



AIRBOSS OF AMERICA CORP.

2003 THIRD QUARTER INTERIM REPORT

	Nine Month Period ended September 30		Three Month Period ended September 30	
(thousands, except per share amounts)	2003	2002	2003	2002
Net Sales	\$ 140,940	\$ 137,129	\$ 45,301	\$ 47,924
Gross Margin	19,761	23,287	6,118	7,983
Earnings Before Interest, Taxes & Amortization (EBITDA) (Note 1)	8,209	9,956	2,041	3,243
Interest	2,146	2,316	740	804
Income Before Income Taxes	2,185	4,256	253	1,242
Net Income	1,413	2,873	133	1,026
Earnings Per Share – Basic	\$ 0.06	\$ 0.13	\$ 0.01	\$ 0.05
– Diluted	0.06	0.13	0.01	0.05
EBITDA Per Share (Basic) (Note 1)	\$ 0.36	\$ 0.44	\$ 0.09	\$ 0.14
Cash Flow	\$ 5,354	\$ 7,376	\$ 780	\$ 2,554
Cash Flow Per Share (Basic)	\$ 0.24	\$ 0.33	\$ 0.03	\$ 0.11
Common Shares Outstanding (million) – Basic	22.5	22.5	22.5	22.5
– Diluted	23.1	22.9	23.1	22.9
Note 1				
The Company discloses EBITDA, a financial measurement used by interested parties. EBITDA does not have a standardized meaning prescribed by GAAP and is not necessarily comparable to similar measures presented by other issuers. EBITDA is not a measure of performance under GAAP and should not be considered in isolation or as a substitute for net income under GAAP.				
	Nine Month Period ended September 30		Three Month Period ended September 30	
	2003	2002	2003	2002
Income Before Income Taxes	\$ 2,185	\$ 4,256	\$ 253	\$ 1,242
Interest	2,146	2,316	740	804
Amortization	3,878	3,384	1,048	1,197
EBITDA	\$ 8,209	\$ 9,956	\$ 2,041	\$ 3,243

LETTER TO SHAREHOLDERS

Sales for the nine-month period ended September 30, 2003 increased by approximately 3% notwithstanding the fact that a majority of the Company's sales are in U.S. dollars. While market share continues to increase, profitability has been affected by exchange rates, high raw material prices and the recently settled labour dispute in Quebec.

AIRBOSS RUBBER COMPOUNDING

Rubber compounding volumes increased by 8% for the quarter to approximately 32 million pounds despite continued weakness in the market. Major North American producers of rubber products such as belting continue to be impacted by off-shore imports.

Gross margins are 1.4% lower than the same period in 2002, although the Company had higher sales volumes due to a combination of higher raw material prices, the unfavourable increase in the Canadian dollar and the general overcapacity in the industry which has resulted in a highly competitive market place. Tire manufacturing consumes approximately one-half of the rubber produced in North America. While there were volume improvements in June, shipments of tires remain down 3% for the year. A return to normal tire volumes will go a long way to absorbing excess industry capacity.

Raw material prices remained relatively stable during the quarter, although most are approaching 10-year highs. Natural rubber prices increased again in October but, due to forward buying, this will not affect pricing for our major customers until 2004. This will, however, continue to increase pressure on industry margins.

The Company has not seen any dramatic improvements in the industry and in the short-term will continue to focus on improving operating efficiency while increasing market share.

AIRBOSS-ACTON

Sales for the three-month period ended September 31, 2003 decreased by 5% compared to 2002 due to a decline in footwear sales. This was partially offset by increases in sales of military and industrial rubber products. The footwear sales decline is due to normal market fluctuations in winter products as well as inventory adjustments with private label customers.

Gross margins were adversely affected by the decline in selling prices due to the translation of the U.S. dollar and by a labour dispute which halted rubber product production on September 2, 2003. While production for major industrial customers was shifted to Kitchener or accomplished with supervisory staff, there was no recovery of fixed overhead costs in footwear and military products production for the month of September.

Unionized employees voted in favour of a new four-year agreement on October 29, 2003. The pact calls for successive yearly increases of 1.5%, 2.0%, 2.5% and 3.0%. The Company is in the process of reviewing footwear operations to form a long-term strategy for non-military footwear in light of the recent labour agreement and market developments.

