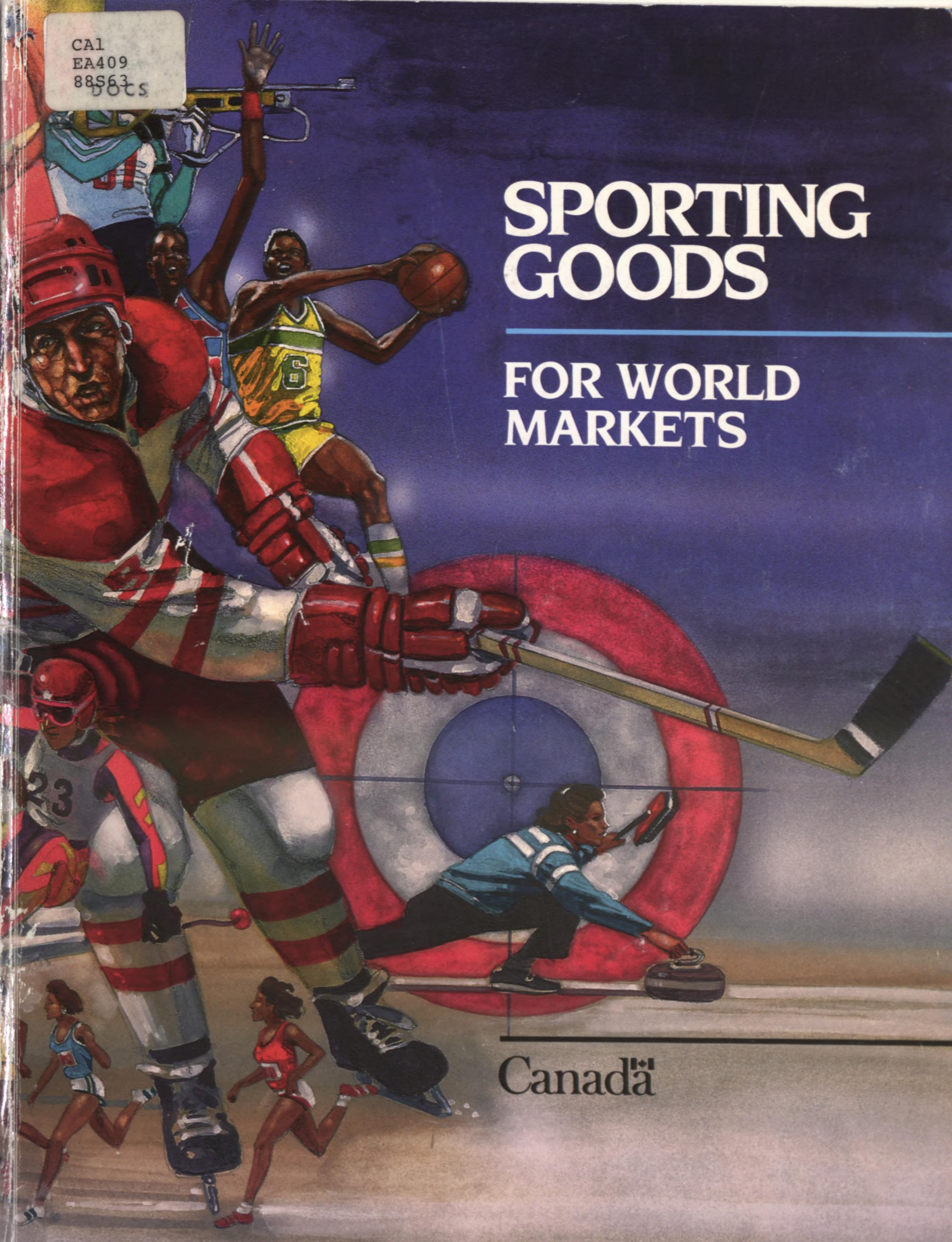


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SPORTING GOODS

FOR WORLD
MARKETS



Canada

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SPORTING GOODS FOR WORLD MARKETS

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Dept. of External Affairs
Min. des Affaires extérieures

FEB 24 1960

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The Honourable John Crosbie
Minister for International Trade

The words "Made in Canada" have long been synonymous with quality winter sports equipment. Canadian firms continue to set world standards of excellence with innovations in the design and manufacture of equipment and clothing for such traditional winter sports as ice hockey, curling, skiing, figure skating and speed skating. The XV Olympic Winter Games in Calgary, Alberta, provided a worldwide showcase for these Canadian-made products. Their use by present and future Olympians is testimony to quality of manufacture and of performance.

Canada, however, is not just a country of snow and ice. A variety of summer recreational activities has allowed many other sports manufacturing sectors to develop and grow. Our great outdoors with its scenic grandeur and countless lakes, rivers and streams attract millions of hikers, campers and fishermen each year. These enthusiasts and their demands for quality equipment have promoted the growth of companies that produce hiking footwear, tents, camping accessories and fishing equipment.

Other Canadian sporting goods rapidly gaining exposure and acceptance in world markets include equipment and services for archery, golf, cycling, baseball, softball, basketball, boardsailing, equestrian events, football, exercise and fitness activities, hunting, shooting, playgrounds, water parks and racquet sports.

Product diversity, a reputation as a reliable supplier, technological innovation, and quality in manufacturing combine to promote the prestige and profitability of Canadian-made sporting goods throughout the world.

The companies listed in this directory have all been qualified to serve export markets. They understand the importance of meeting customer requirements promptly and professionally. There is a strong commitment to quality products and service to customers — worldwide.

I welcome this publication which profiles these Canadian companies in the sporting goods industry. Not only does it illustrate the diversity of sporting goods available from Canadian manufacturers, but it will prove to be a valuable source reference for buyers around the world who are looking for sporting goods and services that are second to none.

The Honourable John Crosbie
Minister for International Trade

ACKNOWLEDGEMENTS

The wish to express appreciation to the officers of the...
 Federal Products Division of the Federal Department of...
 Regional Industrial Expansion for their invaluable...
 part and active participation in the production of this...
 publication.

United States Trade Tourism and...
 Investment Development Bureau...
 Department of External Affairs...
 245 Wellington Street West...
 Toronto, Ontario M5G 1K2

HOW TO USE THIS DIRECTORY

The search for sporting goods and services...
 is time-consuming task. However, this directory...
 is especially designed to allow the reader to identify...
 those companies that are of interest. The directory...
 does indeed in three ways:

1. Alphabetical listing of companies. This list is provided for quick reference to find out whether a particular company is profiled in the directory.
2. Company profiles. This section includes...
 companies with accompanying...
 their profiles, address and...
 3. Product cross listing. This section...
 product and service categories and...
 the manufacture product and...
 within each category.

Canadian Sports Academy
 Canadian Tennis Technology Centre Authority
 Canpro Sports Inc.
 Cuck 'n' Carry International
 Cheevers Bowls Inc.
 Cheshire M.C. Sports Centre of Toronto Professional Inc.
 Children's Playworld Inc.
 Childcare Manufacturing Ltd.
 CIMCO (Canada) Inc.
 CME Television Inc.
 Collins Whip 'n' Golf
 Cooper Canada Inc.
 Covermaster Inc.
 Creations Dubois
 Crest Art Manufacturing Ltd.
 CRS Corporation

NOTE

This directory is designed to acquaint foreign buyers with Canadian exporters of sporting goods and services. It is not intended to be a definitive listing, although every effort has been made to include most Canadian exporters. The product and service information was provided by respondents to questionnaires sent to all known companies in Canada engaged in the export of sporting goods and services.

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MESSAGE FROM THE CSGA

The Canadian Sporting Goods Association (CSGA) is pleased to have supported the development of this exporters' directory of Canadian-made sporting goods. As an association representing over 2 000 members of the sporting goods industry in Canada, the CSGA is proud of the wide range of sporting goods and services which our Canadian manufacturers produce and export to all parts of the world.

The international sporting goods sector is noted for the emphasis it places on world trade. The Canadian sporting goods industry ranks among world leaders in the development of high-quality internationally competitive products for its many domestic and export customers. Well over \$200 million in sporting goods and services are supplied to markets beyond Canada's borders and our industry is acutely aware of the importance of producing and supplying products which meet the needs and quality standards of its export customers if it is to continue to grow as a world supplier.

Although participants listed in this directory range from small firms crafting unique or custom items to large corporations using the latest manufacturing technologies, they are all equally committed to developing wider markets for their products.

The Canadian Sporting Goods Association would like to take this opportunity to draw your attention to the International Trade Convention and Exhibition it sponsors in Montreal in February each year. Many of the products described in this directory are displayed there. CSGA is proud of this exhibition and invites retailers, importers, and distributors to attend.

J.C. (Cliff) Gabel
Chairman, Export Committee
Canadian Sporting Goods Association

For more information about the annual CSGA International Convention and Exhibition, please contact:

Miss G. Deschamps
Executive Director
Canadian Sporting Goods Association
1315 de Maisonneuve Boulevard West, Suite 702
Montreal, Quebec
Canada H3G 1M4

Tel: (514) 845-6113
Telex: 055-61169

ACKNOWLEDGEMENT

We wish to express appreciation to the officers of the Leisure Products Division of the federal Department of Regional Industrial Expansion for their invaluable support and active participation in the production of this publication.

United States Trade, Tourism and
Investment Development Bureau
Department of External Affairs

HOW TO USE THIS DIRECTORY

The search for sporting goods and services can often be a time-consuming task. However, this directory has been especially designed to allow the reader to identify easily those companies that are of interest. The directory has been indexed in three ways:

- 1. Alphabetical listing of companies.** This list is provided for quick reference to find out whether a particular company is profiled in the directory.
- 2. Company profiles.** This section includes all the companies with accompanying corporate/product/services profiles, address and contact information.
- 3. Products cross-listing.** This section identifies all the product and service categories and lists those companies that manufacture products and/or provide services within each category.

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Manufactured in Canada
 North America's Largest Manufacturer of Footwear

A.R. CLARKE & CO. LIMITED

221 Lakeshore Avenue
 Toronto, Ontario
 Canada M5R 1A7

Logos

Canoe and kayak, football, hockey, tennis, golf, fishing, and many other sports equipment. The company specializes in the manufacture of water, sail and tennis.

A.R. Clarke & Co. Limited is a leading manufacturer for the quality of its products. The company is a long supplier to the International Shoe Co.

A. LAMBERT INTERNATIONAL INC.

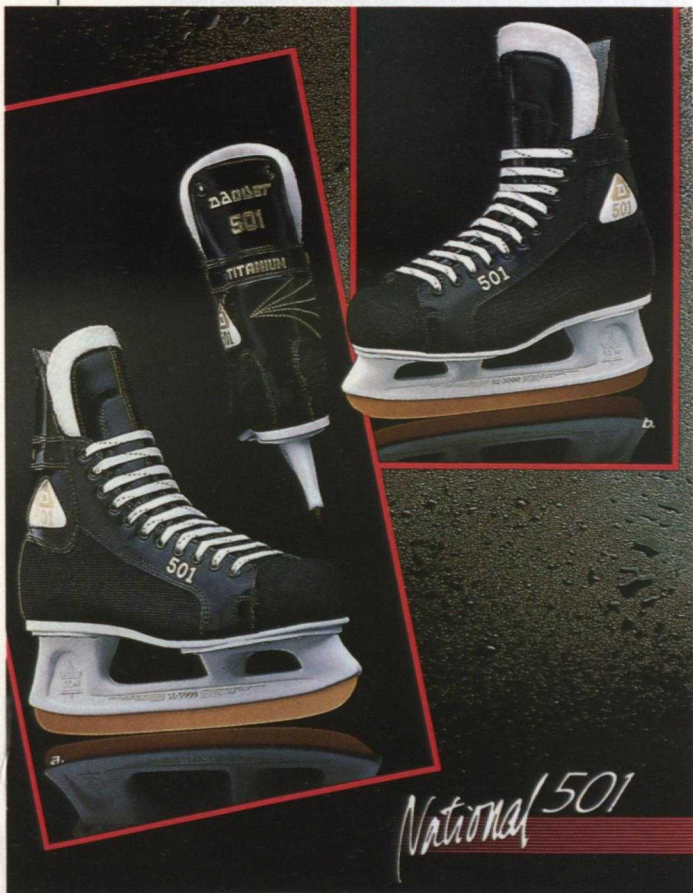
190 Crémazie Boulevard East
Montreal, Quebec
Canada H2P 1E1

Tel: (514) 382-3872
Telex: 058-25712
Fax: (514) 382-1531

Contact: *François Gagné, Executive Vice President and Director of Marketing*

A. Lambert International distributes athletic footwear under the Daoust brand as well as products manufactured by its affiliated company, Les Caoutchoucs Acton Ltée. The range of products includes rubber shoes, outdoor footwear, ice skates, and hip waders. The company also manufactures athletic footwear for football, tennis, and broomball.

Internationally famous for its Daoust ice skates, A. Lambert handles its sales through a network of exclusive representatives. The company exports skates and rubber products to the United States, Europe and Asia. Export sales represent about 10 per cent of the company's annual sales.



A. Lambert's Nation 501 Skate — perfection on ice.

A.L. ENTERPRISES INT'L

P.O. Box 550
Brooklin, Ontario
Canada L0B 1C0

Tel: (416) 668-2455

Contact: *Leo DeBruyn, Director of Marketing*

A.L. Enterprises Int'l began operations in 1984. Its primary function is to assist individual companies and corporations in marketing their services and products.

The company became associated with the Quebec company, Camouff Inc., in early 1987. At that time, A.L. Enterprises Int'l agreed to undertake exclusive promotion, marketing and sales of Camouff's hunting and fishing accessories worldwide.

The company currently handles Mold a Bait, a totally new concept of biodegradable fish bait which outperforms any other natural bait. Camouff's specialty products for the hunter include mare's urine to attract moose; goat's urine to attract deer; Attrap lure, especially for trappers who hunt bear and wolf; a hunter's soap designed to conceal body odours; and scented gun oils, which lubricate and protect the mechanism and metal parts of firearms and will not freeze.

Mold a Bait and the Camouff oil are presently offered throughout the world. They are finding markets across North America, in parts of Europe and in the Far East.

A.R. CLARKE & CO. LIMITED

633 Eastern Avenue
Toronto, Ontario
Canada M4M 1E5

Tel: (416) 465-3545
Telex: 065-24392

Contact: *G. Goldberg, Executive Vice President*

Established in 1899, A.R. Clarke & Co. Limited manufactures bovine leathers for all kinds of footwear and sporting goods.

Canada's largest tannery, A.R. Clarke produces a complete range of chrome-tanned leathers for all types of applications. The company specializes in leathers that are resistant to water, salt and sweat.

A.R. Clarke & Co. Limited is known around the world for the quality of its products. The company is a major supplier to the Timberland Shoe Co.

A

ACTIONFIT INTERNATIONAL

51 Ealing Drive
Willowdale, Ontario
Canada M2L 2R4

Tel: (416) 447-4660

Contact: M. Sheer, President



Actionfit's SKI-EXERCISER is an excellent aerobic exerciser which tones and trims major muscles by simulating cross-country skiing.

Actionfit International was incorporated in 1985 with the mandate to explore opportunities in the fitness and sports equipment field, both in Canada and in the United States. This was accomplished through the design and development of products which fill a specific market niche. Two products have been developed and patented: ABDO-BACK, an abdominal and back muscle exerciser, and SKI-EXERCISER, a cross-country skiing machine. Canadian patents have been obtained and others are pending.

Extensive sales efforts have been made in the U.S. (21 states) through specialty fitness stores, and the company actively participates in sporting goods shows. Engineering, manufacturing, and testing is done in Canada. U.S. distribution is handled from the company's Chicago warehouse.

ADARA SPORTSWEAR LTD.

Suite 510, 213 Adelaide Street West
Toronto, Ontario
Canada M5V 1R2

Tel: (416) 591-1447

Telex: 06-217600

Fax: (416) 363-2248

Contact: Neil Enock, President

Incorporated in 1987, Adara Sportswear Ltd. manufactures high-quality activewear for cycling, aerobics, swimming, and related sports. Adara's styles keep pace with current trends and consumers' demands and its products are designed to endure constant use. Current product labels include Adara Sportswear and Sirius Beachwear Co.

Marketing is directed to the consumer and is carried out primarily through regional and national sponsorships. These efforts are supplemented by advertising in national magazines and on television where the products are shown being used by entertainment personalities in both shows and commercials.

This year, exports to Europe are expected to account for 25 per cent of sales. The company anticipates over 100 per cent growth in the European market next year and will also enter the U.S. marketplace. Adara Sportswear Ltd. is actively seeking established distributors for its products.

ADVANTAGE SPORT SURFACES & EQUIPMENT LTD.

630 Curé Boivin Boulevard
Boisbriand, Quebec
Canada J7G 2A7

Tel: (514) 430-1331

Telex: 055-62171

Contact: J.P. Cochrane, President

Incorporated in 1976, Advantage Sport Surfaces & Equipment distributes sport surfacing materials for



UNI-TURF[®] for athletic tracks, gyms, field houses, tennis courts and other recreational facilities.

gymnasiums, tennis courts, and many other recreational facilities. The company also repairs and refurbishes synthetic sport surfaces.

Advantage's main product is UNI-TURF[®], a laminated polyvinyl chloride material. UNI-TURF[®] is resilient, durable, and easily maintained — all necessary features for today's modern recreational surfaces.

Advantage markets UNI-TURF[®] to architects, educational institutions, and recreational sports facilities. Twenty per cent of the company's sales are to the U.S. where new markets are currently being developed in 12 northeastern states.

AEROMETALS

499 O'Brien Road
P.O. Box 219
Renfrew, Ontario
Canada K7V 4A3

Tel: (613) 432-5848
Telex: 05-33916

Contact: *Bryan Carroll, Marketing Manager*

Aerometals manufactures military specification snowshoes, bindings, and toboggans.



Aerometals' Magliner magnesium snowshoes are so effective and durable that they are used by Canada's Armed Forces.

A series of exercises was held in the Canadian Arctic after the Second World War to discover new types of equipment which could be produced for the Canadian Forces. Snowshoes were thoroughly tested during these exercises. While there was much in favour of the wooden snowshoe, two major weaknesses were evident, namely the unacceptable rate of breakage and deterioration in storage. This and subsequent research and development enabled Aerometals to manufacture magnesium snowshoes, one-piece cotton-webbing snowshoe binding, and various toboggans.

The basic frame of the Aerometals snowshoe consists of magnesium extrusions welded into a sturdy assembly. The stringing or mesh of the snowshoe is nylon-covered galvanized aircraft cable. The present binding system is one-piece made from cotton webbing and includes an adjustable toe and heel strap.

The toboggans manufactured by Aerometals include the Magliner Toboggan with 90 kg (200 lb.) capacity, the Aerometals Toboggan with cargo pack, and the 45.5 kg (100 lb.) capacity toboggan.

All of Aerometals' products are designed in consultation with the Canadian Armed Forces and are used by NATO Forces around the world.

AGENCE QUEBEC PLUS

101 Abenaquis Street
Sherbrooke, Quebec
Canada J1H 1H1

Tel: (819) 566-8866
Fax: (819) 566-0524

Contact: *Denis Custeau, President*

Agence Quebec Plus was founded in 1979. The company produces volleyball equipment and a complete range of track suits and athletic clothing for children.

Current export markets include the United States and France. The company is interested in establishing itself in other export markets.

A

ALEX. MILNE ASSOCIATES LTD.

123 Eastside Drive
Toronto, Ontario
Canada M8Z 5S5

Tel: (416) 232-0993
Fax: (416) 232-0989

Contact: W.A. Milne, President



Head-O-Matic non-formaldehyde marine and recreational vehicle toilet chemical is available in granular or liquid form.

Incorporated in 1975, Alex. Milne Associates manufactures cleaning products for boats as well as non-formaldehyde marine toilet chemicals. Easy On™ wax is one of the company's main products. Made of only natural ingredients, it is a non-toxic alternative to traditional anti-fouling paints.

Sport fishermen apply Easy On™ to the bottom of their boats once a season to keep the boats free of algae and other marine growth and to make cleaning easier. At the end of the season, the product is removed using only detergent and a deck brush. A 7.5 m (25 ft.) boat can be treated in minutes for less than \$30 (Cdn). Easy On™ is also used in aquaculture (fish) farms to make nets and cages algae-resistant.

Easy On™ bottom wax has a global market potential of over 200 million pleasure and sport boats. Alex. Milne serves the Canadian market through 15 major distributors and has initiated a major U.S. export program through a network of 400 associate distributors.

ALGONQUIN INDUSTRIES INTERNATIONAL INC.

1 Crescent Road
P.O. Box 1350
Huntsville, Ontario
Canada POA 1K0

Tel: (705) 789-8851
Fax: (705) 789-6155

Contact: J. Alexander, President

Incorporated in 1968, Algonquin Industries International manufactures car racks for skis, bicycles, luggage, camping supplies, canoes, light boats, and sailboards. The company offers a complete product line ranging in price from inexpensive racks to premium units which fit vehicles with aerodynamic roofs.

Algonquin's rack systems consist of components which allow users to build racks that fit their particular requirements. Interchangeable parts vary the carrying capacity to suit many needs — from summer sailboarding to winter skiing, from packing for the cottage to carrying a 10-speed bicycle.

Currently all of Algonquin's considerable export sales are to the U.S. market. Major customers include General Motors Corporation, Chrysler Corporation, and J.C. Whitney.



