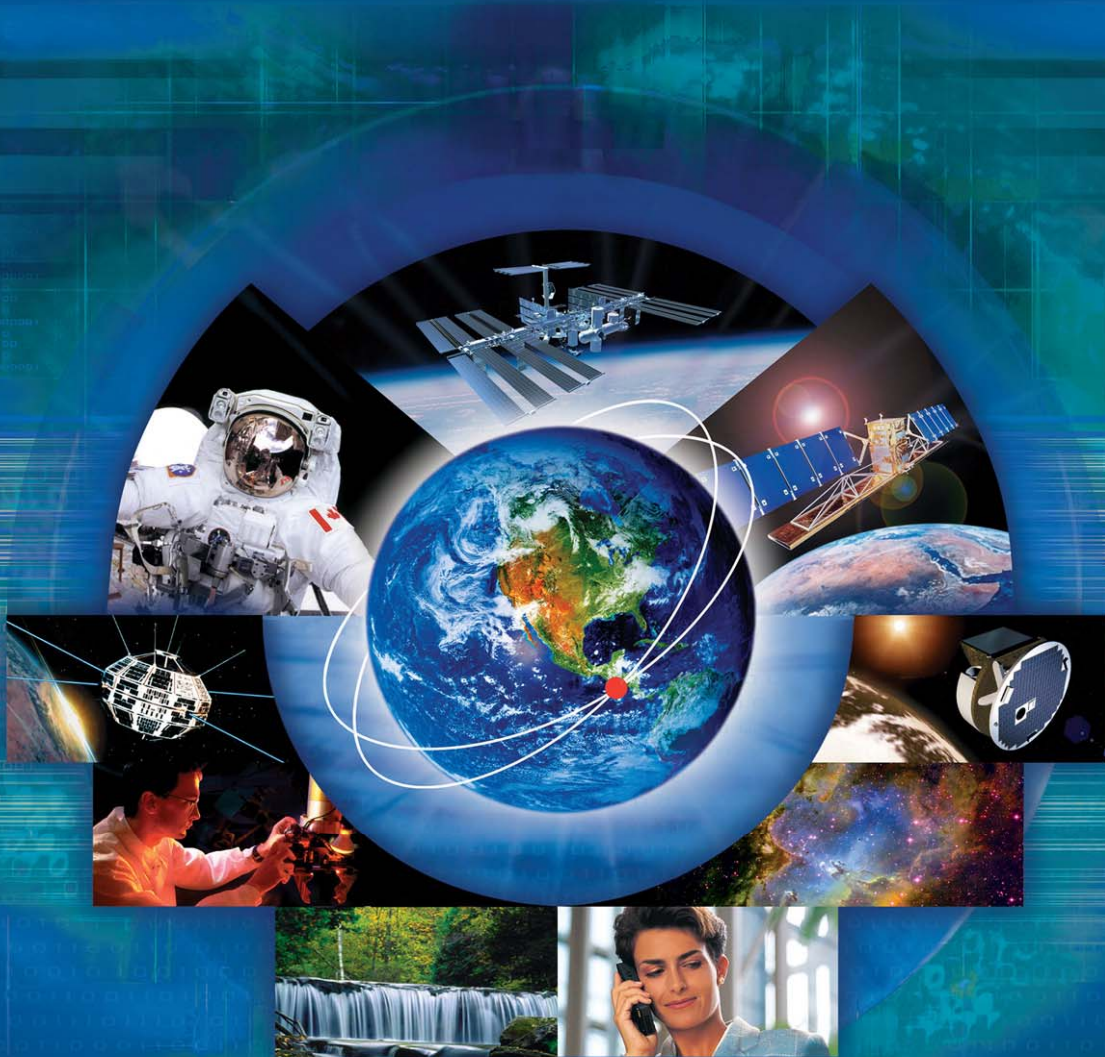




# STATE OF THE CANADIAN SPACE SECTOR

Policy and External Relations



2006



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**Note to readers:** *The Annual Survey of the Canadian space sector has been undertaken since 1996. Comparative analyses of trends across time typically examine a 5-year period. Consequently, in this edition comparison and changes are reported for the 2002 to 2006 period. Readers should consult previous editions for information regarding results prior to 2002.*

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**MISSION STATEMENT**  
**About the Authors**  
**About this Report**

The Canadian Space Agency is committed to leading the development and application of space knowledge for the benefit of Canadians and humanity.

**About the Authors**

The External Relations Directorate manages the strategic relationships between the Canadian Space Agency and its domestic and international partners. Key mandates include the development and implementation of policies and strategies relating to co-operation partnerships with domestic stakeholders (Federal and Provincial governments, industry and academia), international agencies and foreign industries. External Relations plays a pivotal role in supporting the commercial initiatives of Canadian space companies in world markets - a core mandate of the CSA - and in providing stakeholders with strategic and timely information.

**About this Report**

The **State of the Canadian Space Sector** report provides those working in the space sector, government and industry alike, with insight into the sector in which we operate. In turn, this information supports decision-makers in their endeavor to make informed and strategic choices for the future.

**For more information**

Information specific to Canadian space business and industry, including an electronic version of this report, is found at the following address: [www.space.gc.ca](http://www.space.gc.ca) (Industry > Publications).

**Acknowledgments**

The CSA wishes to acknowledge the contribution of the organizations, both public and private, without which this report would simply not have been possible.



## MESSAGE FROM THE PRESIDENT'S OFFICE



Guy Bujold  
President

As the newly appointed President of the Canadian Space Agency, I am pleased to have this opportunity to report the results of the Annual Survey of the Canadian Space Sector for 2006. The space sector continued to show growth, with total revenues reaching C\$2.505B. The growth was attributed to increases in domestic revenues, which represented 56% of the total space sector revenues. Although export revenues continued to represent a high proportion of revenues (44%), export performance did decline in 2006.

