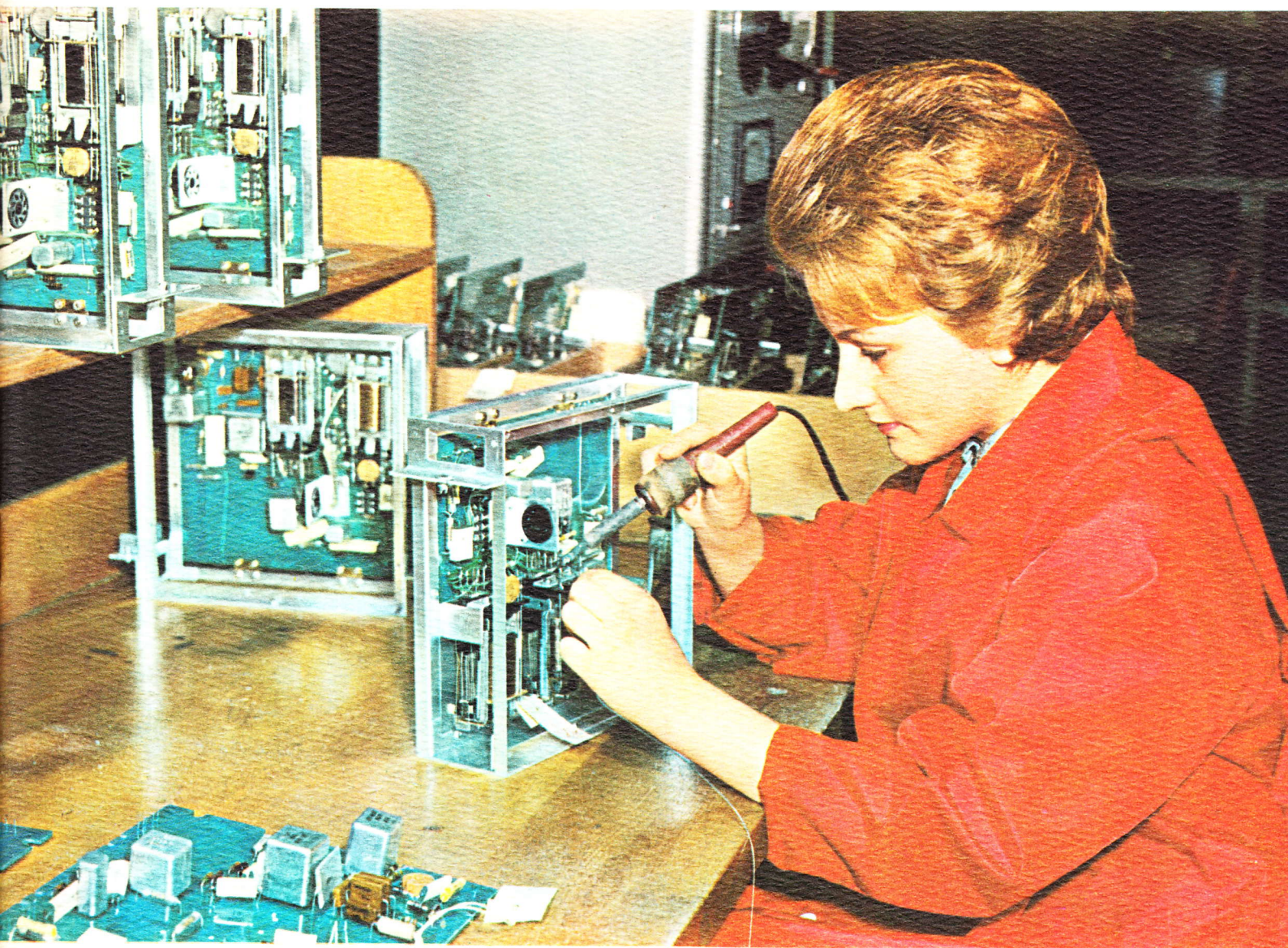


Northern Electric

IN QUEBEC

A STORY OF PEOPLE AT WORK



COVER PICTURE

Micheline Bonin, in a lint-free smock, works on telephone transmission equipment of the latest type.

NORTHERN ELECTRIC IN QUEBEC



This is the third edition of this booklet and tells the company story in the province of Quebec as at the end of 1962.

The Northern Electric Company, Limited is the largest manufacturer of telecommunications equipment and wire and cable in Canada and we have been in business since 1882.

As at 31 December 1962 we had 16,904 employees on our payroll and of these 11,286 were located in Quebec.

Of our gross assets of over 234 million over 151 million were in Quebec.

We are confident that the Province of Quebec will grow.
It is our intention to grow with it.

A handwritten signature in blue ink, appearing to read "A. W. Kepler". The signature is written in a cursive style.

President and Chairman
of the Board

FIVE PLANTS IN THE PROVINCE OF QUEBEC

Shearer Street, Montreal 6,512 employees	Telecommunications equipment 1,000,000 square feet
Connor Building, Montreal 285 employees	Telecommunications equipment 194,420 square feet
Decarie Building, Town of Mount Royal 402 employees	Telephone Switching Equipment 100,769 square feet
Laurentian Boulevard, St. Laurent 706 employees	Equipment reconditioning 272,852 square feet
Lachine, Quebec 1,742 employees	Wire and cable 1,000,000 square feet

MARKETING SERVICE DIVISION OFFICES AND WAREHOUSES IN THE PROVINCE OF QUEBEC

In addition to company manufactured equipment, the Marketing Service Division distributes Power Apparatus, Wiring Materials, Lighting Equipment, Fire Alarms, Traffic Signals and a variety of other electric equipment. The Marketing Service Division has offices and warehouses at the following locations in the province of Quebec.