The Algonquin sailboard carrier holds two masts with or without sails.

ALMETAL EXTENDIBLE CO. LTD.

402 Kirkfield Street
Winnipeg, Manitoba
Canada R3K 1E6

Tel: (204) 888-3149

Contact: Garry Rogers, President

Almetal Extendible manufactures the patented Derby*Gokit, a reliable and inexpensive means to standardize critical components for high-profile race events. The Derby*Gokit is used by retailers, police, youth clubs and service organizations to increase positive community awareness and to raise funds.

The reasonable cost allows more children to participate in events. Adjustable features contribute to realism, reliability, and design freedom. This encourages creativity and builds event excitement. The lightweight and highly manoeuvrable finished racer can be used for slalom, relay, and downhill races, as well as for parades and everyday fun. A videotape illustrating the success of events across Canada has been produced. In addition, a soapbox racer manual has been published to provide valuable event organization information.

Almetal Extendible also makes the Footbolo. This product is available in a variety of club colours and can be marketed to promote a club and raise funds.



*Derby*Gokit contains all basic items necessary to build a lightweight, substantial and highly manoeuvrable soapbox racer.*

APPLE ATHLETIC PRODUCTS INC.

P.O. Box 2265
Orillia, Ontario
Canada L3V 6S1

Tel: (705) 325-6455

Contact: David Weaver, President

Apple Athletic Products was incorporated in 1984. The company manufactures gym, wrestling, and custom-fitted apparatus mats; a variety of pits and landing surfaces; developmental activity equipment; safety padding

for walls, backstops, and posts; and roll and modumat floor surfaces. Using quality materials, Apple equipment is manufactured to the highest industry standards and is constantly under design review to provide users with the latest innovations.

Marketing is directed primarily to school boards, day care centres, health clubs, and hospitals. Apple is currently exploring U.S. market opportunities and hopes to expand in this direction.



Apple provides a complete line of athletic and therapeutic foam-filled vinyl products.

ARENAQUIP Division of Erectoweld

1195 Speers Road
Oakville, Ontario
Canada L6L 2X5

Tel: (416) 845-7597

Telex: 06-982228

Fax: (416) 845-9223

Contact: Frank Kellner, Account Manager

Arenaquip, a division of Erectoweld, was formed in 1980 to manufacture and market ice resurfacing equipment, hockey goals, and related recreational products. The company also offers a complete line of accessories which are used in hockey arenas and recreational complexes in many countries.

Arenaquip's Icemaster self-propelled ice resurfer and tractor-mount machines have many unique features including the three-way dump and metered water control.

The hockey goal systems, which include professional and practice goals, feature padded puck deflectors and spring-loaded safety release systems. According to arena managers who have used these goals, they are easy to adjust, require no extra personnel during flooding or ice maintenance, and need no tools or extra parts.

A

A The company currently exports its products to England and Scotland. Based on a favourable reception, Arenaquip plans to start manufacturing its ice resurfacers in Europe.

The Arenaquip S/P — a most versatile and efficient ice resurfacing machine.



ASHAM ENTERPRISES LTD.

700 McPhillips Street
Winnipeg, Manitoba
Canada R2X 2H5

Tel: (204) 589-6321

Contact: Ivor Asham, Office Manager

Asham Enterprises Ltd. began in 1975 in the basement of the house belonging to its owner, Arnold Asham. Always an avid curler, Arnold discovered this great



World champions wear Asham equipment.

slider material which he applied to his own curling shoes and to those of a friend.

Arnold Asham's line of curling shoes appeared on the market in 1977 and it was an immediate success. Sales grew from 350 pairs in the first year to the present annual average of 15 000 pairs. The Asham shoe is known both for its quality and its patented red slider, the fastest sliding surface in the curling game today. A gradual expansion into a full line of curling supplies has increased Asham Enterprises' annual sales to over a million dollars.

Asham has been exporting to the U.S. and Europe for approximately five years. The company intends to continue the trend of world champions wearing Asham equipment and to secure an even larger share of the rapidly growing curling market.

ATELIER D'USINAGE ESTAMPRO INC.

P.O. Box 82
St. Evariste (Beauce-Sud), Quebec
Canada G0M 1S0

Tel: (418) 459-3423

Contact: Gaétan Fortin, President

Quality, precision and workmanship are the marks of Estampro's manufacturing capabilities.



Atelier d'Usinage Estampro manufactures metal products for industrial applications of all kinds. The company provides precise and rapid service in cutting, folding, machining and stamping.

Estampro manufactures parts for the furniture, bicycle, electrical, snowmobile, and heating products industries. Semi-automated equipment in the company's factory allows assembly line welding of steel, stainless steel, copper, and aluminum. General Electric of Canada is notable among Estampro's regular clients.

Estampro responds quickly to all tender requests and is interested in developing export markets.

AUTOMNE '80 INC.

250 Racine Street East
Chicoutimi, Quebec
Canada G7H 5C2

Tel: (418) 549-7512

Contact: Gilles Couet, General Manager



Automne '80's Chlorophylle H.T. collection — high quality, functional and attractive outerwear.

Automne '80 is a young company that manufactures and markets specialized outdoor equipment and clothing under the trade name, Chlorophylle H.T. The Chlorophylle line for skiing, trekking, camping, climbing and white water canoeing is made from the highest quality materials on the market. These functional and attractive products are distributed in Canada through a select network of specialized boutiques.

Automne '80 Inc.'s product line includes anoraks; mountain parkas; ski pants and jackets; waterproof jackets for kayaking; winter parkas and pants; summer shirts and pants; day packs; summer, winter, and three-season sleeping bags; and various accessories.

The company expects to double its sales in the next two years.

BALO INDUSTRIES

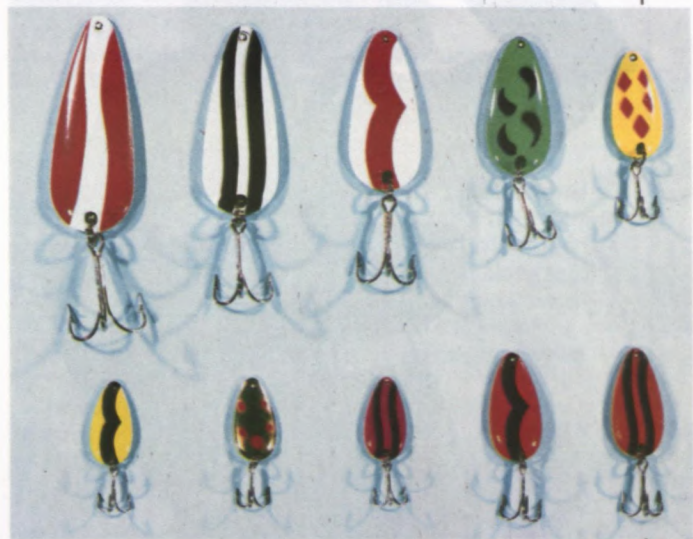
1640 - 31st Avenue Northwest
Calgary, Alberta
Canada T2L 0K2

Tel: (403) 284-2353

Contact: Louis J. Baum

Balo Industries was formed in 1960 to manufacture high-quality solid brass fishing spoons for the sport-fishing market. The fishing spoons feature a high-lustre baked-enamel finish which is available in 10 different designs and numerous colour combinations. In addition to the spoons, the company manufactures and supplies a wide variety of other sport-fishing tackle.

Currently distribution is handled through wholesale distributors, jobbers and large-volume buyers. The company is interested in establishing manufacturing, warehousing, or distribution facilities in the U.S. and Europe. Balo Industries welcomes joint ventures and foreign investment. The company has enjoyed continued growth over the years and forecasts a positive future.



For distance casting and a better troll, use a Balo spoon.

B

BANFIELD DESIGNS LTD.

20 Maud Street, 5th Floor
Toronto, Ontario
Canada M5V 2M5

Tel: (416) 862-9820
Telex: 06-218124
Fax: (416) 967-5674

Contact: John Banfield, Secretary-Treasurer

Banfield Designs Ltd. has been designing, manufacturing, and marketing outerwear garments since 1982. Banfield's products offer such advantages as up-to-date fabrics like Gore-tex, a waterproof outershell fabric which breathes, and warm non-bulky insulations such as Thinsulate™ and Thermolite™. The company currently markets four different product lines ranging from functional to fashionable. These include insulated ski jackets and pants and non-insulated rainwear for sailing, golfing and hiking.

Banfield's garments are sold mainly through retail specialty stores. With considerable export sales to the U.S., Banfield projects a high growth rate over the next five years. Major U.S. clients include a number of well-known retail stores.



Ladies' one-piece suit in Super Microft fabric insulated with Thinsulate™.

BARBARIAN SPORTSWEAR MFG. LTD.

72 Victoria Street South
Kitchener, Ontario
Canada N2G 2A9

Tel: (519) 744-5681

Contact: Rob Hartle, Vice President



Barbarian Sportswear, formed in 1980, is a wholly Canadian-owned company specializing in the manufacture of international quality rugby wear. From the first day of operation, its commitment has been to excellence. At Barbarian, quality begins with the careful selection of the best raw materials available.

Barbarian's 100 per cent cotton heavyweight jerseys incorporate many special features including a double-looped tape placket securely anchored at the base, a heavy-duty cotton-drill collar, and rubber buttons. The heavyweight jerseys also feature reinforcing patches under the arms and at the back of the neck. The possibilities for jersey designs at Barbarian are almost limitless, and each design can incorporate up to four colours.

Barbarian products enjoy increasing acceptance from consumers. Not only is the company a world leader in authentic rugby uniforms, but its products are in great demand for casual wear.

BATEAUX ST. MAURICE BOATS

2013 Garnier Street
R.R. No. 2
Shawinigan, Quebec
Canada G9N 6T6

Tel: (819) 537-0037

Contact: Marcel Paris, President

In business since 1950, Bateaux St. Maurice Boats manufactures fibreglass boats. The company distributes its products in Canada and in the northeastern United States and is planning to expand into the mid-west United States.

Bateaux St. Maurice Boats manufactures several models of craft including canoes from 4.3 m to 5.5 m (14 ft. to 18 ft.); cartop models from 2.2 m to 4.9 m (7 ft. to 16 ft.); fishing boats from 4.3 m to 5.3 m (14 ft. to 17 ft.); and outboard boats from 4.3 m to 5.3 m (14 ft. to 17 ft.).

Currently 60 per cent of export sales are to the U.S. The company forecasts good export growth through structural distribution over the next 10 years.



At Bateaux St. Maurice Boats, the motto is quality at competitive prices.

BAUER

Division of Canstar Sports Group Inc.

6500 Millcreek Drive
Mississauga, Ontario
Canada L5N 2W6

Tel: (416) 821-4600
Telex: 06-22789

Contact: Paul Edwards, Export Manager



Bauer for quality custom-fit skates.

Bauer is one of the largest ice-skate producers in the world. The company's determination to create the world's finest hockey skate led to the design and development of a leading skate brand, the Bauer Supreme.

The Bauer Supreme is a mass-produced professional-quality custom-fit skate with Flolite® pads for the custom ankle fit and the unique Superfeet® anatomic footbed that correctly distributes the skater's weight along the blade axis. Bauer's newest skate, the Supreme Custom 1000, completes the "Fit Triangle" with a Formfit® tongue that is designed so the tongue remains centred on the foot even after prolonged wear.

The Bauer brand is recognized wherever hockey is played. Many professional hockey players throughout the world wear Bauer Supremes and company sales exceed 500 000 pairs per year.

B

BECK BOARDS INTERNATIONAL

P.O. Box 266, Station "G"
Calgary, Alberta
Canada T3A 2G2

Tel: (403) 246-7091
Telex: 03-821172
Fax: (403) 229-2788

Contact: M. Kuenzle

Beck Boards International manufactures the Beck Freestyle 150 Snowboard, an attractive alternative to winter skiing. Snowboards are laminated wood-core boards reinforced with fibreglass. Flexible plate bindings on the boards fasten to ski or mountaineering boots.

Marketing is directed towards people who enjoy winter recreation, primarily those who would like a winter sport comparable to boardsailing, skateboarding, or surfing.

This year, sales of the Beck Freestyle 150 have been concentrated in western Canada. Export sales are expected to commence as the sport's popularity increases. Three new models of the Beck Snowboard will also be introduced in the near future.



The Beck Freestyle 150 Snowboard in action — the newest thing in winter recreation.

BERIO INDUSTRIES INC.

887 Grignon Street
Ste. Adele, Quebec
Canada J0R 1L0

Tel: (514) 229-5149
Telex: 05-25134
Fax: (514) 861-5571

Contact: Charles Theriault, President

Established in 1986, Berio Industries manufactures, promotes, and sells coach-kit cases and game-strategy boards for all team sports. The game boards can be used with dry-ink markers or water-soluble markers. The versatility and ease of use of these products have rapidly gained international popularity with team-sport coaches at all levels. According to the company, it is the best teaching/coaching aid since the invention of the blackboard.

The boards are presently available for ice hockey, soccer, baseball, football, volleyball and basketball. They will soon be developed for tennis, rugby, bandy and field hockey. The boards are manufactured in sizes ranging from pocket-size to approximately 1.0 m by 1.5 m (32 in. by 48 in.). To complement the boards, Berio offers an attaché case called the Coach Kit and a three-way folder Coach Kit. The products are currently sold in Canada, the U.S. and Europe. Agents market to teams, clubs and institutions.



Berio's Coach Kit cases are available in different colours for all team sports.

BIOSIG INSTRUMENTS INC.

5471 Royalmount Avenue
Montreal, Quebec
Canada H4P 1J3

Tel: (514) 733-3362
Telex: 05-826653
Fax: (514) 733-6150

Contact: Gregory Lekhtman, President

With offices in Canada and the U.S., Biosig Instruments designs and manufactures biomedical electronic instru-

ments. Biosig was one of the first companies in the world to develop medical electronic devices for the home health-care market.

In 1975 Biosig introduced a family of heart-rate monitors for the fitness and general consumer markets. The company's INSTA•PULSE® monitor received a medal at the International Invention Congress in Geneva in 1979. Since then, Biosig has introduced a variety of dedicated biofeedback instruments such as the ANTACHE anti-headache device, the ANTENSE anti-tension device, and a general-purpose EMG muscle analyzer.

Other instruments include the TELE•PULSE™ radio telemetry pulse monitoring systems, muscle analyzers, fitness computers for exercise equipment manufacturers, and EXERLOPERS® — the running shoe with springs — a new concept in running which offers the user a fourfold enhancement in muscle and cardiovascular workout without bone-jarring shock.



TELE•PULSE™ heart-rate monitor with wrist watch receiver allows interference-free heart-rate monitoring while on the run.

BLONDY ART LUGGAGE INC.

2375 Ekers Avenue
Montreal, Quebec
Canada H3S 1C6

Tel: (514) 737-6564
Telex: 05-826856

Contact: Alex Jager, President

Travel, sports, cosmetic and tote bags are just a few of Blondy's versatile stylish products.



Blondy Art Luggage is a Canadian manufacturer of custom-designed sport bags with universal appeal. Used by professionals and sports-minded athletes alike, they are made to customer specifications. Blondy's sport bags are attractive and durable and company logos or designs may be applied to the bags by a silkscreening process.

Quality and design have been of first importance to the Blondy tradition. Ongoing commitment to research, experimentation and development ensures that the company meets its customers' ever-changing needs and continued demands for high quality. For over 30 years, the company's rigid standards and superb workmanship have resulted in first-class products.

BLUE IMP PLAYGROUND EQUIPMENT COMPANY OF CANADA

Division of S.F. Scott Manufacturing Company

766 - 14th Street Southwest
P.O. Box 567
Medicine Hat, Alberta
Canada T1C 1P9

Tel: (403) 526-4170

Contact: Don M. Scott, Vice President

Blue Imp Playground Equipment was established as a division of the S.F. Scott Manufacturing Company in 1952. Blue Imp continues the production of playground equipment which was begun by S.F. Scott in 1938.

Blue Imp offers a selection of conventional, as well as creative wooden and steel playground equipment for commercial use. Some examples are igloo climbers, horizontal ladders, spiral slides, baby chair swings and teeter-totters. The company offers such advantages as utmost safety, durable high quality, easy installation, and low maintenance. Marketing is directed primarily to landscape architects, schools, city park departments, service clubs and large property owners.

Blue Imp continues to grow and is interested in expanding its market worldwide.



Blue Imp's conventional playground equipment is colourful and durable and provides many hours of fun and excitement.

B

BONI GOALIE TRAINERS INC.

558 Scarlett Road
Weston, Ontario
Canada M9P 2S2

Tel: (416) 241-0030
Fax: (416) 248-0344

Contact: *Orlando Boni, President*

Incorporated in 1973, Boni Goalie Trainers Inc. designs and builds hockey puck-shooting machines used to train hockey goaltenders and players. Porta-Puck allows a goaltender to receive a multitude of hockey pucks in any given practice pattern — repetitive shots to the stick, catcher, blocker, and so on. All shots originate at ice-surface level, or at floor level in off-ice training centres. This manner of training is guaranteed to produce results. In addition to the puck-shooting machines, Boni Goalie sells accessories such as puck-retrieval rakes, power cords, and hockey-training videos.

Marketing is directed primarily to professional and amateur hockey teams, high schools, colleges, universities, hockey schools and goalies schools. Specially designed models are supplied to sports equipment manufacturers to enhance their product-testing programs. Boni Goalie has acquired an extensive list of satisfied users in its 14 years of operation.



This Boni Goalie Porta-Puck is being used by the Shaker Heights Boosters of Shaker Heights, Ohio.

BONWITT MANUFACTURING LIMITED

49 Adelaide Street
Winnipeg, Manitoba
Canada R3A 0V8

Tel: (204) 942-0091
Fax: (204) 943-5939

Contact: *Ron Davey*

Incorporated in 1957, Bonwitt Manufacturing is an established name in top-quality athletic wear.

Bonwitt offers a selection of over 80 styles of custom-made jackets. These jackets are made of 100 per cent dupont nylon with a thermo-quilt lining. Bonwitt also custom-makes a complete line of athletic uniforms for baseball, basketball, football and volleyball for men, women and children.

Bonwitt's record is one of strong, steady growth. The company projects a continuation of this trend as more dealers are established and production facilities are enlarged.



BOW PLASTICS LTD.

5700 Côte de Liesse Road
Montreal, Quebec
Canada H4T 1B1

Tel: (514) 735-5671
Telex: 05-827549
Fax: (514) 735-8636

Contact: *Dawn Smith, Export Manager*

Bow Plastics is a wholly Canadian-owned manufacturer of plastic specialty items such as boat bumpers, bicycle baskets and funnels, and products for the plumbing and heating industries.

Marketing is directed primarily to hardware and large retail outlets, plumbing and heating wholesalers, and fire-protection companies. Bow Plastics also has a custom-moulding and baby-goods division.

To date, only a small percentage of the company's sales has been exported, but Bow is interested in all opportunities to increase export volumes.

BROOKS WETSUITS LTD.

1067 Churchill Crescent
North Vancouver, British Columbia
Canada V7P 1P9

Tel: (604) 986-3441
Telex: 04-352848
Fax: (604) 987-2513

Contact: Richard Hewitt, Sales Manager



The Brooks Kayak Sprayskirt and Hatch Cover.

Brooks Wetsuits was established in 1971 and incorporated in 1977. The company manufactures a wide range of neoprene drysuits and wetsuits, hoods, boots, gloves and accessories for scuba diving, kayaking and windsurfing. The Brooks Sealsuit for commercial scuba diving and the Brooks Ottersuit for sport diving are two of the company's high-quality drysuits.

All of Brooks' products are made with the finest materials available and have earned a reputation for superior design, construction and performance. They are regarded as being among the best available in North America and are sold throughout Canada and the U.S.

BUDDY BIKE INC.

201 - 77 Mowat Avenue
Toronto, Ontario
Canada M6K 3E3

Tel: (416) 588-3494
Telex: 06-217791 Keewhit-Tor
Fax: (416) 530-0335

Contact: Carlton Watson, President

Buddy Bike was incorporated in 1985 to manufacture and market the patented Buddy Bike™, a side-by-side bicycle. Sold primarily to couples, resorts and rental operators, the Buddy Bike™ can be ridden easily, legally, and safely by any two people, regardless of weight differences. It is controlled by one rider and only that rider needs to know how to ride a bicycle. At approximately 18 kg (40 lb.) and less than 1 m (38 in.) wide, the Buddy Bike™ can carry weights up to 226 kg (500 lb.).

Since export sales began in 1987, Buddy Bikes™ have been sold in 12 countries. A significant growth rate is forecast for the next five years. New models and a line of accessories are planned for the future.



Buddy Bike™, romantic and fun, balances easily regardless of weight differences.

B

B

BUZZ-BOMB LURE CORP.

2498 Cousins Avenue
Courtenay, British Columbia
Canada V9N 7T5

Tel: (604) 338-5364

Contact: D. Field

Buzz-Bomb Lure Corp. is a family business which began as a proprietorship in 1939 and was incorporated in 1982. The company devotes itself almost entirely to the manufacture of sport-fishing tackle.

