

# Growing with Canada

- **DowElanco, Indianapolis**, a multi-billion dollar agri-business leader, is transferring a key agri-biotechnological research unit from San Diego, California, to Saskatoon, Saskatchewan. The announcement was made by the company's Calgary-based affiliate, DowElanco Canada Inc.

The parent company was formed in 1989 as a joint venture of Dow Chemical (60%) and Eli Lilly and Company (40%). The corporation is one of the world's leading manufacturers of crop production chemicals such as herbicides and pesticides and, in 1996, reported global sales of \$2 billion.

DowElanco is now diversifying aggressively into plant genetics. As part of that strategy, the company recently acquired a controlling interest in Mycogen, a California-based biotechnology company with a special strength in Brassica (canola oilseed) research. It is the Mycogen operation that DowElanco is now moving to Saskatoon.

Richard H. (Rick) Smith, President and CEO of DowElanco Canada Inc., says that several competitive advantages influenced the company's choice of Saskatoon for Mycogen's new headquarters. One is its status as one of the world's leading centres of canola research. Another is the presence of university and government laboratories engaged in related research. The plant will be located in Innovation Place, a research industrial park that

already houses a large cluster of foreign and domestic biotechnology companies.

"The majority of the newest developments in Brassica research is coming out of Saskatoon," Smith said. "Our intent is to be at the forefront of these developments. To do that, we need to be here."

"We believe that the world-class efforts under way here will move Brassica innovations to new, higher levels of value to the agricultural community."

- **Dassault Investissements** of France, the global aviation giant, is also Europe's leader in monetics (money-handling) technology. In pursuit of that interest, the company has invested \$19 million to become an important shareholder and strategic ally of the Canadian firm, Nova Expertise Solutions (NES). Based in Montreal, NES is a consulting firm that specializes in the development and integration of technologies.

Privately-owned NES has been developing an array of hardware and software solutions for the financial community. Its product line ranges from "smart" electronic transaction cards to systems for safeguarding security in transactions, keeping data on communications networks confidential, and streamlining electronic payments. The company employs 150 people, including 100 in its Montreal R&D centre.

With the post-cold war shrinking of military budgets, Dassault A.T., the corporation's manufacturing arm, has been diversifying from missiles, military aircraft and other defence-industry products into civilian technologies. "Nova is ideal for this," says Laurent Dassault, President of the company and grandson of its founder.

Under the investment agreement with Nova, Dassault A.T. will market the Canadian firm's software solutions throughout Europe, while NES will do the same for Dassault's products in Canada. ♦

## For more information

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