



# U.S. EMBASSY DELEGATION TO DEFSEC ATLANTIC 2016



## COMPANY AND CAPABILITIES DIRECTORY

SEPTEMBER 6-8, 2016  
HALIFAX, NOVA SCOTIA

*Embassy of the United States of America  
Minister Counselor - Commercial Affairs*

On behalf of the U.S. and Foreign Commercial Service at the U.S. Embassy in Canada, it is my pleasure to introduce you to the members of our business delegation at DEFSEC Atlantic.

The companies listed in this directory are eager to do business with you, want to learn about your organization, and hope to exchange best practices that will contribute to the mutual long-term growth and competitiveness in the global defense market.

As our U.S. delegation prepares to explore strategic alliances in the Canadian defense and security sectors, we remind our companies of the importance of understanding Canada's various business aspects such as: provincial regulations, sector-specific market research, sales channels, labeling and packaging requirements, and certification standards, customs procedures, etc.

The United States and Canada share the largest trading relationship in the world that accounts for nearly \$2 billion in cross border trade each day. U.S. companies appreciate the business values that Canada has to offer, including the fact that Americans and Canadians "speak" the same language literally and figuratively, the share of a similar lifestyle and cultural values, factors that combined with our close geographic proximity, makes cross-border business seamless.

In addition to business growth experienced under the North American Free Trade Agreement (NAFTA), The Trans-Pacific Partnership (TPP) agreement will strengthen and enhance current relationships and offer new opportunities for U.S. companies.

We wish you a productive time at DEFSEC, and encourage you to consider the use of U.S. capabilities when presenting a solution to your clients.

Sincerely,



Christopher Quinlivan

# DELEGATION DIRECTORY

CAPABILITY	COMPANY NAME	BOOTH
ACOUSTICS, SENSORS & INSTRUMENTATION	<a href="#">Hyperion Technology Group</a> .....	N/A
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WAREHOUSE AUTOMATION	<a href="#">aizoon USA</a> .....	805

## aizoOn USA – Booth 805

**Address:** 415 Lisbon Street, Lewiston, ME 04240, USA  
**Tel:** 1 (866) 398-6567  
**Website:** [www.aizoon.us](http://www.aizoon.us)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Rob Dolci, President  
**Tel:** 1 (866) 398-6567  
**Email:** [rob.dolci@aizoon.us](mailto:rob.dolci@aizoon.us)

**Name:** Guy Boudreau, Business Dev. Manager  
**Tel:** 1 (866) 398-6567  
**Email:** [guy.boudreau@aizoon.us](mailto:guy.boudreau@aizoon.us)

### Company Profile

Future-focused and with a passion for business innovation, [aizoOn](http://aizoon.us) designs, develops and integrates smart technology to improve processes, enhance logistics, and refine systems in manufacturing. aizoOn USA is backed by a parent company and global technology consulting firm, [aizoOn Group](http://aizoon.com) with locations in the United States, Australia, Italy and the UK. They offer cutting edge IT knowledge and connections to the best universities in the world. [aizoOn](http://aizoon.us) helps companies reduce waste and minimize risk, while improving production processes, product quality, and even the human work experience.

### Product Lines and Capabilities

- SW Development capabilities that are focused on supply chain and cybersecurity requirements
- System integrator service for automated and robotics solutions to supply chain problems, including the use of RFID for track and trace
- Cybersecurity services and solution focused on the detection and mitigation of the most advanced malware and cyber-attacks that companies can experience these days

<b>AERONAUTICS</b> Integration of systems, subsystems development, RAMS activities	<b>AEROSPACE</b> Modeling and simulation GNC, AIT / AIV, design SCOE	<b>DEFENCE</b> Scenarios simulation, subsystems development, integrated logistics support	<b>NAVAL</b> Naval automation systems, PCS, MFC
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### Business Objectives

- Grow organically in the U.S. and Canada, forming long-term partnership with universities and research institutes to help attract, retain and develop local talent
- Serve customers with leading edge reliable technology, and support them over time to achieve their targets

### Quality Standard(s)

- Fully compliant with OSSTMM, OWASP and NIST methods
- ISO 9001 for delivery of all cyber security practices

### Competitive Advantages

- Smart Factory → intelligent machines that talk to and collaborate with each other, workers, customers, smart analytics and systems across all points in the supply chain.
- 24/7 worldwide access support.

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## Ametek SCP, Inc. – Booth 807

**Address:** 52 Airport Road, Westerly, RI 02891, USA  
**Tel:** (401) 596-6658  
**Website:** [www.ametek-ecp.com/brands/scp](http://www.ametek-ecp.com/brands/scp)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Dennis Gershkoff, National Sales Manager  
**Tel:** (401) 622-4154  
**Email:** [dennis.gershkoff@ametek.com](mailto:dennis.gershkoff@ametek.com)

### Company Profile

[AMETEK SCP](#), Inc. is a system solution provider that manufactures cables, connectors, junction boxes, hull penetrators, and dip loops that support marine applications, providing superior quality end-to-end solutions that work in extremely harsh environments. Some of the products are used by shipbuilders, primes, and Navy labs include sonar, mast antenna, torpedo, vertical launch missile systems, etc.

### Product Lines and Capabilities

- Glass to metal sealing (including glass seal direct to fiber), molding (polyurethane, neoprene, polyethylene for long life), fiber optics, coax design
- Sonar, mast antenna, torpedo, vertical launch missile systems, towed arrays
- Wet mate electrical connectors, and dry mate subsea connectors to include the option for field installable pressure balanced oil filled cables, ability to change out electrical contacts with system upgrades with a combination of electrical & fiber or both designs using the same housing

### Business Objective(s)

- Provide harsh environment cable solutions for defense applications
- Joint venture partner or licensee
- Agent/Sales representative

### Quality Standards

- JCP Certified
- ISO 9001:2008
- Qualified to build Level1 Subsafe Hull Penetrators for the U.S. Navy and the UK Navy
- U.S. NAVSEA Molding Manual and UK MOD equivalent

### Competitive Advantages

- Design, manufacturing, and testing of interconnect systems for extremely harsh environments
- Supply of harsh environment cable solutions for defense applications
- Trained personnel for onboard molding of cable assemblies
- Current mix of domestic and international Navy applications include ASTUTE Submarine (UK), S-80 (Spain), Collins (Australia), Daewoo Shipbuilding & Marine Engineering (DSME) and Harris ALOFTS Towed Array

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## AVTECH Software, Inc. – Booth 807

**Address:** 16 Cutler St, Cutler Mill, Warren, RI 02885-2761, USA  
**Tel:** 1 (888) 220-6700  
**Website:** [www.avtech.com](http://www.avtech.com)

### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Michael Sigourney, Founder & CEO  
**Tel:** (401) 628-1600  
**Email:** [sigourney@avtech.com](mailto:sigourney@avtech.com)

**Name:** Anne Sigourney, Director of Finance  
**Tel:** (401) 628-1600  
**Email:** [anne@avtech.com](mailto:anne@avtech.com)

### Company Profile

[AVTECH Software](#) (AVTECH) is a private corporation that was founded in 1988. It is a computer hardware manufacturer and software developer whose [Room Alert](#)® products monitor temperature, humidity, flood, power, smoke and more in data centers and other facilities in 181 countries worldwide.

### Product Lines and Capabilities

- [Room Alert](#)® monitors computers rooms, data centers, equipment closets, warehouses, greenhouse, pharmaceutical and other facilities for conditions such as temperature, humidity, flood, power, smoke, air flow, room entry, motion, and more. Alerts notify staff before minor issues become major ones. Sensors are available for all environment conditions that could cause damage to critical facilities or important assets.
- [GoToMyDevices.com](#)™ is AVTECH's cloud service for monitoring Room Alert® from any location, with advanced alerting, customized reporting, maps for multiple locations, and more.
- Device ManageR™ will automatically discover devices across the network, log and graph sensor data, alert users when environmental events occur or thresholds are passed, and allows reporting, auto response, and more.

