

**XL ELECTRONICS CONSORTIUM LTD.**

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

---

---

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

Production Plant

**TALKING POINTS**

**ISSUE**

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

**TALKING POINTS**

X.Y.Z. Station

- I understand that the products you manufacture here must be able to function flawlessly in extreme climates. Does this present unusual challenges for you?

U.V.W. Station

- My staff at the Technology Division tell me that the U.V.W. station often has to produce custom equipment on very short notice. Does that present any difficulty in obtaining the components and material you need on time?

R.S.T. Station

- I recently read that the R.S.T. station has secured a contract to supply System 34s equipment for submarines in the U.S. Navy. What do you think it was that enabled XL Electronics to win that contract in such a competitive field?
- Have you had to modify your production processes in order to meet the U.S. Navy's specifications?

## **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