Space activities are broken down into 6 main space sectors; Satellite Communications, Navigation, Robotics, Earth Observation, Space Science and Other. There was revenue growth in Earth

Observation, Navigation and Space Sciences and once again, the Satellite Communications activities generated the majority of revenues (75%) for the space sector. This report provides additional analysis in this sector as it plays an important part in the Canadian space economy.

The Annual Survey also monitors the trends within four categories of space activities. Applications and Services continued to dominate with revenues reaching C\$1.424B. The 2006 Space Segment revenues were the highest reported over the past 5 years and represented 24.6% of the total space sector revenues. Ground segment revenues remained stable for a second consecutive year, whereas the Space Research area of activity lost ground with revenues declining almost C\$10M over the course of the year.

Although the Canadian space sector experienced minor growth during this reporting period, it continued to innovate in a highly competitive international marketplace. Overall, the results demonstrate 2006 as a year characterized by growth in domestic revenues, a year with no disquieting losses in any space sector or category, and closed off, as a year in which there was a decline in export revenues.

I wish to thank all who have participated in this annual survey for your assistance in creating this important portrait of the **Canadian Space Sector for 2006**.



## EXECUTIVE SUMMARY

In 2006, the Canadian space sector generated total revenues of \$2.505B, a 0.3% or \$7.2M over revenues reported during 2005. The growth was attributed to an increase of domestic revenues, as export revenues decreased \$141M. Nonetheless, over the last five years, the total revenues generated by the Canadian space sector increased 39%.

During 2006, revenues from domestic and export sources were \$1.401B and \$1.104B respectively. Domestic revenues grew 11.9%, from \$1.252B to \$1.401B, while export revenues experienced a loss of 11.35% (or \$141M). Over the past five-years, total domestic revenues increased 32% and total export revenues increased 52%.

Domestic revenues represented 56% (\$1.401B of \$2.505B) of total revenues in 2006 compared with a representation of 50% in 2005. In 2006, the significant majority of the Canadian space sector's domestic revenues were derived from non-government (or Private) sources; a defining characteristic of our space sector for the last 10 years. The survey results show that the overall share of non-government derived sources of revenues yielded a ratio of 78%/22% for "Private/Public" sources respectively.

Export revenues represented 44% (\$1.104B) of overall space revenues, which is the lowest ratio for export revenues observed since 2003. This reduced ratio signals somewhat of a weakening in the previously strong export performance of the Canadian space industry and marketplace.

The **U.S.** continued to be the strongest performing export market for Canada's space organizations in 2006, representing 45.2% of the total export revenues but a decrease of 15.9% over 2005 levels. Revenues from **Europe**, the second strongest export market for Canadian space organizations, decreased again by 18.4% in 2006 but still accounted for 29.7% of the overall export revenues.

Revenues from **Asia** continued to demonstrate strong growth, increasing 34% over 2005 levels, as Asian-derived revenues represented 12% of total export revenues. Growth was also observed in revenues from sources outside of traditional trade markets. In 2006, export revenues from **Oceania** increased by \$18M (from \$5.6M to \$24.4M). However, other trade markets that grew in 2005 experienced a loss in 2006. These non-traditional markets include **South America**, which **decreased 49% (\$39M)**, and **Africa**, which **also decreased 15% (\$4M)**.

Of the four **Space Categories** monitored through the Annual Survey, 2006 results found that **Space Segment** showed marginal growth, only increasing 0.7% (\$4.3M) over 2005 figures. **Applications and Services** revenues also moderately grew during 2006, increasing 0.8% (\$12M), nonetheless remaining the category with the highest reported revenues (56.8%). **Ground Segment** revenues remained stable during 2006, continuing to represent 17.1% of total space revenues for a second year. Revenues from **Space Research** areas of activity showed a sharp decline of 26% during 2006, diminishing its proportional representation to 1.5% of total space revenues.



## EXECUTIVE SUMMARY

Amongst the **Space Activities in Canada**, the **Satellite communications sector** continued to generate the lion's share of the Canadian space sector's revenues as it represented 74.8% of the total space sector revenues with \$1.874B in total revenues. The satellite communications sector experienced a 3.4% decrease (\$64M) over 2005 levels.

Given the significance of the revenues generated by the Satellite Communications sector, the data was broken down to identify specific sources of revenues within this sector and revealed the results captured in the accompanying chart entitled: **Breakdown of Satellite Communications Revenues (2006) (page 12)**.

To summarize these findings, of the \$1.874B, the majority of revenues, that is 64.7% or \$1.212B, are from activities in Applications and Services. Of the remaining 35.3%, the breakdown is as follows: 16.4% or \$308M is generated from **Space Segment** activities, 18.7% or \$350M is from **Ground Segment**, and 0.2% or \$3M is from **Space Research**.

In 2006, revenues in the **Earth Observation** area **increased** significantly 42.2 % (or \$81M). In addition, **Navigation** activities rebounded 10.2% (or \$12M) during 2006. Conversely, revenues in the **Robotics** area **declined**, showing losses of 35% (or \$40M). **Space Science** activities generated an increase in revenues during 2006 with an increase of 19.1% (or \$16M).

In terms of **Regional-based Space Revenues**, the 2006 results can be summarized as follows: Revenues remained stable in the Prairie Region. Revenues increased in British Columbia and Ontario, 48% and 2.3% respectively. Revenues decreased in Quebec by 18.5% and Atlantic Canada by 16.1%.

The workforce within Canada's space sector was further reduced in 2006 to 6678 people.

Ontario continued to employ the majority of the space sector workforce representing 69.2% of the total workforce in 2006. British Columbia, the Prairies, Quebec and Atlantic Canada employed 2.5%, 6.2%, 15.1%, and 7% of the total space sector workforce, respectively.