Baie Comeau	St-Jerome
Chicoutimi	Sherbrooke
Montreal	Thetford Mines
Quebec	Trois-Rivieres
	Rimouski

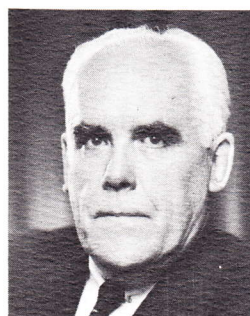
BOARD OF DIRECTORS



R. H. Keefer
President and
Chairman of the Board



P. Bienvenu
President
Catelli Food
Products Limited



T. W. Eadie
Chairman of the Board
The Bell Telephone
Company of Canada



R. D. Harkness



F. Johnson
Director
The Bell Telephone
Company of Canada



H. H. Lank
President
Du Pont
of Canada



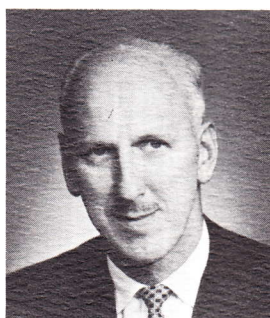
A. G. Lester
Vice-President
The Bell Telephone
Company of Canada



J. Angus Ogilvy, Q.C.
Senior partner of the
firm of Howard Cate
Bishop Cope Porteous
and Hansard



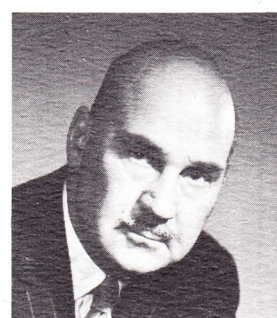
V. O. Marquez
Executive
Vice-President



C. A. Peachey
Executive
Vice-President



G. Plourde
President
United Auto
Parts, Inc.

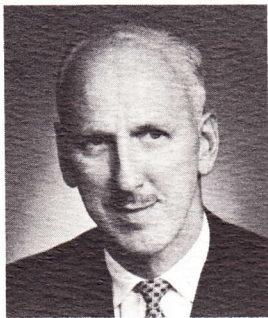


E. C. Wood
Chairman of the Board
Imperial Tobacco
Company Limited

THE MANAGEMENT TEAM



R. H. Keefer
President and Chairman
of the Board



C. A. Peachey
Executive
Vice-President



V. O. Marquez
Executive
Vice-President



F. F. Fulton
Vice-President
Administration



A. B. Hunt
Vice-President
Research and
Development



J. G. Little
Vice-President &
General Manager,
Cable Division



J. R. Houghton
Vice-President &
General Manager,
Equipment
Division



W. R. Johnston
Vice-President &
General Manager,
Marketing Service
Division



C. B. Woodley
Vice-President &
General Manager,
Apparatus Division



N. H. Martin
Vice-President
Finance



W. E. McBain
Treasurer



J. G. Harper
Secretary



G. R. Boyer
Comptroller

HIGHLIGHTS OF NORTHERN ELECTRIC OPERATIONS IN QUEBEC

(as at 31 December 1962)

EMPLOYEES

Employees in Quebec	11,286
Employees in Canada	16,904

EXPENDITURES DURING THE YEAR

Payroll in Quebec	\$ 64,525,000
Quebec Workmen's Compensation	120,000
Quebec Minimum Wage Levy	43,000
Purchases in Quebec	49,806,000
Rent paid in Quebec	2,053,000

TAXES PAID IN QUEBEC (during the year)







Corporation Taxes, Income Taxes, Provincial & Municipal Sales Taxes, Business & Property Taxes	4,541,000
Quebec Personal Income Tax deducted at source	1,247,000

INVESTMENTS

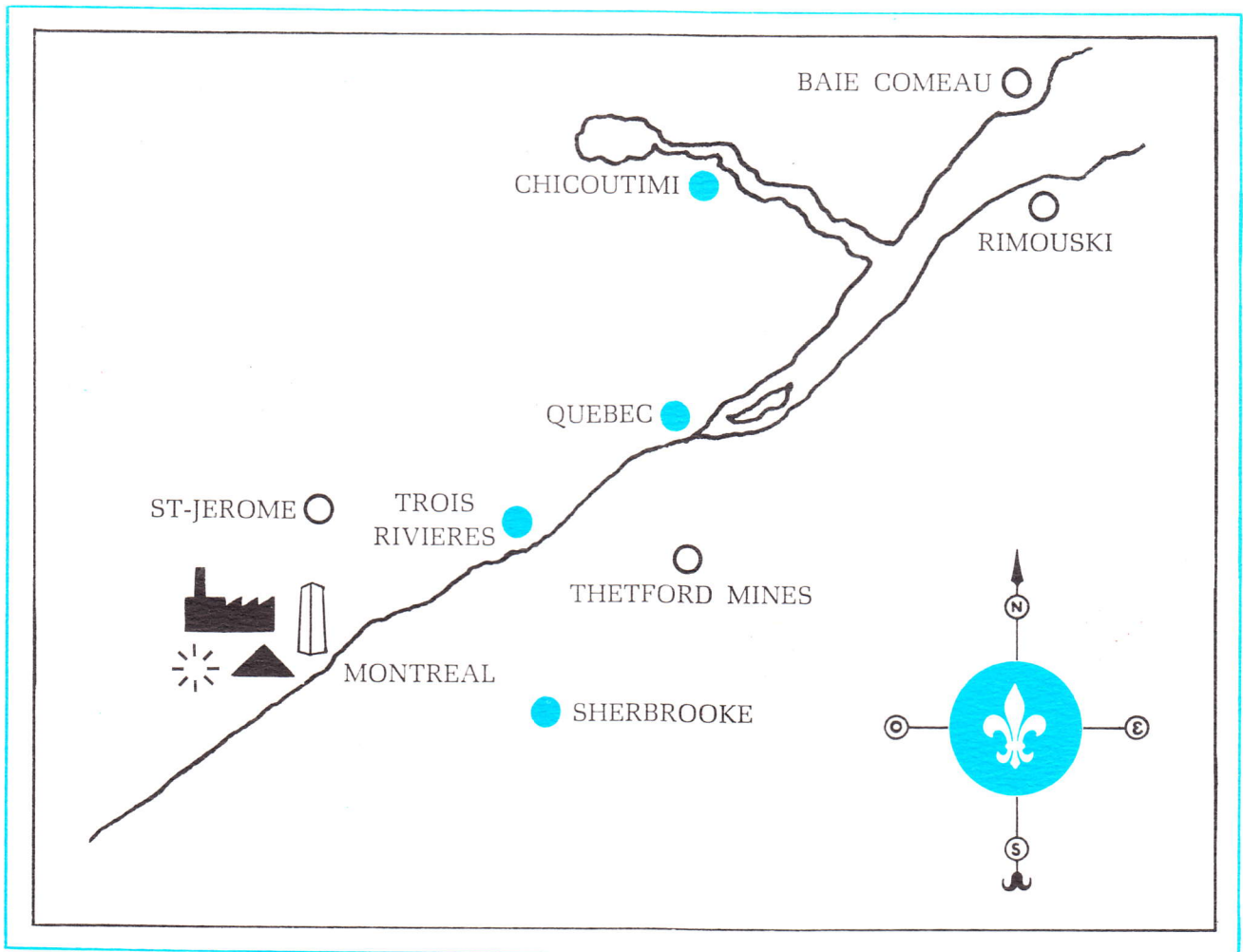
Gross Assets in Canada	234,427,000
Gross Assets in Quebec	151,310,000
Pension Fund Investment in Quebec	17,056,000

