

KAVANAGH FOODS LTD.
Coquitlam, British Columbia

For a small family company, getting and keeping shelf space for their new granola cereal alongside the U.S. cereal giants, has required an enormous commitment. It has proven worthwhile, resulting, as it has, in significant business for Kavanagh Foods Ltd. in the U.S. market. Northern Gold Granola is the favourite granola sold in the State of Washington and is becoming increasingly popular in Oregon and Colorado. New markets are also being developed in Montana, Arizona and California.

Howard Raphael
Business Manager
Kavanagh Foods Ltd.
2378 Canoe Avenue
Coquitlam, British Columbia
V3K 6C2
(604) 941-0731

or Irene Kavanagh
Secretary Treasurer

KLÖCKNER STADLER HURTER LTD.
Montreal, Quebec

Klöckner Stadler Hurter Ltd. supplies ready to go, turnkey pulp and paper plants to its customers in Malaysia, Asia, Pakistan and China. Competition is fierce and usually the differences between a Klöckner Stadler Hurter plant and a competitors are the Canadian company's pricing, financing arrangements, its great technical expertise, its attention to meeting local conditions and the demonstrated success of plants built for other customers. The company has won an international reputation for innovation, technology transfer and sensitivity to conditions in the host country.

Mr. Allen Curleigh
Vice President of Contracts -
International Finance
Klöckner Stadler Hurter Ltd.
1600 Dorchester Blvd., W.
Suite 1200
Montreal, Quebec
H3H 1P9
(514) 932-4611

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