



CANADA EXPORT
TRADE MONTH

LE MOIS
CANADIEN
DE L'EXPORTATION

The winners of the 1988 Canada Export Award are:

Ault Foods Limited

405 The West Mall
Etobicoke, Ontario M9C 5J1

Based in Etobicoke, Ontario, Ault Foods Limited employs about 3,000 people to process and package fluid milk into cheddar and specialty cheeses, skim milk powder, infant formula, whey powder, and specialized custom dairy blends for use in food and value-added manufacturing around the world. Ault has been exporting for over 15 years, and its sales have increased steadily, with 1987 levels reaching the highest in company history. Intense competition comes from the United States, the European Economic Community and New Zealand. Exports include cheddar cheese and speciality cheeses to Britain and the United States, skim milk to Egypt, whey powder to Taiwan and Korea, and demineralized whey powder for infant formula to Ecuador, the Netherlands, the Philippines and Australia.

Contact: Lyle Shrigley, General Mgr, Ault Industrial Trading Business
TEL: 416-620-3121

Baymag

800-10655 Southport Rd. S. W.
Calgary, Alberta T2W 4Y1

Calgary-based Baymag is one of the world's largest producers of refractory grade fused magnesium oxide, as well as being North America's largest manufacturer of calcined magnesium oxide. Baymag employs 98 people and has been exporting its products for over five years. In 1987, exports accounted for over 80 percent of the company's sales. The company credits its competitive pricing, high technical standards and reliable delivery for its successful entry into its major markets: the United States, Austria, Venezuela, West Germany and Australia. Fused magnesium oxide is a newly developed product that is finding increasing acceptance by refractory manufacturers as a superior raw material to dead-burnt magnesite.

Contact: Ronald A. Moore, Sales Director
TEL: 403-271-9400

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