PENSIONERS

Of the company total of 683 pensioners 489 are living in Quebec.

-  Head Office
-  5 Plants
-  Zone Headquarters and warehouse
-  Branch Houses
-  Sales Offices
-  12 other establishments

Total square footage of all Northern Electric establishments in the Province of Quebec is 3,462,562 square feet.



MARKETING SERVICE DIVISION -- EASTERN ZONE



J. Maurice Mace, P. Eng.
Manager, Eastern Zone
27 years service

TELECOMMUNICATIONS UTILITIES SALES



J. Philippe Brais, P. Eng.
Manager
14 years service



R. Marcel Rheaume
Montreal & Quebec
Area Sales Manager
25 years service



Jacques Lachance
Quebec Area
Sales Representative
26 years service



**Benjamin J. E. Bonneau,
P. Eng.**
Eastern Quebec
Area Sales Manager
3 years service

POWER UTILITIES SALES



Maurice R. Duquet
Manager
22 years service



Paul E. Beaulieu
Montreal Area
Sales Manager
18 years service



Gaston M. Roy
Sherbrooke Area
Sales Manager
18 years service



James A. Dougherty
Trois-Rivieres Area
Sales Manager
12 years service



Harold T. Westacott
Quebec Area
Sales Manager
15 years service



Rolland C. Racher
Saguenay Area
Sales Manager
16 years service

SUPPLY SALES



James B. Simpson
Manager
28 years service



Harry B. Richardson
Montreal Area
Sales Manager
26 years service



Jean-Paul Gailloux
Quebec Area
Sales Manager
23 years service



R. Paul Brander
Trois-Rivieres
Area Sales Manager
12 years service



John D. Armstrong
Sherbrooke Area
Sales Manager
11 years service



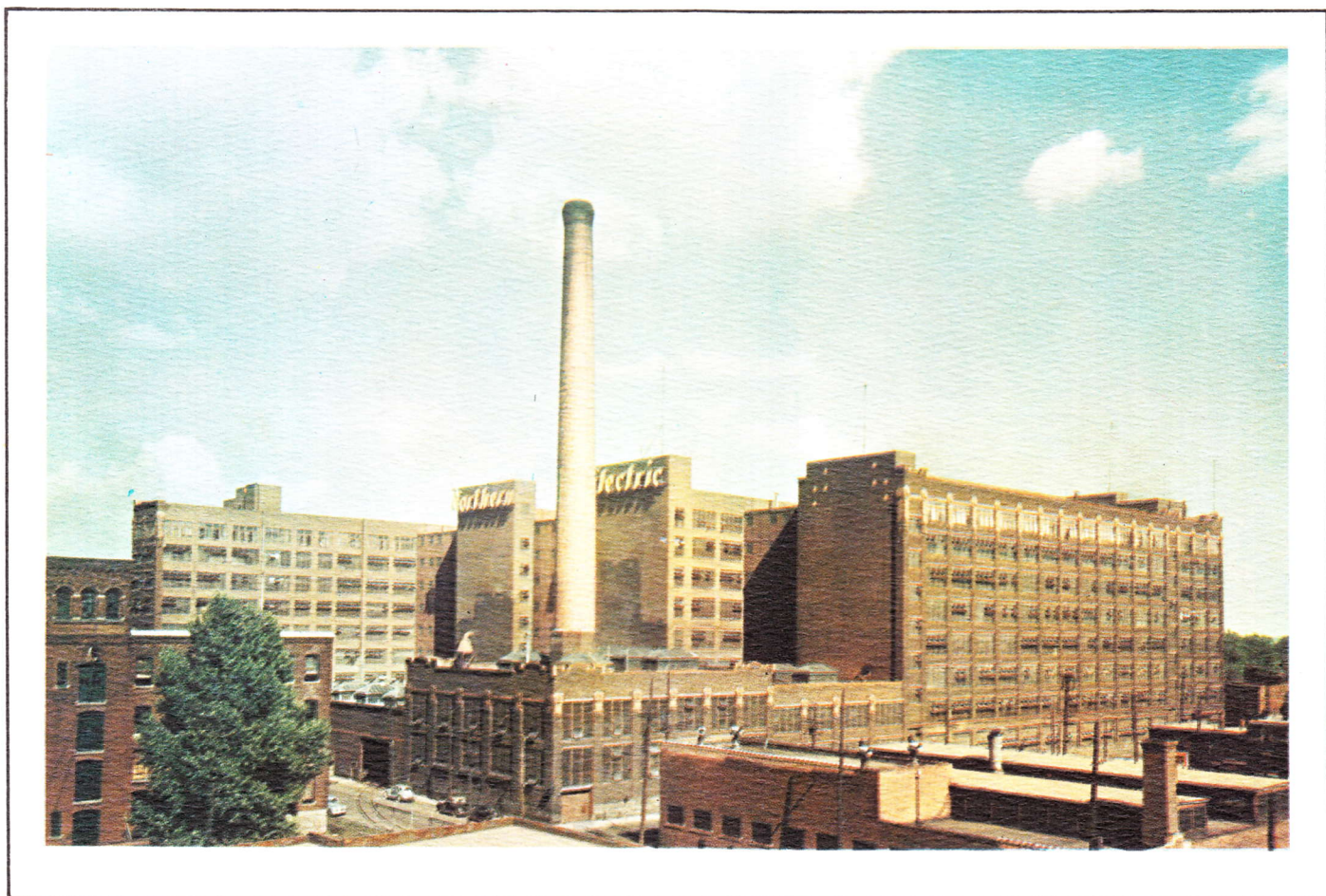
Wilfrid P. Dutil
Saguenay Area
Sales Manager
16 years service

