PITMAN MANUFACTURING CO. INC. Shave been asked to Markham, Ontario umore the company.

Pitman Manufacturing Co. in the past built U.S.-designed hydraulic truck mounted cranes, aerial devices and digger derricks for the Canadian market under licence from the U.S. parent company. Now a wholly-owned subsidiary of Wajax Limited, the company bought its U.S. supplier and today serves the Canadian, U.S. and world markets from its enlarged and renovated plant in Markham. Sixty percent of Pitman's 1985 total sales were exported to the U.S., the Middle East, Southeast Asia and South America.

Gordon Good Vice President International Sales Pitman Manufacturing Co. Inc. 7400 Woodbine Avenue Markham, Ontario L3R 1A6 (416) 475-1211

SCHULTE INDUSTRIES LTD. Englefeld, Saskatchewan

Canadian-built rock pickers, rock windrowers and hydraulic earth scrapers are helping farmers in Australia, Syria, Saudi Arabia, Switzerland and Mexico turn rocky wasteland into productive fields. Schulte, which has grown from a small town blacksmith shop to an international exporter, has won customer acceptance and support by its willingness to modify and adapt its products to meet the different field conditions faced by farmers in various markets.

Jim Carnago Marketing Manager Schulte Industries Ltd. Box 70 Englefeld, Saskatchewan SOK 1N0 (306) 287-3715

(more)