

FATHOM OCEANOLOGY LIMITED
Mississauga, Ontario

Each new Fathom Oceanology contract essentially introduces a new product since each is custom engineered high technology equipment. A typical recent contract was with the Royal Norwegian Navy for a multi-million dollar Variable Depth Sonar Handling System. The award followed two years of negotiations with the Government of Norway. Fathom's international reputation, technically superior product and competitive pricing, overcame geographically closer European competition. The company was also awarded a major subcontract to a U.S. company to provide Passive Sonar Array Handling and Stowage Gear for the Canadian Patrol Frigate Program. This was also against fierce competition.

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FEDERAL PIONEER LIMITED
Toronto, Ontario

Federal Pioneer Limited is a diversified manufacturer of electrical transformer, distribution and control equipment. The company's growing sales to the U.S. have successfully overcome both tariff and such non-tariff trade barriers as "Buy American" provisions of many U.S. utility companies. Part of its success in the U.S. and markets in the Middle East, Africa, Asia, the Caribbean and South America is its policy of meticulous research and development, close cooperation and contact with industries and consultants, supervision of installation and provision of after-sales service and operator training.

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