

- Composites Atlantic in Lunenburg, Nova Scotia, owned by Aerospatiale Group, applies its advanced composite materials technology to aircraft and now manufactures some 77 parts for Boeing.
- Cochran Entertainment of Halifax produces the award-winning "Theodore Tugboat" TV series for broadcast in some 70 countries.
- With a workforce of 130, Terra Nova Shoes Ltd. of Harbour Grace, Newfoundland, manufactures and exports footwear. The company attributed a 20-percent increase in sales to positive market penetration in Europe during 1998.
- Canadian Centre for Marine Communications of St. John's, Newfoundland, is assisting in a comprehensive marine survey of Ireland's territorial waters.
- Media Touch Technologies of Newfoundland distributes its educational software on CD-ROM in the United Kingdom and in North America through an agreement with Pitsco, a large North American distributor of educational supplies.
- Newfoundland and Labrador's International Communications and Navigation Ltd. (ICAN), an advanced ship navigation company, has developed Electronic Charting Systems and Differential Global Positioning Systems with sales primarily in South America and Europe.
- Seacom Consulting Ltd., located in Newfoundland and Labrador, provides emergency preparedness, environmental software development and training primarily for oil and gas and marine industries. The company has sales contracts in Mexico, Cuba, Venezuela, Peru, Argentina, Ecuador, Chile and Spain.
- AIF Protein, Newfoundland, is the only commercial producer of anti-freeze proteins used in hypothermic and cryogenic preservation of cells, tissues and organs, and in extending the shelf-life of frozen foods. The company has sales in the United States, United Kingdom, New Zealand and Chile.
- Terra Nova Biotechnology of Newfoundland and Labrador produces monoclonal antibody diagnostic kits used in support of bone marrow matching and diagnosis and prognosis of

rheumatoid arthritis. The company's products are sold in Germany and Saudi Arabia.

- St. John's-based ZedComm has co-developed hardware for NASA's space program.
- Guigne Technologies Ltd. of Newfoundland is building a material processing facility which uses acoustic energy called Space-DRUMS for installation in the International Space Station in September of 2000.
- Newfoundland's Cottle's Island Lumber recently contracted to sell 850 pre-fabricated houses to a land developer in Chile.
- Atlantic Turbines International (ATI), located in Summerside, PEI, employs 150 people at its facility to repair and overhaul fixed-wing aircraft engines. ATI has customers across North America and in Europe, South America and Australia. In November 1999, ATI announced it would expand its operations and add 120 new jobs over four years.
- Seaman's Beverages has been crafting premium soft drinks in PEI since 1939. More than 100 employees produce over one million cases of product annually for shipment throughout Central and Eastern Canada and Maine.
- Atlantic Canada Builders Inc. (ACBI) of Newfoundland and Labrador has contracts to build wood-frame houses in Japan.

MARKET ACCESS AND INTERNATIONAL BUSINESS DEVELOPMENT

As an integral part of its jobs and growth agenda, the federal government, in partnership with other levels of government and the private sector, has put in place programs and services for trade and investment promotion to ensure that Canadian companies can take full advantage of international opportunities. At the core of this partnership is Team Canada Inc, a "virtual" trade network of 22 federal departments and agencies whose international business development programs and services are accessible to Canadian businesses through a single window, either via the website (<http://export-source.gc.ca/>) or by telephoning 1-888-811-1119.