### Business Objective(s)

- Distributor/wholesaler
- Seeking agent/sales representative
- Direct sales

### Quality Standards

- FCC
- CE
- VCCI
- ISO 9001
- Made in USA

### Competitive Advantages

For almost 30 years, AVTECH's products have been trusted by organizations in every industry and on every continent. For instance, AVTECH products are heavily used by the Fortune 1000, U.S. Government, U.S. Military, banking, telecommunications, energy, silicon and high tech manufacturing, pharmaceuticals, public utilities, defense contractors, publishing, education and organizations of all types and sizes.

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## Borden Ladner Gervais LLP

**Address:** World Exchange Plaza, 100 Queen St, Suite 1300, Ottawa, K1P 1J9  
**Tel:** (613) 237-5160  
**Fax:** (613) 230-8842  
**Website:** [www.blg.com](http://www.blg.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Paul Fortin, Regional Director of Business Development  
**Tel:** (613) 787-3583  
**Email:** [pfortin@blg.com](mailto:pfortin@blg.com)

**Name:** Jason Mueller-Neuhaus, Lawyer  
**Tel:** (613) 787-3539  
**Email:** [jmuellerneuhaus@blg.com](mailto:jmuellerneuhaus@blg.com)

### Company Profile

[Borden Ladner Gervais LLP](http://www.blg.com) (BLG) is a Canadian full-service, national law firm focusing on business law, commercial litigation, and intellectual property solutions for clients. With more than 750 lawyers, intellectual property agents, and other professionals in five Canadian cities, BLG assists clients with their legal needs, from major litigation, to financing and patent registration. BLG is strategically located in Calgary, Montréal, Ottawa, Toronto, and Vancouver.

[BLG](http://www.blg.com) recognizes that U.S. businesses operating in the Canadian security and defence industry sectors routinely encounter complex issues which require specialized legal expertise. BLG's Defence and Security Industry Group regularly advises U.S. defence industry clients with respect to government procurements and bid disputes; export controls and economic sanctions; access to information requests; federal and provincial lobbying rules; joint ventures and teaming agreements; intellectual property rights; as well as various other types of corporate, commercial and litigation matters.

BLG has the national strength and the local knowledge to act as your trusted advisor. Their comprehensive approach allows them to bring together teams from across the firm to address their clients' most pressing and complex legal needs.

For more information, please visit [www.blg.com](http://www.blg.com).

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## Buffalo Computer Graphics – Booth 803

**Address:** 4185 Bayview Rd, Blasdell, NY 14219, USA  
**Tel:** (716) 822-8668  
**Fax:** (716) 822-2730  
**Website:** [www.buffalocomputergraphics.com](http://www.buffalocomputergraphics.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Kevin Williams, Vice President  
**Tel:** (716) 822-8668  
**Email:** [kwilliams@bcgeng.com](mailto:kwilliams@bcgeng.com)

**Name:** Scott Pugh, Simulation Sales & Marketing Manager  
**Tel:** (716) 822-8668 x150  
**Email:** [rspugh@bcgeng.com](mailto:rspugh@bcgeng.com)

### Company Profile

[Buffalo Computer Graphics](#) (BCG) is a veteran-owned privately held small business that has been in business since 1982. The company operates in four business areas including: [Maritime Simulation Solutions](#), [Incident Management Systems](#), [Mass Notification Systems](#), and Custom Hardware & Software Engineering. BCG has earned a reputation for providing superior products and outstanding service in both private sector and government customers. In addition, BCG goes beyond by providing expert support on all system installations including immediate phone support as well as on-site assistance when necessary.

### Product Lines and Capabilities

- Maritime Stimulation products designed specifically to enhance:
  - maritime training and simplification of navigation system testing including radar
  - ECDIS
  - GMDSS
  - radio communication and ship sensors simulators
- Commercial/military navigation devices or systems

### Business Objective(s)

- Joint venture partnerships or subcontracting opportunities
- Direct customers

### Competitive Advantages

- Situated on the Canadian border within 90 minutes of Toronto
- Small engineering company with the ability to inexpensively and quickly respond to customer's needs or requirements for new technology
- Formal and informal training classes on system use and maintenance for customers

### Business History in Canada

BCG has delivered its radar simulation products to the Canadian Coast Guard College in Sydney, NS. Also, BCG has partnered with Toronto-based [FutureShield](#), for the provision of incident management software solutions. Examples of deliverables include: training students in Incident Management at [Sheridan College](#), implementation of DisasterLAN System [Toronto 2015 Pan American & Parapan American Games \(PPAG\)](#), and Enhance Emergency Management Services at the [University of British Columbia](#).

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## Compotech, Inc. – Booth 805

Address: 55 Baker Blvd, Brewer, ME 04412, USA

Website: [www.compotechinc.com](http://www.compotechinc.com)



### Company Representative(s) at DEFSEC Atlantic 2016

Name Paul Melrose, President

Tel: (207) 266-2379

Email: [pm@compotechnology.com](mailto:pm@compotechnology.com)

### Company Profile

[Compotech, Inc.](http://www.compotech.com), specializes in the design, development, and manufacturing of composite materials and structures. Our specialty is providing armor solutions for expeditionary basecamps and housing units. Our major customers include: the US Army, US defense contractors and foreign governments. In addition to armor products, [Compotech](http://www.compotech.com) also provides: general engineering consulting, computer aided design along with both prototype and production manufacturing of composite materials and structures. [Compotech](http://www.compotech.com) is a one stop shop for composites with the capability to service our clients from concept, through the design stages all the way to full production manufacturing. Our facility is located in central Maine in close proximity to international airports, and shipping terminals. Our manufacturing facility is equipped with advanced manufacturing equipment that includes: CNC machining stations, robotic material placement systems and specialized composite processing equipment. All of Compotech's composite materials are processed with closed molding techniques to ensure consistent part quality while reducing greenhouse emissions.

### Product Lines and Capabilities

- Ballistic Protection Systems
- Computer Aided Engineering
- Contract Composite Manufacturing



### Business Objective(s)

- Seeking new customers and partners to expand our international markets
- Develop new products and business relationship in the composite materials sector

### Quality Standards

Department of Defense Secret Facility Clearance

### Competitive Advantages

- Our armor systems provide rapidly deployable ballistic protection for highly mobile forces.
- Compotech has capabilities to design and manufacture composite products
- US DOD tested and approved system

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## Custom Composite Technologies, Inc. – Booth 805

**Address:** 15 Wing Farm Parkway, Bath, ME 04530, USA  
**Tel:** (207) 442-7007  
**Website:** [www.customcomposite.com](http://www.customcomposite.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Steve Hassett, President & Founder  
**Tel:** (207) 841-7112 (M)  
**Email:** [steve@customcomposite.com](mailto:steve@customcomposite.com)

### Company Profile

[Custom Composite Technologies, Inc.](http://www.customcomposite.com) (CCTI) takes its clients' designs from the drawing board to completion, bringing precision to bear at every stage. The company builds strong, lightweight custom composite parts and tooling. It uses advanced composite methods and materials such as vacuum infusion, pre-preg, carbon fiber, Kevlar, and epoxy resins to build large, complex assemblies and composite tooling to customer specifications. With over 30 years of composite experience, [CCTI](#) offers its expert knowledge of composite materials and methods to its clients to solve their critical manufacturing challenges. [CCTI](#) maintains a quality assurance program that is results-driven. What can we build for you today?

### Product Lines and Capabilities

- Composite Parts
- Composite Tooling

### Business Objective(s)

Develop opportunities to meet customers in the marine, defense and aerospace industries who need composite parts and/or composite tooling fabricated to their specifications.

### Quality Standard(s)

- Compliance with ISO 9001 2015
- Composite technicians certified by ACMA (American Composite Manufacturers Association)

### Competitive Advantages

- 30 years of direct composite tooling and part fabrication experience helps our customer's avoid costly errors.
- Facility offers customized solutions with flexibility.
- Located near major highways and waterways.
- Vetted subcontractors and shipping logistics to support meeting jobs of all sizes.
- Material suppliers are approved and vetted.

