

Fleece Line/Blue Moose Clothing Company Ltd.

Mr. Sean McCormick, *President*
545 Pacific Avenue
Brandon, Manitoba
R7A 0H7
(204) 728-2010
(204) 727-4114

Exporting: United States, United Kingdom

Blue Moose Clothing Company Ltd. produces authentic Aboriginal clothing including moccasins, mukluks, mitts, and gauntlets. Products are manufactured using high-grade materials such as leather, furs, sheepskin and other attractive and durable materials, and are hand-beaded by Sioux and Ojibway workers.

Goodfish Lake Development Corporation

Mr. Ed Gulewich, *General Manager*
PO Box 273
Goodfish Lake, Alberta
T0A 1R0

(780) 636-2863
(780) 636-2299
garments@telusplanet.net

Export-ready

Goodfish Lake Development Corporation is the parent company of a dry cleaning company that services businesses in the Fort McMurray, Alberta area. Produces industrial work-wear (petro-chemical wear) and provides maintenance services (i.e. dry cleaning).

Huron Moc Enr.

M. Robin Gros-Louis, *Proprietor*
555, rue Chef Max Gros-Louis
Wendake, Québec
G0A 4V0
(418) 843-2497
(418) 843-6229

Exporting: Switzerland, France, Germany

Leather clothing products for men and women, including moccasins and apparel.

SUCCESS STORY

Dorothy Grant Ltd.
Vancouver, British Columbia
www.dorothygrant.com

Long before her star would rise as an internationally-acclaimed fashion designer, Dorothy Grant was first and foremost, a great Haida artist. Her garments, ceremonial button blankets, spruce root baskets and hats can be found in museums and private collections throughout the United States, Western Europe and the Far East.

Her seven-year-old company of eight people was exporting on a small scale south of the border, when Dorothy first visited Japan as a member of the Team Canada 1999 trade mission. She knew there was a market in that region for her elegant Haida art form garments, since a Japanese business man happened by her store in Vancouver and, very impressed, bought many items which he quickly sold on his return home. He later became Dorothy's agent. It was clear that her unique, wearable art, which links ancient heritage to modern society, had found a niche in Japanese culture.

The high-profile trade mission presented the ideal opportunity for Dorothy's small company to make a big impression in a promising new market. With the help of her agent, she held fruitful discussions with magazine editors, fashion designers and manufacturers, enabling her to gain a solid foothold in Japan.

Dorothy's advice to new exporters: "Do your homework, research the market, spend time there, have an export plan, and understand the social and business culture of the country you are targeting."