

## This Month's Features

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**How to make a small fortune**

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**DSEi**

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***YES it is another month gone by already!***

***Hope you are enjoying what is turning out to be a very hot and sunny summer!***

***To all our customers, suppliers and friends***

***Enjoy!***

## Ships and More Ships!

The Government of Canada has announced that it's launching a competitive process to include a third Canadian shipyard under the National Shipbuilding Strategy (NSS) to join Irving Shipbuilding Inc. and Seaspan's Vancouver Shipyards.

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Shipyards that are interested in submitting a proposal have 15 days to respond to the Invitation to Qualify.

Those shortlisted will move on to the next steps in the process of submitting a formal proposal, evaluated by a third party to assess the respective shipyards, and have a financial due diligence process completed to see if they have the financial capacity to perform the work.

The government will then begin negotiations with the successful shipyard for a potential umbrella agreement, one that will "closely mirror the existing agreements with Irving Shipbuilding Inc. and Seaspan Shipyards and will identify the shipyard as a third strategic source of supply under the National Shipbuilding Strategy."

The selected shipyard will build the next fleet of six new icebreakers for the Canadian Coast Guard.

Icebreakers are essential to Canada's economy in supporting year-round marine trade and providing the means to make Canadian ferries operate during the winter.

The program icebreakers are also used to service Canada's Arctic communities and industries.

I have found some spare cash in my piggy bank and as a result I am looking to bet the whole lot on the "independently selected shipyard" being based in Quebec...



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## Go Away Little Boy!

*THIS is what really happened.*

Some years back

A very large defence contractor was willing to allow Cleeve to bid on a need it had for electrical harness assemblies for its military vehicle program.

This HUGE company said they were really keen to work with small Canadian companies to secure as much Canadian content as possible (this is not unusual when the Canadian tax payers are footing the bill).

Cleeve tried very hard to work with this HUGE company on this project, it would help to secure jobs for a lot of folk at Cleeve plus help us to grow and hopefully win other business allowing us to hire even more people who would all be paying taxes.

This huge defence contractor had a number of other Canadian shops they were looking at, as well as some from outside Canada, all that undoubtedly were also qualified to do the same work.

And surprise, surprise, they paid a premium to place the business outside Canada.

And they still do not do business with Cleeve!



*Watch out next month for some more of the "go away little boy" tales!*

## Meanwhile

Prime Minister Justin Trudeau is facing pressure from civil society groups to update Canadians before the October election on his government's review of a multi billion-dollar arms deal with Saudi Arabia.

The Liberals launched a review of the \$15-billion contract to ship light armored vehicles to the Middle Eastern Kingdom last fall after the killing of journalist Jamal Khashoggi inside the Saudi consulate in Turkey.

"No update with respect to the progress of the review has been offered, bringing the sincerity of the effort into question," said a letter, signed by organizations including Amnesty International Canada, Oxfam Canada and Save the Children Canada.

"Canadians are entitled to know the outcome of the government review, and a clear answer with respect to your government's position on the export of LAV's from Canada to Saudi Arabia."

A British court ruled in June that it was unlawful for the U.K's government to export arms to Saudi Arabia. The British government intends to appeal the ruling, but new sales have been suspended in the interim.

## CSC and Type 26

*Below is a Cleeve edited article recently published by Frontline Defence (a great Canadian publication) On the History of Type 26 Global Combat Ship Procurement.*

The origin of the Type 26 ship design began in 1998 with the UK's Future Surface Combatant program.

In March 2010, BAE Systems won the four-year contract which then become known as the Global Combat Ship (GCS) program.

The GCS project had been created by the UK Ministry of Defence (MoD) with two main goals -to create a ship platform for export potential that would also replace the Royal Navy's thirteen Type 23 frigates.

The GCS was envisioned as a multi-mission warship for general purpose operations, anti-submarine warfare, and air defence. This new ship for Britain's Royal Navy became known as the Type 26 frigate or City-class frigate, with the first of the class being named HMS (Her Majesty's Ship) *Glasgow*.

Type 26 Global Combat Ship. (Source BAE Systems)

Canada, meanwhile, was looking to replace the Royal Canadian Navy's (RCN) decommissioned Iroquois-class destroyers and ageing Halifax-class frigates with 15 new ships beginning in the early 2020s.

The project is part of the National Shipbuilding Strategy, (NSS) announced in June 2010.

A long-term government plan to provide both the RCN and the Canadian Coast Guard (CCG) with new and advanced maritime platforms, the NSS has two clear objectives: to "renew Canada's federal fleet of combat and non-combat vessels" while reinvigorating the shipbuilding industry to "create jobs, generate economic growth for Canada, and help build a sustainable Canadian marine sector."