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## DeepWater Buoyancy, Inc. – Booth 805

**Address:** 394 Hill Street, Biddeford, ME 04005, USA  
**Tel:** (207) 502-1400  
**Fax:** (207) 221-5718  
**Website:** [www.DeepWaterBuoyancy.com](http://www.DeepWaterBuoyancy.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** David A. Capotosto, Director of Business Development  
**Tel:** (207) 468-8545  
**Email:** [davidcap@deepwb.com](mailto:davidcap@deepwb.com)

### Company Profile

[DeepWater Buoyancy](http://www.DeepWaterBuoyancy.com) creates subsea buoyancy products for oceanographic, offshore oil & gas, military & defense and technology markets around the world. Customers have relied on our products for over thirty five years, from the ocean surface to depths exceeding six thousand meters.

### Product Line(s)

- Subsea Buoyancy
- ADCP Buoys
- Trawl-Resistant Bottom Mounts
- Subsea Mooring Buoys
- ROV/AUV Buoyancy
- Instrument Buoyancy Collars Cable & Marker Floats
- Modular Installation Buoys
- Custom Syntactic Foam Solutions

### Business Objective(s)

Looking to establish relationship with Canadian Government and Defense customers

### Quality Standard(s)

ISO 9001:2008 compliant

### Competitive Advantages

- Extensive experience and capabilities in product design and development
- Long history of working with U.S. government and military customers
- Conservatively-rated materials
- High-volume material production capability
- Fast turnaround as a result of in-house capabilities from syntactic foam manufacturing to metal fabrication to urethane coatings to CNC machining

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## DeWAL Industries – Booth 807

**Address:** 15 Ray Trainor Drive, Narragansett, RI 02882, USA  
**Address:** 615 deFribourg Laval, QC H7K 3Y3, Canada  
**Tel:** (401) 789-9736  
**Fax:** (401) 783-6780  
**Website:** [www.dewal.com](http://www.dewal.com)

### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Susan (Dunn) Stanelun, Marketing Specialist  
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**Email:** [sdunn@dewal.com](mailto:sdunn@dewal.com)

**Name:** Andre Filippone, Sales Manager  
**Tel:** (514) 909-1700  
**Email:** [andre@dewal.com](mailto:andre@dewal.com);  
[canada1@dewal.com](mailto:canada1@dewal.com)

### Company Profile

Since their beginning in 1974, [DeWAL](http://www.dewal.com) has become an industry leader in the manufacture of high performance polymer films and pressure sensitive tapes. [DeWAL](http://www.dewal.com) has stayed in the forefront of technology in the fluoropolymer products markets. Their films are among the longest and widest splice free lengths in the industry. [DeWAL](http://www.dewal.com) develops applied solution for use in oil and gas, electronics, wire and cable, aerospace, and automotive/transportation. They have a dedicated customer service person for each product line therefore allowing them to respond quickly and in the most efficient way possible.

### Product Lines and Capabilities

- Thermal Spray and HVOF masking tapes - many of DeWAL's tapes carry multiple aerospace approvals such as Rolls-Royce, GE, Pratt & Whitney, Bell, and Lockheed. These are used by MRO facilities and OEMs
- PTFE film and PTFE tapes and other plastic tapes for the Aerospace Composite industry. These are release films and process aids. These products are DeWAL's original and core product line. Our products are uniform and consistent

### Business Objective(s)

- Direct sales
- Expand exposure

### Quality Standard(s)

ISO 9001:2008 registered

### Competitive Advantages

- Local Sales Manager in Canada
- Locations worldwide in countries including, but not limited to, China, South Korea and Germany

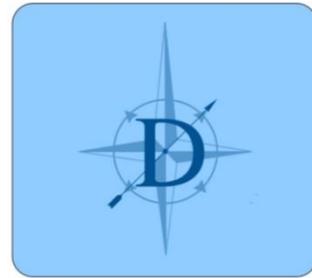
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## Dirigo Strategies, LLC – Booth 805

**Address:** 101 Main Street Thomaston, ME 04861, USA

**Tel:** (207) 354-0799

**Website:** [www.dirigostrategies.com](http://www.dirigostrategies.com)



### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Brian D. Perkins, President

**Tel:** (207) 354-0799

**Email:** [bperkins@dirigostrategies.com](mailto:bperkins@dirigostrategies.com)

### **Company Profile**

[Dirigo Strategies](#) is a company focused on business consulting, international sales, technical analysis, and project support. It advises agencies and corporations on operations and planning, marketing, domestic and international sales opportunities, R&D, and advanced technologies. [Dirigo Strategies](#) represents major suppliers and purchasers throughout the Americas and Europe. It helps clients bid on government projects, and assists with and develops project plans and proposals; it even helps with project preparation, and execution. Major contracts currently supported include the Offshore Patrol Cutter, Polar Icebreaker, davits, hull stress monitoring equipment, project and human systems integration support, and tailored assembly lines.

### **Product Lines and Capabilities**

- Consulting
- Sales
- Technical analyses and reports

### **Business Objective(s)**

Provide corporations and agencies with the connections and support they need to effectively do business in the maritime and industrial industries throughout the U.S, Canada, Scandinavia, and beyond.

### **Quality Standard(s)**

Fully insured, ITAR experienced

### **Competitive Advantages**

Responsive, well-connected, and thorough. Our employees and associates have many years in government (U.S. and Canada) and in industry - large project management, research and development, and finance. We can help with everything from proposals to ITB funding and cross-border trade opportunities.

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# Ellwood National Forge Company

**Address:** 1 Front Street - Irvine, PA 16329, USA  
**Tel:** (814) 563-8745  
**Website:** [www.ellwoodgroup.com](http://www.ellwoodgroup.com)



## **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Tom Cronkite, Sales Representative  
**Tel:** (315) 415-6853  
**Email:** [cronkite@dreamscape.com](mailto:cronkite@dreamscape.com)

## **Company Profile**

[Ellwood National Forge \(ENF\)](#) is a global manufacturer of high quality, engineered; heavy metal products characterized by high length/width ratio, tight tolerance OD requirements, and/or bored interior diameters. ENF is a wholly owned subsidiary of the [Ellwood Group Inc.](#) By leveraging the vertical integration of the Ellwood Group, ENF offers turn-key solutions to its customer's that can ensure the highest quality, reliable delivery, at competitive pricing. By utilizing strong project management experience, ENF effectively manages the steel making, forging and finish machining steps required to produce a finished part. The ENF offering eliminates the need for multiple purchase orders and mitigate many of the risks our customers accept when managing the processes themselves. ENF competencies include: Metallurgy, Horizontal and Vertical Heat Treatment, Large Diameter Boring, Tight Tolerance Finish Machining, Component Level Project Management.

## **Product Lines and Capabilities**

- Marine Propulsion Shafting – Government and Commercial
- Power Generation Rotating Equipment – Turbine Rotors
- Oil and Gas Drilling & Extraction Components – Tension legs, Riser Components
- Defense Related Products – Gun Tubes, Breech Blocks, Hard Target Ordnance
- Wind Turbine Shafts
- Hydraulic Cylinders & Pressure Vessels

## **Business Objective(s)**

- Increase brand identity and familiarity of [Ellwood Group, Inc.](#) and [Ellwood National Forge](#)
- Promote Ellwood's vertical integration and unique turn-key capabilities
- Make contact with key personnel in the Canadian defense shipbuilding industry
- Gain a basic understanding of the Canadian National Shipbuilding Strategy and Ellwood's potential role as a critical supplier

## **Quality Standard(s)**

ISO 9001:2008

## **Competitive Advantages**

Turn-key single source supply of finished machined products to various markets.

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## Elmet Technologies, LLC – Booth 805

**Address:** 1560 Lisbon St, Lewiston, ME 04240, USA  
**Tel:** (207) 333-6100  
**Fax:** (207) 786-8924  
**Website:** [www.elmettechnologies.com](http://www.elmettechnologies.com)



*Your Edge in Performance Metals*

### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Arthur Stowe, Business Development Manager  
**Tel:** (207) 333-6127  
**Email:** [astowe@elmettech.com](mailto:astowe@elmettech.com)

### **Company Profile**

[Elmet Technologies, LLC](#) is a fully integrated manufacturer of the refractory metals molybdenum, tungsten and their alloys. Our integrated manufacturing process produces high purity metal powder through to fully-dense, machined, formed and fabricated components. For the defense industry [Elmet](#) produces kinetic energy penetrators, fragmentation sleeves & devices, shape charges, and other refractory metal components. With more than 300,000 square feet of manufacturing space in Maine and Georgia, [Elmet](#) services the aerospace, defense, flat panel display, semiconductor, medical, high-temperature furnace, and other markets. [Elmet](#) is a USA-owned & operated small business with over 85 years of molybdenum and tungsten production and processing experience.

