



While Canadian producers of pulp and paper are well known worldwide, so too are the companies whose excellence in equipment and services has helped build their reputations.

Canadian suppliers to the international pulp and paper industry have grown to number more than 100 companies. Most are located in the large industrial areas of Ontario, Quebec and British Columbia and thus are in good position to service virtually any domestic or international market.

Always quick to respond to developments taking place in the pulp and paper industry, the supply sector itself has undergone many changes throughout its history.

In the past Canadian suppliers have excelled in supplying equipment and services to producers of newsprint and market chemical pulp, the domestic pulp and paper industry's major products. This expertise has also made the suppliers a valuable source for foreign producers of those products.

In addition to this traditional business, Canadian suppliers in recent years have displayed their technological strengths in such new fields as thermomechanical and bleached chemi-thermomechanical pulping. In fact, Canada is now a leading manufacturer of market BCTMP, a high technology pulp. A number of other trends are emerging, among them energy optimization, process control, environmental protection and a general swing toward higher value-added products. For Canadian suppliers of pulp and paper equipment and consulting services, these developments have created customers whose demands are far greater now than they ever have been.

Products and services available from the Canadian supplier sector are very broad-based. Everything from market studies to debarkers to complete paper machines are available from Canadian manufacturers. And to help keep abreast with the needs of its customers, suppliers maintain close ties with individual enterprises and industry associations in Canada and abroad.

Many companies which produce specialized pulp and paper equipment have been doing business worldwide for many years, and manufacturers of valves, raw materials handling systems and other auxiliary equipment have made strong gains in export capabilities in recent years. Suppliers of consulting and engineering services are also strong in this regard, as they continually secure a large number of major international projects.

While the U.S. has traditionally been a strong export market for Canadian suppliers of equipment and services, companies have also been active in the Pacific Rim, South America and all over Europe. Recent projects undertaken by Canadian consulting firms have been vital to the development of the pulp and paper industries in Australia and New Zealand.

Indeed, Canadian suppliers of pulp and paper equipment and services are active all over the world. But this international reputation has not come easily, it is the result of years of commitment to technology and service.