### OVERALL RESULTS: 2002-2006

Year	Total Revenues	Domestic Revenues		Export Revenues		Workforce n
	\$	\$	%	\$	%	
2006	2,504,907,845	1,400,914,765	56	1,103,993,080	44	6,678
2005	2,497,711,781	1,252,251,094	50	1,245,460,687	50	6,710
2004	2,442,685,155	1,234,981,072	51	1,207,704,083	49	7,179 <sup>i</sup>
2003	1,999,433,240	1,201,312,758	60	798,120,482	40	6,122
2002	1,800,139,269	1,072,633,400	60	727,505,869	40	5,789



## OVERVIEW OF THE REPORT

In order to measure the changes taking place in Canada's space sector, the CSA undertakes an annual survey and publishes the results in the *State of the Canadian Space Sector* report. The 2006 edition profiles the sector over the course of January 1 to December 31, 2006. Data is provided in the following areas:

- Overall space revenues;
- Domestic v. export revenues;
- Revenues of Canada's Top 30 organizations developing and/or using space to generate revenues;
- Revenues by space categories (Space Segment, Ground Segment, Applications and Services, and Space Research);
- Revenues by sectors of activity (Satellite Communications, Robotics, Earth Observation, Space Science, and Satellite Navigation);
- Regional Revenues (British Columbia, Prairies, Ontario, Quebec and Atlantic Canada);
- Workforce characteristics.

## METHODOLOGY

Questionnaires were sent to over 200 private sector companies, research organizations and universities in Canada who have a defined strategic interest in the space industry. Additional data were collected through internal consultation with CSA and government officials whose dealings with stakeholders were deemed statistically relevant.

It is important to note that the company-specific information used to compile this report remains strictly confidential and cannot be released in a manner other than in an aggregate form.<sup>1</sup> Consequently, in certain circumstances, the authors are prevented from providing a more detailed explanation or in-depth analysis of the results.

<sup>1</sup> CSA acknowledges a margin of error in the final results of approximately 2.5%.

## DEFINITION OF CANADA'S SPACE SECTOR

The Canadian space sector is defined as organisations (private, public and academic) whose activities rely on the **development and use** of space assets and/or space data. Accordingly, the sector encompasses the following activities:

**Space Segment:** Research and Development (R&D), manufacturing, testing, integration and launch of platforms (satellites, spacecraft and robotic systems), complete systems, subsystems and components.

**Ground Segment:** R&D, manufacturing, testing, and integration of facilities on Earth for controlling space-based systems and satellites, for linking satellites to operational terrestrial networks and for processing satellite-derived data.

**Applications and Services:** Development and/or provision of services and value-added products and technologies that are derived from the use of space systems and/or data, and the provision of consulting and engineering services.

**Fundamental Space Research:** Primarily research related to non- or pre-commercial space activities.

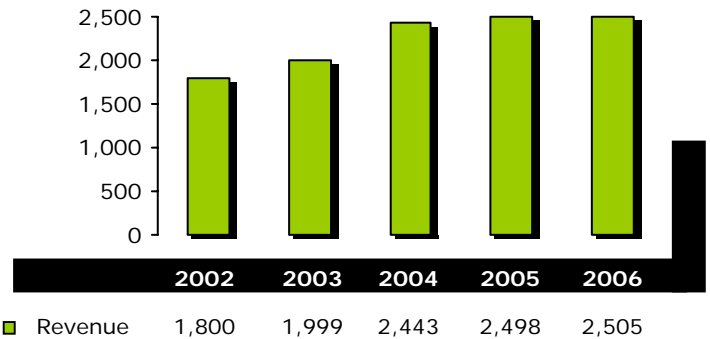


# REVENUES Overall Revenues Domestic v. Export Revenues

## OVERALL REVENUES

Total revenues for the Canadian space sector in 2006 reached \$2.505B; a modest 0.3% or \$7.2M increase over revenues reported for 2005. Only domestic revenues contributed to the growth as export revenues decreased by 11.35% or \$141M. In 2006, exports represented 44% of total revenues, dropping from the 50% observed in 2005. Over the last five years the total revenues generated by the Canadian space sector increased 39%.

Total Space Revenues: 2002-2006 (C\$m)



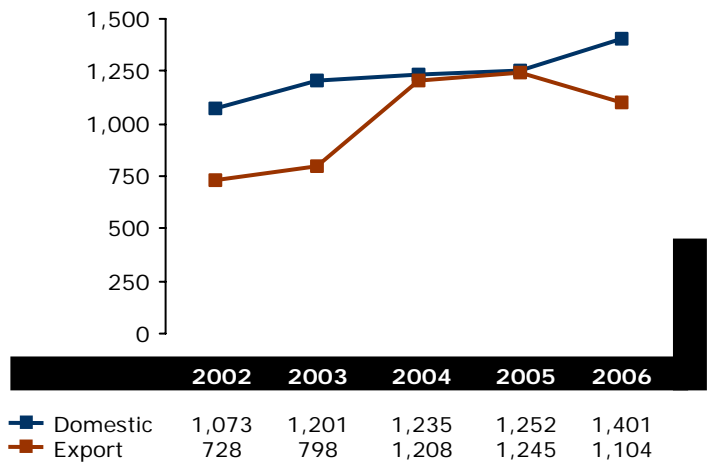
## DOMESTIC v. EXPORT REVENUES

Domestic revenues in 2006 amounted to \$1.401B, representing an increase of 11.9% over those reported in 2005 (\$1.252).

In 2006, domestic revenues represented 56% of total revenues, (\$1.401B of \$2.505B) whereas they represented 50% of total revenues in 2005. Export revenues decreased a significant 11.35% during 2006 (approximately \$141M) from \$1.245B to \$1.104B. Over the past five years, total export revenues have increased by 51.7%.