High-tech methods are employed in the manufacturing process of the company's main product, the Buzz-Bomb fishing lure. This is a free-sliding diamond-shaped jig which emits hydrosonic sound waves when allowed to free-fall through water. Because fish are attracted by the lift/drop motion of the rod-tip, Buzz-Bomb can be successfully used through ice, over the side of a boat, or by casting from a boat, the shore or a pier. This lure has proven to be effective for all types of saltwater and freshwater fish.

Buzz-Bomb is actively seeking foreign distributors for its attractively finished and packaged easy-to-ship lures. Videos, samples and catalogues are available for further information.



Cast, mooch or troll the world-famous Buzz-Bomb. It works on all fish everywhere.

CANADIAN SPORTS ACADEMY

Box 23, Sub Post Office No. 11
Edmonton, Alberta
Canada T6G 2E0

Tel: (403) 439-9555
Telex: 037-2966
Fax: (403) 425-0329

Contact: Salwan Yousif, Chairman

The Canadian Sports Academy, established in 1986, specializes in sports and fitness equipment, products, and services. Its line of products includes a variety of sports and fitness equipment, fitness measuring products, wave pools, water slides, aquatic equipment, sports surfaces, and scoreboards.

The Canadian Sports Academy also offers services in the following sports/fitness areas: courses and seminars, facilities management and maintenance, facilities layouts and designs, project evaluation, personnel selection, performance enhancement, research and studies, training camps for sports teams, and physiological and psychological testing.

CANADIAN TENNIS TECHNOLOGY LIMITED PARTNERSHIP

P.O. Box 1538
Sydney, Nova Scotia
Canada B1R 6R7

Tel: (902) 562-7630

Contact: Peter Ross, President

Canadian Tennis Technology Limited Partnership is a Cape Breton high-tech company that manufactures the Accu-Call™ and Practice Mat tennis products.

Accu-Call™ is an electronic line-calling system which "reads" electrically conductive fibres woven into the fabric of tennis balls through electronic circuitry embedded in the court to determine whether the balls are in or out of play. The result is complete accuracy.

Practice Mat is an easily movable 0.9 m² (10 sq. ft.) "circuitized" mat set in precise alignment with court markings. The impact point of each practice shot with a conductive ball is detected by the mat circuits and the detection electronics and is recorded for later printout next to the recorded shot number in the practice run.

Infallible line calling does much to improve public and player perception of the game, and results in better playing. In addition, tennis training businesses can increase their dollar volumes with the new regimens made possible by the Practice Mat.

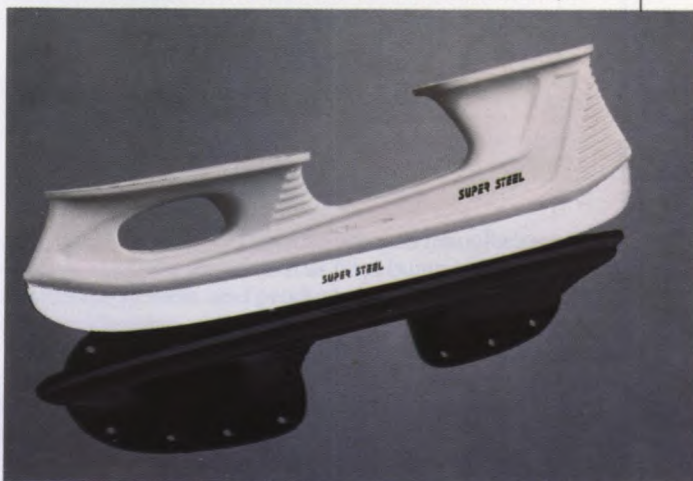
CANPRO SPORTS INC.

5790 Ferrier Street
Montreal, Quebec
Canada H4P 1M7

Tel: (514) 738-9292
Telex: 05-825767
Fax: (514) 738-8899

Contact: Mike Corcoran, Sales Manager

Established in 1981, Canpro Sports is recognized as a leader in ice-hockey skate blades. Canpro markets skate blades under the brand names TUUK and ICM to major



The ICM Pro Super Steel has an integrated runner and holder system.

skate-boot manufacturers and retail sport stores across Canada and the United States.

TUUK, with its distinctive v-shaped holder and light-weight construction, offers hockey players durability, performance and a distinctive feel for the ice surface. TUUK is available with high-performance stainless-steel runners with an optional titanium coating. ICM has an integrated runner and holder system which assists in manoeuvrability while players are skating. ICM is available in super steel and regular carbon. All blade supports are moulded from Zytel® nylon.

Canpro products are preferred by many National Hockey League, junior, and college players in North America.

CATCH "N" CARRY INTERNATIONAL

P.O. Box 1287
Woodstock, Ontario
Canada N4S 8R2

Tel: (519) 537-5377

Contact: Ross Moorhouse, Director of Marketing

Catch "n" Carry International is a subsidiary of the Bu-Clar Investments Company Limited which was incorporated in 1986. Bu-Clar manufactures patented and trade-marked products for the sporting goods industry.

The Batterakk® is a portable baseball bat and ball carrier with a lightweight two-piece frame, carrying handle, ball compartment and bat supports.

The Catcher Sports Net allows athletes to improve their skills through its unique series of pockets which both catch and hold the ball. This provides practice of control, accuracy, and consistency, whether for golf, baseball, tennis, hockey or lacrosse.

The Bat Caddy is a sports equipment carrier which allows ease of storage and mobility. The frame and wheel assembly, constructed of aircraft aluminum, are made chip-free and rust-resistant for extra long life by a patented powder-coating system.

The company's export sales are growing and account for approximately 75 per cent of total sales. Marketing is directed primarily towards team sports stores as well as jobbers.

CHAUSSURES BLONDO INC.

9 Morissette Street
P.O. Box 338
Loretteville, Quebec
Canada G2B 3W8

Tel: (418) 842-3674
Telex: 051-3790

Contact: Pierre Brochu, General Manager

Established in 1925, Chaussures Blondo Inc. manufactures lined winter leather boots for women and men. Blondo's product line includes outdoor, après-ski, and everyday wear and is recognized for high-quality workmanship.

Blondo exports over 35 per cent of its products to the United States and has dealers throughout Europe and in various other parts of the world. Distribution to retail stores is handled by sales representatives.

Chaussures Blondo's clientele includes sports, shoe and department stores.

Winter shows its true colours in Blondo's après-ski collection.



C

CHAUSSURES M.G. SHOES

Division of Taurus Footwear Inc.

533 Roger Street
Acton Vale West, Quebec
Canada J0H 1A0

Tel: (514) 546-3211
Telex: 05-828833
Fax: (514) 546-4111

Contact: David McCarthy, Marketing Co-ordinator

Acquired in 1985 by Canada's largest shoe manufacturer, Taurus Footwear, Chaussures M.G. Shoes is a pioneer of innovative manufacturing techniques in cross-country ski boots and safety footwear.

The company is currently expanding and modernizing its plant. With the 3 070 m² (33 000 sq. ft.) addition to the existing facility that is under construction, the company will have 5 390 m² (58 000 sq. ft.) of manufacturing and distribution space.

Chaussures M.G. Shoes exports some 30 per cent of its products to the United States under the Esprit label.



This innovative cross-country ski boot has a 75 mm style all-leather upper.

CHILDREN'S PLAYGROUNDS INC.

P.O. Box 370
Unionville, Ontario
Canada L3R 2Z7

Tel: (416) 475-7648
Telex: 06-986755
Fax: (416) 475-9867

Contact: U.R. Henke, General Manager

Founded in 1973, Children's Playgrounds Inc. designs, manufactures and installs quality wooden playground equipment and components for schools, parks and private homes. The company's play structures offer safety, fun, challenge and creativity to children of all ages.

The structures include ramps, bridges, platforms, nets, climbers, slides and swings. The use of wood as the main building material provides children with a soft, warm

and safe material for summer and winter play. Playgrounds designed by Children's Playgrounds offer advantages which include modular design, low maintenance, durability and custom-design service.

Marketing efforts are directed to government purchasing agents, school boards, landscape architects and private home-owners.



This backyard playground contains swings, climbing gym and a tree house made of modular components.

CHILDSPACE MANUFACTURING LTD.

P.O. Box 2459
Olds, Alberta
Canada TOM 1P0

Tel: (403) 556-3945

Contact: C. Whittaker, General Manager

Incorporated in 1981, Childspace manufactures an extensive line of wooden play structures and park furnishings for commercial, recreational, and residential consumers. The play structures are designed, manufactured and supplied by the company's manufacturing facility in Olds, Alberta. The maintenance-free play structures offer advantages which include custom design and manufacture, ease of installation, and long-term maintenance agreements.



Childspace manufactures an extensive line of wooden play structures and park furnishings for commercial, recreational and residential consumers.

Childspace currently manufactures and installs play structures in western Canada. Long-range plans are to continue developing the Canadian and Japanese markets as well as exporting to the northwestern United States. Major customers include federal, provincial and municipal governments. The company's product is marketed directly to potential customers by Childspace Manufacturing Ltd.

CIMCO

Division of Toromont Industries Ltd.

65 Villiers Street
Toronto, Ontario
Canada M5A 3S1

Tel: (416) 465-7581
Telex: 065-24096
Fax: (416) 465-8815

Contact: Steve McLeod, President

CIMCO (Canadian Ice Machine Company) was founded in 1912. A refrigeration engineering and manufacturing company, CIMCO specializes in the installation of indoor and outdoor artificial ice surfaces. The firm has completed more than 2 500 installations around the world and has the engineering and design capability to provide everything necessary for complete installations.

With 14 offices across Canada, CIMCO is recognized as a leader in artificial ice system technology. Export sales form a significant portion of the company's annual revenue.



CIMCO's packaged refrigeration systems have proven performance in ice surface installations throughout North America.

CME TELEMETRIX INC.

2 - 105 Randall Drive
Waterloo, Ontario
Canada N2V 1C5

Tel: (519) 886-8440

Contact: A.M. Furlong, President

Conestogo Medical Electronics Ltd. (CME), now CME Telemetrix Inc., was established as a sole proprietorship in 1975 and was incorporated in 1978. CME moved into its present location in 1979, with 230 m² (2 500 sq. ft.) of space, approximately 50 per cent of which is devoted to research and development and manufacturing.

CME's first product was a FM multi-channel radio telemetry system for sports medicine, available in 4, 8 and 16 channel packages. This system allows the simultaneous recording of physiological applications such as ECG, EMG, temperature, heart rate, respiratory volume, oxygen uptake and goniometry. A current major activity of the company is the development of a PCM multi-channel system which will provide much greater noise immunity and have a greater range of applications than FM systems.

CME plans to focus greater attention on the medical, veterinary and industrial markets for telemetry products.

CME has adopted a strategic partnering concept in approaching various markets. In keeping with this concept, the company plans to use the marketing and service strengths of international marketing organizations to penetrate the medical and industrial areas.



CME's desktop radio telemetry system is designed for action.

The Créations Endurance team combines the experience of high-profile athletes with technical knowledge to create a clothing line that is both functional and attractive.

Crest Art's Swiss embroidery do a dream for jacket.

C

COLLINS WHIP 'N TACK

R.R. No. 4
Calmar, Alberta
Canada TOC 0V0

Tel: (403) 985-2421

Contact: *Chris or Rick Collins*

Collins Whip 'n Tack is one of the few producers of English-style riding equipment and accessories in Canada, and the only producer in western Canada.

The company designs and manufactures pads, coolers, legwraps, whips, bags, capes and snugs. Among the new equipment designed by Collins are uniquely shaped foam pads that emphasize comfort for the horse and safety for the rider; more secure shipping boots that help prevent lower leg injuries during travel; coolers (large blankets) made of natural fibres that comfortably cool down the horses after a workout; and, more recently, lead and lunge equipment.

Collins Whip 'n Tack currently exports to the United States and is seeking to expand its export market.



Collins Whip 'n Tack's new fitted pad of 100 per cent New Zealand wool fleece with polyester backing can be washed and air dried.

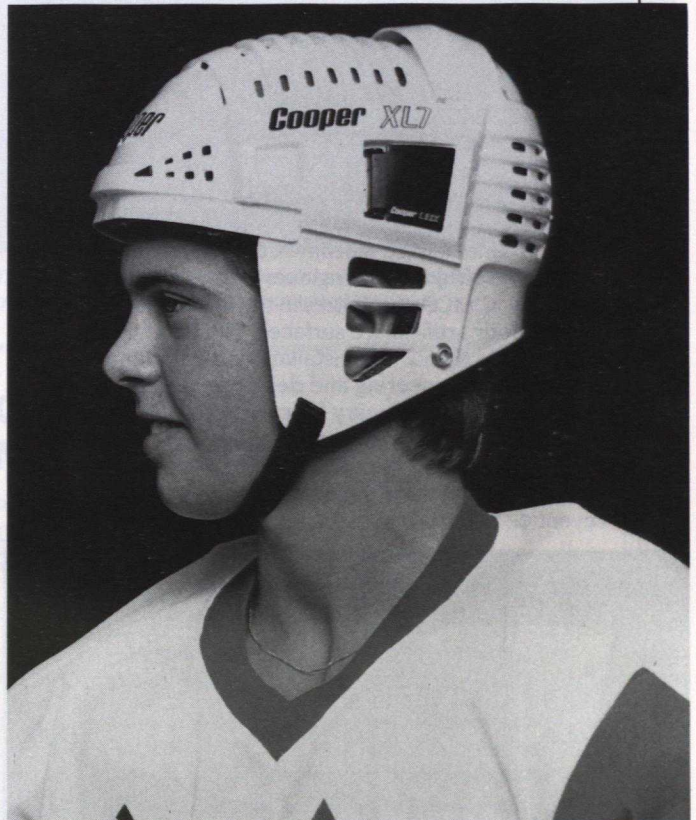
COOPER CANADA LTD.

501 Alliance Avenue
Toronto, Ontario
Canada M6N 2J3

Tel: (416) 763-3801
Telex: 06-969601
Fax: (416) 763-0994

Contact: *Kelley Richards, Overseas Sales Manager*

Cooper hockey helmets are guaranteed to be free from defects in workmanship and materials.



Cooper Canada is a major Canadian manufacturer of a wide range of sports equipment and apparel. Its plants, located in Cambridge, Kitchener and Toronto, Ontario, provide a continuing supply of quality-made products to its customers.

The company's ongoing commitment to research, design, and product quality has established the reputation of Cooper's products throughout the world. Canadian-made products represent over 80 per cent of the company's sales, and it is recognized as the world's largest manufacturer of hockey equipment.

Export customers are extremely important to maintaining Cooper's success and leadership. From its headquarters in Canada, the company ships Cooper-brand products through a wide international distribution network to all parts of the world.

COVERMASTER INC.

100 Westmore Drive, Unit 11D
Rexdale, Ontario
Canada M9V 5C3

Tel: (416) 745-1811
Telex: 06-983639
Fax: (416) 671-1625

Contact: Robert Curry, President

Established since 1969, Covermaster Inc. is a leading manufacturer of protective covers for such sports surfaces as gymnasiums, football fields, baseball infields and golf courses. Telemarketing is the company's primary marketing method and is targeted to athletic directors, purchasing managers, head coaches, physical plant managers in educational and recreational facilities and key individuals with professional teams.

Covermaster's covers protect outdoor sports surfaces from damage and from the elements and enable the surfaces to be converted into multi-use facilities, increasing the number of revenue-earning events which may be held. Covermaster's protective covers are easy to install, store and handle, and they reduce maintenance costs.

About 80 per cent of current export sales are to the U.S. Covermaster also plans to expand to other international markets.



Covermaster, covering the world's sports surfaces.

CRÉATIONS ENDURANCE

8101 Alfred Street
Anjou, Quebec
Canada H1J 1J3

Tel: (514) 352-4082

Contact: Louis Caron, Director

Founded in 1985 by four athletes, Créations Endurance designs and manufactures sporting attire for running, cycling, cross-country skiing, triathlon, fitness, wrestling, weightlifting, speed skating and aerobics. The company markets its products to individuals and teams across Canada.

The Créations Endurance team combines the experience of high-profile athletes with technical knowledge to create a clothing line that is both functional and attractive.

All clothing is tested by athletes who are members of running, cycling and triathlon teams sponsored by the company.

CREST ART MANUFACTURERS LTD.

275 Selkirk Avenue
Winnipeg, Manitoba
Canada R2W 2L5

Tel: (204) 589-6873
Telex: 075-87870
Fax: (204) 589-4749

Contact: Yvonne Swiderek, Sales Manager

Crest Art Manufacturers Ltd. was incorporated in 1965. The company custom designs and manufactures crests and embroidery for sports and fashion garments such as ski wear, team uniforms and jackets, Inuit fashions, and denim and leather clothing.

Marketing is directed primarily to garment designers and manufacturers and sporting goods stores. Crest Art's products feature innovative designs. The artists on staff have a craft-guild approach to developing prototypes as well as the computer technology to produce state-of-the-art designs in crests.

Crest Art's clients in the sporting goods sector encompass over 200 dealers in Canada and the United States. Sales in the fashion sector have tripled in the last three years. Major clients are based in Toronto, Montreal and New York.



Crest Art's Swiss embroidery on a denim tour jacket.

C

CRS CORPORATION

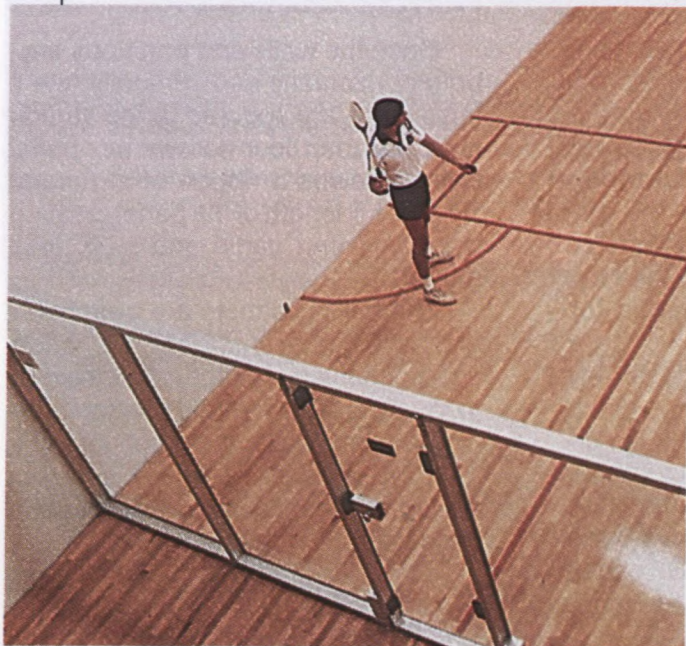
10021 - 169th Street
Edmonton, Alberta
Canada T5P 4M9

Tel: (403) 484-2786
Telex: 037-43358

Contact: Ken Wilson, Secretary-Treasurer

The founders of CRS Corporation began constructing racquetball courts in Canada in 1972. As the popularity of racquetball was matched by that of squash, the principals of CRS Corporation saw the need for an efficient method of converting racquetball courts into squash courts. The result was CRS's unique Convert-a-Court, an ingenious gliding glass-and-aluminum wall which turns a racquetball court into a squash court in 60 seconds and vice versa.

CRS has become one of the largest Canadian exporters of glass sportwalls, exporting and installing Convert-a-Courts all over the North American continent. CRS is currently developing a new product called Fold-a-Court which allows a squash court to be installed in any existing gymnasium.



Convert-a-Court is an ingenious gliding glass-and-aluminum wall which turns a racquetball court into a squash court in seconds.

DAIGNAULT-ROLLAND CIE LTÉE

2567 de Rouen Street
Montreal, Quebec
Canada H2K 1M7

Tel: (514) 255-1419
Telex: 05-828816

Contact: Norman Delisle, Sales Manager

Incorporated in 1936, Daignault-Rolland manufactures protective equipment for baseball and hockey. The company's many products are sold to athletes who are looking for quality protection.

Daignault-Rolland produces a wide range of equipment that is needed to play baseball, ice hockey and related sports such as broomball and ringette.

Exports account for 10 per cent of Daignault-Rolland's total sales. In the U.S., the company is represented by Hockey Wholesale in Waterford, Michigan. Daignault-Rolland also has agents in Germany, England, Japan, Switzerland, France and Scandinavia.



Daignault-Rolland's top-of-the-line shoulder pads for players who want the best in protection and comfort.

DAVID GRAINS ENTERPRISES INC.

60 Bathurst Street
P.O. Box 817, Station "F"
Toronto, Ontario
Canada M4Y 2N8

Tel: (416) 864-0122

Contact: David Grains, President

David Grains Enterprises Inc. produces high-quality hand-knitted outdoor sweaters and accessories. The company emphasizes traditional long-lasting fashion.

David Grains Enterprises creates and knits designs portraying wildlife and sports as part of its collection. Traditional Icelandic and Canadian Indian designs are also available. The firm's collection is knitted from 100 per cent Iceland Lopi wool, renowned for its quality and its natural and dyed colours.

David Grains Enterprises Inc. accepts quantity orders placed early in the year, and will also accept customer designs and specifications to be knitted under private labels.

David Grains' hand-knitted fashion sweater for men and women.



DAVTEC SPORTS EQUIPMENT INC.

410 - 3rd Street
Daveluyville, Quebec
Canada G0Z 1C0

Tel: (819) 752-9787

Contact: André Doyon, Administrative Director

After the factory of the Victoriaville Hockey Company was destroyed by fire in 1987, a group of employees formed Davtec Sports Equipment Inc.

