



parts back-ordered as much as six months, problems Graham intends to solve now that everything is under one umbrella.

"There will be quite a market for spare parts for the Otter skis," he said. "Not every Otter owner sends the skis back for repairs. Most do the work themselves with parts that will now be supplied by Genaire."

Does that mean expansion for Genaire?

Not at the moment, Graham said. "We will probably build the skis to order. They are too expensive to hold as inventory." Genaire now builds 15 to 20 sets of skis a year, all special order. They sell for between \$12,000

and \$80,000 a set. Parts construction will be worked into Genaire's existing production department and there will not be any expansion in the 80-man work force at the moment.

Ski production and repair work currently accounts for about 25 per cent of the work done by Genaire. The main thrust of the company is overhauling and repairing planes for Canada's Armed Forces. A sheet metal fabricating company, Genaire handles everything, including ground support equipment, but engines and instruments. The skis for the British Antarctic Survey? They will be ready by July 31, in time for summer in the southern hemisphere. They will be

picked up and fitted in Toronto as the short range (600 to 800 miles) planes hop their way south. They fly from England by way of Iceland, Greenland, Labrador, Montreal, Toronto, Atlanta and Florida down the coast of South America to the jumping-off place, Tierra del Fuego.

If the pilots are lucky, they will average about 5 1/2 hours of flying each day that they are in the Antarctic, working as best they can in horrendous weather, battering the skis once again. And in the fall, the skis will be returning to temperate Niagara where the weather that necessitates such things as skis on planes can only be imagined. □