

pulping systems which use only 50 percent.

"Our process is mechanical rather than chemical. Instead of chemically cooking the wood, which dissolves a good part of it in the process, our refiner physically separates the fibres, increasing the amount of usable wood utilized in the paper," said Miro Polegato, **Kvaerner Hymac's** Vice-President of International Sales and Special Projects. "A major advantage of our system is that you use only about half as many trees to make as much paper. We also develop high-yield processes that can utilize fast-growing plantation wood species to produce high-quality bleached pulps."

In addition to its high-yield pulping systems, **Kvaerner Hymac** also manufactures systems that recycle waste paper into pulp that can be used to make newsprint and writing paper. "We promote processes that recycle such products as mixed office waste paper and newspaper," Polegato said.

The recycling process consists of key components such as repulping and coarse screening, flotation, fine screening and cleaning, dispersion, washing and wet lapping to produce pulps suitable for various grades of paper. The system's sophistication depends on the quality of waste paper used, and the requirements of the end product.

Kvaerner Hymac Inc. has been in business for 88 years and exporting for 25. Originally called HYMAC LTD., a majority of the company's shares were purchased by **Kvaerner a.s.**, Norway, in 1992.

Exports play a vital role in **Kvaerner Hymac's** sales. Export sales in 1993 were approximately \$49 million (Cdn), which made up more than 85 percent of total sales for that year, a 95-percent increase over 1992 export sales. China was **Kvaerner Hymac's** largest customer during that period. The United States, Mexico/South America, Europe, Korea, Australia and New Zealand are also key export markets for the company.

"The key to the successful introduction of our products into the export markets was to focus on a niche market with our high technology machinery and processes. Establishing good customer relations through top service helped us to win repeat business," said Polegato.

"Our reputation for high-quality products, expertise in engineering and project management capability quickly spread, and we are currently a dominating force in the high-yield pulping market, as well as a major player in the recycling equipment field."

Polegato said that the federal government has been instrumental in helping **Kvaerner Hymac** win contracts, especially in China. "We relied on the Export Development Corporation to help our clients obtain financing.

InfoCentre

The InfoCentre of the Department of Foreign Affairs and International Trade provides counselling, publications and referral services to Canadian exporters. Companies interested in obtaining trade-related information are invited to contact InfoCentre at 1-800-267-8376 (Ottawa Region: 944-4000) or by fax at (613) 996-9709. Trade information is also available by calling FaxLink (from a fax machine) at (613) 944-4500, the Department's round-the-clock faxback service.

MITEL SEMICONDUCTOR

Mitel continues to go the "extra mile,"
racking up export sales the world over.

G

oing beyond the call of duty has helped **Mitel Semiconductor** boost its export sales as well as gain a strong foothold in the highly competitive communications components marketplace.

"We go the extra mile to ensure that our customers receive all the technical support they could possibly need, and then some," said John Millard, President and Chief Executive Officer of Mitel Corporation of Kanata, Ontario, the parent company of **Mitel Semiconductor**. "As part of our corporate commitment to providing total communications solutions, we strongly believe that our customers, no matter where they are located, should be supported every step of the way."

For the past 19 years, **Mitel Semiconductor**, from its facilities in Kanata and in Bromont, Quebec, has designed and manufactured integrated circuits and custom wafers for information technology and telecommunications companies around the world. Key export markets include the United States, China, Japan, Taiwan, the United Kingdom and Australia. With offices in Kanata, Wales, Germany, Japan, Singapore, Florida and California, **Mitel Semiconductor** employs a total of 572 people, 394 in Canada.

Exports made up 92 percent of **Mitel Semiconductor's** fiscal 1994 total sales of \$71 million (Cdn), up from \$52.8 million in 1993, and \$37.3 million in 1992. In 1994, its two largest export markets were the United States and the Asia-Pacific region, with sales of \$43.7 million. Total sales continue to grow each year at rates that are better than 35 percent.

"We're known as communications specialists, and this reputation has helped us to increase our market share in the Asia-Pacific region," said Kirk Mahdy, General Manager of **Mitel Semiconductor**. "These fast-growing new markets need our technology, our know-how and our products because they're very focused on expanding their telecommunications services to meet future needs. Among components suppliers, we are uniquely positioned to support their specialized product development and infrastructure growth."

One of the reasons for **Mitel Semiconductor's** success is its commitment to stay ahead of its competition by producing products that are on the cutting edge of technology. For instance, in 1993, it introduced the **MT9196 chip**, a device which brings the idea of a telephone set with all of its circuitry on a single chip even closer to reality. In addition, it is addressing the inevitable merging of computers and telephones by introducing real-time networking products for the *computer telephony integration* (CTI)