### **Product Lines and Capabilities**

- Products: Kinetic Energy Penetrators, Fragmentation Sleeves and Devices, Shape Charges
- Materials: molybdenum, tungsten, alloys of molybdenum and tungsten, other refractory metals

### **Business Objective(s)**

Develop a direct sales and collaborative R&D/prototyping relationship with defense industry prime contractors, government agencies, and other users of refractory metals.

### **Quality Standard(s)**

- AS9100ISO9001

### **Competitive Advantages**

Fully integrated manufacturing provides a unique level of process control that enables product consistency and the ability to tailor material properties to meet specific application requirements (high tensile strength, high ductility, hardness, grain structure, etc.). We are a US-owned small business with over 85 years of manufacturing experience. We are very responsive to customer needs and requirements, we have a friendly customer service team, accessible engineering support, and industry leading delivery times.

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## Fairbanks Morse Engine – Booth 808

**Address:** 701 White Ave, Beloit, WI 53511, USA  
**Tel:** 1 (800) 356-6955  
**Website:** [www.fairbanksmorse.com](http://www.fairbanksmorse.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Andy Smith, Business Segment Leader  
**Tel:** (202) 909-1328  
**Email:** [andrew.smith@fairbanksmorse.com](mailto:andrew.smith@fairbanksmorse.com)

### Company Profile

[Fairbanks Morse](#) is the critical power solutions expert – a strategic partner and a trusted source for application-specific, fuel- flexible power systems that deliver optimal performance in mission critical applications. These applications include power generation -- base load and standby power plants, and emergency back-up power for nuclear plants; and ship propulsion and shipboard power for the United States Navy and Coast Guard and commercial vessels. [Fairbanks Morse](#) reliable engine drive solutions also can be found in a wide range of municipal, institutional and industrial applications.

### Product Lines and Capabilities

- Main propulsion diesel engines
- Ship's service diesel generators
- Emergency diesel generators

### Business Objective(s)

Provide application-specific, fuel- flexible power systems that deliver optimal performance in mission critical applications.

### Quality Standard(s)

- ISO 9001:2008
- ISO 17025:2005 Material Laboratory Accreditation
- ISO 14001:2004 Environmental Management System

### Competitive Advantages

- Factory certified technicians
- World-Class service support
- Over 130 years of experience

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## Guill Tool & Engineering Co., Inc. – Booth 807

**Address:** 10 Pike Street, West Warwick, RI 02893, USA  
**Tel:** (401) 828-7600  
**Fax:** (401) 822-8185  
**Website:** [www.guilldefense.com](http://www.guilldefense.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Mark Beaudreau, Government Sales  
**Tel:** (401) 828-7600 x115  
**Email:** [mbeaudreau@guill.com](mailto:mbeaudreau@guill.com)

Serving the Defense & Commercial Industries for over 50 years

### Company Profile

[Guill Tool & Engineering](#) has manufactured high-quality, precision machined components for the Defense and Commercial Industries since 1962. They consistently supply Level One/Sub-safe and non-level parts to General Dynamics (Electric Boat Division), Huntington Ingalls (Newport News Division), Navsea and DLA (Defense Logistics Agency). [Guill Tool](#) is located at 10 Pike Street in West Warwick, RI and classified as a Small Business.

### Product Lines and Capabilities

- Manufacture Level1/SUBSAFE components primarily used in the submarine industry
- Manufacture Level1 components for the direct Navy (NAVSUP WSS Mechanicsburg)

### Business Objective(s)

- Become a supplier to Canadian OEM's and/or prime contractors
- Joint venture partner or license
- Direct sales

### Quality Standard(s)

- JCP Certification
- ISO 9001 Registered
- ITAR Registered

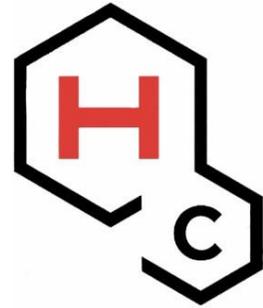
### Competitive Advantages

State of the art manufacturing equipment. Full EDM department with both RAM and Wire EDM, 5-axis capabilities, multiple 4-axis, turning machining centers w/ live tooling, large diameter turning, material traceability procedures in place, ITAR registered, ISO 9001 registered, ability to machine super alloys (Monel/K-Monel) to very close tolerances.

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## Hall Composites – Booth 807

**Address:** 33 Broadcomon Rd, Bristol, RI 02809, USA  
**Tel:** (401) 253-4858  
**Fax:** (401) 253-2552  
**Website:** [www.hallcomposites.com](http://www.hallcomposites.com)



### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** John Nadeau, Sales Executive  
**Tel:** (401) 253-4858  
**Email:** [j.nadeau@hallspars.com](mailto:j.nadeau@hallspars.com)

### **Company Profile**

[Hall Composites](#) is a leading manufacturer of aerospace and defense composite assemblies. They have a full in-house engineering and are ISO 9001 registered. Their 200,000 sf manufacturing facility in Bristol, RI boasts two autoclaves, a heated press and machine shop. [Hall Composites](#) are a contract manufacturer expert in tooling, prototyping, and production.

### **Product Lines and Capabilities**

- Carbon fiber components
- Custom carbon fabrication
- RTM
- Pre-preg composites

### **Business Objective(s)**

To connect with aerospace and defense companies interested in production and prototyping work in composite materials; specifically carbon fiber and epoxy.

### **Quality Standard(s)**

- ISO 9001 Registered

### **Competitive Advantages**

- Quality
- Technical expertise
- Experience
- Autoclave curing

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# Hyperion Technology Group, Inc.

**Address:** 3248 West Jackson St, Tupelo, MS 38801, USA  
**Tel:** (662) 823-0600  
**Website:** [www.hyperiontg.com](http://www.hyperiontg.com)



## **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Geoffrey E. Carter, President  
**Tel:** (662) 823-0601  
**Email:** [gcarter@hyperiontg.com](mailto:gcarter@hyperiontg.com)

## **Company Profile**

[Hyperion Technology Group, Inc.](http://www.hyperiontg.com) is an employee-owned small business based in Tupelo, MS. Founded in 2009, the company provides superior custom engineering services rapid prototyping system development and small-run production manufacturing. Hyperion's specialty is in the design and development of novel manufactured solutions which require a novel approach and high level of integration between engineering disciplines. [Hyperion Technology Group](http://www.hyperiontg.com) is recognized as the industry leader in embedded systems, signal processing, intelligent power and control systems amongst many other types offered. The company has over 100 years combined engineering experience designing and fabricating custom industrial systems for clients around the world.

## **Product Lines and Capabilities**

- Custom engineered solutions for government, research and development and industry
- Sensor design and implementation
- Manufacture of infrasound and sniper detection sensors that are used by military and government organizations world-wide

## **Business Objective(s)**

- Establish dialogue with Government, research and development organizations, industry and military
- Search for agents, joint ventures, and distributors

## **Competitive Advantages**

- Meteorological sensors (severe storm sensing, monitoring, and reporting)
- Industrial Automation System (assembly, tes, validation)
- Mechanical System engineering (custom mechanical engineering and fabrication)
- Coustic signal processing
- Anti-Poaching technology
- Electronic Systems Development (custom electronics and citvuit boards)
- R&D
- Rapid Prototyping
- Infrasonsds sensors

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## Kennebec Regional Development Authority – Booth 805

**Address:** 46C First Park Drive Oakland, ME 04963, USA  
**Tel:** (207) 859-9716  
**Fax:** (207) 859-9719  
**Website:** [www.firstpark.com](http://www.firstpark.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Brad Jackson, Executive Director  
**Tel:** (207) 859-9716  
**Email:** [bjackson@firstpark.com](mailto:bjackson@firstpark.com)

### Company Profile

The [KRDA](#) is a quasi-municipal public authority created by the Maine State Legislature to promote economic development in Central Maine.

