surveillance and police and security operations.

**Plant Size:** 200,000 square feet (Applied Systems Group)

**Average Work Force:** 450

**Gross Sales:** \$60 M

**Export Sales:** \$35 M

**Export Markets:** U.S., Korea, Norway, Spain

**Date of this profile:** January 22, 1992

**SUR-GARD SECURITY SYSTEMS LIMITED**

4085 Griffith Street  
St. Laurent, Québec  
H4T 1A9

**Contact:** Douglas Hartley  
**Tel:** (514) 738-1228  
**Fax:** (514) 342-6024

**Keywords:** Multiformat single line digital receiver, digital multi-line receiver, DVACs compatible multi-line receiver for Sched-3A 150 baud data lines, fire transmitter, digital dialer & DVACs compatible security controls, digital dialers, programmer tester, anti-terrorist alert systems.

**History:** Incorporated in 1974, in April 1987 the company moved from Ville Mont Royal to its present location. In December 1989 Sur-Gard was purchased by Digital Security Controls (DSC) in Toronto. Sur-Gard is a manufacturer of a wide range of alarm products and customized security equipment. The company standard product line is sold in Canada through a distributor, SSI-2000. The company also customized security systems for the government. Examples: Anti-Terrorist Alert System installed in most Canadian Embassies worldwide, Handsfree Interview Intercom.

**Capability:** Design and fabrication of microprocessor security control transmission and receiving equipment and redialers, packet switch converters and other equipment for use on the telephone network.

**Experience:** Solid State Alarm equipment since 1974, Anti-Terrorist Alert Systems since 1978. Microprocessor based systems since 1983.

**Equipment:** Automatic insertion, robotic surface mount at DSC plant, Downsview, Ontario.

**Plant Size:** 11,500 square feet in St. Laurent, Québec

**Average Work Force:** 25, St. Laurent, Québec

**Export Markets:** U.S.A., Belgium, Holland, Turkey, Spain, Greece, Latin America.

**Ratio Commercial/Defence:** 80% Commercial Alarm products/20% custom products for Government and others.

**Date of this profile:** February 13, 1992

**TERRA AEROSPACE CORPORATION**

2465 Stevenage Drive  
Ottawa, Ontario  
K1G 3W5

**Contact:** Jeff Toycen, President/Scott McLean, General Manager

**Tel:** (613) 736-7974

**Fax:** (613) 736-7976

**History:** The company principals have been actively involved in manufactured sales/production of security equipment for approximately 10 years.

**Products:** SMART System E.O.D. equipment (hook and line equipment), SMART and SWAT ladder systems, track drive systems and explosive handling systems for Pedesco R.M.I. robot systems.

**Capability:** Design and production of E.O.D. equipment, close tolerance custom manufacturing/fabrication and design capability.

**Experience:** Developed and manufactured "SMART" system E.O.D. equipment which has become world standard with Police/Military agencies most notably R.C.M.P./F.B.I./U.S. Army, Navy and Air Force.

**Plant Size:** 3,800 square feet

**Average Work Force:** 10 - 12

**Gross Sales:** \$800,000

**Export Sales:** \$100,000 - \$150,000

**Export Markets:** worldwide primarily U.S.A. and Australia

**Ratio Commercial/Defence:** 70/30

**Date of this profile:** January 31, 1992

**UNITED MARINE ELECTRONICS AND COMMUNICATIONS (1988) INC.**

34 Capital Drive  
Nepean, Ontario  
K2G 0E9

**Contact:** Gennady Reshetnikov, Manager, Security Business Unit  
**Tel:** (613) 723-8826  
**Fax:** (613) 723-1347

**Keywords:** Intrusion detection, access control, encryption, high security, military, security systems, duress intercom, card access, encrypted sensors, integrated security.

**History:** With over 20 years of experience, United Marine is a leading Canadian manufacturer of proprietary intrusion and access control security systems, shipboard communications systems, computerized hospital nurse call networks and public address/EVAC systems for domestic and export markets.

**Capability:** Ideal for the high security requirements of military establishments United Marine's IDS-3000 can service up to 1000 separate sites, 64,000 alarm points, and 32,000 users. It is built around an IBM AT compatible for the central monitoring facility. In the alarm processing mode, it can display 1500 different text, floor plan, and map displays and indicate alarm type, location, and response procedure. System management capabilities include data base updates, report generation and audit trails. The modular building-block architecture allows for efficient expansion.

