

“With assistance from PEMD we targeted the Japanese market in 1989 and again in 1995. The Japanese market is very difficult to break in to, mainly due to cultural differences. It has only been in the past year or so, that our efforts have started to pay off.

“Without the support of programs such as PEMD, we could not have made the initial steps required to introduce ourselves to world markets.” - *Richard Myers, M2M International Ltd., Wallaceburg, Ontario*

“Without this assistance, we would never have been able to take part in this open international architecture competition for the Geneva Ethnography Museum.

“...our proposal for the new Geneva Ethnography Museum was unsuccessful. However, we do not believe that success should be measured on this basis alone. We feel that our having been the only North America team to participate is a measure of success, affirming our presence and that of the Canadian architectural community in the international competition circuit, which presently excludes Canadian architects.” - *Marc Laurendeau, Architect, Jodoin Lamarre Pratte et Associés Architectes, Montreal, Quebec*

“ We applied for, and received PEMD assistance to exhibit our products at an outdoor show in England last year in conjunction with our newly appointed distributor over there. It was a successful show and we have seen a steady increase in our export business to the UK as a direct result. Due to the success of that show, we are returning again this year to build up stronger customer relationships and make new contacts. Were it not for the PEMD program, a small company such as our’s would probably not have been able to afford to make that first trip last year.” - *Evan Jones, President, Integral Manufacturing Inc., Calgary, Alberta*

“The Program for Export Market Development (PEMD) is very important to our company in providing financial support in our endeavors in the development of a potential market in Asia for our products. To date, we have not been successful in selling our products into the Singapore Market, but the exposure has been very beneficial with a number of important contacts being made both in Singapore and other Asian countries. The development of the Asian Market will be a relatively slow process, but we believe that within three years, our company will actually be selling our products to all major maritime nations in Asia. We have signed an agent in Singapore and as an indirect result of our efforts, we have also signed an agent in Japan, with a third agreement expected for an agent in the Republic of South Korea within the next two months.” - *Barry Allcock, President & CEO, Offshore Systems Ltd., North Vancouver, British Columbia*