

Export Awards finalists

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(President: Chris Shade), processes and ships high-densified hay products developed through advanced methods of irrigation. (www.bloodtribe.org)

BW Technologies Ltd., of Calgary, Alberta (President and CEO: Cody Slater), designs, manufactures and markets hazardous gas detection equipment. (www.gasmonitors.com)

CAE Inc., of Montreal, Quebec (President and CEO: Derek H. Burney), is a world leader in aviation and marine simulators. Its marine systems division offers training solutions and supplies advanced automation. (www.cae.com/en/marine/index.shtml)

CML Emergency Services, of Gatineau, Quebec (President and CEO: Jeff Robertson), manufactures and designs products for 911 communications. (www.cmles.com)

Diamond Aircraft Industries Inc., of London, Ontario (President: Peter Maurer), is a world leader in the manufacturing of sophisticated two-seater aircraft. (www.diamondair.com)

Editions L'artichaut Inc., of Rimouski, Quebec (President and CEO: Ginette Tremblay), designs French-language school manuals and training materials for Canada, France, Switzerland and Senegal. (www.artichaut.ca/tc)

Extreme CCTV Inc., of Burnaby, British Columbia (President and CEO: J.M. Gin), is an innovator in the manufacture of advanced infrared illuminators and precision-engineered video surveillance products. (www.extremecctv.com)

Forensic Technology (WAI) Inc., of Montreal, Quebec (President: Robert Walsh), is a world leader in forensic firearm identification and the research and development of high-tech crime-solving products. (www.fti-ibis.com)

Innova LifeSciences Corporation, of Toronto, Ontario

(President: Michael Kehoe), manufactures innovative medical devices for the international surgical and dental markets. (www.innovallife.com)

Iris Power Engineering Inc., of Toronto, Ontario (President: Greg Stone), provides high-quality products for maintenance of large motors and generators used by power utilities and heavy industry. (www.irispower.com)

Lotek Wireless Inc., of St. John's, Newfoundland and Labrador (President: James Lotimer), manufactures electronic monitoring systems to track fish and wildlife for biological and environmental information. (www.lotek.com)



Maple Leaf Foods International, of Toronto, Ontario (President: Ted Bilyea), is a global food-processing company. (www.mapleleaf.com)

Master Flo Valve Inc., of Edmonton, Alberta (CEO: James Duncan McNeill), designs, manufactures and markets choke valves for the upstream oil and gas industry. (www.masterflo.com)

McCain International Inc., of Florenceville, New Brunswick (President: Kai Bockmann), provides frozen and non-frozen food products in more than 100 countries. (www.mccain.com)

MDS Aero Support Corporation, of Montreal, Quebec (CEO: Hans Odoefer), is the world leader in test systems for aviation, marine and industrial gas turbines. (www.mdsaero.ca)

Mega Bloks Inc., of Montreal, Quebec (President and CEO: Marc Bertrand), manufactures and markets

high-value educational construction toys. (www.megabloks.com)

Melet Plastics Inc., of Winnipeg, Manitoba (President: Edward Shinewald), manufactures quality plastic components for the agri-food, health and transportation sectors. (www.melet.mb.ca)

Palliser Furniture Ltd., of Winnipeg, Manitoba (President and CEO: Art DeFher), produces an extensive line of furniture for the home and office. (www.palliser.com)

Pivotal Power Inc., of Bedford, Nova Scotia (President and CEO: Carlo Shimon), designs and manufactures high-reliability electronic power conversion equipment. (www.pivotalpower.com)

Replicon Inc., of Calgary, Alberta (CEO: Raj Narayanaswamy), is a world leader in Web-based time and expense tracking products to increase workforce productivity. (www.replicon.com)

Schleese Saddlery Service, of Holland Landing, Ontario (CEO: Sabine Schleese), designs and manufactures customized English saddles and equestrian accessories. (www.schleese.com)

VSM MedTech Ltd., of Vancouver, British Columbia (President and CEO: Barry Allen), develops innovative diagnostic devices for cardiovascular and neurological assessments. (www.vsmmedtech.com)

ZENON Environmental Inc., of Toronto, Ontario (Chairman and CEO: Andrew Benedek), specializes in membrane-based technology for water and wastewater treatment and water re-use. (www.zenonenv.com)

In the last 20 years, over 200 winners have received Canada Export Awards. The gala dinner will take place in **Toronto on November 24**, as part of the 2003 Canadian Manufacturers & Exporters conference "Leveraging Success: Winning Strategies for a Changing World." For more information, call (613) 238-8888 or go to www.cme-mec.ca.

AEROSPACE AND DEFENCE

Given the robust economies in Southeast Asia and the global focus on security, funding is being reallocated to transportation infrastructure and defence spending.

Thailand, Indonesia and Singapore have scheduled major airport renovation and development projects. Significant opportunities exist in the supply of navigational aids, and radar and air traffic control systems. There is also strong market potential in aviation security technologies (e.g. explosion detection devices and access control systems). In Vietnam, the shift toward product and service procurement presents opportunities for smaller-scale suppliers in the airport development, civil aviation, maintenance and training subsectors.

Unmanned vehicles are a major interest. With annual sales to Southeast Asia expected to top US\$5 billion by the end of the decade, there is sizable profit potential for companies specializing in this area.

Over the next 15 years, governments in the region will spend an estimated US\$140 billion to procure 775 new warships. Canadian companies with expertise in radar/sonar, navigation, communication and targeting systems may wish to enter this lucrative market. CAE Inc., for one, recently signed a \$37 million deal to provide control systems to the Royal Malaysian Navy.

Key events

Safety & Security Asia 2003, 7th International Safety and Security Exhibition and Conference
Singapore, October 8-10, 2003
www.safetysecurityasia.com.sg

Index/UDT-Asia 2003, International Maritime and Undersea Defence Technology Exhibition and Conference
Singapore, November 11-14, 2003
www.imdexasia.com

Asian Aerospace 2004
Singapore, February 24-29, 2004
www.asianaerospace.com

Did you know...

- Southeast Asia was the only major region of the world in which Canadian exports grew in 2002—and they grew by more than 15%.
- Southeast Asia is Canada's sixth largest export market after the U.S., Japan, U.K., China and Germany, equal to that of Mexico.
- Canadian firms have increased their investment in Southeast Asia by 60% since 1997, to almost \$12 billion.
- Southeast Asia is the largest export market in Asia for Canadian commercial services at \$458 billion—larger than Japan, twice greater than China and four times that of India.

Are You Ready for the Southeast Asia Market?

Contacts

For information on opportunities in Southeast Asia, check the Market Reports and register for your personalized Web service at the Trade Commissioner Service site (www.infoexport.gc.ca).

Ifinet (www.infoexport.gc.ca/ffinet) lists contacts and other information on international financial institutions, including guides on how to bid on contracts.

To find out more about bank projects, visit the sites of the World Bank Group (www.worldbank.org) and Asian Development Bank (www.adb.org).

In conjunction with the Department of Foreign Affairs and International Trade, Canadian Manufacturers & Exporters maintains a site (www.cme-mec.ca/portals/seascape) dedicated to commercial relations with Southeast Asia.

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