

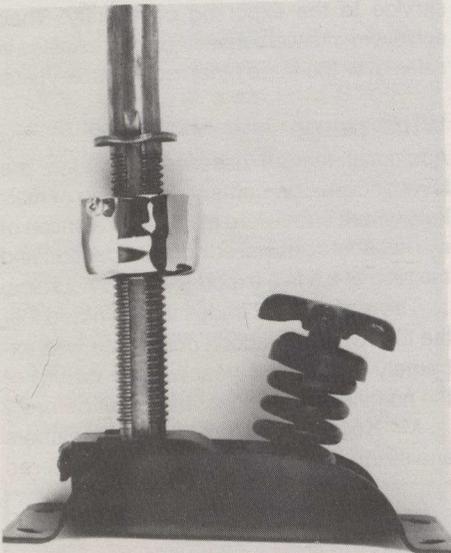
"have proved that Canada can compete and win in world markets". He added that "they have set a standard of skill and excellence which Canada must aspire to" if it is to succeed in world markets.

### Award winners

Reflecting Canada's economic, sectoral and geographic diversity, the following 12 firms received the 1985 Canada Export Award:

#### Small firms

- **Process Technology Limited** of Orochto, New Brunswick manufactures and markets equipment for depositing the film on silicon and gallium arsenide wafers during fabrication of integrated circuits. Export sales have grown significantly every year since the firm was founded in 1982 and currently more than 90 per cent of all products manufactured are exported to the United States, Japan and Israel.



Chair controls from *Faultless-Doerner* are gaining markets in the United States.

- **Canterra Engineering Limited** of Calgary, Alberta designs and manufactures specialized portable drills, power line construction equipment and off-road vehicles. During the past four years, exports, which have been made to every continent except Europe, have grown to represent more than 90 per cent of sales.

- **Linear Technology Inc.** of Burlington, Ontario designs, manufactures and markets miniature integrated circuits consisting of audio amplifiers for the world hearing aid industry and custom and semi-custom integrated circuits with industrial applications. Over 90 per cent of the firm's products are exported.

#### Small to medium firms

- **Polymer International (N.S.) Limited** of Truro, Nova Scotia produces custom de-



Mr. Kelleher (eighth from right) with company representatives receiving export awards.

signed Nova Pac bags. The company currently supplies at least 80 per cent of the woven poly-valve bags used by the petrochemical industry in the US.

- **Faultless-Doerner Manufacturing Inc.** of Waterloo, Ontario manufactures office chair controls and hardware components. The firm has substantially increased its export sales in the US market over the past three years.

#### Large firms

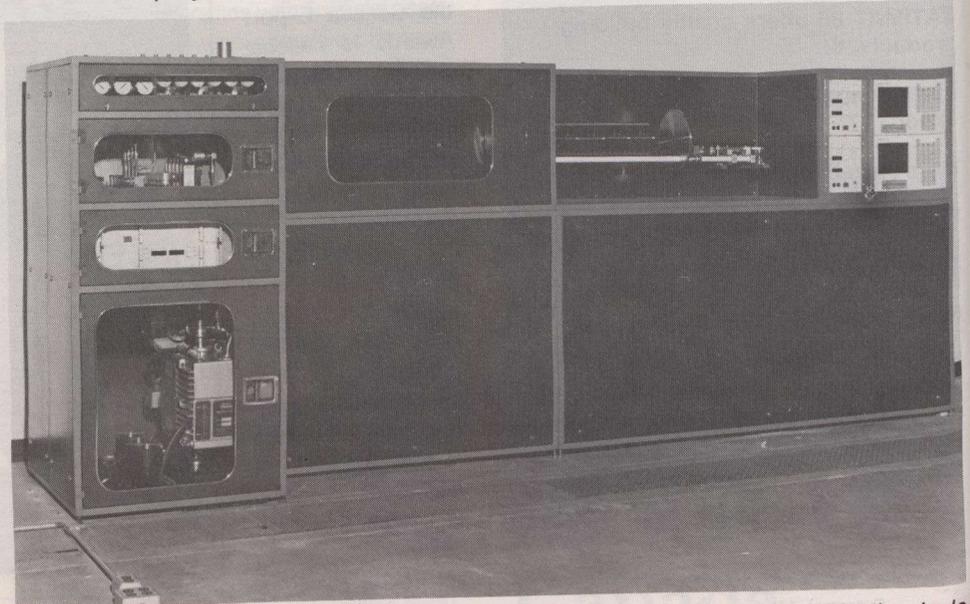
- **Babcock & Wilcox Canada** of Cambridge, Ontario manufactures and installs custom engineered fossil fired steam generators and auxiliaries for electric utilities and industrial steam users and nuclear generators and components for Canada reactor systems. The company has increased its export

sales through research and development of new utility boiler designs, financing optimization, countertrade, extended scope engineering and supply and on developing competitive consortiums.

- **Electrovert Limited** of Laprairie, Quebec manufactures automated soldering and cleaning equipment for the electronics industry. The company's *Century 2000*, a computer controlled wavesoldering system used to solder printed circuit boards, has become a world competitor with sales to Britain, France, Japan and the United States.

#### Agricultural/food processors

- **XCAN Grain Limited** of Winnipeg, Manitoba was established in 1970 as the export marketing arm of the three Prairie farm-



Process technology has become a leading exporter through sales of equipment like the single stack Low Pressure Chemical Vapour Deposition System.