It is noteworthy that during 2006, the proportion of overall space revenues represented by export revenues decreased to 44%. This is a decrease from the record high of 50% observed in 2005.

Domestic v. Export Revenues: 2002-2006 (C\$m)





# REVENUES Domestic Revenues

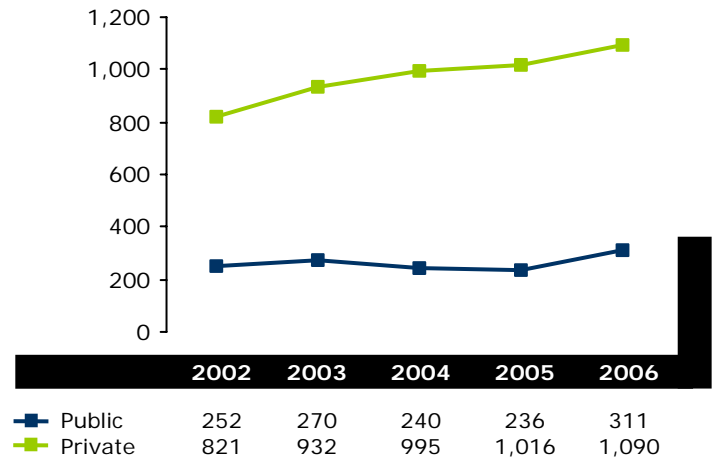
## DOMESTIC REVENUES

Respondents are asked to identify the source of their domestic revenues as either being derived from government (Public) or non-government (Private) sources. In 2006, the space sector continued to derive the large majority of their revenues from non-government sources. (Note to readers: further analysis again confirmed that the satellite communications/applications sector accounts for the majority of the private source of revenues).

After a two-year decline, domestic revenues from government sources increased 31.8% from \$236M in 2005 to \$311M in 2006.

The 2006 survey results showed that the overall share of non-government and government-derived sources of revenues remained at 2005 levels and yielded a ratio of **78%/22%** for Private/Public sources respectively.

Sources of Domestic Revenues  
Public v. Private: 2002-2006 (C\$m)







# REVENUES Export Revenues

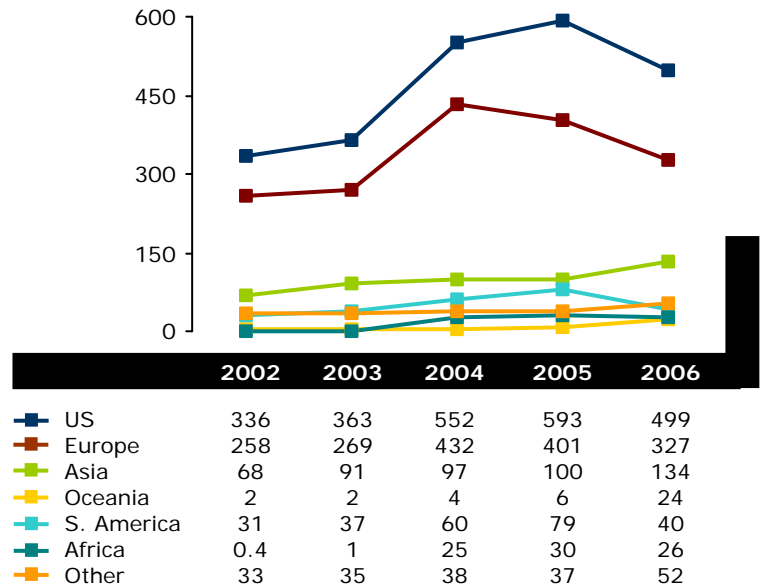
## EXPORT REVENUES

Although the **U.S.** continued to be the strongest performing export market for Canada's space organizations in 2006, representing 45.2% (or \$499M) of the \$1.104B in total export revenues, there was a 15.9% decrease over 2005 levels. The U.S.-derived export revenues decreased most significantly in Ontario and Quebec where their loss accounted for 99.5% of Canada's total loss of exports to the USA in 2006. The loss is predominantly represented by the Satellite Communications sector (54% of losses), and the Robotics sector (37% of losses).

Revenues from **Europe** decreased 18.4% in 2006, declining from \$401M to \$327M (\$74M). European-derived revenues accounted for 29.7% of the overall export revenues, a slightly smaller proportional share than the 32.2% realized in 2005. The Satellite Communications sector accounts for 88% of the loss, and the remaining 12% was felt in the Earth Observation sector.

Revenues from **Asia** continued to show strong growth, increasing 34% over 2005 levels, growing \$34M from \$100M in 2005 to \$134M in 2006. Asian-derived revenues represented 12.2% of total export revenues, achieving a greater proportional share of total export revenues as found in 2005.

Sources of Export Revenues: 2002-2006 (C\$m)



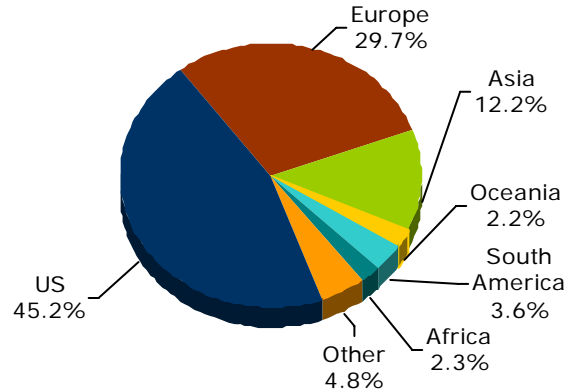


# REVENUES Export Revenues

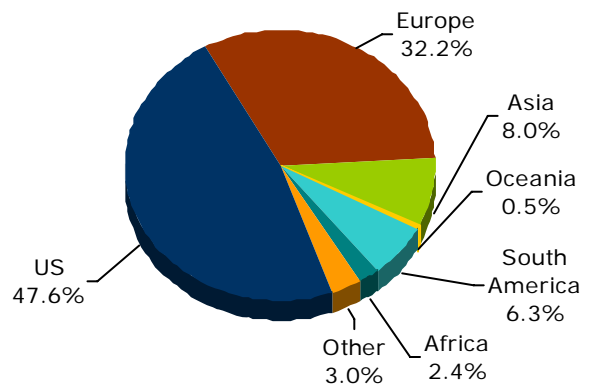
## EXPORT REVENUES CONT.