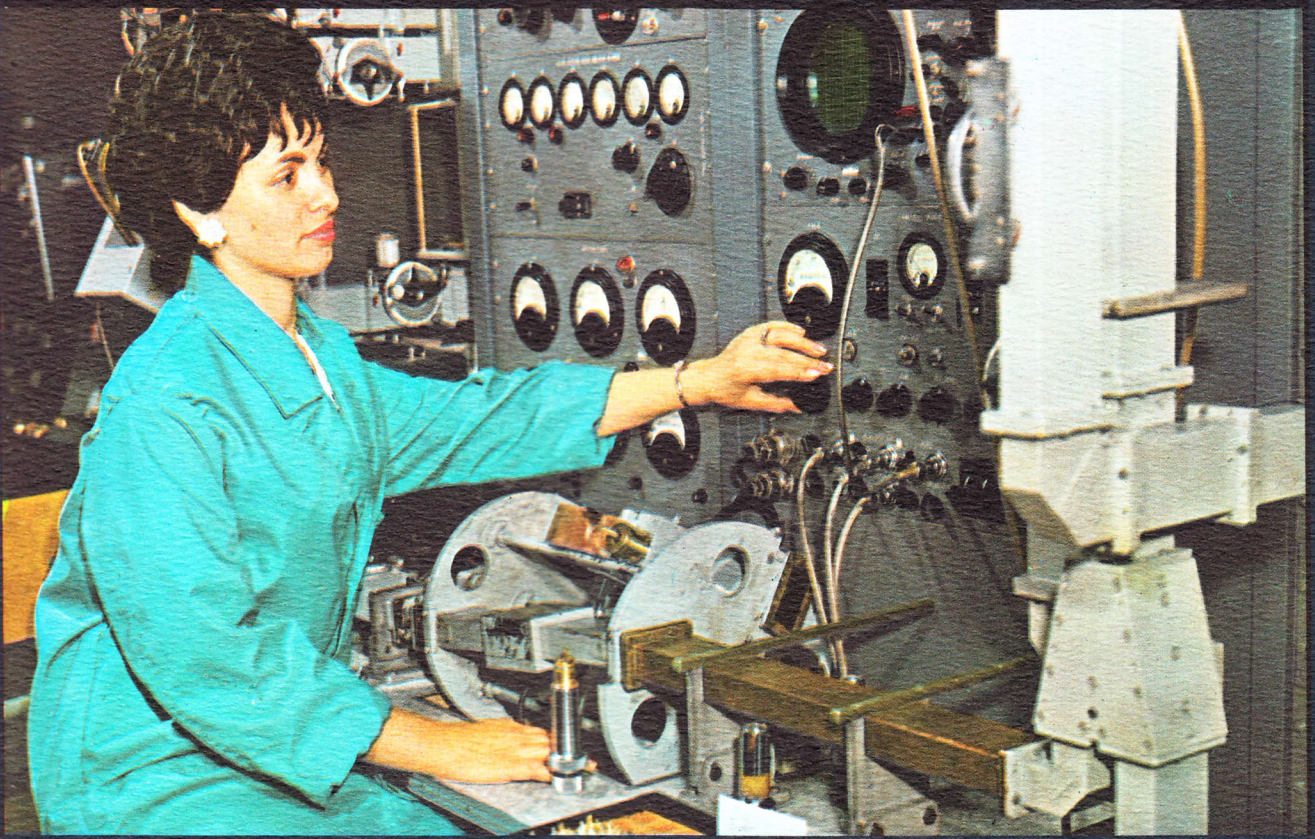
MONTREAL WORKS

The Montreal Works of the Northern Electric Company provides an outstanding example of facility capability and technical competence in the production of semiconductors, electron tubes, carrier and microwave systems, switchboards and central office equipment.

With a floor space of 1,000,000 square feet, including 60,000 square feet of air conditioned production areas, this works is equipped with modern machine shops, manufacturing and assembly departments, engineering laboratories and advanced testing facilities.

All this, combined with a staff of 6,500 employees and over half a century of experience, enables the Northern Electric Company to maintain a leading position in the field of telecommunications.

