

## NATURAL RESOURCES TECHNOLOGIES AND SERVICES

**Canada is an important producer of natural resources. Technologies and services support some \$150 billion of these exports and more than 900,000 jobs.**



Canada has long been a world leader in extracting, managing and exporting natural resources. The sector's huge players need little by way of export preparedness or market development support. For the hundreds of niche companies supplying specialized machinery, equipment and services to our natural resources sectors, however, TCI support is essential.

Today, smaller Canadian firms doing business in aquatic and marine technologies, blasting and drilling, electric power equipment, forest management, surveying and mapping, mining, oil and gas, remote sensing, renewable and alternative energy and energy efficiency promotion offer some of the world's most technologically-advanced solutions.

### *Aquaculture*

Canada's aquaculture sector is located mainly in rural and coastal areas, creating an environment that promotes employment opportunities and economic growth, both in aquaculture and its supporting equipment and services industries. Canada's young, vibrant industry is facing strong growth in world demand. Indeed, Canada has real potential to emerge as a world leader in aquaculture development, particularly in equipment and services that specifically support the industry's pursuit of growth and sustainability. High quality research and innovation by Canadian companies represent key competitive advantages.

### *Electric Power*

In electric power, Canada's over 1,000 electric power equipment and services companies operate in a dynamic environment undergoing tremendous transformation due to rationalization, increased competition, environmental pressures and technological change and convergence. There has also been an emergence of Canadian "global" companies ready to invest abroad as well as at home.

*Newfoundland-based **Guigné** specializes in the use of acoustics for the development of unique products for the international marketplace. TCI members helped the company market its technology for land mine detection and retrieval in Croatia and make contacts in Chile's aquaculture sector. TCI members also helped the company better understand the Norwegian market and secure the needed export financing to close the deals.*