

by making perogies from a traditional recipe and selling them door to door. It was a simple, traditional recipe that launched an international food-processing business. Today, the company has expanded to a 21 000-square-foot facility with 26 staff. It supplies private label and institutional customers in Canada and the United States. Exports account for approximately 40% of the company's sales. Now the company is exploring possibilities in the Japanese market.

Quebec's Success Stories

Jean Coutu Group Inc. (GJC) started operations in 1969 with one drugstore located in the Montreal area. Since that time its business has grown steadily, to the point that it is now the largest distributor and retailer of pharmaceutical products in Quebec, second-largest in Canada and eighth-largest in North America. In November 2001, GJC had over 18 000 employees within a network of 257 franchises; 38 PJC Clinics in Quebec, New Brunswick and Ontario; and 252 corporate pharmacies (Brooks Pharmacy) in seven northeastern U.S. states.

As franchiser and distributor, Jean Coutu Group provides its network and clientele with a range of management and support services, as well as supply, storage and delivery of nearly 18 000 pharmaceutical/ parapharmaceutical products and consumer staples. The Group's head office and distribution centre in Longueuil employs over 900 people. Sales in 2001 stood at \$1.4 billion for Canadian and \$1.6 billion for U.S. operations, and net profit was \$106 million.

ADF Group Inc. is a North American leader in the design, engineering, fabrication and installation of structural steel megaprojects. It has 45 years' experience in the steel industry, over 1200 employees, and 12 related product and service subsidiaries. ADF is an important player in the construction of bridges, office towers and industrial complexes. It is currently involved in the construction of a 55-storey building, the Columbus Center, in midtown Manhattan, New York City; the 50-storey Random House office tower, also in New York; the new Detroit Lions football stadium; the David L. Lawrence Convention Center in Pittsburgh; and the National Air and Space Museum in Virginia.

Over the first nine months of fiscal 2001-2002, ADF's sales rose 75.8% to \$388.7 million, 80% of which was in the United States.

HydroNov Inc. is a subsidiary of HydroSerre Mirabel Inc., which is involved chiefly in establishing hydroponic horticultural centres in various countries. HydroNov Inc. markets a revolutionary hydroponic greenhouse growing process; some of its major foreign development projects include Nikki's Farms in Orlando, Florida (1995), Shenzhen Evergreen Vegetable Co. Ltd. in Shenzhen, China (1998) and Beijing Evergreen Vegetable Co. Ltd. in Beijing, China (1999).

With 125 employees and production centres located in Mirabel, the group's parent company is the largest grower of hydroponic lettuce in the world.

LBL Skysystems Inc., founded in 1979, specializes in the engineering, manufacturing and installation of curtain wall and glazing systems for commercial and institutional markets. LBL Skysystems is one of the top five manufacturers of curtain walls in North America, and is solidly established in Canadian, U.S. and U.K. markets. Located in Bois-des-Filions north of Montreal, its plant has a production capacity of over 1.2 million square feet of curtain wall per year. LBL employs more than 225 people.

The company's sales, for the quarter ending September 30, 2001, rose 52% from the same quarter the previous year, to \$22.2 million, and net profit was up 125% to \$723 000.

CML Air Traffic Control Technologies Inc., founded in 1998 as a spinoff of CML Technologies, is situated in Gatineau in the Outaouais region. A new telecommunications company, it develops, fine-tunes and markets highly sophisticated air traffic control voice switching systems. This dynamic young firm of 42 employees is expanding rapidly into a highly competitive market; close to 85% of its sales are beyond our borders, chiefly to clients in North America, Latin America, Africa and Asia.

Substantial promotional efforts enabled the company to land a first major sale to China's air traffic regulatory agency in August 2001. Valued at US\$350 000, this contract will probably be followed by a number of others in the years ahead, allowing the firm to expand further into Asian markets. In addition, CML ATC Technologies Inc. is developing important strategic alliances with systems integrators for the purpose of penetrating new markets. Some large foreign contracts have been finalized, including one in Singapore with SES Engineering Inc., another in China with the