There have been recent increases in the level of interest in the Company's military protective wear and the prospects for this product group continue to be encouraging. Sales for the nine-month period ending

in September have already exceeded 2002 annual sales by approximately 30%. Moulding of pre-production trials for the U.S. military boot contract has exceeded expectations in both quality and cycle times. Production on this contract should commence in the first quarter of 2004.

AIRBOSS RAILWAY PRODUCTS

Year to date sales in U.S. dollars have been flat in comparison to last year while a shift in product mix has improved margins slightly. This trend is expected to continue for the remainder of the year with improvement forecasted for 2004 as a result of an increase in concrete tie installations by major railroads and higher revenues from special project contracts.

The division has invested in the design and testing of next generation fastening systems which, if successful, have the potential to again add significant volume in future years.

On October 16, 2003 the Western District Court of Missouri, Western Division ruled against the Company in its ongoing patent litigation. The injunction and damages which were vacated by the Court of Appeal in February were re-instated. In the opinion of the Company and its counsel, there were significant errors of law in this decision and it will be appealed. The Company remains confident of ultimately being successful in defending against this action.

FINANCIAL

Working capital decreased slightly to \$17.5 million from \$18.2 million at December 31, 2003. Long-term debt decreased by \$2.2 million. While the working capital position remains strong, the Company is looking to improve inventory turnover and accounts receivable collections in the fourth quarter. Accounts receivable are typically at seasonal highs in September due to terms granted to winter footwear customers.

OUTLOOK

The immediate challenges are to continue to adjust to the higher Canadian dollar by maximizing production efficiencies and re-organizing certain product lines.

We are encouraged by the performance of our military products group in the first nine months of the year and the increase in rubber compounding volumes.

While it is clear that the rubber industry is at a cyclical low any recovery should be significant as customer inventories are low and industry capacity is being diminished. AirBoss is well positioned to take advantage of this recovery when it occurs.



R.L. Hagerman
President and CEO
November 12, 2003

MANAGEMENT'S DISCUSSION AND ANALYSIS

SALES

2003 compared to 2002 – Sales for the nine months ended September 30, 2003 increased by \$3.8 million or 2.7% to \$140.9 million over the same period in 2002. But for the impact of a stronger Canadian Dollar, the percentage growth would have exceeded 5.4%. Sales for the third quarter ended September 30, 2003 decreased by \$2.6 million. In addition to the impact of exchange rates, AirBoss-Acton experienced lower commercial footwear sales due to a number of issues, which included a strike, the impact of inventory reduction by a major customer, and, the rationalization of unprofitable lines sold in 2002. Sales of U.S. based AirBoss Railway products were reduced after translation due to the decline in the U.S. dollar.

Despite weak U.S. demand, the AirBoss Rubber Compounding division continues to increase volumes with a 6% and 8% increase for the nine-month and three-month periods compared to 2002.

2002 compared to 2001 – Sales of \$47.9 million and \$137.1 million for both the third quarter and nine months ended September 30, 2002, respectively, increased by 5% over the corresponding period in 2001.

AirBoss Rubber Compounding provided the majority of the increase to both the three-month and nine-month results as it continued to replace sales volumes lost due to the decline in major tire manufacturers volumes. Sales of military protective wear including NBC gloves provided the balance of the sales increases.

GROSS MARGINS

2003 compared to 2002 – Gross margins for the nine months ending September 30, 2003 declined from 17.0% to 14.0% compared to the same period in 2002 due primarily to the Canadian Dollar strengthening as well as raw material cost increases since January 2003 and the high cost of shutting down production at AirBoss-Acton during the labour dispute.

2002 compared to 2001 – Gross margins as a percentage of sales decreased by 1.2% for the nine-month period and 2.2% for the quarter respectively. Major tire company mixing, which inflates margin percentages because materials are supplied by the customer, declined by \$14.5 million and \$4.4 million for the nine months and the quarter respectively. In addition, margins were affected by rising raw material, energy and insurance costs.

