

# Canadian Perspectives

Mr. Roy Parsons, Director of International Sales,  
International Road Dynamics Inc., Saskatoon, Saskatchewan

*Team Canada opened doors and provided International Road Dynamics with an excellent opportunity to gain additional market credibility. We anticipate significant long-term opportunities in the region in part as a result of the mission.*

Mr. Bernard Poulin, President,  
Le Groupe S.M. Inc., Longueuil, Quebec

*I believe that the Team Canada visits provide a lot of incentives to local government to get the projects on track and moving. It is a great catalyst, it makes things happen.*

Mr. Kelly R. Smith, President,  
Presson Manufacturing Ltd., Nisku, Alberta

*The Team Canada approach allowed us to secure a project with the National Petroleum Company of Pakistan (OGDC). Prior to this mission, OGDC did not recognize Canadian companies in the oil industry. The Team Canada mission has changed this.*

M<sup>me</sup> Claudette L'Heureux, Vice-President of International  
Development, Les Produits Franco Ltee., Mathias, Quebec

*The benefits are great! It gets things moving, starts a chain reaction between us and the partners, gives companies a higher and better profile, and opens the way for interaction and possible mutual assistance among participants.*

Mr. Edward Dawe, President,  
Northland Associates Ltd., St. John's, Newfoundland

*A worthwhile trip. The association of a small firm like us with Team Canada provides a level of credibility that would be difficult to obtain on our own.*