To begin this multi-faceted plan of creating jobs, the government pre-selected two Canadian shipyards to handle construction of the new ships, and separated its intended contracts into two categories. At the time, there were only two financially viable shipyards with capacity to build the size of vessels required. The government chose them both. Seaspan Shipyards, on the West Coast, would build the non-combatants, and Irving Shipbuilding on the East Coast, would build the combatant vessels.

The 15 Canadian Surface Combatants (CSC) comprise the largest single procurement contract in Canadian history.

Almost immediately there was controversy over the Canadian procurement process. On 31 January 2011, during debate in the British House of Commons, it was noted that Canada was very interested in working with the UK on the Global Combat Ship project. This attention, combined with union pressure about potential jobs losses, and an election on the horizon, saw the Harper Government lose interest in the Type 26, stating "Canada will not be pursuing collaboration with the United Kingdom on our new surface combatant fleet."

Nonetheless, while the 2016 CANSEC tradeshow was going on in Ottawa, it was reported that Canada was still looking at the Global Combat Ship platform. The result was a last minute submission by a Lockheed Martin-led consortium putting forward the BAE Systems' Type 26 GCS design. A critical part of the proposal was the use of the Canadian-developed Combat Management System (CMS 330) - an advanced version of the systems integration framework that had been created by Lockheed for the RCN's Halifax Class frigates.

On 19 October 2018, the Lockheed Martin-BAE Systems consortium bid was selected as the "preferred design" and the procurement moved into the negotiation phase for confirmation that the winning bidder could deliver the Type 26 Frigates as per the original proposal.



Despite political and legal wrangling, resulting from those that were not awarded a contract crying "foul"

On 8 February 2019, the Canadian Government signed the \$60 billion contract with the Lockheed Martin consortium.

Immediately, the project's prime contractor, Irving Shipbuilding, awarded a sub-contract to Lockheed Martin Canada to finalize the 'Canadianization' of the ship design, thus allowing Canada's largest ever military procurement project to go ahead.



## How to Make a Small Fortune (Start With a Large One)

### ***Bombardier reports second quarter, revised 2019 guidance.***

Bombardier posted a net loss of \$36 million in the second quarter of 2019, and then says (wait for it):

*"We are very happy with our continued momentum in aerospace, where our transformation is progressing ahead of plan."*

Bombardier reported its second quarter 2019 results, ended June 30, and provided an updated guidance for its current fiscal year, which reflects the consolidation of its aerospace assets into a single reporting segment, Bombardier Aviation.

The new guidance also reflects additional investments and costs needed to transform Bombardier's Transportation (rail) business unit by the end of 2020.

Bombardier's new earnings forecast for the full year is in the range of \$1.2 billion to \$1.3 billion, reduced from its previous expectations of \$1.5 billion to \$1.65 billion.

Bombardier stock is at a Buck 85 today (down 50% in the past five years).



## Qualifications to be a World Leader

The Prime Minister of Canada is Justin Trudeau and he has been serving as the 23rd prime minister of Canada since 2015 and has also been the leader of the Liberal Party since 2013.

He is 47 years old, married and has two kids

He is 47 years old, married and has two kids.  
He has also held jobs including camp counselor, nightclub bouncer, and snowboard instructor.  
Not to mention he is also the son of a former Canadian Prime Minister.

The President of the United States is Donald Trump and he is the 45th and current President.  
He is 73 years old, Married (for the third time) and has five children.  
Before entering politics, he was a businessman and television personality.  
Donald Trump owns 17 golf courses and has played 217 times since becoming President.  
(so roughly a game every 4 days)

The Prime Minister of the UK (Britain) is Alexander Boris de Pfeffel Johnson, best known as BORIS.  
He is 55 years old, not married (but lives with his partner) has been married twice before and has four children.

He was born in New York City (British parents) and went to school in the UK after which  
he began his career in journalism. (so a little bit like me LOL)  
Colourful and often taken as a "buffoon" or "jester." He has been in politics for much of his life and has  
been the Mayor of London as well as held a number of senior positions in government.  
He is now seen as Mr. BREXIT as he has the challenge of sorting out the exit deal  
for the UK to leave the European Union.

Recently while in the UK and wearing my Bowler hat with "MBGA" on it someone came up to me  
and asked if it stood for **Make Boris Go Away**.

And of course I had to confirm it stands for **Make Britain Great Again**

[www.mbga.co.uk](http://www.mbga.co.uk)



## DSEi/DEFSEC

DSEi is the world's largest fully integrated defence and security exhibition  
that brings together the entire industry to source the latest equipment and systems,  
develop international relationships, and generate new business opportunities.

Canadian federal departments and agencies will participate to support  
Canadian companies pursuing global business opportunities.  
The Canadian Association of Defence and Security Industries will be coordinating  
Canada's participation at the event including the Canada Pavilion.

