

## Manitoba's Success Stories

Winnipeg-based **Dominion Veterinary Laboratories** was a Canada Export Award Winner for 1999. The company is Western Canada's largest manufacturer and distributor of veterinary pharmaceuticals and instruments. Exports accounted for more than 60 percent of Dominion's pharmaceutical sales in 1998-1999. Of the exports, \$3.5 million went to the United States and \$400 000 to the Middle East. Exports have grown very rapidly recently, from only \$25,000 in 1994-1995 (all to the Middle East) to the current level of about \$4 million. The company has 30 employees on staff.

**Standard Aero**, a Winnipeg-based company, was a Canada Export Award Winner for 1998. The company is one of the largest independent gas turbine engine repair and overhaul companies in the world. With locations throughout Canada, the United States, Mexico, Europe and the Pacific Rim, and with customers in over 80 nations worldwide, Standard has grown into a formidable presence in the international gas turbine engine industry. Since 1993, Standard Aero's sales increased nearly 300 percent to \$327 million in 1997, with exports accounting for 80 percent. The company had sales close to \$400 million in 1998 with its workforce more than doubling to over 1,500 employees.

**The Arctic Group**, a company based in Winnipeg, is No. 18 on Canada's Hottest Startups list of *PROFIT*, The Magazine for Canadian Entrepreneurs, with 1,289 percent growth over two years, from \$5.3 million in 1997 to \$74.2 million in 1999. The Arctic Group manufactures and distributes ice to retail, industrial and commercial customers, and produces about 2,700 tonnes of ice per day. Founded in March 1996, the Arctic Group went public in April, 1997. Since then, it has completed 37 acquisitions throughout Canada and the United States. The company went from 40 employees in 1997 to 400 in 1999.

**Cangene Corporation**, a Winnipeg-based biotechnology company, is a world leader in the development, manufacture, and distribution of specialty hyperimmune plasma and biotechnology products for international markets. In 1998 and again in 1999, the company has been named to Deloitte & Touche's prestigious Canadian Technology Fast 50 Program, a ranking of the 50 fastest growing technology companies in Canada. Cangene Corporation reached 668 percent revenue growth over the last

five years. Total sales for the quarter ending April 30, 2000 were of \$11.7 million, up \$1.5 million or 14 percent over last year's third quarter. The company has 300 employees on staff.

**CanTalk Canada Inc.**, a Winnipeg-based company that is fifth on Canada's Hottest Startups list of *PROFIT*, The Magazine for Canadian Entrepreneurs, offers rapid, on-demand, over-the-phone language interpretation and fax translation: "value-add" services, to help customers open up new global markets, break down communications and cultural barriers and improve customer relations. Today, CanTalk's 150 employees manage more than 300,000 calls a month, offering services in 93 languages to 160 countries (translation of some 45 languages is available 24 hours a day, seven days a week). Its 1999 sales revenues soared to \$3.1 million, up 4,735 percent from 1997.

## MARKET ACCESS AND INTERNATIONAL BUSINESS DEVELOPMENT

Capitalizing on improved market access is a vital element of the federal government's jobs and growth strategy. The federal government, in partnership with other levels of government and the private sector, has put in place integrated trade and investment promotion programs and services to ensure that Canadian companies can take full advantage of international business opportunities created by the various bilateral and multilateral market opening initiatives.

At the core of this partnership is Team Canada Inc, a "virtual" trade network of 23 federal departments and agencies, whose international business development programs and services are accessible to Canadian companies through a single window via: the Web site <http://www.exportsource.ca> or by calling at 1-888-811-1119 or in person through the regional offices of the 23 member departments and agencies throughout the country.

Team Canada Inc has been strengthened through closer integration of the international business development programs and services of its 23 member departments and agencies. Regional Trade Networks have been established in every province. These comprise representatives from the federal and provincial governments as well as local public and private sector institutions involved in international business