

MONTREAL MILLING CUTTER CO. INC.

Laval, Quebec

Customer and industry demands for food and pharmaceutical product packaging, which would guarantee freshness and reveal evidence of tampering, were the genesis of a line of automated packaging equipment manufactured by the Montreal Milling Cutter Co. Inc. After two years of market development in the U.S. and Europe, Montreal Milling's liner equipment is beginning to displace the older, slower designs of its competitors. Speed, reliability and versatility of the company's equipment is being featured and is resulting in a significant growth in the company's customer base in the U.S., Europe and Latin America.

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NBIP FOREST PRODUCTS INC.

Dalhousie, New Brunswick

Determination and a proven ability to develop special paper grades to meet local requirements in 35 countries, is an export success formula for NBIP Forest Products Inc. Typical was a specialty rotogravure grade developed for the U.S. market. Competing against other North American and Scandinavian competitors, more than 80,000 metric tonnes were sold in 1983 and 1984. In Japan, the company became the dominant Canadian shipper after lengthy negotiations and a one third participation by Japanese interests. Current sales of 65,000 tonnes are expected to grow to more than 100,000 tonnes within two years. Ninety-eight percent of NBIP products are shipped to foreign customers.

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