### Business Objective(s)

To drive investment into the Central Maine region and connect Central Maine businesses (particularly in the defense industry) to business opportunities beyond the State.

### Services

Provide technical services to firms expanding or locating into Central Maine functioning as a one-stop-shop. These include providing cross-border relationships (from accountancy to visas) and delivering other public and private assistance to get the deal done.

### Competitive Advantages

The only regional authority in the New England region that provides a platform for public-private development.

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## Lewiston Auburn Economic Growth Council – Booth 805

**Address:** 415 Lisbon St, Suite #400, Lewiston, ME 04243-1188, USA

**Tel:** (207) 784-0161

**Website:** [www.laegc.org](http://www.laegc.org)

### Company Representative at DEFSEC Atlantic 2016

**Name:** John Holden, President

**Tel:** (207) 777-5040

**Email:** [jholden@economicgrowth.org](mailto:jholden@economicgrowth.org)

**Name:** Scott Benson, Economic & Business Development Director

**Tel:** (207) 777-5019

**Email:** [sbenson@laegc.org](mailto:sbenson@laegc.org)

### Company Profile

[Lewiston Auburn Economic Growth Council](#) (LAEGC) provides value-added economic development services to the City of Lewiston and City of Auburn, Maine. Their primary focus is on helping entrepreneurs start business, expand existing business, and attraction of new business and investment to LA Maine.

### Business Objective(s)

[LAEGC](#) looks forward to attending DEFSEC Atlantic 2016 to connect with Canadian companies that are considering an expansion to the northeastern United States to discuss how LA Maine can be the right US launchpad for their business.

### Services

- Business Incentives
- Innovation & entrepreneurship services for new businesses
- Location & relocation
- Business financing
- Business expansion

### Competitive Advantages

- 54% of the Maine labor force – or 360,000 workers - lives within a 50-mile radius.
- 5 colleges and higher learning institutions actively supplying a young, educated and diverse population.
- LA Maine is a well-connected transportation, distribution, and logistics hub.
- Direct access to I-95, Auburn Intermodal Center, and Auburn-Lewiston Municipal Airport (International flight capable and an existing Free Trade Zone).
- ICT infrastructure already in place: 237 miles of Gigabit Fiber to the Premises (FTTP), existing water and sewer for production operations, a wide natural gas network.
- Existing clusters include: Transportation, logistics, and distribution; call centers, back office support; health care and support; Manufacturing – heavy and specialized.
- Cost effective real estate with rates 40% lower than statewide comparisons

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## Maine Defense & Security Alliance – Booth 805

**Address:** 2 Portland Fish Pier, Suite 204, Portland, ME 04101, USA  
**Tel:** (207) 541-7400  
**Website:** [www.mainedefsec.com](http://www.mainedefsec.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Tom Conley, Trade Specialist  
**Tel:** (207) 553-7708  
**Email:** [conley@mitc.com](mailto:conley@mitc.com)

**Name:** Maria McIntyre, Invest in Maine  
**Tel:** (207) 553-7719  
**Email:** [mcintyre@mitc.com](mailto:mcintyre@mitc.com)

### Company Profile

The [Maine Defense and Security Alliance](#) is a joint effort of the [Maine International Trade Center](#), [Maine Composites Alliance](#), and the [Maine Manufacturing Extension Partnership](#) to represent Maine companies within the defense and security supply chain, including:

State of Maine Companies Attending	Website
<a href="#">Aizoon USA</a>	<a href="http://www.aizoon.us">www.aizoon.us</a>
<a href="#">Compotech Inc.</a>	<a href="http://www.compotechinc.com">www.compotechinc.com</a>
<a href="#">Custom Composites Technologies, Inc.</a>	<a href="http://www.compotechinc.com">www.compotechinc.com</a>
<a href="#">Dirigo Strategies Inc.</a>	<a href="http://www.dirigostrategies.com">www.dirigostrategies.com</a>
<a href="#">Elmet Technologies, LLC</a>	<a href="http://www.elmettechnologies.com">www.elmettechnologies.com</a>
<a href="#">Kennebec Regional Development Authority</a>	<a href="http://www.firstpark.com">www.firstpark.com</a>
<a href="#">Maine Marine Composites</a>	<a href="http://www.mainemarinecomposites.com">www.mainemarinecomposites.com</a>
<a href="#">Lewiston Auburn Economic Growth Council</a>	<a href="http://www.laegc.org">www.laegc.org</a>
<a href="#">Maine Ocean and Wind Industry Initiative</a>	<a href="http://www.mainewindindustry.com">www.mainewindindustry.com</a>
<a href="#">Maine Ocean Training and Technology</a>	<i>Mechanical Engineering site of The University of Maine</i>
<a href="#">Tex Tech Industries, Inc.</a>	<a href="http://www.textechindustries.com">www.textechindustries.com</a>
<a href="#">Yale Cordage, Inc.</a>	<a href="http://www.yalecordage.com">www.yalecordage.com</a>

### Product Lines and Capabilities

The [MDSA](#) acts as an industry partnership facilitator aligning partnerships and identifying opportunities for member companies. Products include online industry supply databases for companies in the aerospace, marine, advanced materials, and information security industry sectors.

### Business Objective(s)

Build partnership opportunities between Canadian and US firms based on complimentary capabilities.

### Competitive Advantages

As a neutral facilitator and with in-depth knowledge of specific industry capabilities, the [MDSA](#) is a unique partner in helping companies identify cutting edge resources and pursue opportunities in the defense and security sectors.

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## Maine Marine Composites, LLC – Booth 805

**Address:** 2 Portland Fish Pier, Suite 211, Portland, ME 04101-4699, USA  
**Tel:** (207) 774-9616  
**Fax:** (207) 221-1416  
**Website:** [www.mainemarinecomposites.com](http://www.mainemarinecomposites.com)



Maine Marine Composites

### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Stephen Von Vogt, President and CEO  
**Tel:** (207) 671-7942 (M)  
**Email:** [svonvogt@mainemarinecomposites.com](mailto:svonvogt@mainemarinecomposites.com)

### Company Profile

[Maine Marine Composites](http://www.mainemarinecomposites.com) (MMC) provides ocean engineering services for the design and analysis of high speed craft, hydrokinetic ocean energy systems, offshore wind systems and other complex marine systems including oil and gas. [Maine Marine Composites](http://www.mainemarinecomposites.com) was founded in 2006 with the intention of using advanced engineering tools and techniques to design a high speed boat for the Navy. [MMC](http://www.mainemarinecomposites.com) has evolved into a company that offers these same tools and services to the high speed craft market, alternative energy, oil and gas and other offshore marine application including mooring systems, study of shock and vibration and simulation of complex marine systems.

### Product Lines and Capabilities

- Naval architecture (arrangements, stability)
- Full-scale & model testing (sea trails & performance)
- Hydrodynamics (CFD, panel codes, structural analysis)
- Motion analysis (seakeeping, planning hull simulation)
- Mooring Systems and complex floating systems
- Simulation of complex marine problems

### Business Objective(s)

Become involved in high speed marine systems, alternative energy systems including marine hydrokinetics and offshore wind, USVs, and other complex ocean engineering problems.

### Quality Standard(s)

Professional Engineer, International Classification Societies

### Competitive Advantages

- Specialization in computer-aided design and analysis of boats and marine structures
- Developed inexpensive and easily deployable special purpose systems for the collection of marine and environmental data
- Advanced simulation and computational techniques and software

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## Maine Ocean & Wind Industry Initiative – Booth 805

**Address:** 511 Congress St, Portland, ME 04074, USA  
**Tel:** (207) 242-3521  
**Website:** [www.mainewindindustry.com](http://www.mainewindindustry.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Stephen Von Vogt  
**Tel:** (207) 671-7942 (M)  
**Email:** [svonvogt@mainecompositealliance.org](mailto:svonvogt@mainecompositealliance.org)

### Company Profile

The [Maine Ocean and Wind Industry Initiative](#) (MOWII) represents companies' expertise within the Maine ocean and wind energy supply chain, works proactively to promote the expertise of member companies, and provides solutions to local, national, and international market participants.