The new company markets the products sold by Victoriaville Hockey including the internationally renowned VIC hockey sticks. It will also be launching an expanded line of sporting equipment, including basketball backboards, water skis and sporting accessories.

Approximately 50 per cent of Davtec's production is being sold to the United States, with Canada and Europe accounting for the remainder of sales.



From PeeWee to Professional, the VIC Pro Line of hockey sticks continue to be sold in the time-honoured tradition of excellence.

DICKEY MAIL ORDER MARKETING LIMITED

9 Greenwood Place
St. Albert, Alberta
Canada T8N 2H5

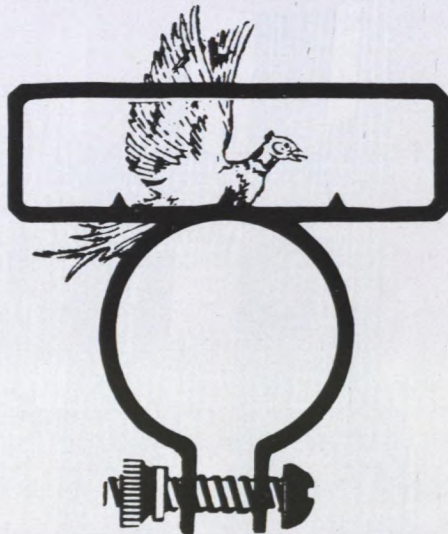
Tel: (403) 459-5888

Contact: Keith Dickey, President

Incorporated in 1980, Dickey Mail Order Marketing is the exclusive worldwide distributor of the RUEB Shotgun Sight, invented in Canada and designed to improve shooting accuracy.

The key to the new RUEB Shotgun Sight is its placement midway between the barrel end and the shell chamber. Once the game appears in the RUEB sight, a hunter immediately has the proper elevation and over or under shooting is prevented.

In addition to extensive Canadian sales, Dickey also markets the RUEB Shotgun Sight to a number of mail order catalogue houses in the United States.



The new RUEB sight for a straight or vented barrel significantly improves shooting.

DOMINION SKATE CO. LTD.

45 Railroad Street
Brampton, Ontario
Canada L6X 1G4

Tel: (416) 453-9860
Telex: 06-986391
Fax: (416) 453-9821

Contact: Paul Charlton, Manager

The Dominion Skate Co. was established in Mississauga in 1946, and moved to a 5 850 m² (63 000 sq. ft.) plant in Brampton in 1981.

The company employs a staff of 70 and manufactures a quality line of roller skates, skateboards and ladies' ice figure skates. Dominion Skate has its own boot plant and has exported to many countries around the world. Sales to the United States make up the major portion of export sales.



Men's and ladies' roller skates by Dominion Skate.

DRAFT ENTERPRISES LTD.

1 Front Street
Petersfield, Manitoba
Canada ROC 2L0

Tel: (204) 738-2656

Contact: C. Shannon, President

Incorporated in 1979, Draft Enterprises manufactures insect-repelling clothing and accessories and ladies' swimwear. Marketing of the insect-repelling clothing is directed primarily to campers, fishermen, hunters, golfers and cottagers. Head nets and safety vests are marketed to bush workers and cyclists.



Beach swimwear in a pouch — one size fits all.

The company manufactures Beach Girl swimwear as a gift item. The suits are packaged in pouches and are called Bikini-in-a-Pouch and One-Piece-in-a-Pouch. They are guaranteed to fit ladies sizes 5 to 14.

Draft Enterprise agents serve territories in the mid-west and southeast United States.

DUPLISKATE JONAH LTD.

1610 Beauharnois Street
Montreal, Quebec
Canada H4N 1J5

Tel: (514) 382-1140
Telex: 05-826597

Contact: John Lanfer, President

Since 1980, DupliSkate Jonah Ltd. has been manufacturing the DupliSkate sharpening system in Canada.

The DupliSkate is an automatic skate-sharpening system used for hockey, figure, goalie and speed skates. It offers a consistent degree of excellence and sophistication which manual skate sharpeners cannot match.

Sharpening on a DupliSkate is easy to learn and does not require a great deal of training or experience.

Exports represented 33 per cent of the total DupliSkate product sales for last year. Exclusive distribution arrangements have been made for the United States, France, Switzerland, West Germany, the United Kingdom, Austria, Japan, Finland, Sweden, Italy and Norway.



DupliSkate, the automatic ice skate sharpener that can duplicate any predetermined skate contour with minimum operator skill or training.

DURWARD INDUSTRIES LTD.

11 - 564 Weber Street North
Waterloo, Ontario
Canada N2L 5C6

Tel: (519) 746-3550
Fax: (519) 746-4421

Contact: Greg Durward, President

Manufacturing and distributing its products in Canada for six years, Durward Industries has developed a reputation for high-quality sporting goods. Products include ANKL•WEIGHTS® for scuba diving and SOFTONE® and SOFT WEIGHTS® wrist and ankle weights for exercising, training and rehabilitation.

Durward pioneered the use of ANKL•WEIGHTS® for scuba divers. These weights increase divers' comfort and safety by allowing better distribution of weight. They are available in several colours and two sizes. McNett Corporation has exclusive U.S. distribution rights for ANKL•WEIGHTS®.

Stretchy SOFTONE® (velcro-style) and SOFT WEIGHTS® (slip-on style) weights are very comfortable for exercise and aerobics. They are available in a range of fashionable colours and sizes from 0.45 kg (1 lb.) to 3.6 kg (8 lb.) per pair. Diversified Products Corp. is licensed to manufacture and distribute SOFT WEIGHTS® in the U.S. and the U.K.



SOFT WEIGHTS® are comfortable slip-on style wrist and ankle weights available in many fashionable colours and sizes.

E

EXCALIBUR CROSSBOW INC.

R.R. No. 1, P.O. Box 115
Breslau, Ontario
Canada NOB 1M0

Tel: (519) 743-6890

Contact: Bill Troubridge, President

Excalibur Crossbow, established in 1983, manufactures high-quality hunting crossbows. The Excalibur crossbow is superior in design and workmanship. It has been used to win the U.S. National Crossbow Championship for the last five years.

Excalibur also manufactures several products for use with crossbows such as wax to lubricate the string and deck of the bow, and a bracket to mount a quiver comfortably.

In order to keep prices as low as possible, Excalibur markets directly to dealers.



Excalibur's Wolverine, the crossbow of champions.

EXERSPORT INC.

51 Estate Drive
Scarborough, Ontario
Canada M1H 2Z2

Tel: (416) 438-4800

Contact: Ian Mackie, President

Look better, feel healthier, and have more energy. Get in stride with an Exersport ski simulator.



Incorporated in 1986, Exersport designs and manufactures the newest type of home exercise equipment — a cross-country ski simulator, the number-one-rated cardio-aerobic exercise. By simulating the smooth fluid movement of cross-country skiing, Exersport's simple method of low-impact exercise is the best way to trim off fat, firm muscles, and increase cardio-vascular endurance. This machine is free standing for convenient space-saving storage.

In addition, Exersport produces a line of bicycle wind-load and magnetic-load trainers. The trainers convert a regular bicycle into an indoor training and aerobic conditioner. Because the trainers have a wide stance and are solidly attached to the rear axle, the problem of tipping over is eliminated.

Innovative designs and competitive pricing have made Exersport very popular in both the U.S. and Europe.

F.E. WOODWARD & SONS LTD.

290 - 17th Avenue
Lachine, Quebec
Canada H8S 3N8

Tel: (514) 637-4611

Contact: A. Woodward

Established in 1926 to manufacture adhesives for a variety of industries, F.E. Woodward & Sons soon began making a broad range of adhesive tapes. Over the past seven years, F.E. Woodward has been expanding its Canadian market share in all sport tapes. It now supplies professional hockey and football teams with the highest quality athletic and hockey tapes available. New markets being actively pursued by the company are trainer and hockey tape end-users.

F.E. Woodward's exacting quality control standards are largely responsible for the company's success. The company now exports its products worldwide.

FABER AND CO. INC.

180 de la Rivière Boulevard
Loretteville, Quebec
Canada G2B 3W6

Tel: (418) 842-8476

Contact: Guy Faber, Director



Faber's FREETRAIL snowshoes will help you discover new landscapes just a walk away.

Faber & Co., a manufacturer of snowshoes and harnesses, was incorporated in 1870. The company's products are marketed under three trade names: FABER, REBAF, and FREETRAIL. Conventional snowshoes made of wood and full hide are marketed under the FABER name; snowshoes made of split hide are marketed under the REBAF name; and Faber's new generation of snowshoes (with patented binding) is marketed under the trade name FREETRAIL.

The FREETRAIL snowshoe has a cross-country ski boot attached to an injection-moulded plastic binding. The new oval-shaped maple frame and waterproof neoprene webbing, used instead of laces, allow for easier strides. For greater enjoyment, a walking pole featuring a large basket surface for improved balance is also offered.

Currently sales to U.S. wholesalers account for 95 per cent of the company's exports. There is also growing interest in the European market. Faber expects that the export market will continue to expand with the introduction of the FREETRAIL snowshoe package.

FAR WEST INDUSTRIES INC.

1701 Kosmino Road
Vernon, British Columbia
Canada V1T 8T1

Tel: (604) 542-0237

Fax: (604) 542-0020

Contact: N.D. Harley, President

The principal business of Far West Industries Inc. is the design, manufacture, and distribution of high-quality sports outerwear made primarily from Gore-Tex fabric. To complement its Gore-Tex products, Far West also markets a line of parkas and jackets made from traditional fabrics such as cotton and nylon.

Since its origin in 1981, Far West has expanded its business into all provinces in Canada, with Ontario, Quebec, and the Atlantic provinces accounting for 47 per cent of sales in 1985. The company's products are sold to over 300 independent retailers. The company has exported its products to Germany and the U.S. In 1987 Far West opened two retail stores in the U.S. and plans to export its products to the American market through wholly owned retail stores.



Far West outerwear is available in Gore-Tex and such traditional fabrics as cotton and nylon.

F

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FIBRE DE VERRE RADISSON LTÉE

1701 - 3rd Avenue
Grand-Mère, Quebec
Canada G9T 2W6

Tel: (819) 533-5707

Contact: Réjean Boucher, President

Fibre de Verre Radisson was established in 1986 with the purchase of Les Canots Radisson 1971 Ltée, one of the first companies in Canada to build fibreglass canoes with interior ethafoam finish. This new product made Radisson one of the most important manufacturers of canoes in Canada.

Built of resistant odourless easycare fibreglass, Radisson canoes are designed to be as perfect as possible. In order to ensure maximum stability and increased safety, Radisson canoes come with a full-length centre board.



Radisson canoes are designed for durability, stability and safety.

FIVE SEASONS COMFORT LIMITED

351 North Rivermede Road
Concord, Ontario
Canada L4K 2X1

Tel: (416) 669-5620

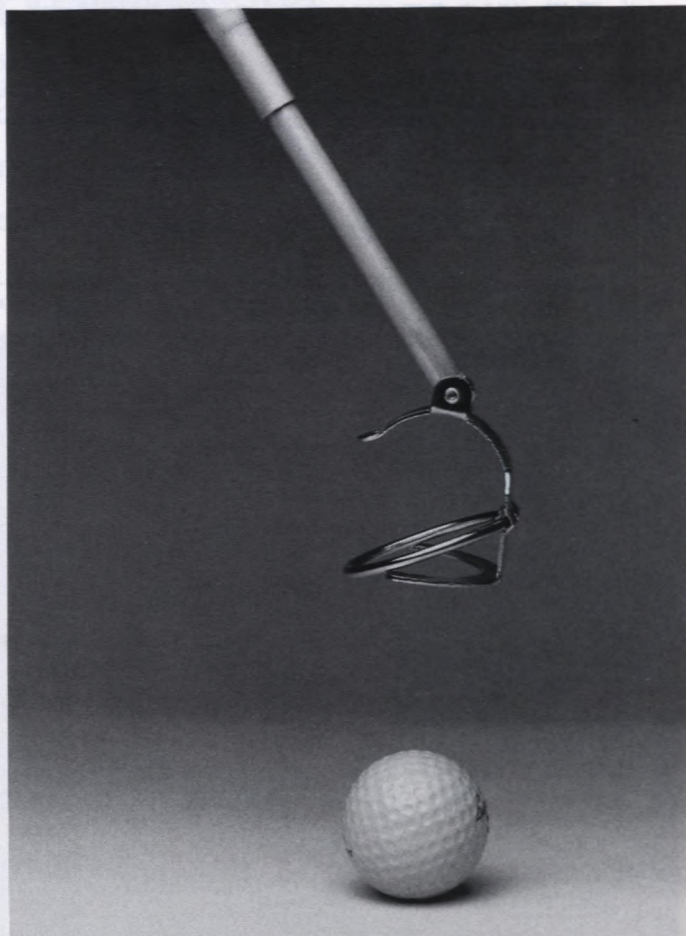
Telex: 06-986766

Fax: (416) 669-5356

Contact: Howard David, Vice President and General Manager

Established in 1971, Five Seasons Comfort manufactures the unique GOLF BALL TRAPPER (G.B.T.) for which it is known in the world of sports.

The G.B.T. is a clever ball retriever designed to ease the frustrations of both novice and professional golfers. Its design is unique in that it does not disturb the mud at the bottom of a pond or stream. The G.B.T. is dropped over the ball and, by ring and bracket action, lifts it up



The Five Seasons GOLF BALL TRAPPER is available in three lengths.

and out without scooping — leaving the water clear for successive recovery attempts.

The G.B.T.'s aluminum tubing is made from drawn tubing rather than the cheaper extruded tubing. It is available in three lengths: 3 m (9 ft.), 4 m (12 ft.), and 5 m (15 ft.). In addition to private branding, Five Seasons also sells the G.B.T. through other golf distributors. It is patented in both Canada and the U.S.

FLEMING GRAY LIMITED

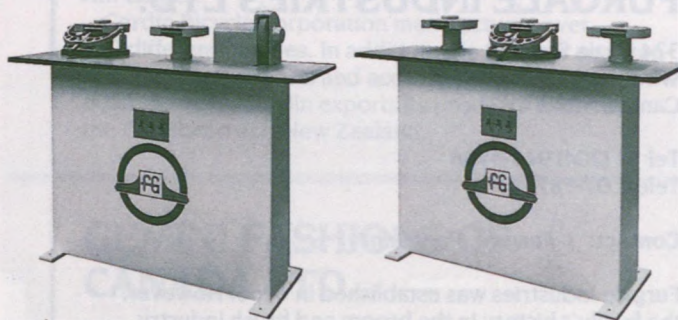
690 Bishop Street North
Cambridge, Ontario
Canada N3H 4S6

Tel: (519) 653-2400
Telex: 069-59354

Contact: Sue Cole, Sales/Customer Service

Fleming Gray originated in 1912 when it was known as Fleming Motors. Its famous skate sharpeners were designed and patented in 1954.

Today the company manufactures seven models of precision ice-skate sharpeners and a variety of accessories to complement each unit. Fleming Gray distributes across Canada and exports to the United States, Japan, Australia, and western Europe. Although the majority of sales were concentrated in Canada and the United States for many years, distribution overseas has been steadily increasing for the past 15 years.



Fleming Gray's Speed-I-Precision skate sharpeners.

FOREMOST SAILCRAFT LIMITED

184 Main Street North
Carman, Manitoba
Canada ROG 0J0

Tel: (204) 745-2878

Contact: Frances H. Calverley

Foremost Sailcraft, incorporated in 1972, designs and manufactures fiberglass canoes and sailboats. Two international sailcraft designs are the Fireball and the Albacore.

In 1988 the company will introduce the Blayd 4.4 canoe. Using a new design, a resin that is stronger and tougher than polyester, and a polyurethane exterior, this 4.4 m (14 ft.) canoe is ahead of its time.

The company markets through distributors and large chain stores. Foremost Sailcraft is currently seeking export markets for the lighter stronger Blayd 4.4 canoe.

FRANK J. ZAMBONI & CO., LTD.

Worthington Drive
P.O. Box 1388
Brantford, Ontario
Canada N3T 5T6

Tel: (519) 759-0008
Fax: (519) 758-8002

Contact: Frank Zamboni

Since they were first invented in 1949, Zamboni® ice resurfacers have had a proven record of accomplishments. Years of innovation have been incorporated into Zamboni's current wide range of machines.

The Zamboni® 520 is the newest version front-dumping standard-size machine from the 500 Series, the company's most popular ice resurfacers. Unique features of the 520 machine include a 2.3 L liquid-cooled engine, hydrostatic transmission, a large 2.8 m³ (100 cu. ft.) snow tank with high-compaction conveyor, and an integral ice-washing system.



Zamboni® ice resurfacers provide modern, fast, economical ice maintenance.

The Zamboni® 400 is a compact machine featuring a front or side-dumping snow tank, high-compaction conveyor, hydrostatic transmission, and a 2.3 L liquid-cooled engine.

The Zamboni® TMA is a tractor-mounted machine capable of shaving the ice, removing the snow and flooding — all in a one-pass operation.

The Zamboni® TMA is widely marketed to resorts and sports center operations, where a good first-time job is a good business for your company.

The company also makes a compact loader in 1.5 m, 1.8 m and 2.4 m (5 ft., 6 ft. and 8 ft.) heights for one-person road repair operations. Marketing is directed to highway departments.

General Zamboni® prices are based on the top-quality materials and first-class workmanship of its products.

F

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FRIGO-TEC INC.

9125 Centrale Street
La Salle, Quebec
Canada H8R 2J8

Tel: (514) 365-1419

Contact: A. Joseph Paquay

Incorporated in 1975, Frigo-Tec manufactures patented plastic heat exchangers for ice making in arenas, curling rinks and outdoor rinks. The company's product is called the Glacier Refrigerating Carpet.

The Glacier carpet is a webbed structure in which tubes run parallel to each other. The web acts as an extension to the heat-exchanger surface and as a water-retaining membrane when ice is created. The Glacier comes in 1.2 m (4 ft.) wide strips and can be rolled out over concrete slabs, asphalt or any properly levelled surface.

Brine is circulated in a continuous circuit through the tubes in the Glacier carpet to the chiller. Ice builds up directly around the refrigerating carpet. Because the Glacier operates within the generated ice, the heat transfer is efficient and the heat exchange is maximized. Easy to set, simple to operate and quick to remove, the Glacier reduces annual energy costs by at least 30 per cent.

Sixty per cent of Frigo-Tec's current export sales are to the U.S. where an annual growth rate of 50 per cent is forecast over the next five years.



This olympic-size rink has a Glacier carpet in place and is ready to form ice.

FRON ENTERPRISES LIMITED

7950 Huston Road
Delta, British Columbia
Canada V4G 1C2

Tel: (604) 946-0977
Telex: 04-357768

Contact: R.T. Magnus, President

Incorporated in February 1981, Fron Enterprises Limited manufactures its own hand-knitted sweaters. All of Fron's hand-knitted sweaters are made from 100 per cent wool. Other hand-knitted products include hats, mitts and socks.

Approximately one third of Fron's sweater sales are to the United States. Export marketing has been carried out primarily through direct contact with potential customers and participation in trade shows.

FURGALE INDUSTRIES LTD.

324 Lizzie Street
Winnipeg, Manitoba
Canada R3A 0Y7

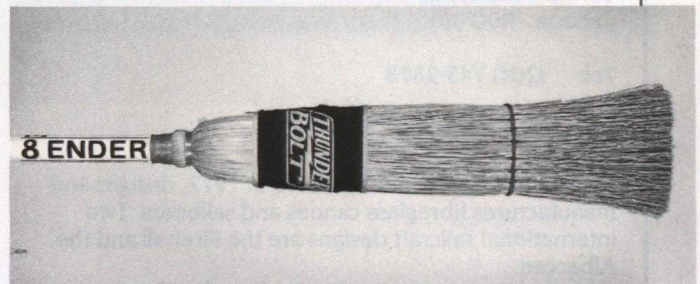
Tel: (204) 943-3506
Telex: 07-587513

Contact: J. Furgale, President

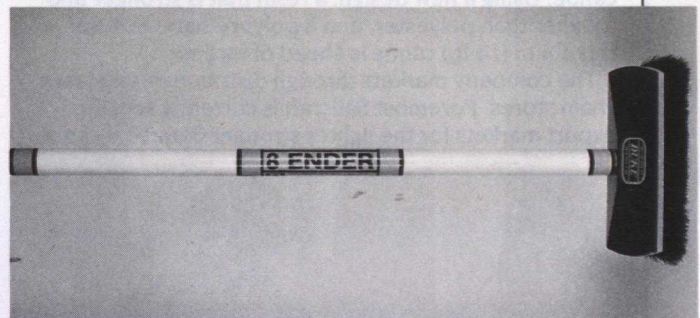
Furgale Industries was established in 1966. However, the family's history in the broom and brush industry dates back to the 1920s. In the 1950s the Furgale family pioneered the modern-day corn curling broom, and in the 1970s they pioneered the brush.

Today Furgale Industries manufactures a full range of curling equipment. Furgale's registered trade names are 8-ENDER and CURLMASTER.

Furgale's export sales to Europe, Japan and the United States continue to grow as curling becomes more popular in these countries.



The Thunderbolt, Furgale's most popular curling broom.



The Duke, Furgale's most popular curling brush.