EXPENSES

2003 compared to 2002 – Operating expenses, even after adjustment for 2002 reorganization costs of \$405 associated with the Michigan operations, decreased as a percentage of sales. Product research has focused on new product development, particularly by the Railway division. Successful new products are capitalized and amortized over sales. The Company benefited from R&D income tax credits, which were credited to R&D expense. Foreign exchange translation of U.S. Dollar expenses of AirBoss Railway Products reduced the Canadian dollar equivalent further.

2002 compared to 2001 – Operating expenses for the nine month period and quarter ended September 30, 2002 increased by \$1.4 million and \$0.5 million respectively commensurate with the growth in sales volumes. The quarterly results included a \$0.4 million charge for the rationalization of the AirBoss Polymer Products manufacturing business. The company was repositioned to become the US distributor of AirBoss tires and Acton-AirBoss footwear.

INTEREST EXPENSE

2003 compared to 2002 – Interest expense associated with the operating and term debt for both the nine months and quarter ending September 30, 2003 declined by \$170 and \$64 respectively. Lower interest rates and the reduction of higher interest-bearing long term debt were the principal factors.

2002 compared to 2001 – Management control of working capital and lower interest rates reduced interest costs for the nine-month period. The \$30.0 million term financing completed in 2001 resulted in the reduction of the demand loan and the corresponding demand loan interest while interest on long-term debt grew in line with the long-term debt financing.

LIQUIDITY AND CAPITAL RESOURCES

2003 compared to 2002 – Operating cash flow before changes in working capital declined by \$2.0 million during the nine-month period as the result of lower net income.

Non-cash operating working capital, during the same period, increased as the result of seasonal sales towards the end of the quarter.

Capital expenditures for the nine-month period were \$2.7 million compared to \$5.0 million in 2002. The expenditures reflect a continued commitment to maintenance and efficiency. The higher 2002 expenditures reflected significant investment with new product opportunities including extruded products and the nuclear, biological, chemical “NBC” gloves.

The effective income tax rate for the nine months ended September 30, 2003 was affected by non-income based taxes, like the federal large corporations tax. Income tax rates for the period were as follows:

	2003	2002
Canadian tax rate net of manufacturing and processing deduction	32.0%	31.0%
Federal large corporations tax	7.0%	4.0%
U.S. tax differentials	2.0%	(1.0)%
Other (including prior year income tax recoveries)	(6.0)%	(2.0)%
	<u>35.0%</u>	<u>32.0%</u>

2002 compared to 2001 – Cash flow from operations of \$7.4 million declined by \$1.5 million over the prior nine months in 2001 due primarily to reduced tax deferrals.

Capital expenditures were weighted to the first half of the year to expedite cost reduction. Expenditures were made for both new products, as in the case of nuclear, biological, chemical protective gloves as well as extruded rubber products, and, for cost reduction/capacity improvement and maintenance in such areas as rubber strip piling, new manufacturing processes and chemical weighing systems.

SUBSEQUENT EVENT

In 2001, the United States District Court for the Western District of Missouri awarded damages of \$3.2 million against AirBoss for patent infringement. In February, 2003 the United States Court of Appeals for the Federal Circuit ruling vacated that judgement pending resolution of the issue of the patent’s validity. In October, 2003 the United States District Court for the Western District of Missouri reinstated the award. The Company, based upon advice of counsel, will appeal this ruling. Accordingly, it has not reflected this award in the financial statements. While no prediction as to the outcome can be made, the Company believes that its appeal will be successful.

CONSOLIDATED BALANCE SHEETS

(THOUSANDS) (UNAUDITED)

September 30, 2003 December 31, 2002

ASSETS

Current assets:

Accounts receivable	\$ 29,990	\$ 27,184
Inventories	26,242	27,026
Prepaid expenses	271	1,118
	56,503	55,328

Capital assets	53,227	54,088
Goodwill	16,620	16,620
Other assets (Note 4)	2,854	2,240
	\$ 129,204	\$ 128,276

LIABILITIES AND SHAREHOLDERS' EQUITY

Current liabilities:

Demand loan (Note 3)	\$ 16,298	\$ 11,944
Accounts payable and accrued liabilities	18,102	20,756
Income taxes payable	468	602
Current portion of term loan and other debt	4,181	3,777
	39,049	37,079