### Product Lines and Capabilities

[MOWII](#) provides economic impact and industry supply chain analysis for the Wind and Ocean energy fields. We act as an industry partnership facilitator aligning partnerships and identifying opportunities for member companies. Products include online industry supply databases for industry sectors, example: <http://www.winddatamaine.com>.

### Business Objective(s)

Build partnership opportunities between Canadian and US firms based on complimentary capabilities.

### Competitive Advantages

As a neutral facilitator and with in-depth knowledge of specific industry capabilities, [MOWII](#) is a unique partner in helping companies identify resources and pursue opportunities in the Ocean and Wind industry sectors.

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## Marine Ocean Training and Technology – Booth 805

**Address:** 5 Shore Dr. #3, Orono, ME 04473, USA

**Fax:** (207) 866-0800

### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Dr. Krish Thiagarajan

**Tel:** (207) 944-3841 (M)

**Email:** [mott.technology@gmail.com](mailto:mott.technology@gmail.com)



### Company Profile

Maine Ocean Training and Technology (MOTT) was registered in the state of Maine in 2015, and its parent company operated in Western Australia from 1999 - 2011. MOTT offers specialist consulting expertise and training in the niche area of marine and ocean engineering for the education sector associated with domestic and international oil and gas industry, marine renewables and naval industries. The company aims to provide key technical support and packaged training programs on-site or online.

### Business Objective(s)

- To develop technical consulting projects and training programs and on-site workshops.
- Online options are welcome.

### Competitive Advantages

- Marine and ocean engineering
- Offshore oil and gas engineering
- Marine renewable energy
- Performance of naval and commercial vessels at sea

Visit the [Mechanical Engineering site](#) of The University of Maine for more details.

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## Marine Machinery Association – Booth 808

**Address:** 8665 Sudley Rd, Manassas, VA 20110, USA  
**Tel:** (703) 791-4800  
**Website:** <http://www.marmach.org>



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** John Rhatigan P.E., Chairman of the Board  
**Tel:** (978) 609-1191  
**Email:** [johnmrhatigan@gmail.com](mailto:johnmrhatigan@gmail.com)

### Company Profile

Founded in 1984, [The Marine Machinery Association \(MMA\)](#) is a trade organization that represents quality suppliers of hull, mechanical, and electrical equipment that supply the shipbuilding industry. The companies represented by the [MMA](#) supply all the major Naval and commercial Shipyards in the United States. The [MMA](#) meets once a month at different locations throughout the United States to discuss topics important to the maritime industry. Meeting locations include private and public shipyards, U.S. Navy facilities, and member sites.

### Product Lines and Capabilities

The MMA represents quality manufacturers who supply a wide variety of components to the shipbuilding industry. Products include forgings, diesel and gas engines, propellers, marine electronics, water treatment, fire suppression, underway replenishment, HVAC, valves, doors, furniture, steering gear, switchgear, weapons handling, deck equipment, main condensers, valve actuators, shock test labs, regulatory bodies, large machining, and marine distributors.

### Business Objective(s)

To deliver quality products to the Canadian Shipbuilding industry.

### Competitive Advantages

The MMA represents a large majority of the tried and proven manufacturers who supply the US Navy. These products that have already passed extensive testing including Electromagnetic resistance (EMI) Shock, and Vibration. All logistics and technical documentation is readily available.

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## **Meller Optics, Inc. – Booth 807**

**Address:** 120 Corliss St, Providence, RI 02904, USA  
**Tel:** (401) 331-3717  
**Fax:** (401) 331-0519  
**Website:** [www.melleroptics.com](http://www.melleroptics.com)

### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Dale DeJoy, Business Development  
**Tel:** (401) 225-5066  
**Email:** [ddejoy@melleroptics.com](mailto:ddejoy@melleroptics.com)

### **Company Profile**

[Meller Optics](#) has been providing high quality optics to defense, medical, laser and industrial markets for over 50 years.

### **Product Lines and Capabilities**

Grinding and polishing of hard, durable materials such as Sapphire and Spinel, [Meller Optics](#) has also developed high-speed, low-cost finishing processes for a variety of Laser Glasses, Fused Silica, Zinc Selenide, Germanium, Silicon, Fluorides, and Ceramic materials. Configurations include windows, substrates, lenses, domes, and prisms. [Meller Optics](#) is known as a Master of Sapphire fabrication, consistently exceeding the limitations others continue to observe.

### **Business Objective(s)**

To discover new potential customers who require expertise in precision optics

### **Quality Standard(s)**

ISO 9001:2008

### **Competitive Advantages**

Able to maintain the tightest specifications on sapphire with a much shorter delivery time than that of the competition. Meller Optics' process requires less time and labor resulting in better pricing for a superior product.

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# NOVA Power Solutions, Inc.

**Address:** 23020 Eaglewood Court, Suite 100 Sterling, VA 20166, USA  
**Tel:** (703) 657-0122  
**Fax:** (703) 581-6869  
**Website:** [www.novapower.com](http://www.novapower.com)



## **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Kurt Worden, Business Development  
**Tel:** (619) 245-4550  
**Email:** [kworden@novapower.com](mailto:kworden@novapower.com)

**Name:** Louie Leitao, Business Development  
**Tel:** (703) 581-6855  
**Email:** [louie.leitao@novapower.com](mailto:louie.leitao@novapower.com)

## **Company Profile**

[NOVA Power Solutions, Inc.](#) is a purveyor of high quality power protection and transportation products and solutions. NOVA has been a leading supplier to the Military since 1988. NOVA's ruggedized uninterruptible power supplies are designed to MIL-STD compliance and well suited to shipboard, tactical military and other harsh operating environments. While NOVA's power quality solutions are customizable, they include power conditioners, converters, and distribution and battery backup solutions that provide customers a wide-range of power protection and backup alternatives. NOVA delivers award-winning technical support, customer service, and expert knowledge when providing unsurpassed power protection to mission-critical electronics. [NOVA Power Solutions](#) is a certified woman-owned, small business.

## **Product Lines and Capabilities**

- Rugged and ruggedized power protection
- Conversion
- Conditioning
- Back-up and distribution solutions

## **Business Objective(s)**

- Expand brand awareness
- Identify Canadian partners
- Identify Canadian customers

## **Quality Standard(s)**

ISO9001-2010 manufacturing facilities

## **Competitive Advantages**

- Custom engineered solutions to solve the toughest power problems

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## Pilgrim Screw Corporation – Booth 807

**Address:** 120 Sprague St, Providence, RI 02907, USA

**Tel:** (401) 274-4090

**Website:** [www.pilgrimscrew.org](http://www.pilgrimscrew.org)



### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Theodore F. Grove, Vice President

**Tel:** (401) 274-4090 x 326

**Email:** [tedgrove@pilgrimscrew.com](mailto:tedgrove@pilgrimscrew.com)

### **Company Profile**

With decades of experience and unsurpassed quality, [Pilgrim Screw](#) is one of the world's leading producers of screws, bolts, and specialty fasteners. Privately owned by the Grove family, the company operates from its world-class facilities in Rhode Island and Arizona, and consistently provides the finest product quality and customer service in the industry.

[Pilgrim Screw](#) has been in the fastener business for over 80 years. We pride ourselves on this – knowing we have survived in a time where many great businesses have not been as successful. We attribute our success to many things; our innovation, our constant investment in our equipment and our people, our involvement with industry associations (NASC, AIA, SAE, DLA) our knowledge of the marketplace, and most importantly our strong focus on our customers' needs.

### **Product Lines and Capabilities**

- Screws
- Bolts
- Clevis Pins
- Short Run Specials
- Pi-Lok®
- PI2
- Pilgrim Hex Lobe Series
- Pilgrim Screw Tapping Series
- Taptite 2000® Screws
- Remform®II Screws

### **Business Objectives**

[Pilgrim Screw](#) manufactures the products it sells. We specialize in externally threaded fasteners and clevis pins. Our primary customer base is aerospace and defense Original Equipment Manufacturers. Our primary channel to market is through distribution. Pilgrim seeks to work with OEM's to develop new products and qualify as a source on company standards and specials.

