



TABLE OF CONTENTS

About the Book	1	• Eastern Europe and the U.S.S.R.	20
How to Use this Book	3	– Exeltor Inc.	20
The Product Edge	5	• Latin America and the Caribbean	21
• The Agri-Food/Fish Sector	5	• Western Europe	22
– Abegweit Seafoods Inc.	6	– Newbridge Networks Corp.	23
• The Resources/Chemicals Sector	7	– Hybrid Turkeys Inc	24
– Saskatoon Chemicals Ltd.	7	• The United States	24
• The Secondary Industries Sector	8	– Polymer International	26
– MED-ENG SYSTEMS INC.	9	– Sabian Ltd.	26
• The Machinery and Transportation Equipment Sector	9	The Export Gameplan	29
– Knelson International Sales Inc.	10	• Getting Started	29
• The High-Technology/Electronics Sector	11	– Terra Nova Fishery Co. Ltd.	30
– INTERA Information Technologies Corporation	11	– MacDonald Dettwiler and Associates Ltd.	31
– Eicon Technology Corporation	12	– Imax Systems Corporation	33
The Market Arena	15	• Becoming an Established Player	35
• Africa/Middle East	15	– Canadian Foremost Ltd.	36
– SR Telecom Inc.	16	– Baymag	37
• Asia/Pacific	17	• Expanding Your Horizons	38
– Capsule Technology International (1990) Inc.	18	– Lab-Volt Limited	39
– WestCan Alfalfa Inc.	19	– Ilco Unican Inc.	40
		Appendices	43
		A1. Companies Interviewed	43
		A2. Assistance Available — Federal	44
		A3. Other Sources of Assistance	45