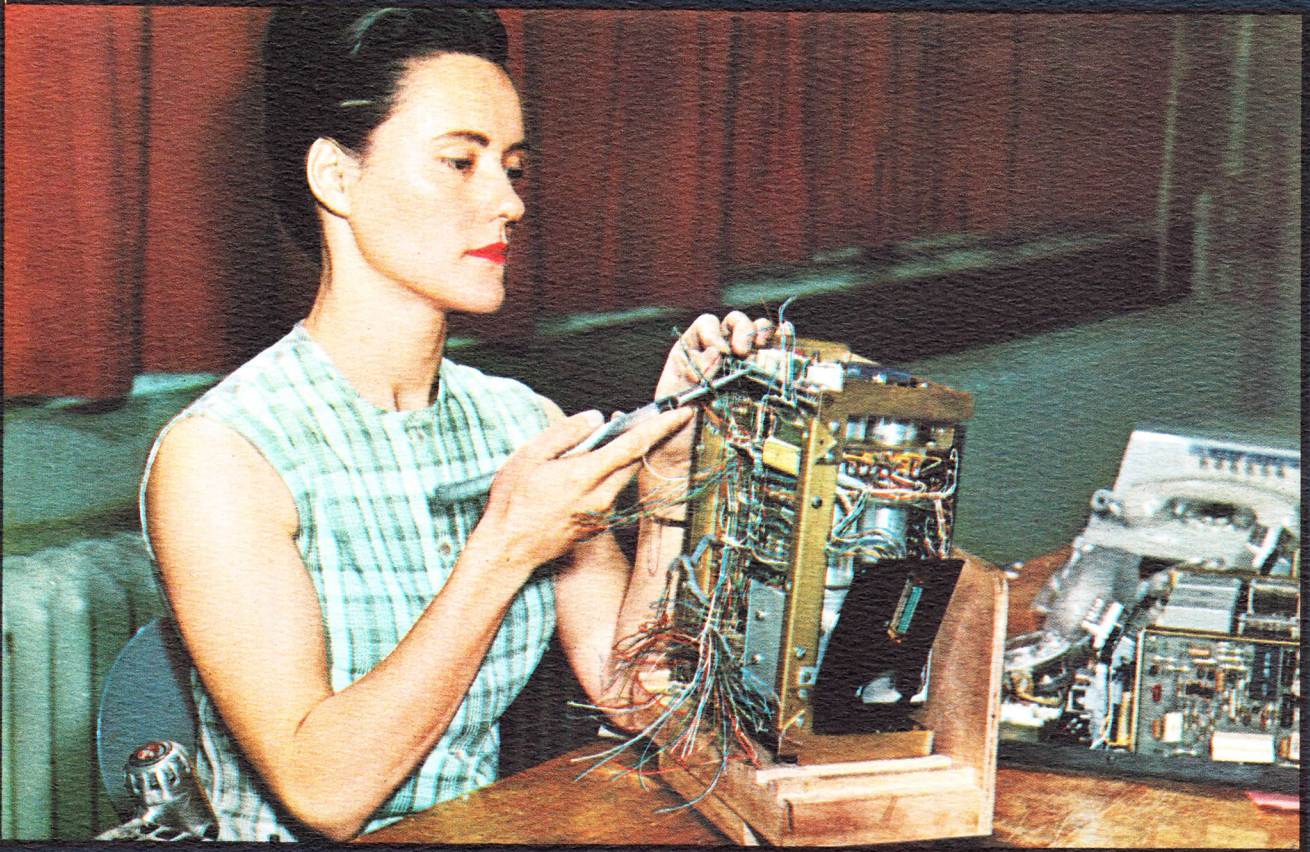




Marie Mallette tests vacuum tubes on a complex piece of equipment.



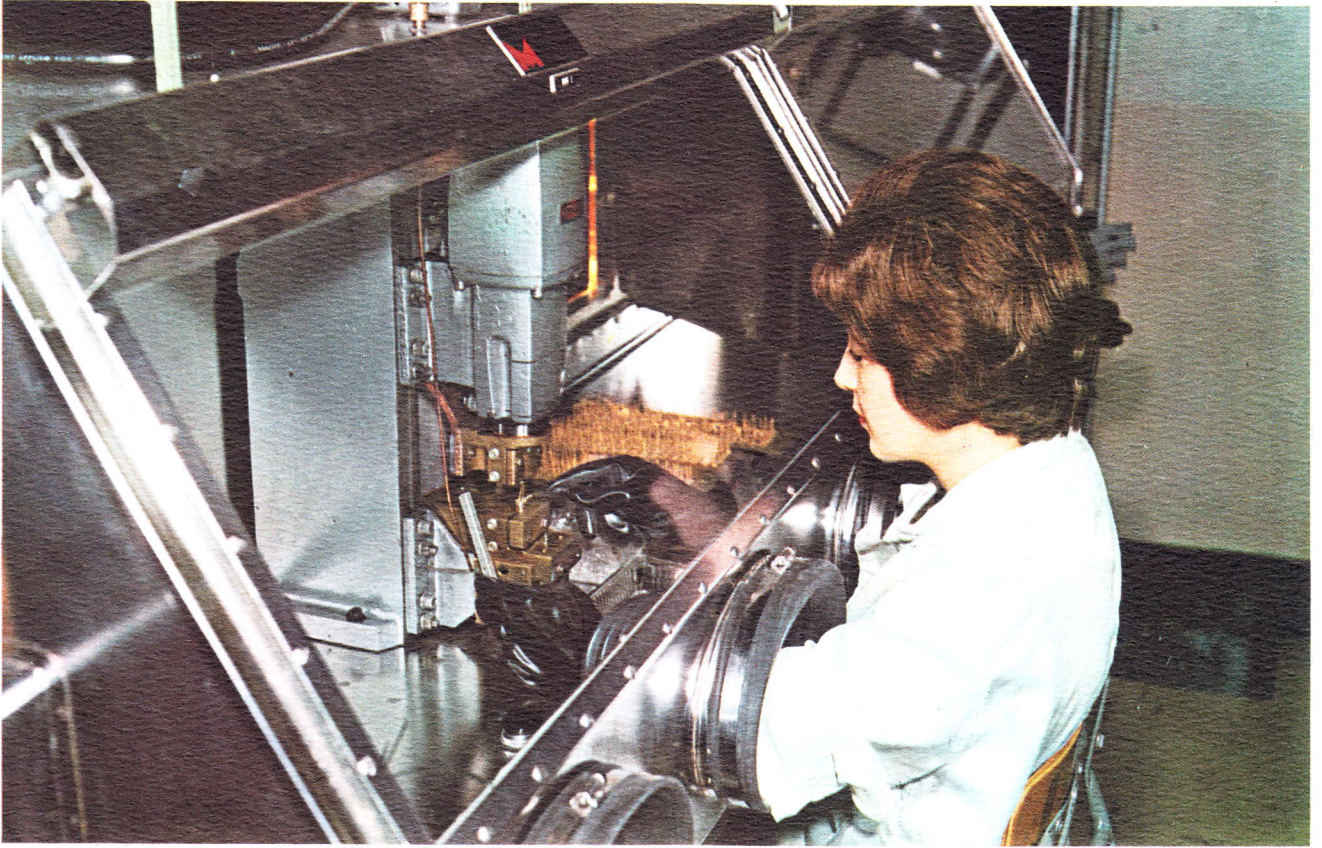
Equipment proves dependable on the job because of constant testing in the course of manufacture. Bill Porter concentrates on testing a Dataphone Set.