### **Quality Standards**

- AS9100/ISO9001

### **Competitive Advantages**

Rhode Island Manufacturing location specializes in cold heading and thread rolling. JJJ Fastener Drilling Company is an affiliate located inside factory that specializes in lock wire hole drilling	Arizona manufacturing location specializes in hot forging, centerless grinding, and thread rolling
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## RCM Technologies – Booth 807

**Address:** 116 High Street, Suite #2122, Westerly, RI 02891, USA  
**Tel:** (401) 315-6405  
**Fax:** (401) 596-6134  
**Website:** [www.rcmt-techpubs.com](http://www.rcmt-techpubs.com)



### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Wesley Forster, Writing Manager  
**Tel:** (401) 315-6453  
**Email:** [wesley.forster@rcmt.com](mailto:wesley.forster@rcmt.com)

### **Company Profile**

[RCM Technologies](#) is a premier provider of technical publications for the Aerospace and Defense industry. RCMTs' goal is to provide comprehensive solutions containing a compelling value proposition that optimizes quality, maximizes benefits, and enhances client satisfaction. For the past 40 years, we have a proven record of credibility and performance.

### **Product Lines and Capabilities**

- Technical Publication Development
- Program Management
- Training

### **Business Objective(s)**

- Develop high quality technical documents through continuous process improvement
- To further our customer base while continuing to maintain our high standards of quality, value and customer satisfaction
- Build long-term relationships with our customers

### **Quality Standard(s)**

ACE- Achieved excellence through continuous process improvement

### **Competitive Advantages**

- Experience
- Commitment
- Value
- Quality

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## Rhode Island's State International Trade Office – **Booth 807** The John H. Chafee Center for International Business

**Address:** Bryant University, 1150 Douglas Pike, Smithfield, RI 02917, USA  
**Tel:** (401) 232-6407  
**Fax:** (401) 232-6416  
**Website:** [www.bryant.edu/chafeecenter](http://www.bryant.edu/chafeecenter)

### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Linda J. Woulfe, Assistant Director  
**Tel:** (401) 232-6525  
**Email:** [lwoulfe@bryant.edu](mailto:lwoulfe@bryant.edu)

### **Company Profile**

In partnership with The Rhode Island Commerce Corporation, [The John H. Chafee Center for International Business](#) is Rhode Island's State International Trade Office. The Center provides comprehensive international trade services to help businesses expand into global markets, including assistance with global market research, export training, strategic consulting and international business development. The Center is also the World Trade Center Rhode Island and the RI Export Assistance Center. Working in close collaboration with its partners throughout the State, including Commerce RI, the U.S. Department of Commerce and the U.S. Small Business Administration, the Center's goal is to promote growth in Rhode Island and the region through international trade.

### **Services offered include:**

- One-on-one Counseling
- Global Market Research
- International Business Development Programs
- State-Organized Foreign Trade Missions
- Export Trade Show Participation
- Training Programs
- STEP Grant

### **Business Objective(s)**

To promote the capabilities of RI companies, to develop potential contacts for RI companies to promote buyer relationships, and to identify appropriate contacts for RI organizations to promote trade relations with the Canadian government.

### **List of RI companies attending DEFSEC Atlantic 2016**

- [Ametek SCP, Inc.](#)
- [AVTECH Software, Inc.](#)
- [Bryant University](#)
- [DeWAL Industries](#)
- [Guill Tool & Engineering Co., Inc.](#)
- [Hall Composites](#)
- [Meller Optics](#)
- [Pilgrim Screw Corporation](#)
- [RCM Technologies](#)

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## **SECURIPLEX** (a division of *The Hiller Companies*) — **Booth 808**

**Address:** 3751 Joy Springs Dr, Mobile, AL 36693, USA

**Tel:** (251) 661-1275

**Website:** [www.securiplexusa.com](http://www.securiplexusa.com)



### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Eric Houin

**Tel:** (251) 602-6111

**Email:** [ehouin@securiplexusa.com](mailto:ehouin@securiplexusa.com)

### **Company Profile**

The Hiller Companies is committed to service excellence and technical expertise in fire protection. For the past 95 years, Hiller has been focused on designing, installing and servicing the most capable and compliant fire protection systems available in the world. The [SECURIPLEX](#) division is the only U.S. based manufacturer of water mist fire protection systems. [SECURIPLEX](#) has been recognized as a technology driven-driven company securing and protecting high priority projects for the U.S. Navy, U.S. Air Force and major commercial centers such as the subway transportation hub for the new World Trade Center in New York.

### **Product Lines and Capabilities**

- Life safety protection through the design and manufacture of water fog/mist technology.
- Commercial and industrial
- Marine and offshore
- Government and military

### **Business Objective(s)**

[SECURIPLEX](#) is an internationally recognized, technology-driven company in the development and manufacturing of fire protection products. Internationally known for its role in developing and manufacturing water fog/mist technology, [SECURIPLEX](#) has provided water fog/mist fire protection for a wide variety of marine, offshore and commercial applications as well as military grade systems with notable examples such as the Canadian Patrol Frigates (CPF) and U.S. Navy Littoral Combat Ship Class (LCS) vessels.

### **Quality Standard(s)**

ABS, USCG and FM Global

### **Competitive Advantages**

The FIRE-SCOPE® series of fog/mist fire protection systems consume less water than conventional sprinkler systems and provide better extinguishing capabilities than gaseous systems — with no hazard to your personnel. Our state-of-the-art systems provide the performance, efficiency and reliability needed to ensure that your people, equipment and operations remain safe and productive.

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## T.J. Clark International, LLC

**Address:** 320 London Rd, Suite #608, Delaware, OH 43015, USA  
**Tel:** (614) 388-8869  
**Website:** [www.tjclarkintl.com](http://www.tjclarkintl.com)



**T.J. CLARK INTERNATIONAL**  
LLC  
THE PROFESSIONALS

### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Eric Jenkusky, President & CEO  
**Tel:** (614) 388-8869  
**Email:** [eric.jenkusky@tjclarkintl.com](mailto:eric.jenkusky@tjclarkintl.com)

### Company Profile

[T.J. Clark International](#) is a certified small business whose management and subject matter experts focus on the manufacture of base camp support equipment for the forward projection of power and resources in expeditionary/austere environments as well as disaster preparedness/response logistics.

### Product Lines and Capabilities

- Expeditionary fuel and water distributions equipment
- Forward operating base shelter systems and life support systems
- Disaster preparedness/response

### Business Objective(s)

- To introduce the T.J. Clark product line to the DND
- Identify a Canadian agent/distribution partner

### Quality Standard(s)

Registered exporter of controlled/ITAR items with the U.S. Department of State Directorate of Defense Trade Controls

### Competitive Advantages

- Principals and senior staff are subject matter experts on expeditionary operations in remote/austere environments
- Systems deployed to Iraq, Afghanistan and Africa

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## Tex Tech Industries, Inc. – Booth 805

**Address:** 1 City Center, 11<sup>th</sup> floor, Portland, ME 04101, USA  
**Tel:** (207) 653-1164  
**Website:** [www.textechindustries.com](http://www.textechindustries.com)



### **Company Representative(s) at DEFSEC Atlantic 2016**

**Name:** Scott Janco, Ballistic Product Development  
**Tel:** (207) 653-1164  
**Email:** [sjanco@textechindustries.com](mailto:sjanco@textechindustries.com)

### **Company Profile**

Since it started manufacturing engineered textiles in 1904, [Tex Tech Industries](http://www.textechindustries.com) has grown to be one of the world's leading needle and woven felt manufacturers by specializing in meeting the requirements of difficult and demanding customer applications. The company's research and development team and capabilities have allowed it to be innovative, creative, and on the cutting edge for the benefit of its growing customer base. The management of [Tex Tech Industries](http://www.textechindustries.com) prides itself on being a market leader in high-performance textiles.

[Tex Tech](http://www.textechindustries.com) is a global company, manufacturing over 7,000 products. In addition to its flagship manufacturing facility in Maine, the company operates manufacturing facilities in Thailand and China and is dedicated to its growing business in Asia. Tex Tech's European sales offices are located in Ireland, and the company's U.S. distribution and sales operations are handled in Maine.