GARDIN BICYCLE CORPORATION

3610 Mavis Road
Mississauga, Ontario
Canada L5C 1W2

Tel: (416) 279-5558
Telex: 06-961234
Fax: (416) 279-7384

Contact: James Vickery, General Manager

Incorporated in 1981, Gardin Bicycle Corporation manufactures and distributes bicycles, frames and parts. Today, the company is a major force in the bicycle industry and in the sport of bicycle racing. Using the latest technological methods Gardin has set new standards in the art of bicycle building.

Gardin's efforts have led to provincial and national championship titles, a 1984 Olympic silver medal, as well as gold, silver and bronze medals in the 1987 Pan Am Games.

Gardin Bicycle Corporation manufactures over 190 different bicycles. In addition, the firm has an extensive inventory of parts and accessories and it ensures quick delivery. Gardin exports its products to the U.S., the Caribbean and New Zealand.

GEMINI FASHIONS OF CANADA LTD.

515 Notre Dame Avenue
Winnipeg, Manitoba
Canada R3B 1R9

Tel: (204) 786-2421
Telex: 07-55147

Contact: Jean F. Dube, Export Sales Manager



SKI GEM™ snow and ski suits are made to withstand the Canadian winter.

Incorporated in 1971, Gemini Fashions manufactures superior ski and outerwear designed to withstand the Canadian winter.

The current Gemini collection includes pure virgin wool embroidered NORTHERN SUN™ parkas; MOBIUS™ high-tech ski and sportswear; GEMINI SPORT™ ladies' jackets; and SACHET™ ladies' coats. Gemini also makes functional and fashionable children's collections: GEM TOTS™ outerwear for infants and toddlers; SKI GEM™ snow and ski suits; and RIGHT MOVES™ for fashion-conscious youngsters.

Gemini has an international reputation for quality, dependability, and performance. Gemini forecasts a substantial growth rate in export sales over the next five years.

GENERAL SPORTCYCLE CORP.

P.O. Box 30165, Station "B"
Calgary, Alberta
Canada T2P 4P1

Tel: (403) 245-1600

Contact: Trudy Arthurs

Sportcycle combines the classic look of a turn-of-the-century car with comfortable side-by-side bucket seats.



General Sportcycle Corp. manufactures a four-wheel vehicle called the Sportcycle and a three-wheel vehicle called the Hackshaw.

Marketing of the Sportcycle has been mainly directed to senior citizens' complexes where it offers both recreation and transportation. Each unit is a two-seater, complete with two sets of pedals and gearshifts, and either of the passengers or both can pedal.

The Hackshaw is mainly marketed to resorts and sight-seeing operations, where a pedal taxi is a good business for young entrepreneurs.

The company also makes a signpost ladder in 1.5 m, 1.8 m and 2.4 m (5 ft., 6 ft. and 8 ft.) heights for one-person road repair operations. Marketing is directed to highway departments.

General Sportcycle prides itself on the top-quality materials and first-class workmanship of its products.

GIII LTD.

274 Jarvis Avenue
Winnipeg, Manitoba
Canada R2W 3A5

Tel: (204) 586-8461
Telex: 07-587870

Contact: *Mavis Goddard*

GIII Ltd. was incorporated in 1969 by the merging of three long-established companies in the bedding and furniture industries.

GIII manufactures a line of sleeping bags which incorporates both synthetic fibres and down for the fill. GIII also manufactures custom sleeping bags to its customers' specifications.

GLOVER EQUINE PRODUCTS LTD.

P.O. Box 1107
Boissevain, Manitoba
Canada R0K 0E0

Tel: (204) 534-7050

Contact: *Barb Glover, Owner*

Incorporated in 1984, Glover Equine Products manufactures items for horseback riding enthusiasts and competitors. Horse blankets and accessories are the company's main products. The blankets are made from high-quality materials and are noted for their excellent fit. Glover's Super Quilt is a lightweight super-warm thermal blanket specially designed to keep a horse warm in the coldest temperatures. It features an extra layer of depth and an impressive form-fit rear end, which protects the horse right to the tail. Wool coolers for horse warm-up and cool-down, as well as awards with lettering, are also produced by the company.

In addition to its horse blankets, Glover makes a line of dog blankets and a complete range of bags to carry equipment such as saddles, harnesses, rope, garments and boots.



The Super Quilt is a lightweight super-warm thermal blanket designed to keep a horse warm in the coldest temperatures.

Glover markets its products to retail outlets in Canada and the U.S. The plant is located near the U.S. border which ensures fast delivery to U.S. customers.

GOLDEN BAY SPORTSWEAR LTD.

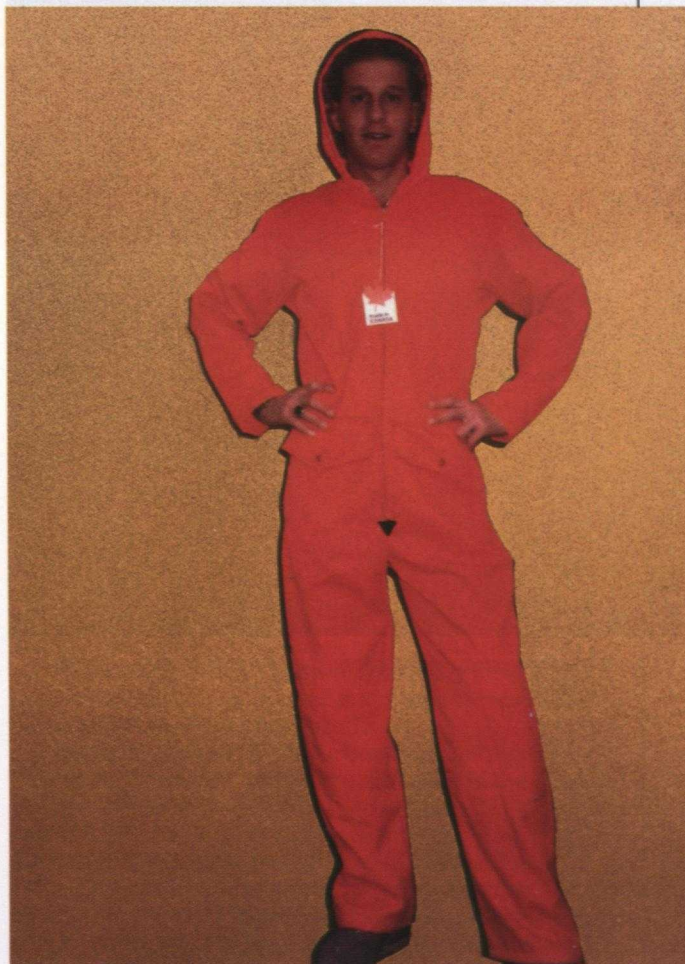
1184 Castlefield Avenue
Toronto, Ontario
Canada M6B 1G1

Tel: (416) 783-8431

Contact: *David Gold, President*

Golden Bay Sportswear Ltd. is a manufacturer and supplier of a complete line of hunting apparel, uniforms, parkas, patrol jackets, vests, and a wide range of outerwear, including regular and reversible raincoats. A major portion of the company's product line is designed and manufactured for fire departments and police forces.

Hunting clothes, marketed under the name Golden Retriever, include coats, vests, coveralls, parkas, toques and hunting caps.



Golden Bay's unlined coverall in orange polyester sharkskin.

in 1977 and 1981
Grohmann markets primarily to the outdoors
enthusiast who wants top-quality handcrafted knives.
The company exports to the U.S., England, France,
Australia and Sweden.

GRANT EMBLEMS LIMITED

134 Park Lawn Road
Toronto, Ontario
Canada M8Y 3H9

Tel: (416) 255-3421
Telex: 06-967536

Contact: *Ambi Kalra, Vice President, Sales and Marketing*

Grant Emblems Limited has been manufacturing Swiss-embroidered products since 1921. The company's product line consists of emblems, crests, lace goods and direct embroidery. These products are used as promotional items for events and organizations, as complementary items for sportswear and apparel manufacturers, and for corporate identification. In addition, embroidered emblems are used extensively on Canadian military uniforms.

Grant Emblems has been awarded an official licence to produce goods for the Calgary 1988 Winter Olympic Games. This honour reflects Grant's high level of product quality.

Grant Emblems exports to the U.S. and currently has agents in England, Australia, New Zealand and Norway.



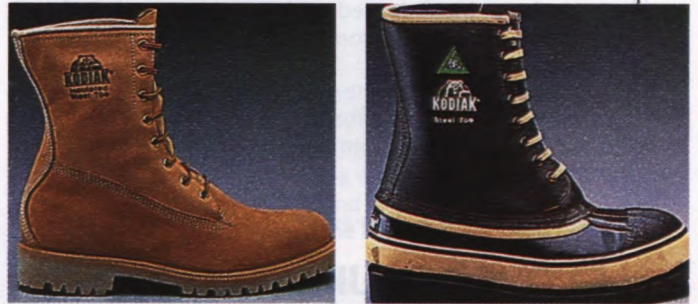
When it comes to embroidery, the choice is yours . . . Grant does it all.

GREB FOOTWEAR

6500 Millcreek Drive
Mississauga, Ontario
Canada L5N 2W6

Tel: (416) 821-4600
Telex: 6-22789
Fax: (416) 821-1860

Contact: *Doug Orme, Marketing Manager*



Grebs Kodiak insulated boots are available in water-repellent leather uppers and vulcanized rubber outsoles.

Grebe Footwear was established in 1912. The company designs, manufactures and markets a wide range of work and sport boots and shoes under the brand names Greb, Kodiak and Job Rated.

The unique method of sole attachment is a key factor in the manufacture of these high-quality products. Proven quality and comfortable fit have made Greb a leading manufacturer of outdoor footwear in Canada with the most recognized brand names.

Export sales are a priority at Greb, with a targeted growth rate of 15 to 20 per cent per year.

GREG BEST SPORTS VIDEO INC.

51 King Street East
Brockville, Ontario
Canada K6V 1A8

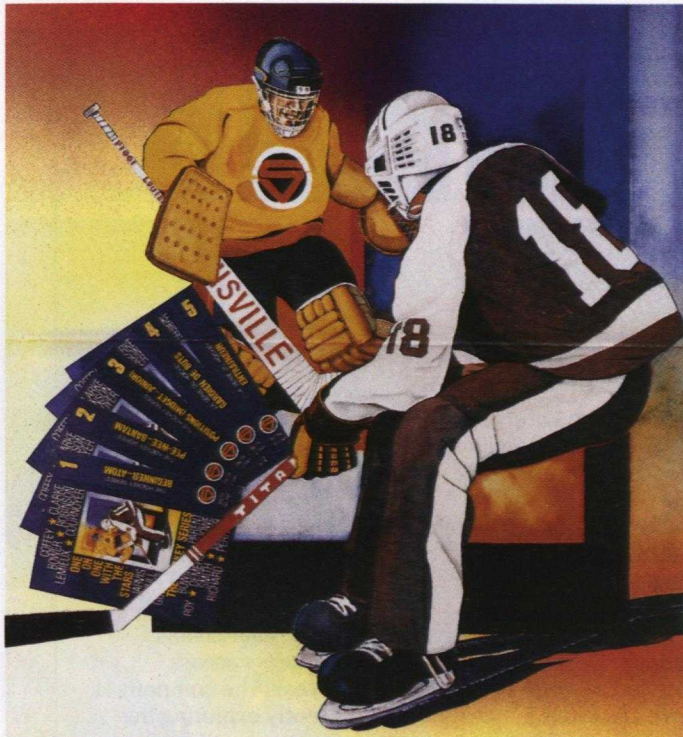
Tel: (613) 345-5191

Contact: *Derek Holmes and Ken Keill*

Greg Best Sports Video Inc. develops, produces and sells instructional sports videotapes.

The company's first program series is for hockey. It includes five tapes which cover instructional areas ranging from beginner through to midget and junior, and two specialized tapes about goaltending and coaching.

Instructional tapes in other sports are being prepared and should be available in the near future.



Greg Best's "One on One with the Stars" — a breakthrough in quality instructional sports videos.

GREY OWL PADDLE COMPANY

62 Cowansview Road
Cambridge, Ontario
Canada N1R 7N3

Tel: (519) 622-0001

Contact: Brian Dorfman, General Manager

Offshore Canoe Club of California with Grey Owl outrigger paddles.



Established in 1976, the Grey Owl Paddle Company produces state-of-the-art wooden canoe paddles at competitive prices. After entering the market with a traditional line of paddles, the company became known

for the quality of its designs and workmanship. On the strength of that reputation, requests were received for other more sophisticated designs. Working with top-calibre racers and coaches, Grey Owl developed a line of competitive paddles which are now used by many Canadian canoe clubs. A line of outrigger paddles is now being distributed in Hawaii and was introduced last year in the South Pacific.

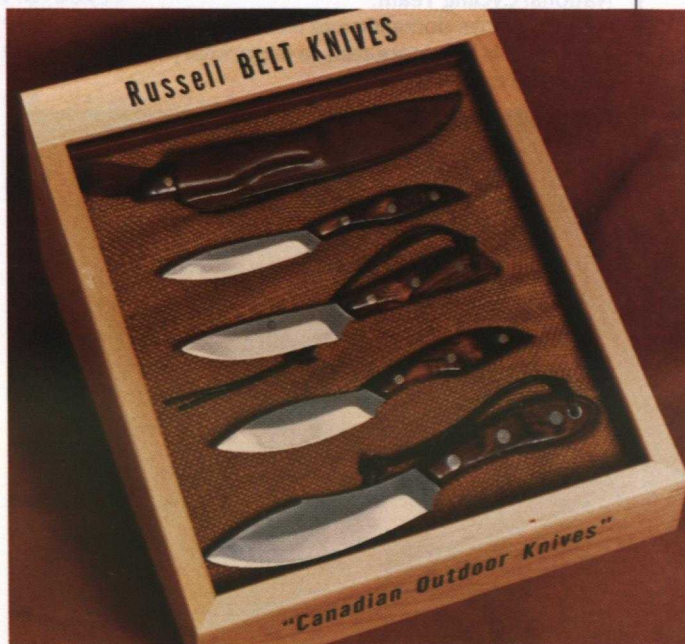
A seasoned exporter, the company expects a growth rate of 50 per cent per annum over the next three years.

GROHMANN KNIVES LIMITED

88 Water Street
P.O. Box 40
Pictou, Nova Scotia
Canada B0K 1H0

Tel: (902) 485-5872

Contact: M. Brabinec



Grohmann's well-known D.H. Russell belt knives.

Grohmann Knives is a family business which began manufacturing the famous Canadian-designed D.H. Russell belt knife in 1957. The company expanded and incorporated in 1974 and now makes many Russell and Grohmann outdoor models, all featuring rosewood handles and oil-tanned leather sheaths.

Grohmann's knives have long been recognized for their superior quality. They were displayed in the Canadian Exhibition at the World Fair in Brussels in 1958. Also in 1958, Grohmann was given a Design Award by the National Industrial Design Council of Canada. In 1962, Grohmann was selected by *Sports Illustrated* and by the U.S. National Sporting Goods Association to take part in the Design For Sport exhibit at the Museum of Modern Art in New York. Grohmann's knives were also offered at Canadian Boy Scout International Jamborees in 1977 and 1981.

Grohmann markets primarily to the outdoors enthusiast who wants top-quality handcrafted knives. The company exports to the U.S., England, France, Australia and Sweden.

G

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GUVIN CO. LTD.

1869 Sismet Road
Mississauga, Ontario
Canada L4W 1P9

Tel: (416) 624-8732
Telex: 06-961407
Fax: (416) 624-9339

Contact: *Martin Katz, Marketing Manager*

Guvin Co. was formed in 1979 to meet the needs of serious bicycle enthusiasts in Canada and abroad. The company manufactures the MIELE brand of road and mountain bikes and bicycle frames. In addition, Guvin makes private label bicycles for other distributors and large retail stores.

The company prides itself on producing bicycles similar to classic Italian racing machines. The quality of the MIELE bicycle is attested to by the fact that Guvin has been chosen as the official supplier to the Canadian National Cycling Team.

Guvin enjoys domestic and international sales success. The U.S. has been targeted as the primary market for increased export sales.



When the MIELE name goes on a frame, Guvin's reputation rides with it.

H.D. BROWN ENTERPRISES LTD.

23 Beverly Street East
P.O. Box 190
St. George, Ontario
Canada NOE 1N0

Tel: (519) 448-1381
Telex: 061-81276
Fax: (519) 448-3159

Contact: *Joseph W. Verhoeven, Vice President*

H.D. Brown Enterprises Ltd. has been established since 1971 and is a manufacturer and distributor of sporting goods and automotive, barbecue, and recreational vehicle covers.

The company manufactures products in canvas, nylon, and vinyl. Its product line includes baseball bases, sports bags, bat bags, equipment bags, hockey bags and footballs.

H.D. Brown Enterprises Ltd. sells to major chains, independent dealers and local distributors across Canada with increasing sales every year. The company is active in the U.S. market and is currently exploring the European market.

H.H. BROWN SHOE CO. (CANADA) LTD.

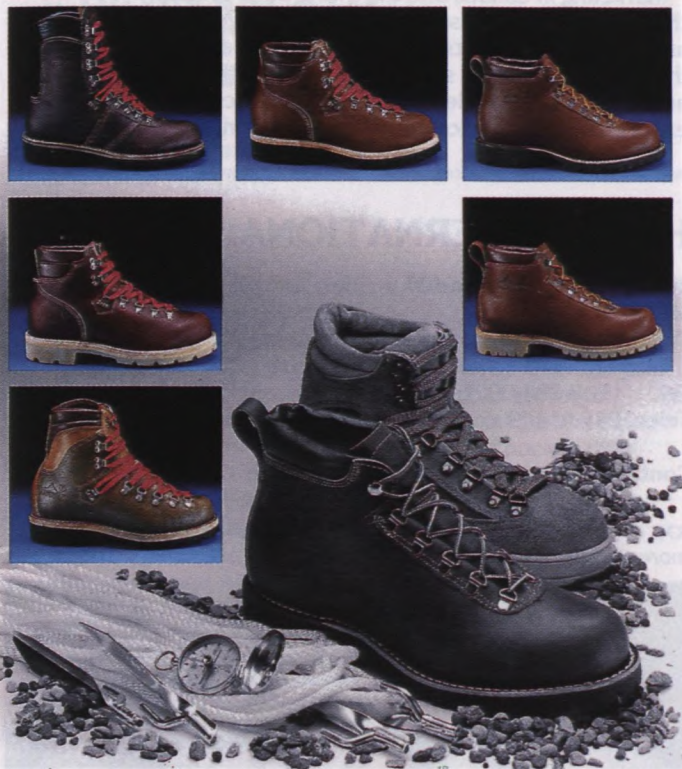
P.O. Box 950
Richmond, Quebec
Canada J0B 2H0

Tel: (819) 826-5931
Telex: 05-25544

Contact: *Frank J. McFarlane, Director of Marketing*

Innovation, responsible management, proven marketing techniques, creative yet practical design, and the ability to manufacture footwear at an extremely competitive price without sacrificing quality or workmanship are the cornerstones upon which H.H. Brown Shoe Co. was built in Richmond, Quebec, some 35 years ago.

Today the company produces some 6 000 pairs of footwear daily for distribution across Canada. H.H. Brown's major products are work, western, hiking, and casual footwear. The Gorilla brand name is used for all-purpose work boots of Goodyear welt or cement construction. Popularly priced work boots are marketed under the Canada Giant brand. Double H is the brand name for fashionable authentic western boots for men and women. Hiking, trail and mountain-climbing boots of Goodyear welt and cement construction are called Matterhorn.



H.H. Brown's cement construction Matterhorn hiking and trail footwear.

HANSON-MOHAWK INC.

15 Fournier Boulevard
Hull, Quebec
Canada J8X 3Y5

Tel: (819) 777-2709
Fax: (819) 777-0652

Contact: David Howard, Retail Sales Manager



Hanson-Mohawk makes a wide variety of socks for skiing, skating and other outdoor activities.

Hanson-Mohawk began business in 1878 as Hanson Mills. The company's original purpose was to supply work socks for the woodland operations crews. Hanson socks were on the first transcontinental train to Vancouver. The company acquired Mohawk Mills, a worsted yarn supplier, in 1973.

Since 1973, Hanson-Mohawk has expanded by purchasing the Beaumont Knitting Co. Ltd. The addition of Beaumont's machines made Hanson-Mohawk the largest work sock producer in Canada. The subsequent purchase of J.G. Field Co. in 1987 has made the company one of the largest work sock producers in North America. In addition to work socks, Hanson-Mohawk makes cold weather socks of all types as well as mitts and head wear.

HEALTH SAVER PRODUCTS

Division of Hear Saver Limited

183 South Service Road
P.O. Box 39
Grimsby, Ontario
Canada L3M 4G1

Tel: (416) 945-2242
Fax: (416) 945-3386

Contact: T.E. Maloney, President



Health Saver Products for everyday and sports use.

Health Saver manufactures health-care products for ears and eye-wear accessories for industrial, military and consumer markets. Both the Health Saver Products brand and private label brands are marketed by the company in 75 countries.

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Health Saver makes the following items for the sports market: the Lens Saver® anti-fog lens cleaner and a new scratch remover treatment for all plastic masks and goggles; the Ear-Mate®, patented reversible trim-to-fit ear plugs; and Hear Saver®, custom-moulding ear plugs to filter noise (shooting) and block out water (swimming).