The annual survey also tracks revenue trends from sources outside of traditional trade markets. Although in 2006 export revenues from Oceania increased by 18M, the trade markets in South America and Africa decreased as follows: revenues from **South America** decreased 49% (\$39M), revenues from **Africa** decreased 15% (\$4M).

*Proportion of Export Revenues: 2006*



*Proportion of Export Revenues: 2005*





## REVENUES Revenues of Canada's Top 30

### REVENUES OF CANADA'S TOP 30 SPACE ORGANISATIONS

In 2006, 98% of total space revenues are accounted for by the activity of the Top 30 Canadian organizations a constant pattern found in the survey results.

**Forty-nine** (48) organizations reported revenues in excess of \$1M during 2006 compared with 49 reported in 2005. Moreover, the number of organizations reporting revenues greater than \$10M decreased from 25 in 2005 to **20** during 2006.



# REVENUES Revenues by Space Categories

## REVENUES BY SPACE CATEGORIES

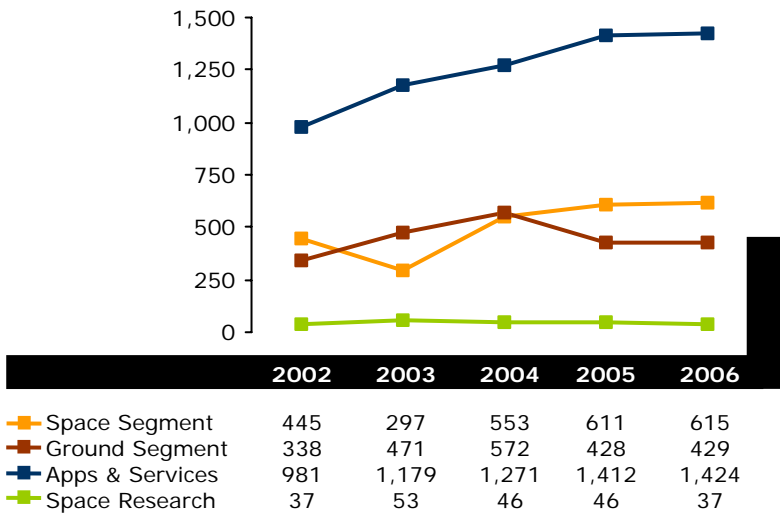
**Space Segment:** Revenues **increased** during 2006 by 0.7% (\$4.3M) over levels achieved in 2005. The 2006 Space Segment revenues were the highest reported over the past 5 years and represented 24.6% of the total space sector revenues.

**Ground Segment:** Revenues **remained** stable during 2006 as it represented 17.1% of total space sector revenues for the second year in a row.

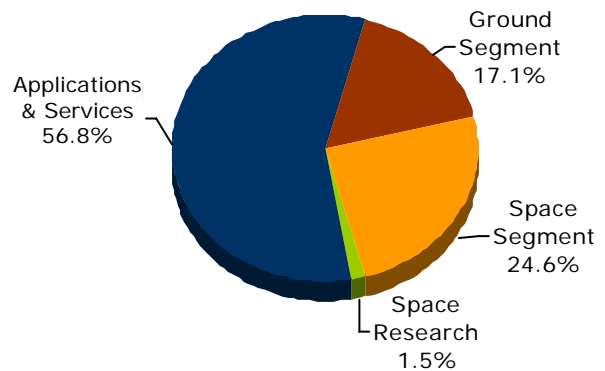
**Applications and Services:** Revenues **grew** negligibly by 0.85% (\$12M) during 2006, increasing from \$1.412B to \$1.424B. Over the 2002-2006 timeframe, revenues from Applications and Services have grown by \$443M and continued to represent the leading source of total revenues reported through the annual space sector survey.

**Space Research:** Revenues showed a sharp **decline** of 26% during 2006 and accounted for 1.5% of total space revenues.

Total Revenues by Space Category: 2002-2006 (C\$m)



Proportion of Revenues by Space Category: 2006





# REVENUES Revenues by Sectors of Activity

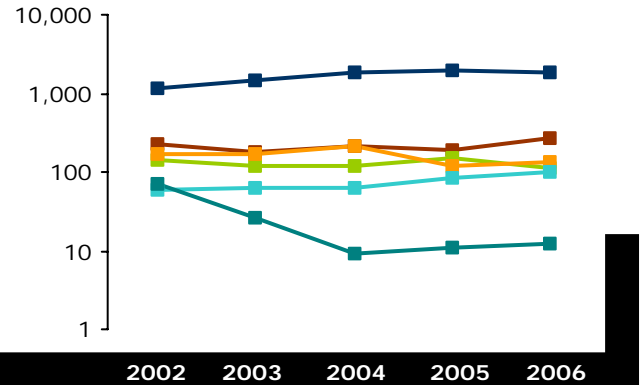
## REVENUES BY SECTOR OF ACTIVITY

**Satellite Communications:** The **Satellite communications sector** continued to generate the lion's share of the Canadian space sector's revenues and in 2006 represented 74.8% of the total space sector revenues with \$1.874B in total revenues. Satellite communications revenues have decreased 3.4% (\$64M) over 2005 levels.

