

# Outstanding export achievers



Twelve Canadian companies received the 1986 Canada Export Awards, the highest distinction for excellence in exporting, from Minister of International Trade Pat Carney in Vancouver, British Columbia on October 14. The annual award ceremonies, which began in 1983, are the highlight of Canada Export Trade Month.

The winners are chosen annually from hundreds of applications. To be eligible, a company must meet at least one of the four following important requirements:

- major increase in export sales over the past three years;
- penetration of new markets;
- introduction of new export venues; and
- significant assistance to other firms in developing sales abroad.

Other factors considered are the level of Canadian content in the products, level of the company's export sales to their total sales and the capability of maintaining world markets with respect to strong foreign competition.

The 1986 award-winning companies export a wide range of products and services, from all-terrain vehicles, telecommunications systems and coins to software products and project management services. The firms also represent small, medium and large enterprises from many regions in the country.

## Small firms

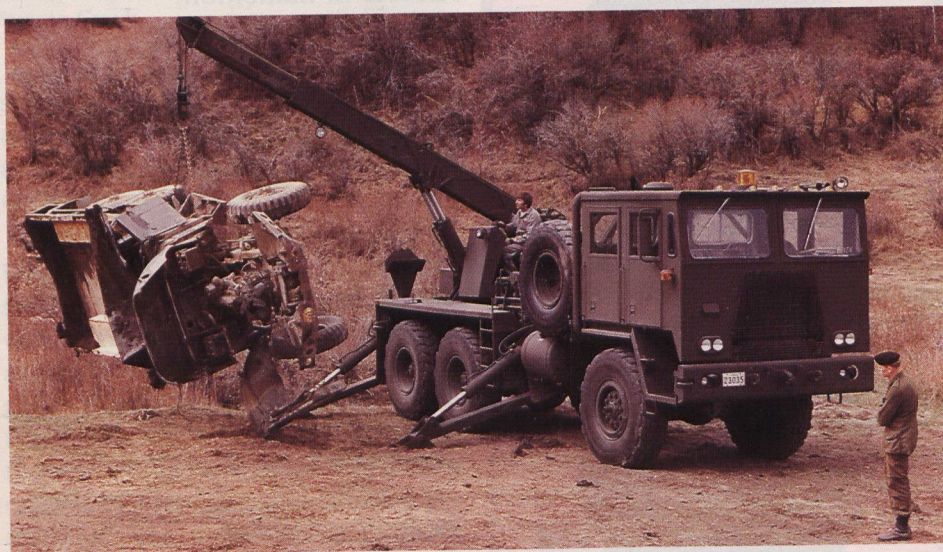
- **Capsule Technology International Ltd.** of Windsor, Ontario designs, manufactures and markets equipment and technology as well as the end product of hard gelatin capsules for pharmaceutical use.

## Large firms

- **Shell Canada Chemical Company** of Don Mills, Ontario distributes and markets a wide range of petrochemicals including styrenemonomer, polypropylene, benzene, toluene, xylene, hydrocarbon solvents and hexane.



The Royal Canadian Mint has sold more than 8 million ounces of the Gold Maple Leaf coins since they were introduced in 1979.



Canadian Foremost's heavy duty recovery vehicle demonstrates its capabilities.

- **The Royal Canadian Mint** of Ottawa produces circulating coinage, collector coins and bullion products for Canada and the international marketplace.

- **ILCO UNICAN INCORPORATED** (D.L. Division) of Montreal, Quebec manufactures furniture hardware, security hardware, locksmith supplies, keyblanks, key duplicating machines and push-button locks.