

**XL ELECTRONICS CONSORTIUM LTD.**

4825 Boulevard St-Laurent, Montréal  
Thursday, April 15, 2004

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Your Tour of Facilities at XL Industries  
15:15 to 16:30

Research and Development Laboratory

**TALKING POINTS**

**ISSUE**

During your tour of the Research and Development Laboratory, you will likely find that the scientists are highly responsive if you discuss certain matters with them. The following talking points provide informal conversational notes for such discussions.

**TALKING POINTS**

A.B.C. Station

- I recently read that the A.B.C. station has successfully developed a unique XYZ process. Can you tell me how that came to be?
- What will it enable XL Industries to do that the company was not able to do before?

D.E.F. Station

- My staff at CCRS [*the Canada Centre for Remote Sensing*] tell me that its D.E.F. station served as a model for the development of this station. What kind of challenges arose in adapting CCRS's designs to a commercial application?

### G.H.I. Station

- I understand that G.H.I. stations have evolved a great deal over the past five years. Has XL Industries played a role in that evolution?
- Where do you see that evolution going over the next five years?

### **BACKGROUND**

Background provides information, history or explanations that will help the Minister to understand the nature of the matters he or she may be discussing during the tour.

### **CONSIDERATIONS**

Considerations are used to show why the talking points raise noteworthy matters.

### **CONCLUSION**

Normally, a set of talking points does not end with a conclusion. The talking points themselves form the conclusion.

Contact: John MacLaren, 992-0000  
Technology Division, Industry Branch

