

Support Systems



Unistrut Canada

transforms metal channels into supports of every sort

UNISTRUT

Barry Catterall evokes the image of a toy when describing **Unistrut Canada's products**: "They used to call it a giant Meccano set," says the company's general manager.

It will be a telling description for anyone who ever used the toy's metal strips to create a shape. After all, **Unistrut's** carefully formed metal channels can be bolted together to form just about everything from racks to railings, supports and stairs. No welding is required.

The Ajax operation was opened in 1967, when Lloyd Nelson began to roll steel under a contract with GTE Sylvania. And while the company's products are now manufactured in the U.S., 17 local employees remain focused on the engineering that puts the channels to use.

In the market for metal channels, the business owned by Tyco is so successful that "**Unistrut**" is often used as a generic term, Catterall adds. "Out of this location, we distribute across Canada."



The most popular use of all comes in the form of metal channels to support the cables that snake through a building. Ontario casinos such as OLG Slots at Ajax Downs, for example, need a special version with three sections, dividing the wires that provide power to gaming machines from those that feed the low voltage video captured by security cameras. Meanwhile, the channels created for the Canadian War Museum in Ottawa were engineered to offer precise fits against 250 curving walls. Then there are the channels that support the high-tech industrial appearance of Apple Stores.

"We now use our products for many things other than electrical channel", he says.

The products also play a role in medical care, supporting the weight of sensitive medical equipment, or even preventing injuries by taking the shape of fall arrest systems. And in the world of renewable energy, **Unistrut** creates the racks that support solar panels, such as those on the roof of the Town's new operations centre. "We've been manufacturing solar racks for probably 30 years," he notes, referring to the company's leadership in the sector.

There are plenty of ways that **Unistrut** employees will be able to channel their energy in this community for years to come. Almost all of the long-time employees live in Ajax. This is their home in every possible way.

"Service and the quality of staff," Catterall adds, "is what makes us successful."

The Business Development & Marketing Team

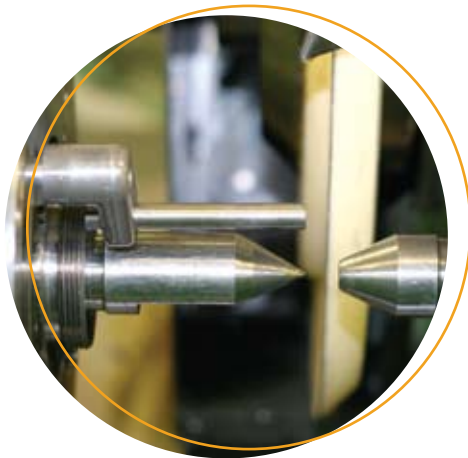
is dedicated to assisting in business and employment opportunities within Ajax and the Region of Durham. From one employee to over 600 employees, each business in Ajax can be connected to customers and resources to enable growth.



Innovation involves the Town's services focusing on connecting entrepreneurs, new technologies and processes with commercialization and funding resources. We connect businesses with regional assets such as: University of Ontario's Institute of Technology (UOIT), Durham College's Commercialization team, and Ontario Centres of Excellence (OCE) Greater Peterborough-Durham (GPD) Resource Alliance.

Determination includes bringing requested information to entrepreneurs that enable long-term sustainability – in good economic times and bad. Recent information sessions included: Business opportunities with the Green Energy Act through the 'Solar FIT Workshop for Businesses'; export service support through the Ministry of Economic Development & Trade (MEDT), sales and marketing events through the Ajax Business Network (ABN), and best practices on positioning Requests for Proposals through the Durham Region 'Preparing Your Best Bid' workshops.

Collaboration involves the efforts to connect businesses with municipal resources to assist with business growth. From early stage planning through building permits and marketing, the Town of Ajax is proactive and solutions-orientated in helping businesses expand.



Ask about the Town of Ajax
PriorityPATH™

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