

DELORO STELLITE INC.
Belleville, Ontario

Deloro Stellite Inc., a metal fabricator, resolved not to become just another 'me too' foundry. The decision has won it important export contracts in the U.S., Argentina and Europe and confirmed its belief that top quality could overcome a higher price structure. In the U.S., against 24 domestic competitors, the company's HASTELLOY pump parts so extended the life of pump parts operating in a corrosive environment, that customers now order them as they require them, judging their higher cost to be worth their extended service life. A Deloro Stellite corrosion resistant Pierce Plug (used in oil industry seamless tubes) outperformed all competitors including two U.S. companies, one of which specialized exclusively in Pierce Plugs.

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DYER EQUIPMENT INC.
Calgary, Alberta

Involved in exporting for the past six years, Dyer Equipment does 90 percent of its business in foreign markets. Dyer manufactures oil and gas servicing equipment, a sector previously dominated by U.S. multinational companies. The company's products are usually sold on a project by project basis and the exposure gained by a completed sale frequently leads to additional or on-going business. A major source of business has been the burgeoning oilfield exploration activities of the People's Republic of China.

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