Term loan (Note 3)	21,250	23,500
Other debt	-	506
Future income tax liability	10,388	10,257
Accrued post retirement benefit liability	773	615

Shareholders' equity:

Share capital	38,405	38,393
Contributed surplus	143	143
Retained earnings	19,196	17,783
	57,744	56,319
	\$ 129,204	\$ 128,276

Subsequent event (Note 5)

CONSOLIDATED STATEMENTS OF EARNINGS AND RETAINED EARNINGS

(THOUSANDS EXCEPT PER SHARE AMOUNTS) (UNAUDITED)	Nine Month Period ended September 30		Three Month Period ended September 30	
	2003	2002	2003	2002
SALES	\$140,940	\$137,129	\$ 45,301	\$ 47,924
Cost of sales	121,179	113,842	39,183	39,941
Gross margin	19,761	23,287	6,118	7,983
 EXPENSES				
General and administrative	6,733	6,837	2,177	2,072
Selling, marketing and distribution	7,689	8,001	2,712	2,928
Product research	1,077	1,290	254	434
Reorganization expense	–	405	–	405
Total operating expenses	15,499	16,533	5,143	5,839
 Income from operations	4,262	6,754	975	2,144
Interest expense – Demand loan	(568)	(608)	(211)	(248)
– Long-term debt	(1,578)	(1,708)	(529)	(556)
Other income (expense)	69	(182)	18	(98)
 Income before income taxes	2,185	4,256	253	1,242
 Provision for income taxes	772	1,383	120	216
 Net income	1,413	2,873	133	1,026
 Retained earnings, beginning of period	17,783	14,226	19,063	16,073
 Retained earnings, end of period	\$ 19,196	\$ 17,099	\$ 19,196	\$ 17,099
 Net income per share – Basic	\$ 0.06	\$ 0.13	\$ 0.01	\$ 0.05
– Diluted	\$ 0.06	\$ 0.13	\$ 0.01	\$ 0.05

CONSOLIDATED STATEMENTS OF CASH FLOWS

(THOUSANDS) (UNAUDITED)	Nine Month Period ended September 30		Three Month Period ended September 30	
	2003	2002	2003	2002
CASH PROVIDED BY (USED IN)				
Operating Activities:				
Net income	\$ 1,413	\$ 2,873	\$ 133	\$ 1,026
Items not affecting cash:				
Amortization	3,850	3,361	1,048	1,174
Loss on disposal of capital assets	28	23	-	23
Future income taxes	131	966	(469)	277
Other assets (Note 4)	(226)	-	18	-
Post retirement benefits expense	158	153	50	54
	5,354	7,376	780	2,554
Changes in non-cash operating working capital balances				
Accounts receivable	(2,806)	(7,038)	(1,440)	(4,455)
Inventories	784	(2,643)	1,411	(102)
Income taxes payable	(134)	306	(9)	(6)
Prepaid expenses	847	599	642	369
Accounts payable and accrued liabilities	(2,654)	5,887	(1,978)	328
	(3,963)	(2,889)	(1,374)	(3,866)
	1,391	4,487	(594)	(1,312)
Investing Activities:				
Purchase of capital assets	(2,696)	(4,993)	(1,146)	(1,891)
Purchase of other assets	(795)	(320)	(562)	(21)
Proceeds of disposal of capital assets	86	90	-	90
	(3,405)	(5,223)	(1,708)	(1,822)
Financing Activities:				
Net increase (decrease) in demand loan	4,354	3,376	3,082	3,917
Repayment of term debt	(2,250)	(2,250)	(750)	(750)
Payment of other debt	(102)	(398)	(30)	(33)
Issuance of share capital	12	8	-	-
	2,014	736	2,302	3,134
Increase (decrease) in cash for the period	-	-	-	-
Cash and short-term deposits				
– beginning of the period	-	-	-	-
Cash and short-term deposits				
– end of the period	-	-	-	-
Interest paid during the period	2,144	2,277	762	769
Income taxes remitted (recovered) during the period	636	104	660	(31)

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS SIX MONTHS ENDED SEPTEMBER 30, 2003 AND 2002

NOTE 1 – ACCOUNTING POLICIES

The Consolidated Interim Financial Statements include the accounts of the Company, its wholly owned subsidiaries and a proportionate share of joint ventures (collectively, the “Company”). These Consolidated Financial Statements do not contain all disclosures required by generally accepted accounting principles (“GAAP”) and should be read in conjunction with the audited Consolidated Financial Statements including the notes thereto for the year ended December 31, 2002.

