

Wages of war

Needs of Sarajevo, Rwanda boost sales

Pallets carry supplies to war-torn countries

By DEBORAH McNORGAN
Standard Staff

Relief missions in such war-torn places as Sarajevo and Rwanda have meant more business for a Niagara-on-the-Lake company.

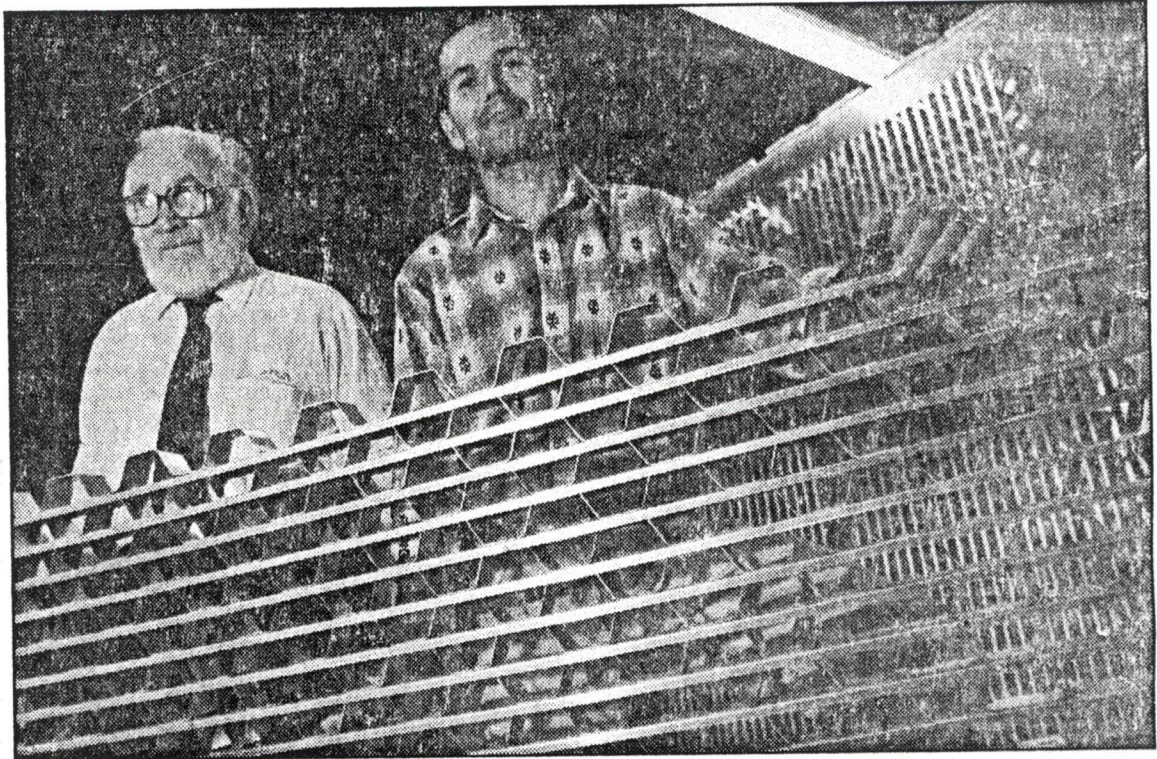
Genaire Ltd. last week won a federal government contract to supply 200 honeycomb core pallets for use on Canadian Armed Forces C130 Hercules aircraft.

Genaire has sold 730 such pallets to the Canadian government in the past four years, totalling \$2 million.

The continued sales were prompted by increased activity by the Hercules aircraft in Sarajevo and Rwanda, said company president Gerry Wooll.

Genaire employs 80 people at its 3,716-square-metre (40,000-square-foot) plant at Niagara District Airport on Highway 55.

Wooll said although the orders haven't prompted new hirings, they've meant more



Gerry Wooll and Gavin Griffiths of Genaire examine shipping pallet

staff photo by Bob Tymozyszyn

work for current employees — something that may not have been possible given cutbacks in defence spending.

“We haven't laid people off,” Wooll said, adding the latest order will keep four or five people steadily employed into February.

Wooll said Canadian Hercules crews have made more than 304 landings in Rwanda, mostly using Genaire pallets. The honeycomb pallets, made with

aluminum, last an average of 50 trips, compared to pallets formerly made with balsa wood, which lasted only six trips.

For UN relief missions, each airforce supplies its own planes and pallets.

“We're really hopeful” Genaire's current marketing efforts targeting other potential carriers for UN relief missions will mean sales to other European armed forces, such as Spain,

Italy, Belgium, Germany and Denmark, Wooll said.

Thirty pallets manufactured in anticipation of the most recent order were shipped last Friday. Production of the remainder will start in November, with the final shipment in January.

Genaire also manufactures aircraft skis and ground support equipment, and repairs and overhauls aircraft components. The company has been operating since 1951.