If your travels will see you in London, England this September 10-13,  
and if by chance you are heading to the DSEi show,  
why not let us know?

We would love to get together for a chat!





**Meanwhile:**

The Canadian government's **Future Fighter Capability Project (FFCP)**, which is part of Canada's defence policy, seeks to acquire 88 advanced fighter jets for the Canadian Armed Forces.

That's right.

Canada still needs to buy some new fighter aircraft and are many years behind schedule. Even with the issue being the topic of many political debates, and even election campaigns, it seems we are going to have another look-see as far as what is on the market. And you know what, maybe one day we will buy some!



## Multiple Choice

Following are some photos that were taken as a result of one of the following events taking place. Do you know which one?

- Cleeve is paying for the beer
- So sorry but I had a vindaloo last night
- Air Canada check in counter
- Waiting to meet the editor of Cleeve Newsletter
- New American beer with alcohol in it
- McDonalds burger made from real seaweed
- Waiting for delivery of CCCM wire and cable products



## Is This Politically Correct?

School teachers were asked if the academic capabilities of the children they taught was reflective of the parents

The teachers suggested that for sure some cultures were more driven to succeed than others and often parents of these kids were very involved in trying to make sure their kids did well.

The teachers also suggested that the kids of new immigrants tended to be more dedicated to education and success than those well-established who tended to feel they were "owed" success.

When the teachers were then asked about social skills, manners, attitude, and how the kids carried themselves the answer was as follows.

*"We are yet to meet a parent who we were surprised to find out who their kids were."*

In other words, if the kids were jerks or rude or arrogant...GUESS WHAT?



## 15 Minutes of Fame

When police in British Columbia, Canada found three bodies and were able to determine it was murder they got very concerned for the safety of two other young fellers from Vancouver Island who were also missing.

The Mayor of that town was quick to go on the air to say how good and kind the two boys were and that the whole town was also very concerned.

I watched the TV interview and was all but sure butter would not melt in their mouths.

The next day the police announced the boys were suspects in the murder of the three people whose bodies had been found and a man hunt was underway.

Meanwhile the Mayor went back on TV and she said the town is very much in shock but for some reason she did not seem to still be suggesting she would be happy for the two lads to baby sit for her!

The bodies of the two "alleged" murderers have recently been found.  
Watch out for a movie which seems sure to follow.

## Canadian Connectivity Country Manager (CCCM)

Here is his contribution for the August 2019 Cleeve Newsletter

*Dear Cleeve Editor,*

Really? I mean REALLY!?! You have stooped to "poop" jokes in your newsletter?  
Grow up and get back to your bad dad jokes! At least they made people smile.

Anyway, as you seem keen to print my little note to you every month  
I have elected to give you something worth publishing.

I also have a large life insurance policy and so I too am well endowed.  
You may think I have always been pleased to see you but you are very wrong.

But I do want to thank you for all your business.  
It seems you still buy a lot from us even though we treat you like a competitor,  
so I will assume that is because we manufacture good stuff and that deep down  
you actually like me don't you?

### **Answer from the editor:**

As always, your monthly communication is a pleasure to read.  
And since you like my dad jokes how about these?

I hear you are opening an office on the moon and just like the one you have in Canada  
it will have no atmosphere.

Or how about:

I hear your products now come in Velcro packaging.  
It says on the box "rip off."



## **Why Are You Picking on Me?**

I try as much as possible not to "name names" in this little newsletter,  
even though much of what I make note of is totally true albeit tongue in cheek.  
But it never ceases to amaze me how many people think I am writing about them.

As an example,

I did a little piece about people using the company credit card for none company purchases  
and I had five people apologize to me  
(one of whom was very angry and to be honest I did not even know they had used it for medication)

Then there was the time I published a photo of a backshell that was corroded and growing a mold  
which led to notes from four backshell manufacturers asking why I was picking on them.

What is even more funny is that many folk have asked me who the CCCM is.  
And even more have asked me to name specific companies that I have mentioned one way or another,  
but I will never tell.

So, as you can imagine when I mentioned large endowments, I got a ton of mail thanking me for the "shout out"

## **A Leopard Does Not Change His Spots!**

I bumped into someone I had not seen in many years and after telling each other the usual lies  
we agreed to go for a beer and put the world to rights.

We got to talking about "The good old days" and soon got onto the subject of people  
we had crossed paths with over the years, those that have moved on, those that have passed away,  
and those that we agreed were really professional or just really nice.

We then got to talking about some "bad folk" or in other words people that you would cross the road to avoid  
or who you needed to count your fingers after a hand shake.