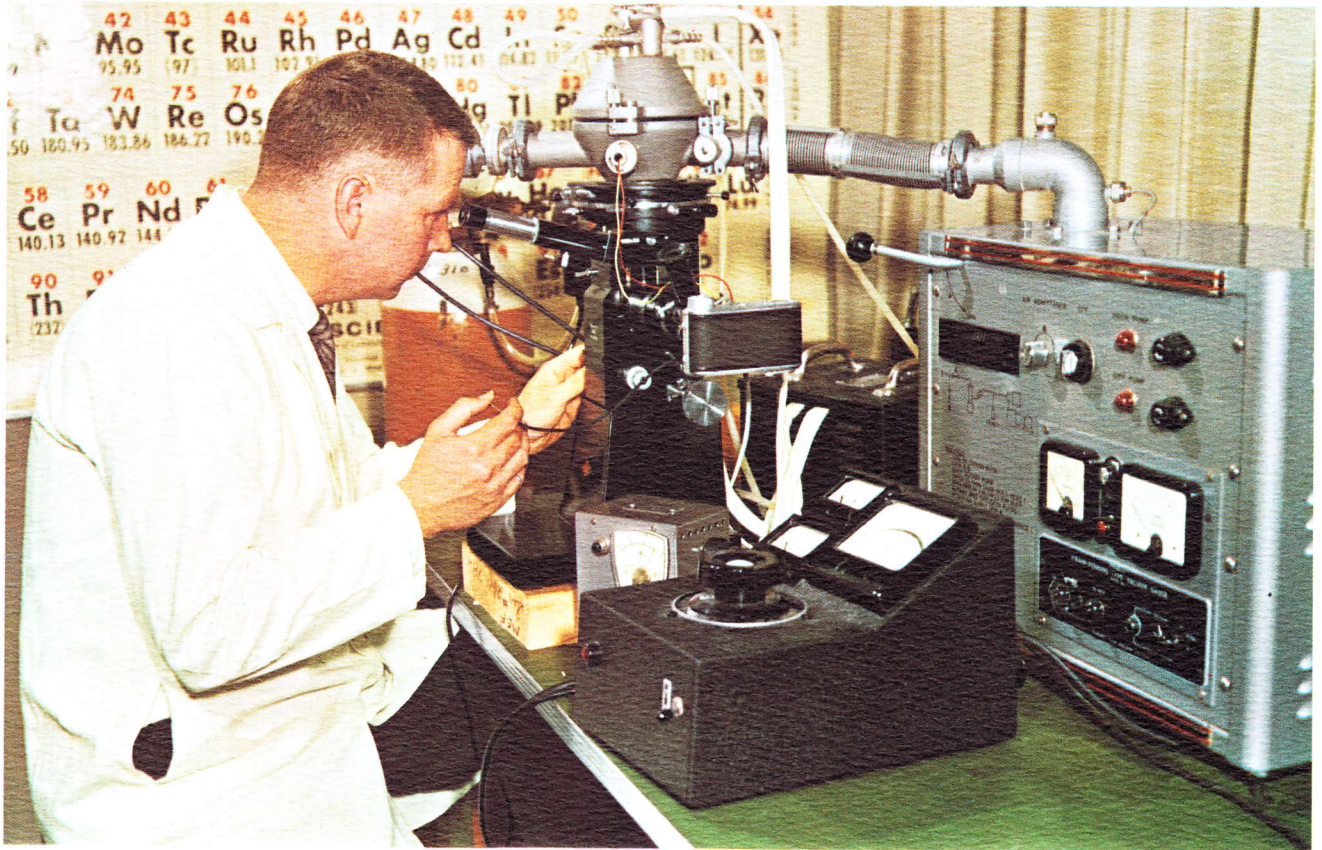
The growth of data transmission requires complex units to be accurately wired together. The nimble fingers of Claire O'Donnell produce the right result with a Data Set.



We are proud of our safety record and every possible precaution is taken to protect workers in any operation. Marcel Pinsonneault observes the rules and wears safety glasses at his work.



Diane Dumas, by means of a welding operation in a dry, nitrogen atmosphere, produces transistors that are highly dependable in performance.



Stan Entwistle examines gold and silicon components in transistors with a Vacutherm microscope. The temperature and atmosphere surrounding the sample can be varied.