These Consolidated Interim Financial Statements follow the same accounting policies and methods of application as the audited Consolidated Financial Statements for the year ended December 31, 2002.

NOTE 2 – STOCK-BASED COMPENSATION

During the nine months and third quarter ended September 30, 2003, the Company issued 500,000 and Nil stock options, respectively, to certain employees. The fair value of options issued was determined using the Black-Scholes option pricing model. The following assumptions were applied:

	Nine Months Ended September 30, 2003
Weighted risk-free interest rate	3.96%
Dividend yield	0%
Volatility factor of market price of Company's shares	51%
Weighted average grant date fair value of options issued	\$ 2.53
Weighted average expected option life (years)	5

For purposes of pro-forma disclosures, the estimated fair value of the options is recognized in income in the period granted as they vest when granted. For the nine months ended September 30, 2003 the Company's proforma earnings are \$913 and, basic and diluted earnings per share are \$0.04 respectively. Proforma results are impacted significantly by the volatility and the risk-free interest rate assumptions. For additional information regarding the Company's option plan refer to Note 9 in the annual consolidated financial statements.

NOTE 3 – FINANCIAL COVENANTS

The Company negotiated amendments to certain financial covenants pertaining to its operating line of credit of \$27,000 and term loan of \$25,000. The operating line of credit bears interest at the Bank's Canadian or U.S. prime rate plus 0.5% to 0.875%. The fee charged for bankers' acceptances is the Bank Stamping Fee plus 1.0% to 1.5%. The term debt bears interest at 7.89%.

NOTE 4 – OTHER ASSETS

The Company has entered into a loan and deposit agreement, denominated in U.S. and Canadian dollars respectively, to mitigate the impact of U.S. dollar volatility upon inventory valuations. The agreement provides for a U.S. \$7,500 loan secured by a CDN \$10,350 cash deposit derived from the loan proceeds. The term of the agreement extends to October 15, 2006. The Company has secured the right to offset the loan liability with the proceeds of the deposit. Both the loan and cash deposit bear and earn interest of 2.73% per annum respectively, payable or receivable net semi-annually. Due to the Company's ability to offset the U.S. dollar loan and the cash deposit, the Company has recorded the current Canadian dollar equivalent of the U.S. dollar loan and the cash deposit, amounting to \$226, in other assets.

NOTE 5 – CONTINGENCY

In 2001, the United States District Court for the Western District of Missouri awarded damages of \$3.2 million against AirBoss for patent infringement. In February, 2003 the United States Court of Appeals for the Federal Circuit vacated that judgement pending resolution of the issue of the patent's validity. In October, 2003 the United States District Court for the Western District of Missouri reinstated the award. The Company, based upon advice of counsel, will appeal this ruling. Accordingly, it has not reflected this award in the financial statements. While no prediction as to the outcome can be made, the Company believes that its appeal will be successful.

NOTES (CONT'D)

NOTE 6 – SEGMENTED INFORMATION

Nine months ended September 30, 2003	SALES EXCLUDING INTER-COMPANY				Inter- Company	Contribution
	Canada	U.S.A.	Other	Total		
Rubber compounding operations	\$ 34,985	\$ 37,925	\$ 185	\$ 73,095	\$ 5,365	\$ 2,097
Engineered products						
– Railway and Distribution	127	21,312	136	21,575	–	1,672
– Acton and other	19,276	24,738	2,256	46,270	4,299	20
Subtotal	\$ 54,388	\$ 83,975	\$ 2,577	\$ 140,940	\$ 9,664	3,789
Unallocated income (administrative costs)						1,604
Income before income taxes						2,185
Provision for income taxes						772
Net income						\$ 1,413