The data was then broken down to identify specific sources of revenues within this sector and revealed the results captured in the accompanying chart entitled: **Breakdown of Satellite Communications Revenues (2006)**.

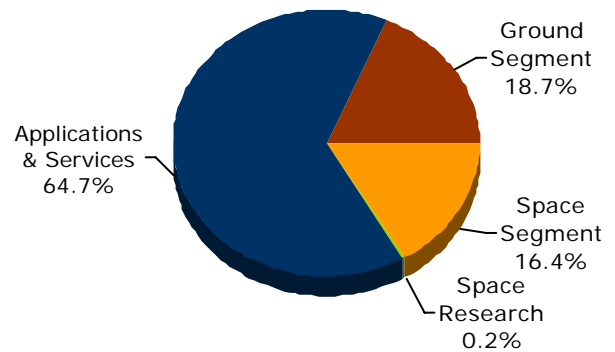
To summarize these findings, of the \$1.874B, the majority of revenues, that is 64.7% or \$1.212B, is from activities in Applications and Services. Of the remaining 35.3%, the breakdown is as follows: 16.4% or \$308M is generated from **Space Segment** activities, 18.7% or \$350M is from **Ground Segment**, and 0.2% or \$3M is from **Space Research**.

**Total Revenues by Sectors of Activity: 2002-2006 (C\$m) (Logarithmic)**



	2002	2003	2004	2005	2006
SatCom	1,128	1,447	1,827	1,938	1,874
Earth Obs.	232	184	211	192	273
Robotics	146	116	122	153	113
Navigation	165	165	212	120	132
Space Sci.	58	62	61	84	100
Other	71	26	9	11	12

**Breakdown of Satellite Communication Revenues: 2006**





# REVENUES Revenues by Sectors of Activity

## REVENUES BY SECTOR OF ACTIVITY CONT.

**Earth Observation:** Revenues for the Earth Observation (EO) Sector **increased** significantly by 42.2% (from \$192M to \$273M) during 2006. EO revenues represented 10.9% of the total revenues. Over a five-year timeframe (2002-2006) EO revenues have increased a total of \$41M or 18%.

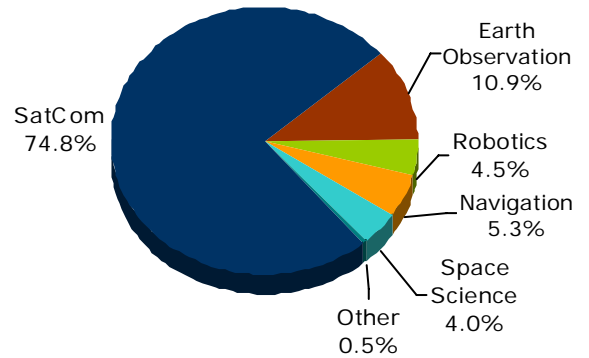
**Robotics:** Revenues in this sector **declined** significantly by approximately 35% or from \$153M in 2005 to \$113M in 2006. Robotics generated 4.5% of total space sector revenues. Since 2002, revenues from this sector experienced a 29% loss (or \$33M).

**Navigation:** Revenues **rebounded** 10.2% or \$12M during 2006. Navigation revenues represented 5.3% of the total space revenues. Over the past five years, revenues have dropped 25% (\$33M).

**Space Science:** During 2006, revenues from activities related to space sciences **increased** 19.1% or \$16M and represented 4% of the total space sector revenues. Since 2002, revenues have grown from \$58M to \$100M.

**Other:** Space-related activities in areas other than those classified above, reported an **increase** of 6% (\$681K) over revenues reported in 2005 and it represented 0.5% (total of \$12M) of total space revenues.

*Proportion of Revenues by Sectors of Activity: 2006*





# REVENUES Revenues by Region

## REVENUES BY REGION

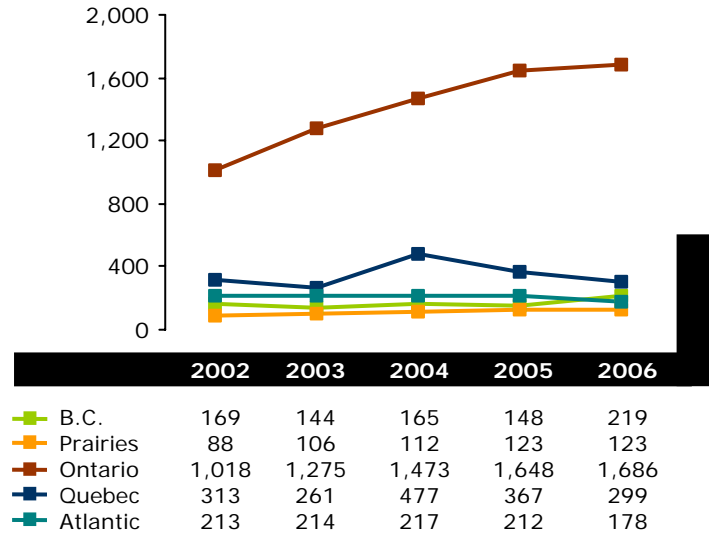
**British Columbia:** In 2006, revenues from British Columbia grew by 48% (\$71M). British Columbia revenues represented 8.7% of total revenues for the space sector, an increase of 3% over 2005. Since 2002, revenues from British Columbia have increased by 29.6% (\$50M).

Contrary to 2005, the majority of B.C. space revenues in 2006 were generated from domestic markets (\$124M), while \$94M came from exports. Domestic revenues more than doubled over 2005, and in 2006 domestic markets represented 57% of British Columbia's total space revenue, compared to 34% in 2005. All growth in revenues in British Columbia came from domestic sources with export revenues decreasing marginally by 3% (\$2.7M).