### **Product Lines and Capabilities**

- Ballistic products
- Fire blocking non-woven's
- Aerospace
- Composites

### **Quality Standard(s)**

ISO 9001:2008

### **Competitive Advantages**

[Tex Tech](http://www.textechindustries.com) is truly a global company, manufacturing over 7,000 products. Our flagship Maine manufacturing facility covers 200,000 sq. ft. and is home to our Technical and Research & Development centres. In addition, we operate manufacturing facilities in Thailand and China and are dedicated to our growing business in Asia. Very customizable product designs can be prototyped and manufactured quickly.

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## The Entwistle Company – Booth 808

**Address:** 6 Bigelow St, Husdon, MA 01749-2697, USA  
**Tel:** (508) 481-4000  
**Fax:** (508) 481-4004  
**Website:** [www.entwistleco.com](http://www.entwistleco.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** John Rhatigan, Engineering Consultant  
**Tel:** (978) 609-1191  
**Email:** [jrhatigan@gmail.com](mailto:jrhatigan@gmail.com)

### Company Profile

[The Entwistle Company](#) is a veteran owned, small business that has offered quality machinery to the US and Worldwide Navies since 1918. [Entwistle](#) has over 300,000 square feet of manufacturing space in two plants in Hudson, Massachusetts and Danville, Virginia.

### Product Lines and Capabilities

- Underway Replenishment Gear
- Weapons Handling and Stowage
- Retractable Mooring Equipment-Bitts and Chocks
- Aircraft Launch and Recovery Equipment(ALRE)
- Hydraulic Packages including Lube Oil Cooling, Hydraulic Power Packages
- Flushing systems for shipboard piping
- Vacuum Sewage Removal Systems for Shipyard Applications
- Sub-Contract Services (engineering and product design, machining, fabrication, assembly and testing)

### Business Objective(s)

To produce exceptional quality products that will last the life of the ship. [Entwistle](#) can design, fabricate, assemble, test, and finish shipboard products completely in-house. [Entwistle](#) prides itself in an extensive spare parts inventory and after-market support.

### Quality Standard(s)

ISO-9001

### Competitive Advantages

Diversified workforce with the capability of manufacturing all parts on site. Extensive experience with shipboard design and installations.

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## Tri-Tec Manufacturing – Booth 808

**Address:** 6915 S 234<sup>th</sup> St, Kent, WA 98032, USA  
**Tel:** (425) 251-8777  
**Fax:** (425) 251-0536  
**Website:** [www.tritecmfg.com](http://www.tritecmfg.com)



### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Mark Haller, President  
**Tel:** (425) 251-8777  
**Email:** [mhaller@tritecmfg.com](mailto:mhaller@tritecmfg.com)

### Company Profile

[Tri-Tec](#) is a leader in engineering, designing and manufacturing products for use in some of the world's most demanding environments. Our lines of actuators, fire-safe ventilation valves and flux drive couplings are built in the US to exacting standards to withstand the test of time. Compliant with strict navy shock and vibration, fire, noise, EMI, and other life cycle requirements.

### Product Lines and Capabilities

- Valves, actuators, and gearboxes
- Fire seal ventilation valve closures
- Flux drive couplings
- In-service fleet support

### Business Objective(s)

Secure opportunities and team with Irving Shipyards in working to automate valving on the mechanical piping systems on the new Canadian Navy surface combatants.

### Quality Standard(s)

ISO 9001:2008

### Competitive Advantages

Non-intrusive electronic actuators fully qualified on US Navy surface combatants. Cyber secure electronics along with a fully vertically integrated design and manufacturing processes. Set-up controls involve no intrusion into device to set limits, and other values, saving valuable production time (in the USA no electrical lock out/tag out requirements per OSHA).

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## Yale Cordage – Booth 805

**Address:** 77 Industrial Park Rd, Saco, ME 04072, USA  
**Tel:** (207) 282-3396  
**Website:** [www.yalecordage.com](http://www.yalecordage.com)

# YALE CORDAGE

**Performance. Passion. Possibilities.**

### Company Representative(s) at DEFSEC Atlantic 2016

**Name:** Jamie Goddard, Sales Manager  
**Tel:** (207) 494-1013  
**Cell:** (207) 710-4546  
**Email:** [jgoddard@yalecordage.com](mailto:jgoddard@yalecordage.com)

### Company Profile

[Yale Cordage](#) is a custom cordage manufacturer that designs application-specific ropes: winchlines, stringing lines and blocklines for utilities; fiber optic pulling lines for telephone construction; bull ropes and climbing lines for arborists; safety lanyards and lifting slings for industrial applications; ropes for marine applications – from hawsers for mooring commercial tankers to halyards for sailing dinghies. Yale also designs and manufactures custom and specialty rope for specialty applications such as oceanographic arrays and faired electromechanical cables.

### Product Lines and Capabilities

- Power utilities (multi-leg/heavy lift slings, utility truck hoist lines)
- Arborist & timber harvesting (lowering ropes, wire core flip lines, climbing lines)
- Pleasure Marine (mooring pendants, anchor rods, docking lines)
- Electrical, commercial marine & construction ropes
- Government/military [RIBs, NOAA & National Data Buoy mooring lines, electromechanical cables for anti-submarine warfare (ASW), yalegrips (synthetic Chinese fingers)]
- Oceanographic
- Custom Fabrications
- Mining
- Utility
- Industrial

### Quality Standard(s)

ISO 9001:2008

### Competitive Advantages

Many products are more than twice the strength of steel cable of the same diameter, but 8 times lighter.

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## U.S. Commercial Service

### Embassy of the United States of America

**Address:** 490 Sussex Dr., Ottawa, ON K1N 1G8 Canada

**Tel:** (613) 688-5335

**Website:** [www.export.gov/canada](http://www.export.gov/canada)



### Representative(s) at DEFSEC Atlantic 2016

**Name:** Luz E. Betancur  
Commercial Specialist  
Aerospace & Marine Defence  
**Cell:** (613) 293-0622  
**Tel:** (613) 688-5411  
**Email:** [luz.betancur@trade.gov](mailto:luz.betancur@trade.gov)

**Name:** Lucy Cicero Latka  
Sr. Commercial Specialist Government  
Procurement & Defence  
**Cell:** (613) 791-0481  
**Tel:** (613) 688-5219  
**Email:** [lucy.latka@trade.gov](mailto:lucy.latka@trade.gov)

### Organization Description

The [U.S. Commercial Service](http://www.export.gov) assists Canadian firms do business with American exporters of goods and services interested in selling to Canada! The [U.S. Commercial Service](http://www.export.gov) at the United States Embassy in Canada is part of a worldwide network with a presence in more than 100 cities in the United States and in more than 75 countries around the world.

Our mission is to promote business between the Canadian and United States business communities. We help Canadian businesses import or become agents or distributors of U.S. made goods and/or services. The U.S. Commercial Service offers customized solutions to help U.S. exporters, particularly small and medium sized businesses, successfully expand exports to new markets. Our global network of trade specialists will work one-on-one with you through every step of the exporting process, helping you to:

- Target the best markets with our world-class research
- Promote your products and services to qualified buyers
- Meet the best distributors and agents for your products and services
- Overcome potential challenges or trade barriers via our Advocacy program
- Gain access to the full range of U.S. government trade promotion agencies and their services, including export training and potential trade financing sources

### The International Buyer Program (IBP) - Bringing International Buyers to U.S. Trade Shows!

The [IBP](http://www.export.gov) is a joint government-industry effort that brings thousands of international buyers to the United States for business-to-business matchmaking with U.S. firms exhibiting at major industry trade shows. Every year, the [IBP](http://www.export.gov) results in approximately a billion dollars in new business for U.S. companies, and increased international attendance for participating U.S. trade show organizers. See our list of upcoming IBP shows at <http://2016.export.gov/ibp/>

To learn more about the services offered by the U.S. Commercial Service office in Canada visit: [www.export.gov/canada](http://www.export.gov/canada) or [www.buyusa.gov/canada](http://www.buyusa.gov/canada)

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