



Growing Sector Growing Profits

Locate Expand Research Partner Invest in Manitoba's ICT Sector

Electronics in Manitoba - Building IT Better, Stronger, Faster

In 2003, Manitoba electronics manufacturers sold more than \$187 million in goods throughout the world. In fact, over the past five years, Manitoba export activity in electrical equipment, appliance and component manufacturing rose 3.6 per cent, 1.4 per cent higher than the provincial average.

Electronics manufacturers in Manitoba offer front and back end services to clients worldwide in areas such as design, prototyping, printed circuit assembly, testing, full system assembly, product assurance, failure analysis, packaging, distribution and repair. The sector has a wide range of specialties including:

- avionics
- medical instrumentation
- electronic design and assembly
- contract manufacturing
- powers systems simulation
- telecommunications

- We have the lowest published electricity rates in North America and one of the most reliable power delivery systems on the continent.

Electronic Assembly Costs

KPMG Competitive Alternatives Study 2004

City	Overall Rank	Overall Index
Calgary	4	92.8
Edmonton	1	91.0
Halifax	2	91.2
Montreal	5	94.0
Ottawa	6	94.6
Toronto	8	94.9
Vancouver	7	94.7
Winnipeg	3	92.7
Minneapolis (US)	9	103.1
Riverside (US)	10	104.2

**KPMG's Competitive Alternatives – The CEO's Guide to International Business Costs G7, 2004 edition*

Manitoba ICT Salaries

Position	Typical Starting Wage	Typical Average Wage
Computer Engineer	\$ 31,000	\$ 54,800
Computer Systems Analysts	\$ 32,000	\$ 59,000
Software Developer / Engineer	\$25,000	\$ 51,400
Computer Programmer	\$ 22, 500	\$ 48,000
Network Administrators / Web Technicians	\$ 28,000	\$ 47,000

Manitoba Advanced Education & Training 2005 - \$Cdn

Lower Costs. Higher Profits.

- KPMG ranks Winnipeg third among 121 industrialized cities for business costs associated with electronics assembly.*
- With salaries at only 70 per cent of the national average in computer and electronic manufacturing, Manitoba supplies top notch people at significant savings.
- You'll pay less for statutory and other benefits. At 29 per cent of salary and wages, Canada compares well with the 32 per cent paid in the US, due in large part to lower medical premiums.
- Canada's income tax incentives for research and development are among the most generous in the world and Manitoba companies reap even greater rewards. In 2005, the combined federal and provincial tax credits for a non-manufacturing firm in Manitoba reduced a \$100 R&D investment to an after-tax cost of just over \$40.
- Our quality industrial and office space is abundant and among the lowest cost in the country.

Our People – Young, Energetic and Loyal

- The electronics sector in Manitoba employs more than 3,100 highly skilled workers, nearly one quarter of all ICT employees in the province
- Our degree and diploma programs in the ICT field are some of the best on the continent.
- Our ICT workforce is energetic, with over 65 per cent of them between the ages of 25 and 44.
- Manitobans are well educated, with more than 81 per cent of ICT workers having post-secondary education. Our eight post-secondary institutions are educating more than 70,000 students annually.
- Manitoba's workforce is loyal, showing the second highest job tenure in Canada at 108 months.
- Manitoba is one of the country's most multi-cultural provinces, with more than 100 different languages spoken.

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★ WINNIPEG, MANITOBA, CANADA

Move IT Fast – From the Heart of North America

Manitoba is the ideal location for electronics manufacturers. It's at the heart of North America and a key link in the mid-continent trade corridor, connecting manufacturers to a North American market of 100 million people. As the northern hub of the trade corridor, Manitoba is the headquarters to five of Canada's largest inter-provincial trucking companies and provides :

- a central distribution hub with cost effective transportation links and inter-modal facilities that provide shipping by air, road, rail and sea
- virtually tariff free access to North America under NAFTA with nearly \$8 billion in annual two-way trade
- central links to three continental railways – CN, CP, Burlington Northern
- expert worldwide freight forwarding services

Home to Innovators

Manitoba's ICT manufacturers are known globally for quality and innovation. In addition to international players such as Amphenol, Manitoba boasts many homegrown successes:

- MicroPilot is the leading manufacturer of miniature autopilots for unmanned and micro aerial vehicles. Its products include the world's smallest functional autopilot, weighing only 28 grams (approximately one ounce).
- Vansco Electronics is a global player in designing and producing electronic modules, instrumentation and wire harnesses for buses, trucks and heavy equipment.
- IDers Incorporated, an innovator in electronic design and manufacturing, has produced more than 100,000 electronic assemblies that have been deployed in more than 80 countries.

- RTDS Technologies Inc. is a well known provider of real time power systems simulation technology. The company has installations in hundreds of locations in 19 countries.
- IMRIS is the leader in manufacturing the first mobile intra-operative magnetic resonance imaging system (MRI). It is the world's only system that can travel to multiple locations for point-of-use examinations.

Financial Support for Electronics Manufacturers

Manitoba electronics manufacturing ventures have access to numerous financial support programs including:

- Manitoba Feasibility Study/Business Plan Program
- Manitoba Technology Commercialization Program
- Scientific Research and Experimental Development Tax Credit Program
- Manitoba Research and Development Tax Credit
- Manitoba Trade Assistance Program
- Manitoba Industrial Opportunities Program
- Industrial Research Assistance Program

Invest In Manitoba's Electronics Industry.

We have all the advantages that can help you improve your bottom line. Visit us at www.gov.mb.ca/est/knowledge or call **204-945-6657** to learn more.

Local and national industry and professional associations support Manitoba's electronics manufacturers

- The Information & Communications Technology Association of Manitoba
- The Canadian Manufacturers and Exporters Association
- Information Technology Association of Canada
- Canadian Information Processing Society