**Experience:** 20 years

**Equipment:** Full research and development facility, manufacturing plant and service department.

**Plant Size:** 10,000 square feet

**Average Work Force:** 30

**Gross Sales:** \$5.1 M

**Export Sales:** \$600,000

**Export Markets:** United States, Europe, Middle East, South America

**Ratio Commercial/Defence:** 50/50

**Joint Ventures:** Joint Ventures are entered on a project by project basis.

**Date of this profile:** February 25, 1992



**VADEKO INTERNATIONAL INC.**

2600 Argentia Road  
Mississauga, Ontario  
L5N 5V4

**Contact:** John Goodanetz or Dr. Omar Caporaletti  
**Tel:** (416) 821-3222  
**Fax:** (416) 821-2232

**Keywords:** Thin film security device, optical thin film, optical security, anti-counterfeiting systems, security applications, currency and document security.

**History:** Vadeko was founded in February 1981 by C.E.O. Dr. Graham Whitehead and a small group of colleagues, all of whom were associated with the successful Space Shuttle CANADARM program at Spar Aerospace. Significant possibilities were envisaged for commercialization of the large scale robotics technology which was developed for the U.S. space program. Although conceived as a systems engineering company, a new approach resulted in a company based on technological synergy, rather than specialization. Vadeko pursued the challenging task of developing multiple leading-edge technologies which would result in viable stand-alone products and would also "cross-pollinate" to produce dramatic new solutions to real-world manufacturing problems. Initiatives were launched in several major areas, including large scale robotics, vacuum thin film fabrication, flexible automation and R&D.

**Capabilities/Products:** Program management, systems engineering, integration and design, automation engineering, thin film, high vacuum engineering, product design and development, process development, contract R&D, ceramic coating consulting. Optical security devices for anti-counterfeiting, ceramic coating production equipment, cold foil transfer systems, wide band optical monitor systems, vacuum deposition instrumentation and control systems, large scale rolling cantilever process robots, railcar robotic painting/cleaning systems, aircraft robotic painting/depainting systems.

**Experience:** Bank of Canada - thin film optical security device systems; Vadeko/Customer - ceramic coating systems; NASA - robotic system for advanced solid rocket motors; McDonnell Douglas - robotic aircraft painting system; CN Rail - robotic paint application system; Hercules Aerospace - automated robotic painting system; Morton Thiokol - bore inspection tool system.

**Plant Size:** 49,225 square feet

**Average Work Force:** 90

**Gross Sales:** \$8 M

**Export Sales:** \$5 M

**Export Markets:** U.S.A., Mexico, Europe, S.E. Asia, South America

**Ratio Commercial/Defence:** 35/65

**Date of this profile:** January 1992

**W.A.T.E.R. RESEARCH ASSOCIATES LIMITED**

3 Canal Street  
P.O. Box 973  
Dartmouth Main PS  
Dartmouth, Nova Scotia  
B2Y 3Z6

**Contact:** Larry Bell, President  
**Tel:** (902) 461-2656  
**Fax:** (902) 461-2656

**Keywords:** Personal protective clothing, personnel rescue systems.

**History:** W.A.T.E.R. Research Associates has been designing and manufacturing personnel protective clothing, equipment and rescue systems for 15 years. Previously most key personnel and design staff were involved in field operations for a minimum of 10 years.

**Capability:** Specialize in protective clothing, equipment, and rescue systems for use in marine and aviation activities and multi-threat environments. Emphasis is on a systems approach with strong human engineering involvement to incorporate the best protective parameters in co-ordination with the individual's operational equipment, job task and working environment. The company's most comprehensive capability is project specific development, working with the client to produce designs that will either extend his operational capabilities, or permit expansion into totally new areas of endeavours, especially in multi-threat environments.

**Experience:** Produce a range of products to provide personnel protection for too hot, too cold, flotation, underwater, extraction, insertion, transportation and rescue.

**Plant Size:** 4,000 square meters

**Average Work Force:** 15

**Gross Sales:** \$1.8 M

**Export Sales:** \$600,000

**Export Markets:** Have successfully marketed in United States, Brazil, Argentina, China, UK, Holland, Norway, Australia and Singapore.

**Ratio Commercial/Defence:** 45/20, Agencies 35

**Date of this profile:** February 14, 1992

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