

ELECTROMED INTERNATIONAL LIMITED
St. Eustache, Quebec

Hampered by the Canadian domestic market's low potential, Electromed sought to interest existing multinational companies in using its advanced X-ray generators in their product offerings. The attractive price and advanced technology of the company's product convinced many of these companies to include Electromed generators in their product lines. To support its European presence, in 1985, Electromed established a subsidiary company, Electromed Europe S.A. The company's U.S. market penetration was enhanced by the selection of its AVIONX airport security X-ray equipment by the U.S. Air Force, which will install them at USAF installations around the world. Some 70 AVIONX units are currently in service in the U.S., a number in U.S. Court houses and another 60 are in use in Europe. The company's products are used in the U.S., France, Italy, Germany and Israel.

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EXPORT PACKERS COMPANY LTD.
Bramalea, Ontario

Export Packers Company Ltd. has made Canada the leading world power in the processed egg industry. Today, Export Packers supplies 35 percent of the imported egg albumen market in Japan, having displaced the U.S. as the major exporter to that market. Following extensive product testing, major Japanese food processing companies have determined that the company's processed egg products are superior to those of the 26 other countries which export similar products to Japan. The company's present leadership position in Japan took six years to achieve. The company is also a major exporter of processed egg products to the U.S.

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