

**Region:
Quebec - Grand-Mère**

Delastek



Delastek – Grand-Mère Quebec

"With IRAP's help, we proved that we could develop advanced systems for the aviation world and deliver top quality products, even if we are a small business from Grand-Mère."

"IRAP's support also had a significant impact on how we do business. You know, it's not easy to stand up against the technical arguments of the IRAP specialists. We learned to be more rigorous in our R&D work." he said.

Claude Lessard, President, Delastek

From dream to reality—thanks to IRAP

The Industrial Research Assistance Program (IRAP) of the National Research Council has a significant impact on every business—whatever its size—that calls on its resources. IRAP literally transformed Delastek, an aviation equipment manufacturer in Grand-Mère, Quebec, and helped it to take a leading role in a coveted and growing market.

In the 1980s, Delastek made modular electrical systems for the marine industry. Then, in the early 1990s, the marine industry slumped. The Delastek team decreased from 40 to six people in a few weeks. The company had no choice: it had to diversify its activities if it wanted to remain in business.

Delastek's president Claude Lessard is a young engineer who, thanks to IRAP, began with the company as an intern in 1986. In 1992, he appealed to IRAP for help to achieve his dream of conquering the aviation market. To do this, he wanted to highlight the EET-4000 electronic engine tester, a revolutionary product that conducts a complete evaluation of Pratt & Whitney PW-100 engines in minutes.





IRAP's mandate is to stimulate wealth-creation for Canada through technological innovation. Our mission is to stimulate innovation in Canadian small and medium-sized enterprises (SMEs).

For information on IRAP, or to reach an Industrial Technology Advisor (ITA), please contact the IRAP regional office nearest to you. In Quebec call (450) 641-5300.

Web site: <http://www.nrc.ca/irap>

René Ducharme, Industrial Technology Advisor for IRAP in Trois-Rivières, was familiar with the reputation for excellence Delastek had acquired in the marine industry. Confident that the company would succeed in this aggressive transition, he recommended IRAP's support to enable R&D work to begin.

"We put everything behind this project," said Claude Lessard. "It took two years of hard work and total investments of \$750,000 to develop the EET-4000. Fortunately, we had the support of IRAP because, as a small business, we did not have the credibility we needed to raise the funds to complete the project. With IRAP's financial, technical and logistical support, things went as we had hoped."

Since Delastek began collaborating with IRAP, its workforce has increased from six to 50 people, including a number of aerospace engineers and technicians. The company also has its own research centre that employs 14 people. And the president's dream came true: thanks to challenging and prestigious clients such as Bell-Textron, Canadair, Pratt & Whitney and De Havilland, more than 65 per cent of the company's revenue now comes from the aerospace sector.

All to the credit of Claude Lessard, his team, and IRAP.

