

Pacific Safety Products bring everyday heroes, like police, paramedics and military home safe

Pacific Safety Products netted over \$20 million in sales in the first half of 2008 manufacturing personal safety products that include ballistic, stab, and fragment protection vests

Fast facts

Corporate profile

Pacific Safety Products Inc. (PSP) was founded in 1984 and designs, manufactures, distributes and sells high performance protection products that include ballistic, stab and fragment protection vests; land mine disposal suits; tactical clothing; emergency medical kits and rescue equipment, and protective blankets used in high voltage or explosion prone environments. With corporate presence in Kanata, Ontario, PSP manufactures all of its products 45 minutes west of the National Capital Region in the heart of the Ottawa Valley in Arnprior, Ontario.

Why Ottawa

The four-lane Highway 417 runs directly from Ottawa to Arnprior – with access to the 401, the highway that connects Montreal, Quebec to southern Ontario – making it easy for PSP to distribute all over North America.

Business advantage

To ensure maximum safety and protection, PSP conducts rigorous testing on all products to protect workers from a wide variety of threats that range from ballistics and stabbing to explosion and high voltage arcs. As a result of this attention to detail, PSP products are innovative, of high quality, and provide superior protection to frontline personnel who operate in dangerous environments.

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Canada's Innovation Capital

The company's first product line consisted of medical kits and bags used by paramedics, first responders and rescue specialists in the treatment of medical emergencies. These products remain an important core business for PSP.

Leveraging its safety kit success, in 1991 PSP began to offer personal armor designed to protect paramedics from the threat of being shot or stabbed. Over the years the PSP line of armor products has expanded to include a broad range of protection solutions used by frontline professionals in law enforcement, defence, and government. Today, PSP is the largest manufacturer and supplier of body armor in Canada.

Why Ottawa

Arnprior, also known colloquially as "The Prior", is the gateway to the Ottawa Valley. Located only 60 kilometres from downtown Ottawa, the town offers small community living with quick access

more...

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to metropolitan conveniences. In addition, the average home can be purchased for less than \$250,000, with many waterfront, heritage and acreage residences available.

Situated along two bodies of water – The Madawaska River and The Ottawa River – residents can enjoy water activities year-round, including ice fishing, boating and canoeing. Robert Simpson Park, located in the middle of the town near schools and the hospital, boasts the largest public beach in the area and is a popular location for weddings, company picnics and music performances.

The four-lane Highway 417 runs directly from Ottawa to Arnprior – with access to the 401, the road that connects Montreal, Quebec to southern Ontario – making it easy for PSP to distribute all over North America. PSP can also ship products via railroads. The Canada Central Railway first reached Arnprior in 1864 and still runs through the town today.



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Because PSP has an in house test facility it has the ability to move quickly in developing new products or customizing existing products for unique customer requirements. In addition, with its long history, the PSP product development team has a clear understanding of the safety and ergonomic requirements, and protection standards that are integral to the armor industry.

PSP supplies its standard armor and paramedic products to many military units of the Canadian Forces (CF) and departments of the federal government. In addition to supplying products to the CF, PSP also outfits the Department of National Defence (DND) with protection gear.

Future growth plans

PSP is currently working with APS Distributors Inc., located in Bedford, Nova Scotia., and is searching for additional channel support to expand its global reach and reinforce its position in the Canadian Law Enforcement market.

“We continue to make significant strides in our growth strategy. Our investments in our U.S. operations and APS Distributors Ltd. in Canada are continuing to gain traction and now account for almost 50% of sales,” said Mr. David Scott, PSP CEO. “We anticipate being able to build on these successes in fiscal 2009.”

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