

# Canada Reports

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Canada Reports will not be published in the summer. The next issue will appear in the fall in colour as a monthly.

External Information Services Division



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## Triple export award winner

Process Technology Limited of Oromocto, New Brunswick, a manufacturer of semiconductor products and processing equipment, won three national awards in 1985 and was Canada's top export award winner for the year.

The prizes were a Canada Export Award, the country's highest export distinction (see *Canada Reports*, November 6, 1985), and two Canada Awards for Excellence, a gold for entrepreneurship and a silver for marketing.

Process Technology was the only company to receive two excellence awards. The prizes, which are presented annually, are for outstanding achievement in nine categories: productivity, entrepreneurship, marketing, labour/management co-operation, invention, technology transfer, innovation, engineering design and industrial design.

### Rapid growth

Process Technology's export sales have skyrocketed since the company was founded in 1982. Revenues from sales, which amounted to \$634 000 during the first year, increased to \$7.4 million by the third year.

Exports represent some 95 per cent of the firm's sales volume and include sales to most of the major semiconductor manufacturers such as Motorola, Intel, National Semiconductor, Signetics, Bendix, Mitel, Perkin Elmer, Monsanto, IBM, Bell Labs, Fairchild, Xerox, Ford Aerospace, Northern Telecom, and AT&T. In addition to sales throughout the United States and Europe, deposition systems have been sold to customers in Japan and Israel.

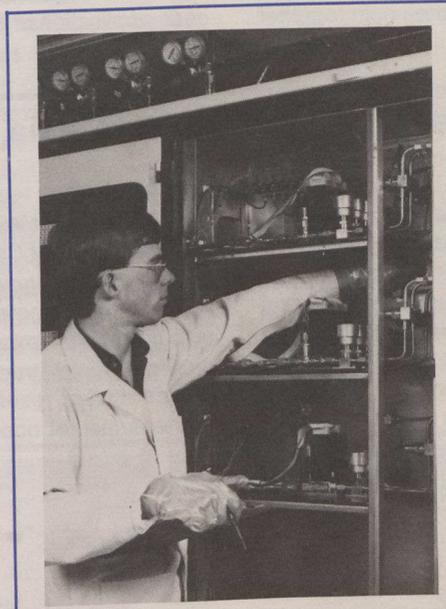
To develop a "high-tech" business in a remote section of New Brunswick, a highly detailed marketing plan was organized at the outset. A vice president in charge of marketing was hired to provide the technical knowledge essential for sales, which were targeted to major semiconductor manufacturers rather than minor users of process equipment. Further, to provide rapid service for product delivery, an aircraft was purchased to connect with US airlines and their major markets.

The company also has marketing representatives in several countries, including five serving the US market, one in Britain, one in the Netherlands and one in Japan.

### Innovation

All products manufactured by Process Technology are new entries to the Canadian export and domestic markets.

The company's initial licence from Bell Northern Research was to manufacture a superior low-pressure chemical vapour deposition (LPCVD) system for depositing thin films on silicon wafers



Process Technology Limited employee examines gas panels in a low-pressure chemical vapour deposition system.

that had been developed by George Jenkins, founder of Process Technology, while employed with Bell Northern and Northern Telecom. The generation of layers on silicon and gallium arsenide wafers is essential in the fabrication of integrated circuits.

Process Technology Limited developed the first commercially viable boron nitride process in the world. This system is now used to manufacture X-ray masks.

The company also pioneered processes to reliably deposit thin films on 125-millimetre and 150-millimetre wafers, and has suc-