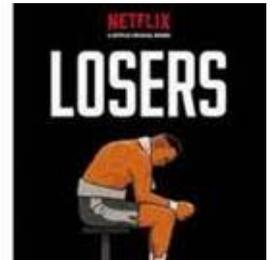
We then played a little game in which we each made up a separate list of

people we know over the past 30 years would be the biggest jerk, or most dishonest, or best sales person, or best technical person etc etc.

We then compared notes (and remember we have met many hundreds of people over those years) and WOW, we had many the same people identified for the same "role"

One particular guy that used to sell for a US based wire and cable distributor and was located in Canada came out as someone heading to hell, as was the buyer he used to chum with all the time and who directed so much business to him. It became the best kept secret in the industry.

Small world!



## Throw Us a Bone!

OK we all know the real reason this little newsletter is put out each month is in the hope that someone will like us and want to do some business with us.

But to be honest, we really don't mind if you don't like us as long as you still want to do business with us.

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## Dr. Cleev-ous is Back Again

The month is now August and summer almost done,  
With winter soon upon us and then I will run  
To somewhere that is warmer and where it is fun,  
to write my newsletters, and drink beer with my son.  
But to you my trusted customer (yes I have one)  
Thank you so much for the business we've done  
I hope to your head I did not put a gun,  
And I hope that's not offensive and you'll pardon the pun  
But let us also not pretend that I am like a nun,  
They don't have a beer chest weighing nearly a ton



# This Month in History

## August 24-25, 1814

During the War of 1812, Washington, D.C., was invaded by British forces that burned the Capitol, the White House and most other public buildings along with a number of private homes. The burning was in retaliation for the earlier American burning of York (Toronto).

*Also of note but totally unconnected the Toronto Raptors recently beat the Golden State Warriors, To win the NBA but they also beat the Washington Wizards a few times along the way!*



## August 26, 1883

One of the most catastrophic volcanic eruptions in recorded history occurred on the Indonesian island of Krakatoa.

Explosions were heard 2,000 miles away. Tidal waves 120 ft. high killed 36,000 persons on nearby islands, while five cubic miles of earth were blasted into the air up to a height of 50 miles.



## August 31, 1997

Britain's Princess Diana died at age 36 from massive internal injuries suffered in a high-speed car crash, reportedly after being pursued by photographers.

The crash occurred shortly after midnight in Paris inside a tunnel along the Seine River, less than a half mile north of the Eiffel Tower.



## August 28, 1963

The March on Washington occurred as over 250,000 persons attended a Civil Rights rally in Washington, at which Rev. Dr. Martin Luther King, Jr. made his now-famous *Have a Dream* speech.



## August 29, 1792

In one of the worst maritime disasters, 900 men drowned on the British battleship Royal George

In one of the worst maritime disasters, 900 men drowned on the British battleship Royal George.  
As the ship was being repaired, a gust of wind allowed water to flood into open gun ports.

The ship sank within minutes.



## FOT Wall!

### FOT Wall (Fly On The Wall)

*The year 2019 and the location is 10 Downing street.  
Boris Johnson has just moved in with his life partner Carrie.  
The fly is listening in on a conversation between the two of them:*

**Boris:** *So sweet pea, what do you think of the new pad?*

**Carrie:** *Its old, like you and needs a fresh coat of paint and some modernization*

**Boris:** *LOOK, I am only 24 years older than you and that is not old!*

**Carrie:** *You know if you scream at me the neighbors will call the police again.*

**Boris:** *Well we have the police right at the front door and he is paid to protect me and NOT you.*

**Carrie:** *Can we just relax and listen to some nice music?*

**Boris:** *Elvis?*

**Carrie:** *How about you get Alexa to shuffle my Spotify and I will make you a nice cup of hot chocolate for bed?*

**Boris:** *Have I met her....?*



## Vertically Integrated Solutions

Download Cleeve Technology International's Vertically Integrated Catalogue:  
[Vertically Integrated Solutions](#)

## Quote of the Month

"Voting Tory will cause your wife to have bigger breasts and increase your chances of owning a BMW M3"

**-British Prime Minister Boris Johnson**

## Cleeve. Experience You Can Trust!

### Our Mission

We provide high quality, zero risk electrical interconnect solutions through research, innovation and skilled expertise for use in harsh and challenging environments, such as the aerospace and defence industries, thus allowing our customers to focus on their own core interests and capabilities.

### We Want To Connect With You!

Our knowledge and familiarity with products and assemblies enables us to support the integration and supply of electrical interconnect components and assemblies that meet customer and program requirements in Canada and internationally.

We are confident that we can provide qualified and cost effective solutions, products and assemblies for your applications and requirements and welcome an opportunity to discuss your needs.

Our team of experienced professionals will work with you to ensure your interconnectivity needs are meet the highest level of industry standards and requirements.

Connect with any one of our representatives below to discuss your needs. Whether you need for a simple quotation or if you are ready to move forward with a complex build, we standing by, ready to assist!

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