Export sales have grown by a steady 15 to 20 per cent for the past decade. The U.S. market is served by warehouses and sales centres in Florida, New York and Hawaii. Major clients have included many of the major Canadian and U.S. sporting goods distributors as well as large chain and drug stores.

HEALTHLETICS INC.

489 Brimley Road, Unit 7
Scarborough, Ontario
Canada M1J 1A3

Tel: (416) 266-7763

Contact: Dave Coutts, President

Healthletics manufactures two unique fitness products — the PowerTone Rope and the Pocket Gym. The revolutionary PowerTone Rope is the world's first progressive resistance jump rope. It offers a fast total-body workout or warm-up and is popular with fitness enthusiasts, particularly runners and swimmers.

Introduced in 1987, Pocket Gym is packaged in a miniature sports bag and provides a convenient way of performing resistance exercises for all the major muscle groups. A patented handle design allows an unsurpassed 115 exercise options, virtually duplicating the workout possibilities of a well-equipped health club.



The PowerTone Rope and weights offer a fast total-body workout or warm-up.

Marketing in Canada and the U.S. is done primarily through direct response advertising, catalogue houses and fitness and department stores. Eighty per cent of the company's export sales are to the U.S. These sales are expected to double this year. Healthletics also exports to Denmark, Iceland, Italy and Japan.

HICOM INTERNATIONAL INC.

2015 Peel Street, Suite 425
Montreal, Quebec
Canada H3A 1T8

Tel: (514) 284-0002
Telex: 055-61449

Contact: Guy Cloutier, President

JOG'O™, the runner's, walker's, and jogger's best friend. The more you run, the more you drink, the less it weighs.



Incorporated in 1985, Hicom International manufactures and markets products for both domestic and international markets. The company has recently patented two novelty sports items: JOG'O™ and GOURD'O™.

Invented by a runner to eliminate joggers' dehydration syndrome, JOG'O™ is a polyethylene plastic combination hand-weight and canteen which can be filled with fresh water, tonic, glucose mix, or other liquids. JOG'O™ is easy to wash and unbreakable.

GOURD'O™ is a slim lightweight canteen made of durable plastic. It can be worn around the neck, hidden away under a shirt, or strapped to the shoulder. GOURD'O™ is handy for cycling, skiing, camping, and many other activities.

Both of these novelty items can be used as promotional tools for advertising. Hicom is currently developing export sales in the U.S. market.



HILAN CREATIVE PLAYSTRUCTURES

Division of Hilan Corporation

P.O. Box 1300
Almonte, Ontario
Canada K0A 1A0

Tel: (613) 256-1289

Contact: Ron Sparks, General Manager

In 1973 Hilan began designing, manufacturing, and installing creative wooden play structures. Over the past 15 years, the company's product line has grown to include recreational products such as playground equipment, park furnishings, fitness trails, and hockey rinks. These items are marketed primarily to municipalities, school boards, developers, contractors, day care centres and nursery schools.

The play structures are often specified by architects, landscape architects, and planners for outdoor use in park-like settings. Hilan has developed a reputation for providing innovative, quality products that are designed for years of use in outdoor high-traffic areas.

With a well-established sales network in Canada and parts of the U.S., Hilan is interested in extending its sales and marketing efforts into new areas both in the U.S. and overseas.

HILLERICH AND BRADSBY OF CANADA LTD.

14 Arnold Street
Wallaceburg, Ontario
Canada N8A 4L7

Tel: (519) 627-2248
Telex: 064-5811
Fax: (519) 627-0522

Contact: W.G. Watson, Vice President, Sales

Hillerich and Bradsby products are known throughout the world.



Hillerich and Bradsby, a subsidiary of Hillerich & Bradsby Company, carries on the company tradition that began in 1884 of producing quality sports equipment. A commitment to craftsmanship and state-of-the-art technology has always been integral to the ever-expanding Hillerich and Bradsby product line.

Soon after the company began manufacturing the legendary Louisville Slugger® baseball bat, the introduction of PowerBilt® woods and irons was met with acclaim by the golf world.

Professional and amateur athletes have learned to depend on the sports equipment designed and produced by Hillerich and Bradsby. The expertise and craftsmanship that go into its products have earned Hillerich and Bradsby an international following. Manufactured in Canada, the firm's Louisville® hockey sticks and PowerBilt® golf equipment and accessories are known and respected throughout the world.

HIVERNA INC.

5455 de Gaspé Street, Suite 1203
Montreal, Quebec
Canada H2T 3B3

Tel: (514) 270-8470

Contact: Morris Camlot, Sales Manager

Incorporated in 1977, Hiverna manufactures men's, ladies' and children's one- and two-piece alpine ski wear, and men's and ladies' one- and two-piece cross-country ski wear.

Products are distributed from across Canada, with emphasis on specialty sporting goods stores and children's specialty boutiques.

Hiverna is well positioned to continue to develop its United States and international markets.



Hiverna's men's and ladies' alpine ski suits in nylon dermoflex with Thinsulate™ lining.

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HOLE IN ONE INC.

1755 Rathburn Road East, #15
Mississauga, Ontario
Canada L4W 2M8

Tel: (416) 624-5404
Telex: 06-986766

Contact: Robert MacArthur, President

Established in 1984, Hole In One Inc. manufactures unique fun-filled gifts for golfers. The primary product is golf balls imprinted with colourful cartoon characters illustrating various golf shots and scenarios. There are six balls in the series — a Hole in One, Birdie, Eagle, Water Hazard, Sand Trap and Mulligan.

Complementing the balls are the Hole In One Golf Card Game, No Slice/No Hook Tees, the Golfer's Kit, Record Book and Diary, and the Gift Box which contains an array of products. Glow-in-the-dark and floating golf balls are also included in the product line.

Hole In One is also the exclusive international distributor for the new Lectronic Kaddy, the world's first computerized self-propelled golf bag carrier. Its features include an on-board computer, easy assembly, light-weight portability, and maintenance-free operation.



Hole In One golf balls — a unique fun-filled series of golf balls imprinted with colourful cartoon characters illustrating various golf shots and scenarios.

HOVEY INDUSTRIES LTD.

2378 Holly Lane
Ottawa, Ontario
Canada K1V 7P1

Tel: (613) 731-1200
Telex: 053-4740
Fax: (613) 731-0851

Contact: Howard Goldfarb, Director of Marketing



Hovey Industries' Shagmaster® Golf Ball Picker picks up balls from all surfaces.

Incorporated in 1979, Hovey Industries is an engineering firm which also manufactures its own line of golf driving-range equipment.

The Hovey Shagmaster® Golf Ball Picker retrieves golf balls from any terrain — no matter how difficult the ground conditions. Shagmaster® Tee Mats are manufactured from cord-reinforced moulded rubber and are designed for years of wear in all weather conditions.

Appointed dealers distribute Hovey's equipment to golf courses around the world. Hovey Industries has an established export market in the United States and is examining opportunities in other foreign markets.

HOWELL MANUFACTURING LTD.

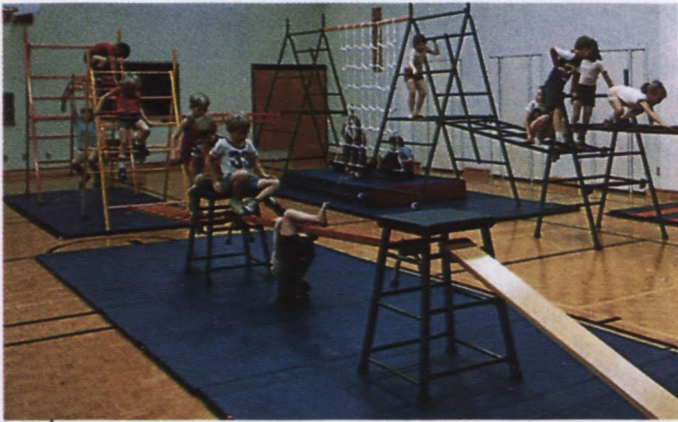
Division of Wayne Howell Supplies Limited

P.O. Box 502
Orillia, Ontario
Canada L3V 6K2

Tel: (705) 327-1074
Fax: (705) 325-4006

Contact: Ron Howell, President

Howell Manufacturing began operations in 1976. The company manufactures educational movement apparatus under the trade name Challenger/Whittle for educational institutions and day care facilities. The apparatus includes climbing trestles, ladders, bars, planks, ropes and stools. The colourful all-metal play structures are extremely popular with children from day care to grade six.



Challenger/Whittle equipment provides variety and challenge for the development of motor skills.

Marketing is primarily directed to school-supply wholesalers. Currently export sales are solely to the U.S. With one large school-supply wholesaler and four outlets (in Massachusetts, New York, New Jersey and Virginia), as well as approximately 100 sales representatives in the eastern U.S., the company's marketing structure is well developed. A growth rate of 50 per cent per annum is forecast over the next five years.

HYDRA-FITNESS EQUIPMENT LTD.

238 Sioux Road
Sherwood Park
Edmonton, Alberta
Canada T8A 3X5

Tel: (403) 467-3991
Telex: 7601163

Contact: *Dave A. McNabb, General Manager*



Hydra-Fitness offers complete systems for evaluation, conditioning, and rehabilitation.

Hydra-Fitness Exercise Systems were introduced in Canada in 1979 by Hydra-Gym of Canada Ltd. under an exclusive marketing agreement with the U.S. inventor and world patent holder. Sales were so successful that in 1984 the company was granted manufacturing and marketing rights for western Europe and southeast Asia. Hydra-Fitness Equipment was established that same year to manufacture a new high-quality Canadian-made exercise system.

Hydra-Fitness owes its success to the fact that these unique machines with their patented hydraulic cylinders meet widely varying exercise needs such as cardiovascular conditioning, muscular strength and endurance building, and rehabilitation. Hydra-Fitness Exercise Systems are found in fitness clubs, hospitals and clinics, hotels and resorts, and military and police establishments.

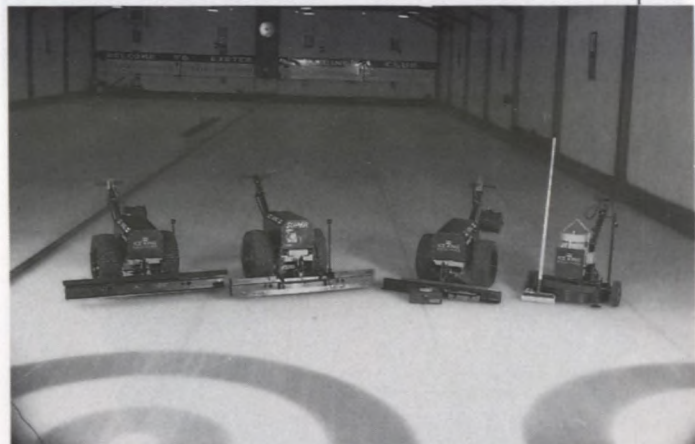
Thanks to an innovative marketing program, Hydra-Fitness Equipment has offices in England and Singapore and uses a comprehensive dealer network located throughout Canada, Europe, and southeast Asia.

ICE KING

R.R. No. 4
Komoka, Ontario
Canada NOL 1R0

Tel: (519) 666-1450

Contact: *Fred Veale, President*



A variety of ice scrapers ensures that Ice King can service all types and sizes of curling clubs.

Since 1968, Ice King has developed and designed ice-maintenance equipment for use in curling rinks. The company's ice scrapers offer precision-ground blade assembly which accurately shaves the ice surface, giving curlers fast clean ice. The ice scrapers are powered by either electric or gas motors. The machines handle well both on and off the ice and are easy to store and operate. A variety of ice scraper models ensures that Ice King can service all types and sizes of curling clubs.

The company's manufacturing facilities, just outside London, Ontario, are conveniently located for exporting throughout Canada, the United States and overseas.

I

INDUSTRIES PPD INC.

1649 Belvédère Street South
Sherbrooke, Quebec
Canada J1H 4E4

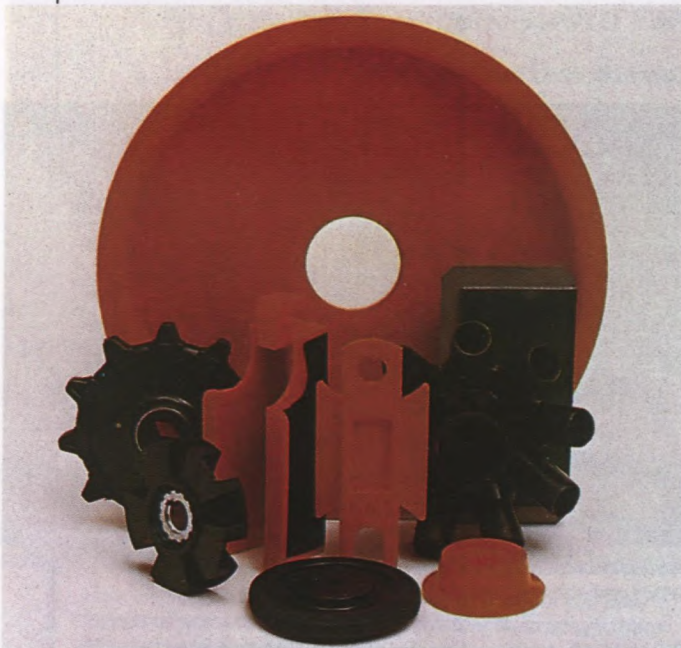
Tel: (819) 569-9521
Telex: 05-836258
Fax: (819) 569-9531

Contact: James Coley, Marketing and Sales Director

Incorporated in 1960, Industries PPD manufactures moulded products from ultra-high molecular-weight (UHMW) polyethylene using proprietary production machinery. Finished parts are applied to diverse industrial sectors which include recreational vehicles, transport, mining equipment, agricultural implements, snow blowers and riding mowers. In sporting goods, PPD makes parts for all-terrain and recreational vehicles.

Moulded UHMW polymer parts offer unequalled resistance to wear, abrasion, chemicals, extreme cold (-60°C), and impact. Proprietary machinery delivers inexpensive parts from low-cost tooling.

Currently 86 per cent of the company's export sales are to the U.S. Projected growth is in excess of 30 per cent per annum, which is consistent with past performance. Major U.S. clients include Polaris Industries, Artco Inc., Rexnord Corp. and Holland Co.



PPD makes moulded parts for all-terrain and recreational vehicles.

INDUSTRIES PRINCE INC.

36 Industriel Boulevard
P.O. Box 940
Princeville, Quebec
Canada G0P 1E0

Tel: (819) 364-3448

Contact: Claude Rivard, President

Quality oars and paddles manufactured by Industries Prince.



Industries Prince Inc. was incorporated in 1974 under the name Les Jouets Prince-Yal Inc. Since that time, the company has enjoyed a steady growth rate.

Today, Industries Prince manufactures a full line of wooden paddles of exceptional quality including the well-known Cadorette paddle. In addition, the company manufactures a wide range of wooden game boards.

INTERNATIONAL CORDAGE SYSTEMS LTD.

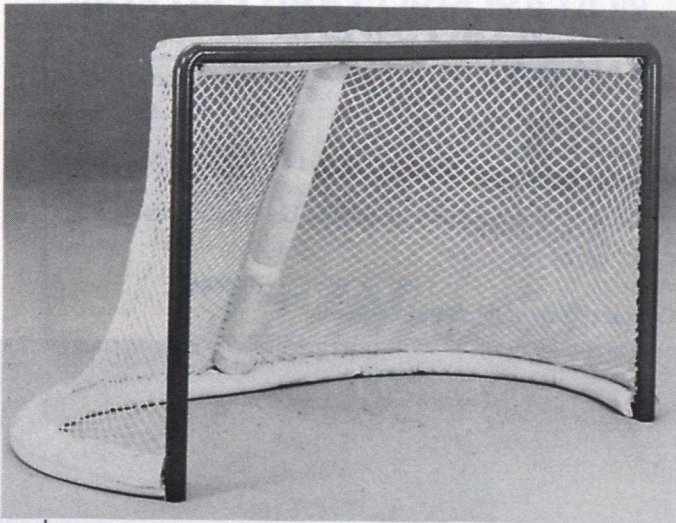
3560 Griffith Street
St. Laurent, Quebec
Canada H4T 1A7

Tel: (514) 731-3607
Telex: 05-824842
Fax: (514) 731-2929

Contact: Gary A. Stratton, General Sales Manager

International Cordage Systems manufactures the Court-1, a professional ice-hockey goal net that is used by a number of professional clubs.

Court-1 nets are made in Canada by craftsmen whose experience assures that customers receive the best. These nets are designed to meet and withstand rough wear and to absorb the heavy slap shots of professional hockey players. All nets are manufactured from top-quality braided nylon cord which is stronger and longer lasting than nets made from cotton and twisted nylon.



International Cordage Systems' professional ice-hockey goal frame.

International Cordage Systems also manufactures tennis court maintenance equipment, court accessories, tennis posts, windscreens, fastening devices and many other products.

The company's export sales represent approximately 39 per cent of total sales.

INTERPROVINCIAL TRAFFIC SERVICES LTD.

7562 - 134A Street
Surrey, British Columbia
Canada V3W 7J1

Tel: (604) 594-3488
Fax: (604) 594-9411

Contact: Don Herbert, President



The Trail Count System uses the latest technology to count people and machines under trail conditions.

Established in 1973, Interprovincial Traffic Services manufactures and sells traffic safety and traffic control devices. The Trail Count is an offshoot of the traffic counting equipment which counts hikers, cyclists, joggers and all-terrain vehicles rather than automobiles. The Trail Count System consists of a recorder which is buried underground and a data collector which retrieves data via radio transmission.

The Trail Count System is marketed to park and recreational facilities and all marketing is carried out directly from the Canadian office. Eighty per cent of the company's export sales are to the U.S. A rapid growth rate is forecast over the next five years.

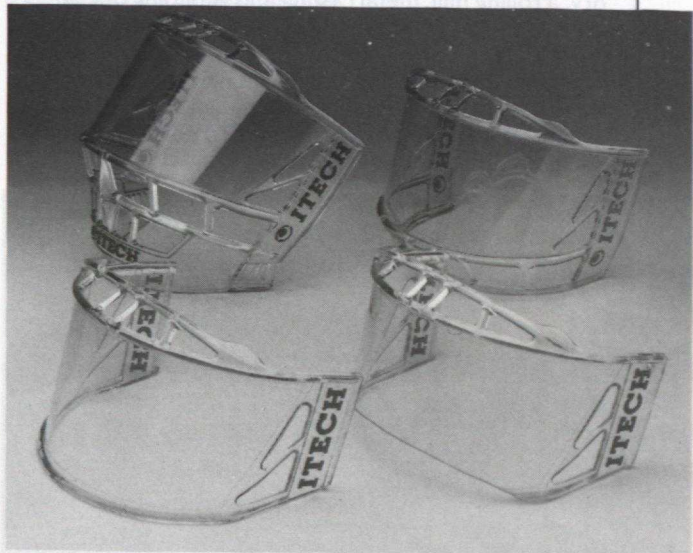
ITECH SPORT PRODUCTS INC.

1055 Bégin Street
St. Laurent, Quebec
Canada H4R 1V8

Tel: (514) 335-7767
Fax: (514) 333-8062

Contact: Robin Burns, President

Itech carries a unique line of protective equipment with many new and innovative additions each year.



Itech Sport Products is one of the fastest growing and most innovative sporting goods manufacturers in North America. The company was the first in Canada to manufacture and market a CSA-approved clear polycarbonate protective facial shield for hockey players.

Itech's original polycarbonate hockey shield is now part of a full line of sports optical equipment which includes glasses for racquetball, broomball, and lacrosse; baseball face guards; mouth and neck protectors; and other sports accessories.

Itech's products can be found as readily in Europe and Japan as in Canada and the United States.

I

IVI INC.

1 Desjardins Complex, #3017
665, Desjardins Postal Station
Montreal, Quebec
Canada H5B 1B8

Tel: (514) 282-8797
Telex: 055-62273
Fax: (514) 842-9266

Contact: Peter R. Holland, Vice President, Marketing

IVI is a continuation of the Crown Corporation Dominion Arsenals which was established in 1935 to manufacture small arms ammunition for military purposes. In 1976 the company acquired the assets of the ammunition division of C.I.L. and integrated the manufacture of sporting ammunition with military production at Val Belair, Quebec, 24 km (15 miles) from Quebec City.

Today the company specializes in quality sporting ammunition and related hunting equipment manufactured for Canadian hunting conditions. The sporting ammunition includes rimfire, centrefire, and shotshell products which are marketed under the brand names Imperial and Canuck.

Superior quality remains a top priority throughout IVI's manufacturing process. The plant includes a foundry, a rolling mill, metal casting and stamping operations as well as plastic-extrusion and plastic-injection moulding.

Imperial, a Canadian made ammunition, accounts for more than half of the sporting ammunition products sold in Canada. Export sales account for 10 per cent of the company's annual sales.



Imperial represents quality sporting ammunition and related hunting equipment.

JARDI SPORTSWEAR OF CANADA

2770 Dufferin Street
Toronto, Ontario
Canada M6B 3R7

Tel: (416) 785-8870
Fax: (416) 781-1079

Contact: David Jardine, President



Jardi Sportswear's ladies' ski suit is insulated with Thinsulate™, making it very warm and comfortable.

Jardi Sportswear of Canada was founded in 1978 as a designer and manufacturer of fashionable ski clothing for men, women and children.

