

SOLARSYSTEMS INDUSTRIES LTD.
Richmond, British Columbia

Solarsystems Industries Ltd. is the world's largest producer of solar selective coatings for solar heating applications. Exporting 90 percent of its production, Solarsystems scored a coup in sales to Israel, the world's most "solarized" country. It has also opened up a large potential market in India where it expects to play a major role in developing an Indian solar industry. The company's "black chrome" is a new product which is displacing competitors' solar coatings. Despite a slowdown in the domestic solar industry following the collapse of oil prices, Solarsystems continues to thrive on its solid export business. The company was named Canada's Solar Company of the Year in 1983.

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TECSULT INTERNATIONAL LIMITED
Montreal, Quebec

Selling expertise in the form of engineering, economic and feasibility studies, engineering, project management, personnel training, management and institutional consulting is the stock and trade of Tecsalt International Limited. Tecsalt's penetration of markets in French-speaking African nations beginning with Gabon, Cameroon and the Congo were in a part of the world long considered to be a preserve of France. Export sales have increased in those countries by 305 percent in just three years. In addition to fees paid to Tecsalt for its services, its business has opened the door to other Canadian companies which are selling their products as a result of Tecsalt projects.

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