CABLE DIVISION

LACHINE PLANT

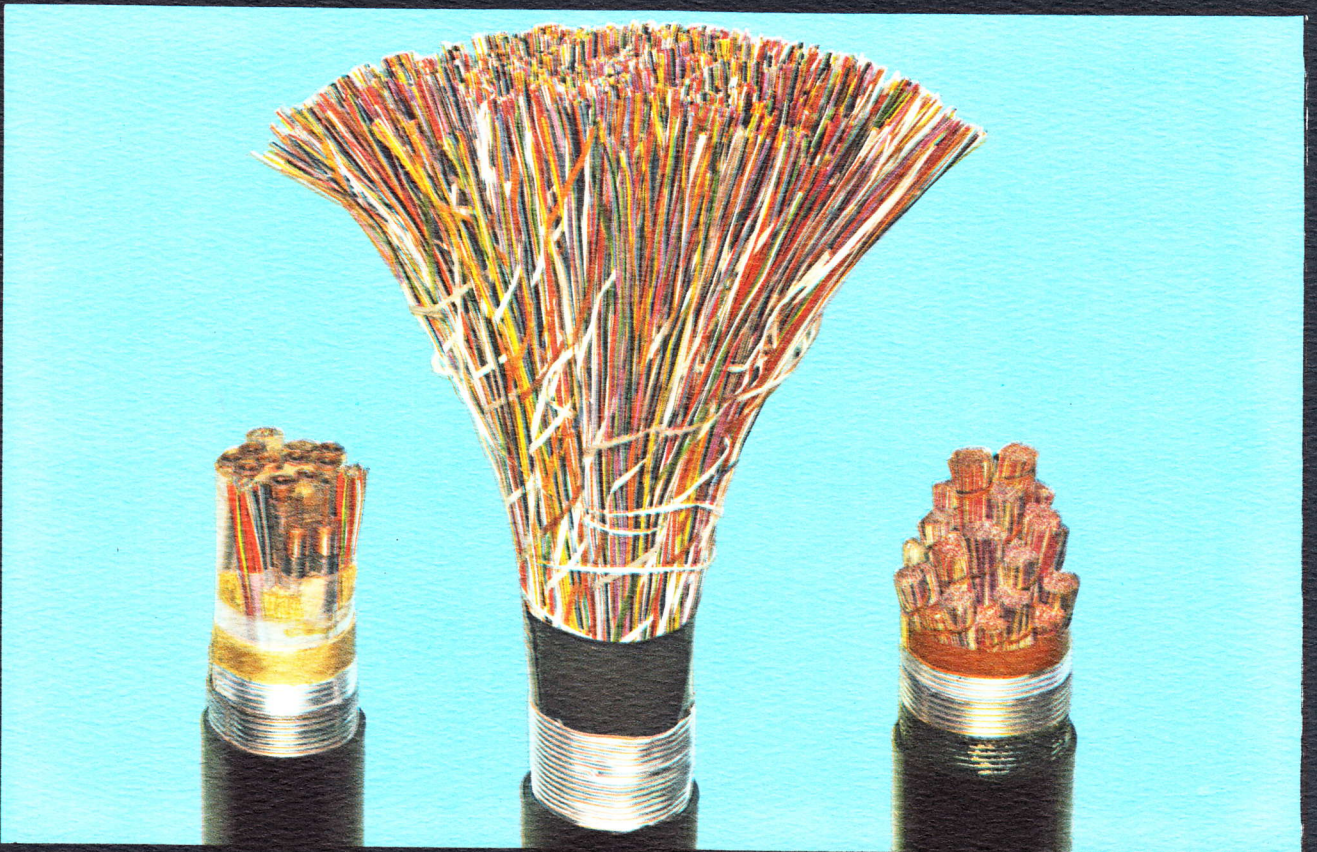
Plant, laboratory and offices of the Cable Division are located in Lachine, Quebec. Modern in every respect, they provide Canada and the export market with wires and cables for both power and communications. This plant, presently occupying close to one million square feet of floor space, is being augmented by a copper rod rolling mill which goes into production this year, increasing productive area by 28,400 square feet.

Operations in this plant reflect a progressive policy of quality control and product improvement backed up by more than 60 years of cable-making experience.