The manufacturing facility is located in Winnipeg, Manitoba. In response to consumer demand for Jardi's high-fashion vibrant ski wear, the plant has increased its annual production capacity to nearly 50 000 units.

Marketing efforts are directed to the middle-to-upper income consumer who enjoys the outdoors. Jardi sells to independent ski and fashion boutiques and to large sporting-goods chains that highlight skiing as their main winter sport.

Jardi has an established network of U.S. sales representatives and plans to expand this market over the next two years.

JIGS UP LURE CORPORATION

2498 Cousins Avenue
Courtenay, British Columbia
Canada V9N 7T5

Tel: (604) 338-0931

Contact: Doug Field, President and General Manager

ZZINGER



DEADLY SONIC LURES ... CATCHES EVERYTHING!

The ZZINGER is available in four sizes and eight colours and can be used for all saltwater and freshwater fish.

Jigs Up Lure Corporation, a high-tech fishing lure manufacturer, produces a patented free-sliding "sonic" jig called the ZZINGER. Incorporated in 1983, Jigs Up Lure is an affiliate of the Buzz Bomb Lure Corporation.

ZZINGERS come in eight colours and range in weight from 14 g to 127 g (0.5 oz. to 4.5 oz.). These lures have proven effective for catching all types of fish in many parts of the world. In just four years ZZINGERS have set new records and have been used to win many derbies in northwestern North America.

The superior finish on these high-quality lures and the award-winning foam-padded blister packaging make the ZZINGER easy to market internationally. Jigs Up Lure Corporation is actively seeking distributors in all parts of the world.

JOHN BROWN CUSTOM SPORTING EQUIPMENT LTD.

P.O. Box 69
Collingwood, Ontario
Canada L9Y 3Z4

Tel: (705) 445-7133
Fax: (705) 445-7137

Contact: J. Brown, President

Established in 1972, John Brown Custom Sporting Equipment manufactures custom-fitted goaltending equipment. Fourteen years of supplying equipment to professional goaltenders has enabled the company to upgrade and redesign its products to meet the changing needs of today's goalies.

The company's product line includes goal pads, chest and arm protectors, goal pants, protective collars, catch gloves and blockers, goal bags, and accessories. John Brown will also repair and recondition its equipment, from repalming blockers to completely reconditioning goal pads.

John Brown has earned customer confidence through quality workmanship and consistent deliveries. The company has grown significantly and now supplies Canada, the United States, Germany, Italy, Sweden, Austria, Denmark, Norway and Finland.



The Brown goal pad, originally designed for the professional goaltender, is now available for all goaltenders.

JONES LEISURE PRODUCTS LTD.

2034 - West 11th Avenue
Vancouver, British Columbia
Canada V6J 2C9

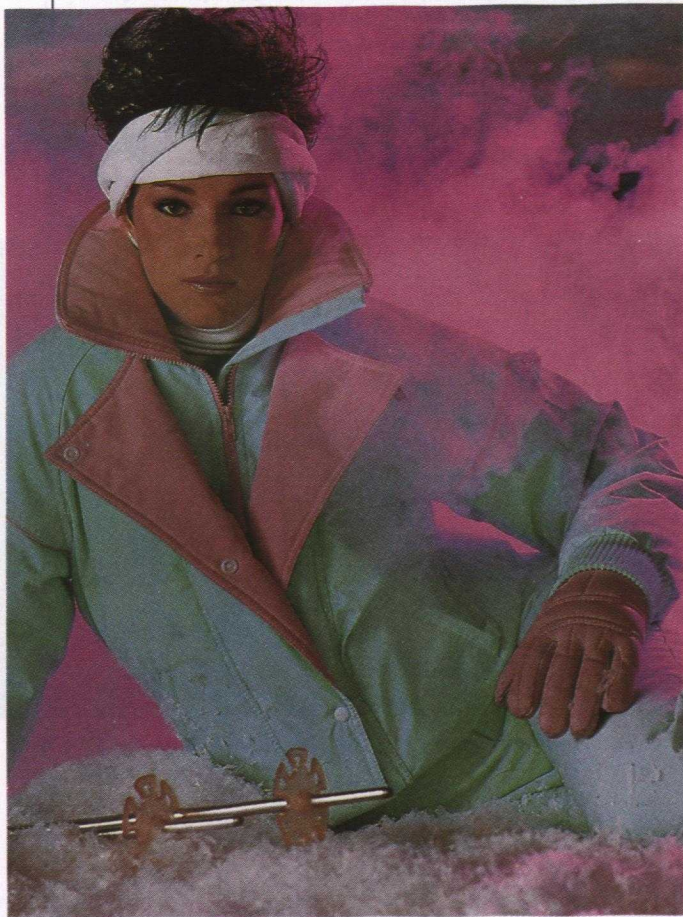
Tel: (604) 731-5311
Telex: 04-51409

Contact: J. Holleran

Jones Leisure Products, formerly Jones Tent & Awning Limited, is over 100 years old. The family business C.H. Jones founded in 1887 is a vital part of Vancouver's history. Legend has it that the city's first Council met under the shelter of a Jones tent.

For over a century, Jones has made an extensive line of outerwear, both insulated and non-insulated, designed for consumers across Canada. Today, the fourth generation of the Jones family makes a diverse line of high-fashion ski wear in cottons, poly-cottons and various waterproof fabrics.

In addition to being one of Canada's largest manufacturers of high-fashion ski wear, the company produces an extensive line of work-wear clothing such as vests, pants, and jackets.



Jones Leisure Products has been fashioning Canada's outdoors for over 100 years.

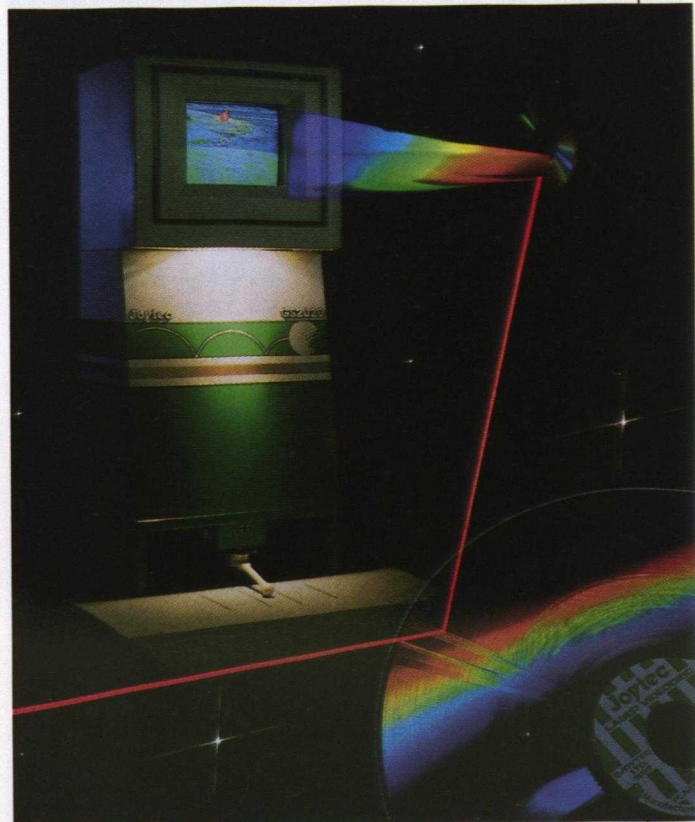
JOYTEC MARKETING CORPORATION

1250 - 609 Granville Street
Vancouver, British Columbia
Canada V7Y 1G5

Tel: (604) 669-0690
Fax: (604) 669-2569

Contact: Lyle Hartley, Vice President

Step into a new golfing dimension with Joytec Marketing's GS 2020 Golf Simulator.



Joytec Marketing Corporation markets the GS 2020 Golf Simulator, a unique product developed by Joytec Ltd., a sister corporation. The Golf Simulator allows golfers to play world-famous golf courses for recreation or self-improvement. It is also used as a high-tech teaching aid.

Marketing is directed to golf-course owners, multi-sport recreational facilities, hotels and resorts, health and recreation clubs, cruise ships, amusement centres and up-scale retail sales markets. The units are easily installed within two hours. They require only four hours of preventive maintenance a year.

Joytec is currently establishing sales offices in the U.S. and has also licensed the technology to a major Japanese trading company for exclusive rights in its national market.

KANUK, EQUIPEMENTS DE PLEINE NATURE INC.

752 Rachel Street East
Montreal, Quebec
Canada H2J 2H5

Tel: (514) 527-4494
Telex: 055-62171
Fax: (514) 234-2282

Contact: Line Brisson, Director

KANUK has been manufacturing specialized outdoor equipment since 1975. The KANUK line includes backpacks, ultra-light tents, 100 per cent waterproof portage packs for canoeists, sleeping bags for extreme temperatures, specialized ski gear and equipment for polar expeditions. KANUK products are renowned throughout Canada for their quality, comfort, durability and lightness.

KANUK won Design Canada awards in 1982 for the KANUK II tent, in 1983 for the Invincible Waterproof Bicycle Pannier, and in 1984 for the Freeflow ergonomic frame backpack. The Freeflow backpack was also awarded the French Prix du Salon de Sisel in 1984.

KANUK products are now distributed in France, Germany, Belgium and Australia.



The ergonomically designed Freeflow backpack doesn't touch the hiker's back — eliminating excessive heat and providing added comfort.

KAUFMAN FOOTWEAR INC.

410 King Street West
Kitchener, Ontario
Canada N2G 4J8

Tel: (519) 576-1500
Telex: 069-55453
Fax: (519) 742-0034

Contact: John W. Barnes, General Sales Manager,
Export Division

Incorporated in 1907, Kaufman Footwear has remained in continuous operation under the ownership of the Kaufman family. Initial products were limited to waterproof rubber clothing and footwear. Diversification began in 1953 with the introduction of Foamtread slippers, followed by Foamtread casuals in 1954. Also in 1954, Kaufman pioneered in the slush-moulding of waterproof footwear from PVC. Today these products are nationally known as the Snowbelle brand. The Kingtread brand of leather work boots, introduced in 1959, includes regular and safety-toe boots for farming, forestry, industrial use, hiking, and hunting.

In 1961 Kaufman purchased L.H. Packard & Company Ltd., the manufacturer of the highly regarded Packard slipper. The purchase of Prospect Shoes in 1966 included Canadian rights to the Oomphies brand of women's leather and casual shoes.

One of the company's most phenomenal successes, particularly in the U.S., has been the Sorel winter sport boot which has a rubber bottom, leather upper and warm wool felt liner. Since 1963 over 2 million pairs have been sold in 26 countries.

High-quality materials and construction and the regular addition of new styles have maintained Kaufman's position at the top of the market despite competitive limitations.



Wherever winter takes you, Kaufman has been there.

K

K

KIM CROUCH COLLAR LTD.

25 Regency Crescent
Whitby, Ontario
Canada L1N 7K8

Tel: (416) 668-0084

Contact: Edward Crouch, President

Incorporated in 1975, Kim Crouch Collar manufactures patented throat, neck and upper body protectors for hockey, ringette and a variety of other sports.

The lightweight collars are made of Dupont's Kevlar® 29 ballistic nylon and are reinforced with shock-absorbing Ensolite® foam. The outside collar is interchangeable and is made of a washable fabric available in five colours. The collars are guaranteed for two years.

Kim Crouch collars prevent injuries from cuts and severe blows to the throat and neck area of the body. They are worn and endorsed by National Hockey League goaltenders and other professional players.

KLUANE MOUNTAINEERING LTD.

8223 - 104th Street
Edmonton, Alberta
Canada T6E 4E7

Tel: (403) 433-9986

Contact: Lucy Osedowsky

Kluane Mountaineering has been in business for over 15 years. The company manufactures high-quality mountaineering and backpacking equipment. Two of its key products are down sleeping bags and parkas.



Kluane has been to the Arctic, the Antarctic, the Himalayas and many other high places in the world.

Kluane equipment has been widely used for expeditions to the Arctic, the Antarctic and other areas of extreme weather conditions. The first Canadian expedition to complete the trek from the Northwest Territories to the Magnetic North Pole in 1985 was equipped with Kluane's Logan double sleeping bags, Baffin parkas and Pinnacle pants — all of which performed flawlessly.

In addition to its regular line of products, Kluane can accommodate low-volume runs of custom equipment for retailers with special requirements.

KODIAK INDUSTRIES LTD.

49 Adelaide Street
Winnipeg, Manitoba
Canada R3A 0V8

Tel: (204) 942-0091

Fax: (204) 943-5939

Contact: William Duynisveld, Superintendent

Kodiak's large fieldhouse installation with platform bleacher seating, braille fold-up gymnasium divider and basketball backstops.



Kodiak Industries was incorporated in 1973 to meet the ever increasing demand for quality athletic and physical education equipment. The company makes a line of gymnasium equipment which includes basketball backstops, seating systems, gymnasium dividers, rope tracks, climbing apparatus, game posts and a complete line of electronic scoreboards.

Kodiak's spectator seating delivers the best return in terms of comfort, low maintenance and all-round effectiveness. Construction is according to prevailing building codes, ensuring complete spectator safety. Technical engineering and design services are available at no obligation or cost to clients.

Platform and bleacher seating systems can be operated manually or can be equipped with the electric Posidrive system which allows faster set up. Because

of the variety of uses that modern facilities must serve, fast turnaround time from seating area to floor use is a key feature of Kodiak's systems.

Gymnasium dividers provide separation of facilities at a fraction of the cost of folding doors and can be installed in new or existing buildings. Braille dividers are operated by an electric winch. Walk-draw dividers are operated manually.

Kodiak products are sold by a network of distributors with an in-depth knowledge of physical education and athletic facilities.

L.P. ROYER INC.

Division of Chaussures de Sport

712 Main Street
P.O. Box 160
Lac Drolet, Quebec
Canada G0Y 1C0

Tel: (819) 549-2100
Telex: 05-836205
Fax: (819) 549-2584

Contact: Robert Coulombe, Sales Director

In 1934, Louis-Philippe Royer first began designing outdoor boots in Lac Drolet, and in 1942, to meet the need for quality leathers, he set up his own tannery.

Consumer demand over the years has led to the development of better products, with the emphasis on a new type of leather suitable to the vulcanization process. This technique revolutionized the work boot market and was applied as early as 1974 to most of L.P. Royer's products. High-pressure vulcanized bonded soles became a guarantee of maximum insulation and greater comfort.

More recently L.P. Royer has perfected a unique and revolutionary new leather, the Cuirasse. This leather has remarkable waterproof qualities, while retaining its suppleness and breathing capability.



L.P. Royer offers innovative footwear featuring comfort and performance.

L.P.A. PLASTICS (1976) LTD.

R.R. No. 3, Route 243
Mansonville, Quebec
Canada JOE 1X0

Tel: (514) 292-3574
Telex: 05-836158
Fax: (514) 292-5098

Contact: Lence Brackman, President

L.P.A. Plastics Ltd., established in 1975, specializes in plastics. The company is the largest kayak manufacturer in Canada. It also produces sailboards, river buoys, winter spar buoys, and scientific and oceanographic buoys. L.P.A. Plastics has produced one of the largest assembled plastic pieces in the world, an oceanographic buoy which is about 15 m (50 ft.) in length.

The company researched, tested and implemented the "rotational-oscillation" process which has earned it a unique reputation for quality and design.



L.P.A. Plastics is the largest kayak manufacturer in Canada.

L

LA COMPAGNIE RESENTEL LTÉE

1825 Industrielle Avenue
P.O. Box 490
Mariville, Quebec
Canada J0L 1J0

Tel: (514) 658-2483

Contact: *Clement Lussier, President*

Incorporated in 1971, La Compagnie Resentel manufactures custom injection-moulded plastic parts. Until 1984, the company made custom parts for other industries. Since then, it has expanded and added new products which it markets under the Resentel name. In sporting goods, the company is noted for its award-winning bicycle hand-brake design.

Products for bicycles which are exported to the U.S. account for 25 per cent of the company's total sales. La Compagnie Resentel has a well-established marketing structure which includes agents at the company office in Chicago. Overseas export sales are currently handled through local wholesalers; however the company plans to increase this market by establishing an overseas office in one of its prime market countries.



From La Compagnie Resentel, the first hand brake moulded entirely through a thermo-plastic injection process.

LANCER GRAPHIC SYSTEMS

311 Saulteaux Crescent
Winnipeg, Manitoba
Canada R3J 3C7

Tel: (204) 889-7422
Telex: 075-87747

Contact: *James Challis*

Lancer's heat transfer machines are used to apply heat-sealed letters and numbers.



Lancer Graphic Systems, a subsidiary of Discovery Canada Merchandisers Ltd., was established in 1983.

Lancer manufactures screen printing machines used primarily for the decoration of clothing and textile products. The line consists of rotary screen printers, conveyORIZED infra-red dryers, screen exposing units and accessories. The machines are designed to maximize production in a minimum of space.

Lancer markets its easy-to-operate systems primarily to smaller shops or factories which require screen printing systems that are simple to operate and space efficient.

LASER INTERNATIONAL

1250 Tessier Street
Hawkesbury, Ontario
Canada K6A 1P5

Tel: (613) 632-1181
Telex: 05-839600
Fax: (613) 632-7710

Contact: *Don Langford*

Laser International manufactures high-quality fibreglass marine products including the Laser and Laser II sailboats, the Laser Shell and Skiff (recreational row boats), and the Laser 28 Racer/Cruiser.

Laser's boats are known worldwide for their ease of handling, quality, lightness and durability. The Laser and Laser II are used extensively in regattas throughout the world. The U.S. Navy and Merchant Marine, as well as hundreds of yacht clubs, colleges, and sailing schools use them as training boats.

Laser International's products are marketed and distributed through a network of dealers in Canada and the United States and are manufactured under licence in many other countries. The company also accepts special fibreglass projects on a contract basis.



The Laser and Laser II sailboats are known worldwide for their ease of handling, quality, lightness and durability.

LAURENTIAN GYMNASTIC INDUSTRIES LTD.

15 Melanie Drive
Brampton, Ontario
Canada L6T 4K8

Tel: (416) 791-5757
Fax: (416) 791-0068

Contact: E. Leoni, President

Incorporated in 1970, Laurentian Gymnastic manufactures a wide range of products for institutional, school

Laurentian's gymnastic equipment — Canadian quality that stands the test of time.



and competitive gymnastic markets. Over the past 15 years, Laurentian has been at the forefront of innovative design, primarily in motor-conditioning equipment (Laurentian Trestle Equipment), and more recently through the introduction of the GMR line of competitive gymnastic equipment.

Exports account for 40 per cent of Laurentian's total sales. At present the U.S. is the major export market. In the U.S. and in Canada, the company approaches institutional and school markets through sporting goods wholesalers and cataloguers. Laurentian's GMR line of competitive gymnastic equipment is available in the U.S. exclusively through GMR of Atlanta, Georgia.

LE BALAI LAVIOLETTE ENR.

761 St. Leon Street
Saint-Tite (Laviolette), Quebec
Canada G0X 3H0

Tel: (418) 365-6110

Contact: Conrad Gervais

Curling brooms, Laviolette's newest product, are crafted from the best raw materials available.



Established in 1949, Le Balai Laviolette manufactures sporting brooms for broomball, curling and other sports.

Laviolette's brooms are manufactured from top-quality materials, including high-quality straw, nylon string, hardwood sticks and wired belts. Broomball brooms also have several layers of rubber in the base. Laviolette's brooms are available in various styles and colours to meet the requirements of the company's professional sports clientele.

Laviolette sells its top-quality products through sporting goods stores, and to schools and sports centres. The company plans to expand its export market for these Canadian-manufactured sports products.

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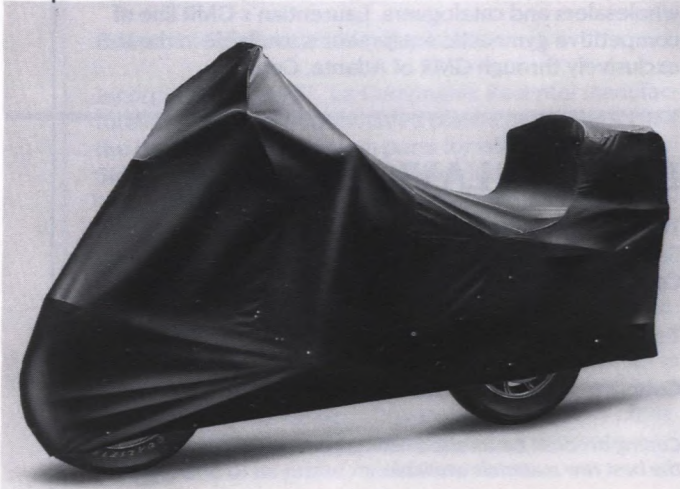
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LES CRÉATIONS MORIN INC.

640 Hériot Street
Drummondville, Quebec
Canada J2B 1C3

Tel: (819) 474-4664

Contact: André Morin, President



Les Créations Morin makes a variety of covers and bags.

Les Créations Morin was incorporated in 1984 and has continued to grow at a steady rate.

The company manufactures firearm holsters and makes covers for a number of items including: motorcycles, snowmobiles, barbecues, all-terrain vehicles and garden tractors and blowers. Morin also makes promotional articles and a wide range of bags. These quality products are made from a variety of textiles and may be printed with the customer's logo.

