

**Vary Industries (1982) Ltd.**

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**Export Contact:**

Mr. Don Fleischer, President

Vary Industries was founded approximately 30 years ago as one of the first greenhouse manufacturing companies in the Niagara Peninsula Region of Southern Ontario. Over the past 30 years Vary Industries has continuously been expanding and upgrading its product lines to meet the increasing demand of the commercial growers in North America. Products include commercial greenhouse structures as well as ancillary products or systems required inside the greenhouse to effect efficient and profitable growing practices for the greenhouse owner.

The majority of sales are to commercial greenhouse growers. Educational institutions and all levels of Governments (e.g. provincial forestry nurseries growing tree seedlings for re-forestation) are also important markets.

Vary Industries markets its products throughout Canada either directly or through dealers. Since 1983 the company has consistently increased its sales volumes as well as its distribution network in the United States. At this point, Vary is represented throughout the United States by one national greenhouse seed and hard goods distributor as well as regional dealers who have specific geographic trading areas. During the past 10 years Vary Industries has also exported its products into the Caribbean, the Middle East and China. Except for the sale to China, Vary products have been sold directly. In general however, company management feels a strong bias towards local representation in specific geographical trading areas.

Vary Industries wishes to expand into those markets which show a good potential for long term steady growth and which have climates similar to those experienced in Canada and the United States.

**Products Available for Export**

Greenhouses & Components