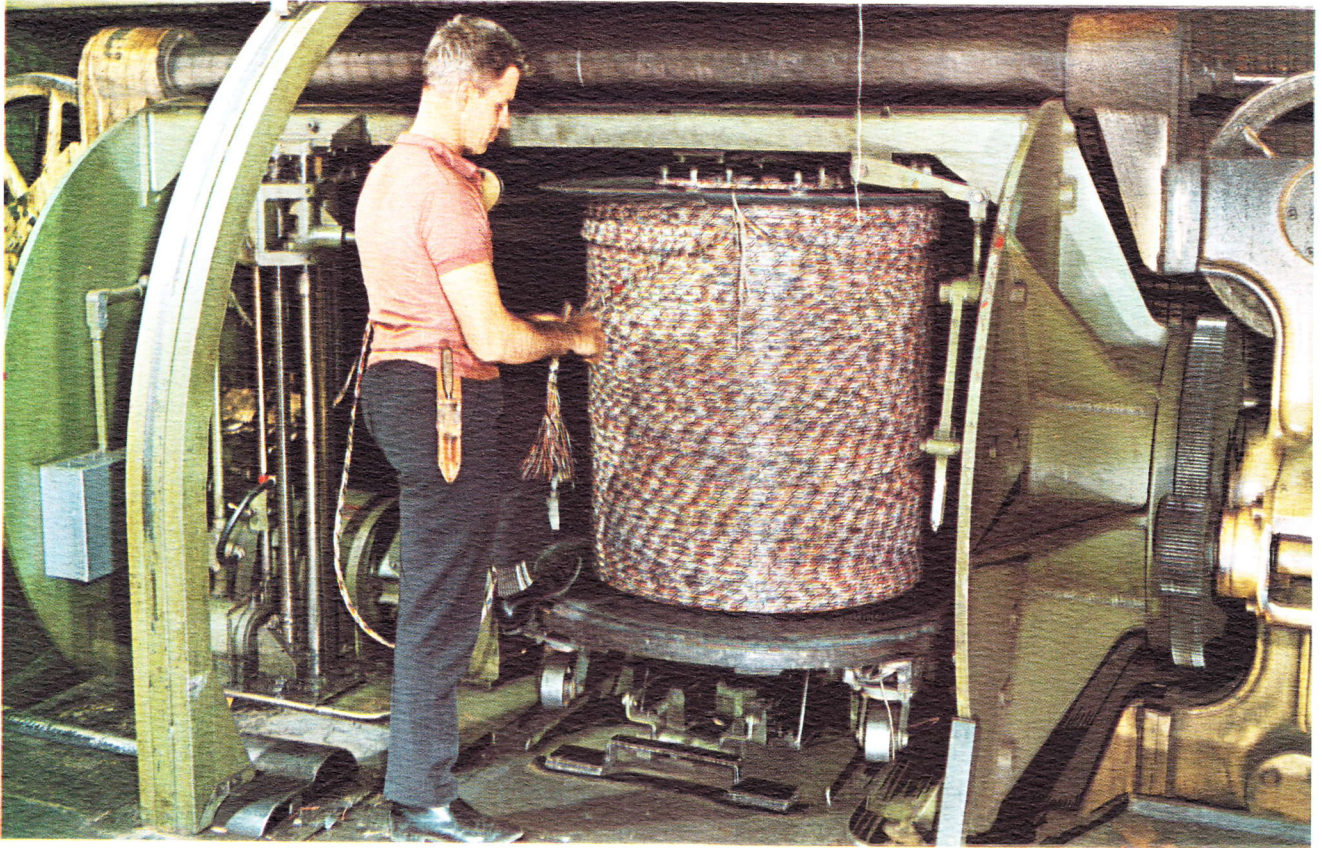




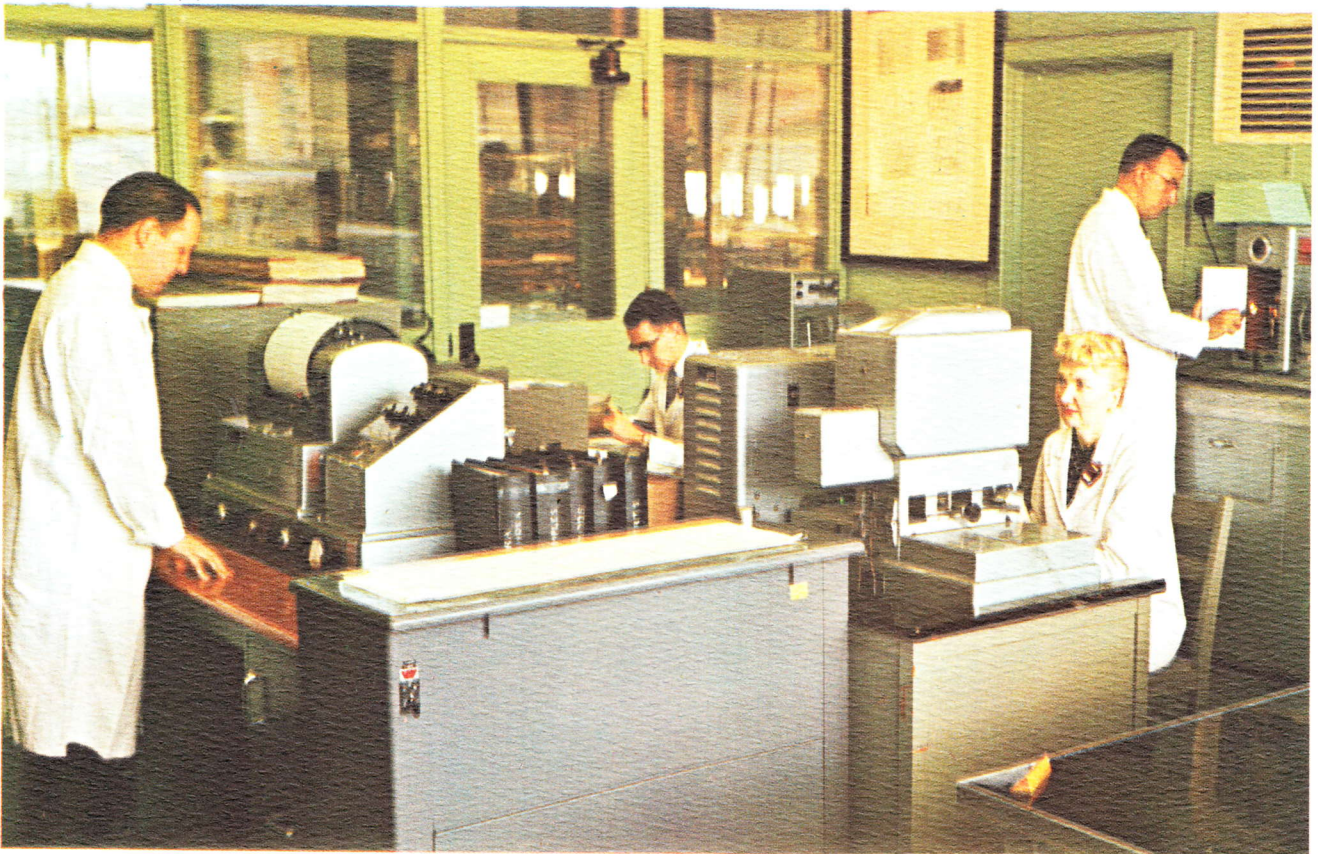
A well-stocked reel yard permits rapid delivery of many standard types of cable.



Modern cables used in the communications industry — a cable combining microwave and telephone channels, a plastic-insulated telephone cable and a paper-insulated telephone cable.



Jean-Paul Verroneau binding the ends of a plastic-insulated telephone cable before removing it from the strander for the next operation.



A corner of the laboratory — the most completely equipped in the Canadian wire and cable industry — showing Robert Burley, Graydon Woollerton, Bill Bennett and Emma Law carrying out analyses.

NORTHERN EMPLOYEE EDUCATION AND TRAINING

Northern employees are encouraged to continue and improve their education and this encouragement comes in three forms. At an advanced level, there are the Northern Electric Employee Post-Graduate Bursaries which provide two thirds of the employees' income to a maximum of \$5,000. Then there are the eight Employee Undergraduate Bursaries valued at \$500 each. Thirdly, there is the Company's Tuition Refund Plan which returns 75% of the employees' tuition fees for out-of-hours courses. Aided by this plan, hundreds of employees have the opportunity of taking courses in both languages, to improve their technical knowledge or even get a degree by evening studies.

At the same time the Company's Training Departments conduct courses of many kinds during working hours. These recognize the need for better communication, including improved language proficiency, better management, higher degrees of technological, administrative or craft skill.

EDUCATIONAL AID

Northern Electric provides student aid in several forms. Our Research Fellowships valued at \$1,500 are available to students proceeding towards Masters or Doctoral degrees, one tenable at Ecole Polytechnique, Montreal and another at Laval University, Quebec. To each of these universities the Company also makes available an undergraduate scholarship valued at \$500. Like the Research Fellowships, this is for study in certain engineering and scientific fields.

COMPANY GOALS

Integrity

To maintain the highest standards of integrity and reliability in dealings with customers, employees, governments and the general public.

To conduct business in compliance with applicable laws and in conformity with the highest ethical standards.

Employee Development

To maintain a business environment which will provide employees with the maximum opportunity for personal development and satisfaction.

Promotion

To promote employees according to merit.

Delegation

To delegate authority and decentralize responsibility to the greatest extent consistent with efficient operation of the company as a whole.

Communication

To assure employees the maximum opportunity for knowledge and understanding of company purpose, responsibilities, goals and activities.

Costs

To achieve cost levels which will permit profitable sales in foreign as well as in domestic markets.

Prices, Pay and Earnings

To charge customers the lowest possible prices, and pay employees as well as possible, consistent with maintaining the company in a financially healthy condition.

Progress and Growth

To keep methods and equipment up to date; to improve services and promote company health and growth by innovation.

This booklet was designed and printed
in Montreal by Pierre DesMarais



Northern Electric
COMPANY LIMITED