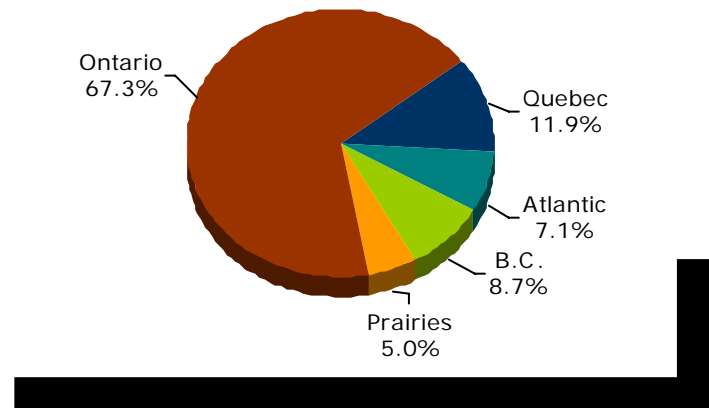
**Prairies:** Total revenues for the Prairie region (Alberta, Saskatchewan and Manitoba) remained stable during 2006. The Prairie region generated 5% of the total space sector revenues, the same share generated for the last 5 reporting years. Over the five-year period 2002 to 2006, total revenues have risen 39.8% (\$35M).

Canada's Prairie region continued to derive the majority, that is 75% of its total revenues from exports in 2006, reporting a total of \$92M in revenues from exports. During 2006, Alberta's total revenues increased by 18.5% (from \$71M to \$84M). Manitoba, on the other hand, experienced a loss in total revenues by \$1M and Saskatchewan's dropped significantly by 30% (from \$41M to \$29M). Since 2002, the Prairie's export revenues have increased 46% and its domestic revenues have increased 24%.

Revenues by Region: 2002-2006 (C\$m)



Regional Proportion of Total Revenues: 2006





# REVENUES Revenues by Region

## REVENUES BY REGION CONT.

**Ontario:** Ontario continued to generate the majority share of total space sector revenues in 2006, contributing 67.3% of all revenues. Revenues in Ontario grew by only 2.3% (\$38M) during 2006. Although, Ontario is major player in the Canadian space sector, its revenues are not increasing at previous years' growth rates. Overall, between 2002 and 2006, space revenues have grown 66%.

Sixty-seven (67%) percent of Ontario's revenues were derived from domestic sources in 2006. This the first time in five years that Ontario's growth is not reflected in both domestic and export markets. Rather, in 2006 it was solely Ontario's domestic revenues that grew; increasing 8% (\$87M). Although exports revenues decreased 8% (from \$606M to \$557M) in 2006, Ontario remains the strongest exporting region in Canada. Over a five-year span, domestic revenues have grown 40.4%, growing from \$804M to \$1129M and export revenues reflecting an increase from \$214M to \$557M.

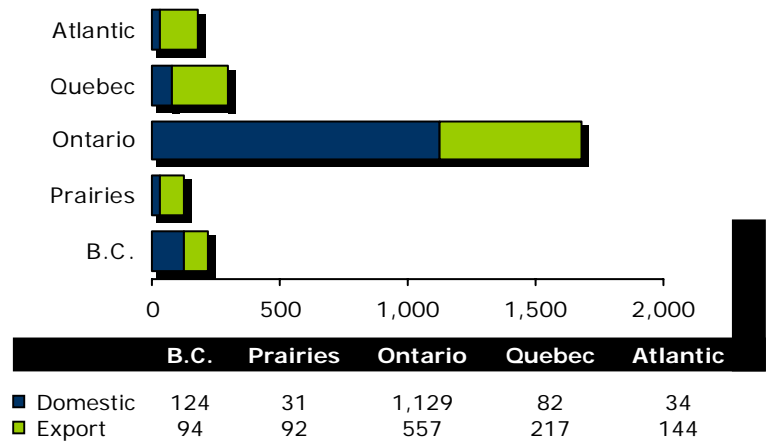
**Quebec:** During 2006, Quebec's overall revenues decreased 18.5% (\$68M) and represented 11.9% of the total space sector revenues in Canada. This compares with a representation of 20% during 2004, and 15% during 2005. This decrease occurred in both the domestic and export revenues.

Domestic revenues decreased 24.7% (\$27M). This reflects a downturn for Quebec as the last two years' revenues exceeded \$100M. Export revenues simultaneously decreased 15.8% (\$41M) during 2006. Quebec's majority of revenues (73%) are derived from export revenues, which amounted to \$217M in 2006. From 2002-2006, domestic revenues in Quebec have decreased 22% (\$18M) and export revenues increased 2% (\$4.5M).

**Atlantic:** Revenues in Atlantic Canada decreased 16.1% during 2006, with total space sector revenues declining from \$212M to \$178M (\$34M in total). Atlantic Canada represented 7,1% of the total space sector revenues compared with a representation of 9% in 2004 and 8% in 2005.

Although the majority of Atlantic Canada revenues were generated from exports 81% (or \$144M), export revenues have declined over the last two years. In 2006, export revenues decreased 25.5% (from \$193M to \$144M), which is a greater loss than reported in 2005 (1.1%). On the other hand, Atlantic Canada experienced an increase of 81% (\$15M) in domestic revenues, which was most reflected in Newfoundland. Over the five-year period 2002 to 2006, export revenues from Atlantic Canada have declined 18% and domestic revenues have declined 62%.