	Rubber Compounding Operations	ENGINEERED PRODUCTS		Unallocated	Total
		Railway & Distribution	Acton & Other		
Assets employed – Canada	\$ 66,102	\$ –	\$ 56,243	\$ (467)	\$ 121,878
– USA	–	7,326	–	–	7,326
– Total	\$ 66,102	\$ 7,326	\$ 56,243	\$ (467)	\$ 129,204
Purchase of capital assets	\$ 1,704	\$ 85	\$ 881	\$ 26	\$ 2,696
Amortization – Capital and other assets	\$ 1,428	\$ 412	\$ 1,840	\$ 170	\$ 3,850

Nine months ended September 30, 2002	SALES EXCLUDING INTER-COMPANY				Inter- Company	Contribution
	Canada	U.S.A.	Other	Total		
Rubber compounding operations	\$ 30,977	\$ 38,443	\$ 106	\$ 69,526	\$ 4,398	\$ 4,648
Engineered products						
– Railway and Distribution	209	24,375	48	24,632	82	1,034
– Acton and other	16,807	22,834	3,330	42,971	3,873	239
Subtotal	\$ 47,993	\$ 85,652	\$ 3,484	\$ 137,129	\$ 8,353	5,920
Unallocated income (administrative costs)						1,664
Income before income taxes						4,256
Provision for income taxes						1,383
Net income						\$ 2,873

	Rubber Compounding Operations	ENGINEERED PRODUCTS		Unallocated	Total
		Railway & Distribution	Acton & Other		
Assets employed – Canada	\$ 64,143	\$ –	\$ 65,813	\$ 1,893	\$ 131,849
– USA	–	7,848	–	–	7,848
– Total	\$ 64,143	\$ 7,848	\$ 65,813	\$ 1,893	\$ 139,697
Purchase of capital assets	\$ 2,925	\$ 67	\$ 1,770	\$ 231	\$ 4,993
Amortization – Capital and other assets	\$ 1,294	\$ 439	\$ 1,554	\$ 84	\$ 3,361

NOTE 6 – SEGMENTED INFORMATION (CONT'D)

Three months ended September 30, 2003	SALES EXCLUDING INTER-COMPANY				Inter- Company	Contribution
	Canada	U.S.A.	Other	Total		
Rubber compounding operations	\$ 10,988	\$ 13,008	\$ 26	\$ 24,022	\$ 2,442	\$ 1,069
Engineered products						
– Railway and Distribution	56	5,741	74	5,871	–	721
– Acton and other	7,988	7,336	84	15,408	753	(1,036)
Subtotal	\$ 19,032	\$ 26,085	\$ 184	\$ 45,301	\$ 3,195	754
Unallocated income (administrative costs)						501
Income before income taxes						253
Provision for income taxes						120
Net income						\$ 133

	Rubber Compounding Operations	ENGINEERED PRODUCTS Railway & Distribution	Acton & Other	Unallocated	Total
Purchase of capital assets	\$ 960	\$ 42	\$ 144	\$ –	\$ 1,146
Amortization – Capital and other assets	\$ 484	\$ 134	\$ 377	\$ 53	\$ 1,048

Three months ended September 30, 2002	SALES EXCLUDING INTER-COMPANY				Inter- Company	Contribution
	Canada	U.S.A.	Other	Total		
Rubber compounding operations	\$ 9,577	\$ 13,770	\$ 6	\$ 23,353	\$ 1,606	\$ 1,277
Engineered products						
– Railway and Distribution	56	8,012	–	8,068	75	170
– Acton and other	8,063	7,844	596	16,503	1,407	421
Subtotal	\$ 17,696	\$ 29,626	\$ 602	\$ 47,924	\$ 3,088	1,868
Unallocated income (administrative costs)						626
Income before income taxes						1,242
Provision for income taxes						216
Net income						\$ 1,026

	Rubber Compounding Operations	ENGINEERED PRODUCTS Railway & Distribution	Acton & Other	Unallocated	Total
Purchase of capital assets	\$ 1,055	\$ 10	\$ 613	\$ 213	\$ 1,891
Amortization – Capital and other assets	\$ 452	\$ 164	\$ 531	\$ 27	\$ 1,174



AIRBOSS OF AMERICA CORP.

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