*Domestic v. Export Revenues by Region: 2006 (C\$m)*





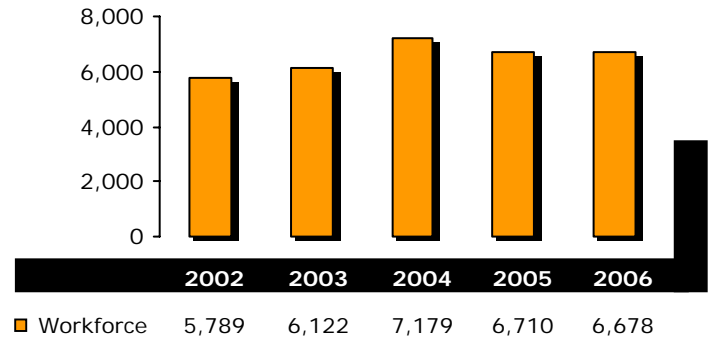


# SPACE SECTOR WORKFORCE Workforce Groups

## SPACE SECTOR WORKFORCE

During 2006, the Canadian space sector workforce decreased by 0.5%, reducing from 6710 to 6678 workers.

Space Sector Workforce: 2002-2006

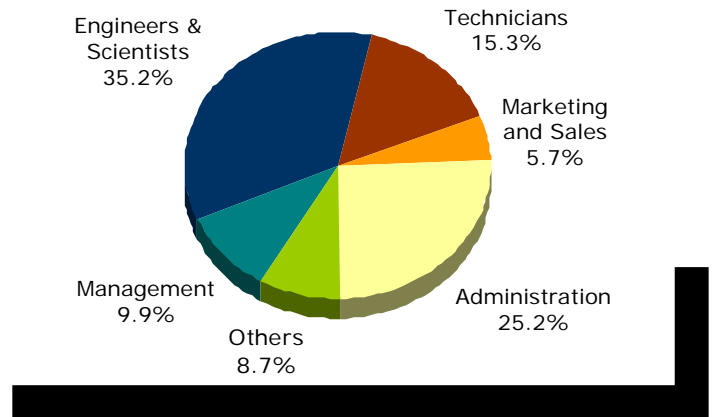


## WORKFORCE GROUPS

Engineers & Scientists continued to comprise the largest category of employment in 2006 employing 2353 workers or 35.2% of the total space sector workforce.

The charts below provides a breakdown of the workforce by space employment categories and the distribution of employment groups working in the Canadian space sector in 2006.

Workforce by Space Employment Categories: 2006



Workforce Groups by Region: 2006

	BC	Prairies	Ont.	Que.	Atlantic	Total
Mngmt	26	13	455	147	22	663
Eng/Sci.	49	272	1,232	638	162	2,353
Tech.	49	101	712	79	81	1,022
Mktg/Sls	27	4	276	41	29	377
Admin.	16	6	1,405	90	164	1,681
Other	1	20	542	13	6	582
<b>Total</b>	<b>168</b>	<b>416</b>	<b>4,622</b>	<b>1,008</b>	<b>464</b>	<b>6,678</b>



# SPACE SECTOR WORKFORCE Workforce by Region

## WORKFORCE BY REGION

**British Columbia** represented 2.5% (168) of the nation's space workforce in 2006. This compares with a 6.7% representation in 2005 reflecting the fact that the B.C. workforce decreased significantly from 466 employees in 2005 to 168 employees in 2006.

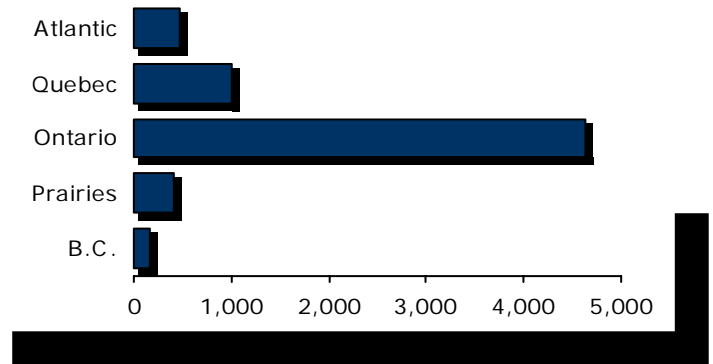
**The Prairies** employed 6.2% of the space sector workforce in 2006. The space sector workforce increased 5.9% during 2006, increasing from 393 to 416 employees.

**Ontario** continued to employ the majority of the space sector workforce in 2006, representing 69.2% of the total space workforce. This is consistent with last year's share. The Ontario space sector workforce increased marginally 0.6% (or 27 employees).

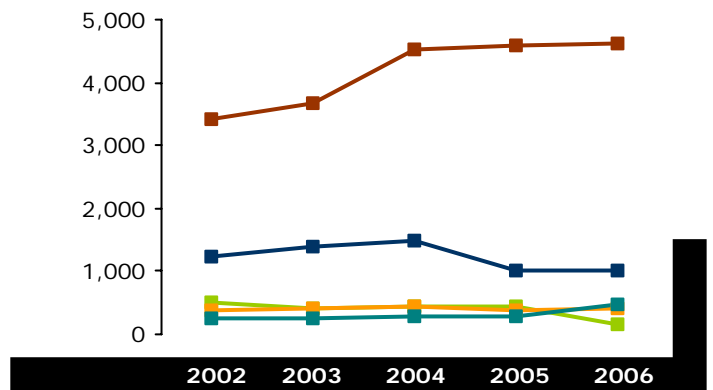
**Quebec** based space sector employment figures remained at 2005 levels during 2006 with a small increase of 2 employees. Quebec represented 15.1% of the nation's space workforce.

**Atlantic Canada's** workforce felt a strong increase by 71.2%, raising the number of employed in the space sector to 464 (from 271). Atlantic Canada employed 7% of the total space sector workforce in 2006.

Space Sector Workforce by Region: 2006



Space Sector Workforce by Region: 2002-2006



	2002	2003	2004	2005	2006
B.C.	509	405	458	446	168
Prairies	379	397	438	393	416
Ontario	3,425	3,675	4,527	4,595	4,622
Quebec	1,229	1,403	1,477	1,006	1,008
Atlantic	248	243	280	271	464