LES ENTREPRISES CORBEIL ENRG.

P.O. Box 334, Station A.M.F.
Dorval, Quebec
Canada H4Y 1A8

Tel: (514) 366-5924

Contact: Marcel Corbeil, Owner

Les Entreprises Corbeil Engr. manufactures and sells SKI-AID, an adjustable buckle and shoulder strap assembly for carrying skis while leaving the hands free.

The SKI-AID strap assembly can be transformed into a belt to which a backpack or waistsack can be attached, with or without binding protectors. SKI-AID is available in 10 colours.

Les Entreprises Corbeil forecasts an active export market in 10 countries by 1989.



The SKI-AID will carry your skis the safe and easy way.

LES ENTREPRISES DENYS GARDNER LTÉE

1529 Acton Boulevard
Acton Vale (Johnson), Quebec
Canada J0H 1A0

Tel: (514) 546-7361
Fax: (514) 546-3952

Contact: *Denys Gardner, President*

Founded in 1976, Les Entreprises Denys Gardner originally produced curling equipment. In 1981, the company began developing and producing broomball equipment and today it is considered a world leader in the broomball industry.

The company manufactures a number of models of brooms and shoes, as well as balls and gloves. It is always actively involved in researching the development of new products for the sport of broomball.

Les Entreprises Denys Gardner markets its products worldwide.



Les Entreprises Denys Gardner manufactures a complete line of broomball equipment and accessories.

LES ENTREPRISES MICHEL FERLAND INC.

3955 Rouen Street
Montreal, Quebec
Canada H1W 1N4

Tel: (514) 253-2207
Telex: 055-60645

Contact: *Gerry Grundman, Chairman and
Chief Executive Officer*

Les Entreprises Michel Ferland has been in existence for 20 years. The company manufactures protective hockey equipment, such as gloves, pants, shoulder pads, shin pads, elbow pads and neck protectors, as well as a wide variety of sporting bags. The gloves, worn by many National Hockey League players, have made the name Ferland famous.

All protective hockey equipment manufactured and sold by Ferland is 100 per cent Canadian-made.

Les Entreprises Michel Ferland currently exports to the United States, France and Japan, and is interested in expanding its export market.



These gloves, worn by National Hockey League players, have made the name Ferland famous.

L

LES PORTES ST. GEORGES ENR.

495 - 32nd Street
St. Georges West, Quebec
Canada G5Y 4G8

Tel: (418) 227-3601

Contact: Gilles Gaudet, Sales Director

Incorporated in 1976, Les Portes St. Georges makes a line of gymnastic equipment which includes ladders, balance beams, benches, springboards and vaulting horses.

The company's principal clients are school boards and distributors of sporting goods and gymnasium equipment. With sales in both Canada and the United States, Les Portes St. Georges foresees an annual growth rate of 50 per cent.



Les Portes St. Georges' vaulting horse and springboard.

LES VÊTEMENTS IMPERMÉABLES R.B.

5357 de Castille Street
Montreal, Quebec
Canada H1G 3E3

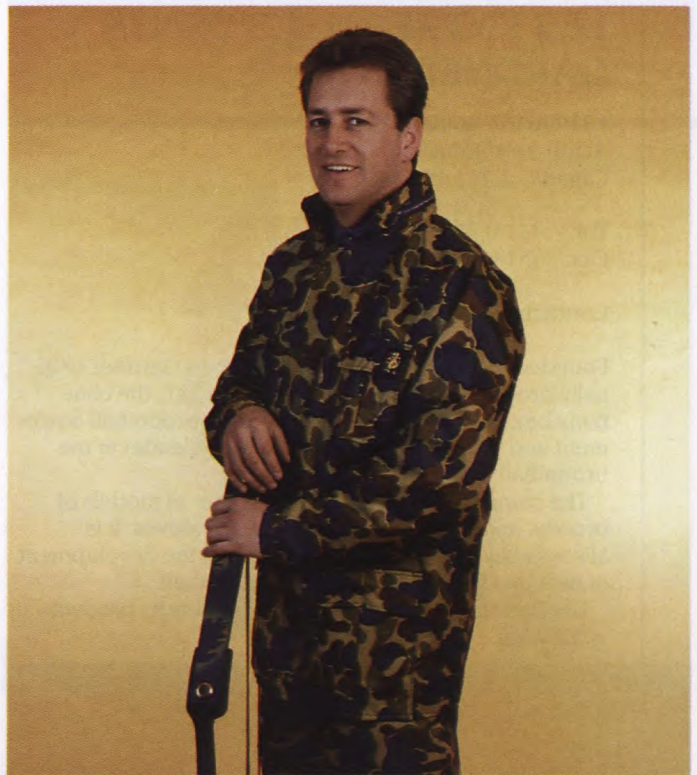
Tel: (514) 322-9941

Contact: Marcel Y. Savard, President and Director

Incorporated in 1972, Les Vêtements Imperméables R.B. manufactures a complete line of waterproof clothing for sport and leisure.

Nylon fabrics used in R.B.'s clothing are treated with neoprene, polyurethane, or Dermoflex and conform to hydrostatic and abrasion specifications. Clothing treated with Dermoflex offers the added advantage of breathing while maintaining its moisture seal.

The company's clients include some of the largest Canadian corporate names, the Canadian government, the military, and a number of major retail companies. R.B. offers a complete product line including clothing for hunting, fishing, cycling, walking and golfing.



Les Vêtements Imperméables' safari-style rainsuit provides comfort and protection even in the most violent storm.

LEVY'S LEATHERS LIMITED

1 Angus MacQuarrie Drive
P.O. Box 1296
Antigonish, Nova Scotia
Canada B2G 2L6

Tel: (902) 863-2314

Contact: Harvey Levy, Vice President

Levy's Handcrafts Ltd. began business in 1973 and incorporated in 1975. In 1987 the company became Levy's Leathers Limited. Levy's manufactures a variety of leather goods including dog collars, belts, key tags, guitar straps, instrument bags, hunting accessories and gun cases.

The hunting accessory line includes high-quality gun slings, shell belts and knife cases. Recently Levy successfully introduced a line of cordura nylon and leather gun cases.

Levy markets its hunting accessories to up-scale hunting goods consumers. The company has recently appointed agents in Alaska, New England, and New York and plans to develop wider distribution of its products in the U.S. and other export markets.



Levy's genuine leather cartridge belt, knife case, and gun slings.

LINDQUIST BROS. BAIT CO. LTD.

1650 Shawnee Road
Tecumseh
Windsor, Ontario
Canada N8N 1S5

Tel: (519) 735-4171

Contact: A. Lindquist, Manager



The Canadian Wiggler is the lure that experienced fishermen take for granted and beginners choose for its instant appeal.

Incorporated in 1949, Lindquist Bros. Bait Co. manufactures fishing lures under the trade names Canadian Wiggler and Cisco. These lures are used by sport fishermen in all waters and for all types of fish.

Lindquist's lures are manufactured of brass (Canadian Wiggler) and steel (Cisco) for long-lasting durability. Both types of lures provide tantalizing action and come in fish appealing colours.

Distribution is to wholesale distributors across Canada and to import agents in other countries. Currently U.S. sales account for 85 per cent of the company's total export sales. An excellent growth rate is forecast over the next five years.

LOCKERACK INC.

642 Dovercourt Road
Toronto, Ontario
Canada M6H 2W6

Tel: (416) 469-7146

Contact: Al Cibulak, President

Lockerack was incorporated in 1983. The company manufactures patented polystyrene shelving systems for use in lockers in recreational facilities, schools and factories.

The company's product is labelled Lockerack — The Locker Organizer and is used to eliminate clutter and overcrowding. This unique structure adjusts to fit in both half-size and full-size lockers. No tools or fasteners are necessary for installation. Lockerack secures firmly, yet



Lockerack's unique and durable design adjusts to fit different locker sizes.

L

is easily removed. Three cantilevered shelves provide ample side space for coats or racquets.

Lockerack began exporting to the U.S. in 1987. Today exports account for 50 per cent of sales. Distribution is through sporting goods stores, professional shops, department stores, drug stores and hardware stores.

The company is rapidly expanding its marketing structure and projects a significant growth rate over the next few years.

LONGDON CORPORATION

781 King Street West
Toronto, Ontario
Canada M5V 1N4

Tel: (416) 363-2367

Contact: S.O. Suleman, Vice President

Longdon Corporation is a complete vertical operation from knitting to cutting and sewing its soft protective products. These include athletic supporters, knee and elbow pads, soccer shin guards, and hockey accessories.

Established in Canada in 1919, the company was mainly a producer of surgical garments. In 1978, under new ownership, the company concentrated its resources on the production of quality soft protective products for the sporting goods industry.

In the last two years a great deal of attention has been paid to the packaging and marketing of these products, which are directed mainly towards independent retailers and most of the major department stores. Longdon's sales agents cover all of Canada. Sales to the United States are handled mainly through distributors.



Longdon — protection for the sport in all of us.

LONGHOUSE FASHIONS INC.

3939 Grant Street
Burnaby, British Columbia
Canada V5C 3N4

Tel: (604) 298-2512

Telex: 043-51260

Fax: (604) 522-9177

Contact: W. Janak, President

Longhouse Fashions is a privately-owned Canadian company which produces quality machine and handmade knitwear for men and women. Known for its use of the finest quality wools, and inspired by innovative design, Longhouse enjoys industry recognition both at home and abroad.

Longhouse employs a small group of machine knitters, approximately 400 hand knitters, a finishing staff and a full-time design department that produces four or five lines per year. These products are sold by company representatives to specialty retailers in Canada, the U.S., and major outlets in Japan. Exports account for almost 40 per cent of the company's total production.



Longhouse presents a unique Canadian design of ancient Indian art incorporated in hand-knitted sweaters of handspun wool.

LUCKY STRIKE BAIT WORKS LTD.

R.R. No. 3, Whittington Drive
Peterborough, Ontario
Canada K9J 6X4

Tel: (705) 743-3849
Fax: (705) 743-4043

Contact: W. Edgar, President



Lucky Strike manufactures a complete line of lures for spinning, casting and trolling.

Lucky Strike Bait Works has been manufacturing quality fishing tackle and landing nets in Canada since 1929. Over 1 600 types of lures are expertly produced in painted nickel, gold, and copper-plated finishes. The manufacture of wooden plugs, lake trolls, spinners and a wide selection of sportsmen's landing nets provide the tackle supplier with a complete line of fishing products.

Sales and marketing efforts in the United States have focused on the northern and eastern states; however, other regional and overseas markets are also of interest.

LYNTON MANUFACTURING CO. LTD.

287 Laura Street
Winnipeg, Manitoba
Canada R3A 1C4

Tel: (204) 942-1166
Fax: (204) 942-8387

Contact: Craig Lobson, President

Founded in 1983, Lynton Manufacturing Co. is a major Canadian manufacturer of competition kneeboards, ski surfers, and ski saucers.

The company's product line includes the Hover Slide™ kneeboard which placed first in the Men's II Competition and was overall winner in the Men's I Slalom at the Canadian National Kneeboard Competition held in 1987. Other finely engineered products by Lynton include the Ski Surfer™ and the Ski Saucer™. All three products are manufactured of high-impact patchable polyethylene resin with a urethane foam core which ensures good floatability.

The products are sold exclusively through a dealers' network. Lynton Manufacturing is currently accepting dealer/distributor/agent applications for specific U.S. territories.



Lynton's high-tech design and top quality ensure years of enjoyment for both the expert and novice user.

M

M.A. HENRY LTD.

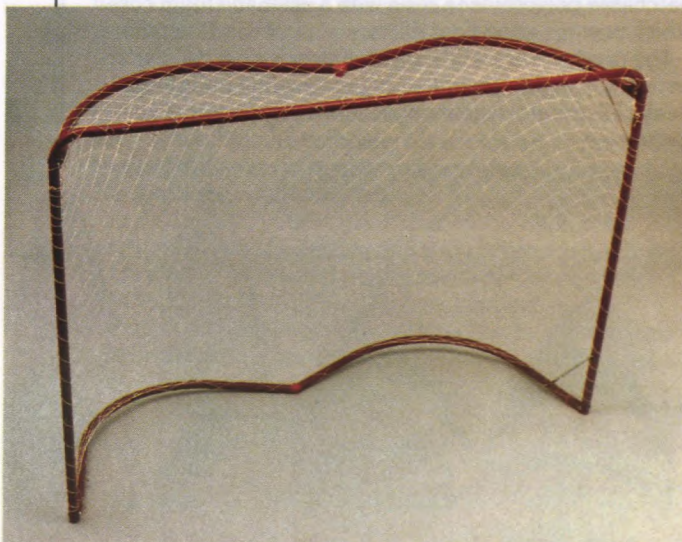
1 Head Street
Dundas, Ontario
Canada L9H 3H5

Tel: (416) 628-2231
Telex: 061-8305
Fax: (416) 628-8892

Contact: B. Lowe, Vice President, Marketing

Incorporated in 1949, M.A. Henry manufactures a wide range of hockey nets and swing sets for the residential market. The company markets its products to major retail chains. By offering competitive prices on its full range of products, M.A. Henry has gained a sizable share of the domestic market.

Export sales account for approximately 15 per cent of the company's total sales and are currently directed primarily to customers in the eastern United States. M.A. Henry's reputation and production capacity ensure the company's continued growth.



M.A. Henry's Heavy Duty Hockey Net has professional-strength netting for durability.

MANTA INDUSTRIES LTD.

1010 Logan Avenue
P.O. Box 3657, Station "B"
Winnipeg, Manitoba
Canada R2W 3R4

Tel: (204) 783-7016
Telex: 07-587870
Fax: (204) 943-6915

Contact: Barry Guberman, General Manager

Incorporated in 1969, Manta Industries manufactures tourist, prospector, military and insulated tents, as well as pack sacks, carrying cases, load-carrying systems, tarpaulins and many other products.

Manta's insulated tents provide comfortable living quarters under severe weather conditions at reasonable costs. Tests show maintenance of 21 °C (70°F) interior temperature and major fuel savings over uninsulated tents.

Marketing is directed primarily to department stores, wholesalers, contractors, mining companies and governments.



Manta's insulated tents are scientifically designed portable housing.

MICRON/LANGE

Division of Canstar Sports Group Inc.

5790 Ferrier Street
Montreal, Quebec
Canada H4P 1M7

Tel: (514) 738-8333

Contact: Mike Jaques, Vice President, Sales and Marketing



Micron/Lange's hockey and figure skates incorporate the latest in technology to help improve performance and comfort.

Micron/Lange manufactures a wide range of hockey and figure skates. The hockey line includes Mega and Quadraflex skates. The Mega is a skate which incorporates the latest in modern technology and biomechanics to improve the performance and comfort of the stitched hockey skate. The Quadraflex is a high-performance skate which features an exclusive bellows design in the polyurethane lower shell.

Micron/Lange's recreational and figure skates are among the most popular skates in the world. The Freestyle and the Fantasy are two of the biggest sellers in the line. The Freestyle has a one-piece moulded polyurethane shell with an integrated carbon steel blade. The brushed felt inner liner provides 30 per cent greater warmth and comfort. The Fantasy also features a one-piece moulded polyurethane shell and a new wider-fitting removable liner of polyethylene foam and brushed nylon.

MIDWESTERN MARKETING CANADA LTD.

P.O. Box 6065
Saskatoon, Saskatchewan
Canada S7K 4E5

Tel: (306) 665-2112

Contact: Wade Semenchuk

Midwestern Marketing Canada was formed in 1954. The company manufactures products used in curling including brushes, corn brooms, sliders, slider kits, knee pads and brush protectors.



Midwestern's Revolver™ curling brush is a revolutionary patented product that enables the curler to adjust the head of the brush to any angle for sweeping, eliminating the need for right- or left-handed brushes.

Marketing is directed primarily to sporting goods wholesalers and distributors of curling products. Midwestern plans to increase its sales in the United States, Europe, and Japan.

Some from North Country Archery — funding machines that work where it counts — in action!

MONTREAL SKIS INC.

333 Port Royal Street West
Montreal, Quebec
Canada H3L 2C1

Tel: (514) 387-7387

Telex: 05-825647

Contact: Heinz Kuch, President



The new Concave-Rocker water skis for high-performance skiing feature walnut-top finish and deluxe binding.

Incorporated in 1959, Montreal Skis manufactures laminated wooden water skis and wooden downhill and cross-country skis for juniors and adults. During the last five years, water skis have comprised 98 per cent of the company's production. Its current line includes junior combi and slalom skis, as well as adult combi skis, slaloms and trixter skis. The wide variety of skis available to the consumer guarantees satisfaction for all skill levels.

The company is looking for new export agents, particularly for the United States market.

M

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NATIONAL BILLIARDS AND SHUFFLEBOARD

7650 - 20th Street
Burnaby, British Columbia
Canada V3N 2Y8

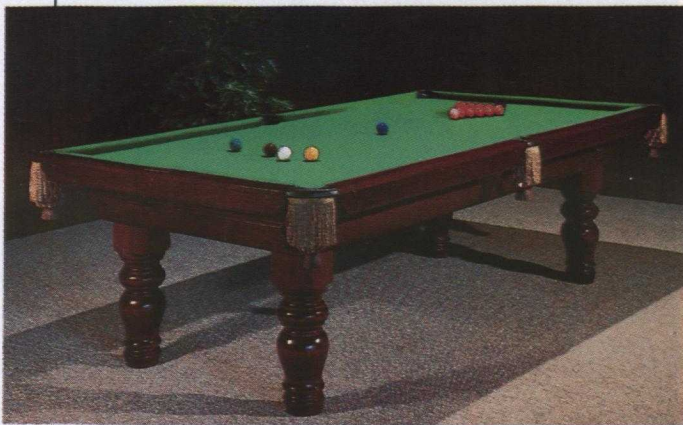
Tel: (604) 520-6381

Contact: S.B. Hoffar

National Billiards and Shuffleboard has been manufacturing billiard tables and shuffleboards in western Canada for over 30 years. Using only the highest quality products and the best craftsmen, National caters to discerning customers.

The bed and cushions in National's billiard tables are covered with superfine 100 per cent pure English wool billiard cloth or with pure wool blended with 25 per cent nylon. The rails are constructed of finger-jointed pine or a high-density laminated board with aluminum die cast corners; patented T-nuts fasten the rails securely to the slate. The cushions are made of moulded L-shaped genuine gum rubber.

National uses only the finest quality genuine imported Italian slate which is guaranteed to the original owner for life. All table frames are laminated-beam construction. Solid wood and plywood are resin bonded for the strength needed to support the slates.



The Westchester represents quality from the top down.

NATIONAL PRO INDUSTRIES INC.

91 de la Barre Street
Boucherville, Quebec
Canada J4B 2X6

Tel: (514) 641-1634

Telex: 05-267572

Fax: (514) 641-1638

Contact: Martin Scholler, President and Owner



National Pro — where the entrepreneur's great ideas are moulded into reality.

National Pro Industries was established in 1967 and has been exporting its products worldwide for the past 20 years. The company specializes in injection-moulded plastics and has had extensive experience in developing and marketing new products in the plastics field.

National Pro's winter sports line includes hockey sticks, blades, butt ends, hand-skate sharpeners, lacing hooks, hockey balls, plastic and foam pucks, and 32 different models of skate guards. The summer sports line includes swim masks, fins, snorkels, nose clips and ear plugs. National Pro also makes injection-moulded plastic leisure products such as mini skis, cross-country skis, poles, "snoboggans", snow shoes, hoops, skipping toys and rings.

The company manufactures quality sports flooring for arenas, locker rooms, showers, and pools, and also makes signs for use in arenas.

National Pro is seeking distributors, agents, and importers worldwide for its products. Catalogues and full information are available on request.

NORTH COUNTRY ARCHERY INC.

P.O. Box 31
Ginew, Manitoba
Canada ROA 2R0

Tel: (204) 427-2655

Contact: *Richard Klyne, General Manager*

North Country Archery has one of the fastest bows on the market. The company's modular cam is at least 20 grams lighter than those found on other bows. This lightweight cam jumps into action upon release, giving North Country's bows a speed advantage over all other bows.

Laminated phenolic limb tips give North Country Archery one of the strongest limb tips in the industry. This technically superior material allows the limb to bend further up and away from the limb ends, giving the bow extra "snap" without losing accuracy.

North Country Archery's bowyer has been building bows for over 25 years, and has designed amazing accuracy into each bow. The company has developed an efficient and effective line of hunting bows. All parts on North Country's bows are there because they work. They are tested and proven performers.



Bows from North Country Archery — hunting machines that work where it counts — in action!

NOVA SCOTIA TEXTILES LIMITED

368 Nesbitt Street
P.O. Box 970
Windsor, Nova Scotia
Canada B0N 2T0

Tel: (902) 798-2269
Telex: 019-32173

Contact: *P.M. Jousaume, National Sales Manager*

Established in 1922, Nova Scotia Textiles is a Canadian company with three product lines: a complete range of Four-End fleece sweatwear with a high cotton content, making it among the thickest, warmest and most comfortable fleece sweatwear on the market; a line of T-shirts, best known for their weight and the quality of their seams; and a specialized extensive line of high-quality winter underwear in cotton, wool and blends.

These products are designed for outdoor sportsmen, fishermen, loggers, farmers, hunters, hockey players, skiers and joggers. In addition to its Canadian customers, the company also exports to the northern United States.

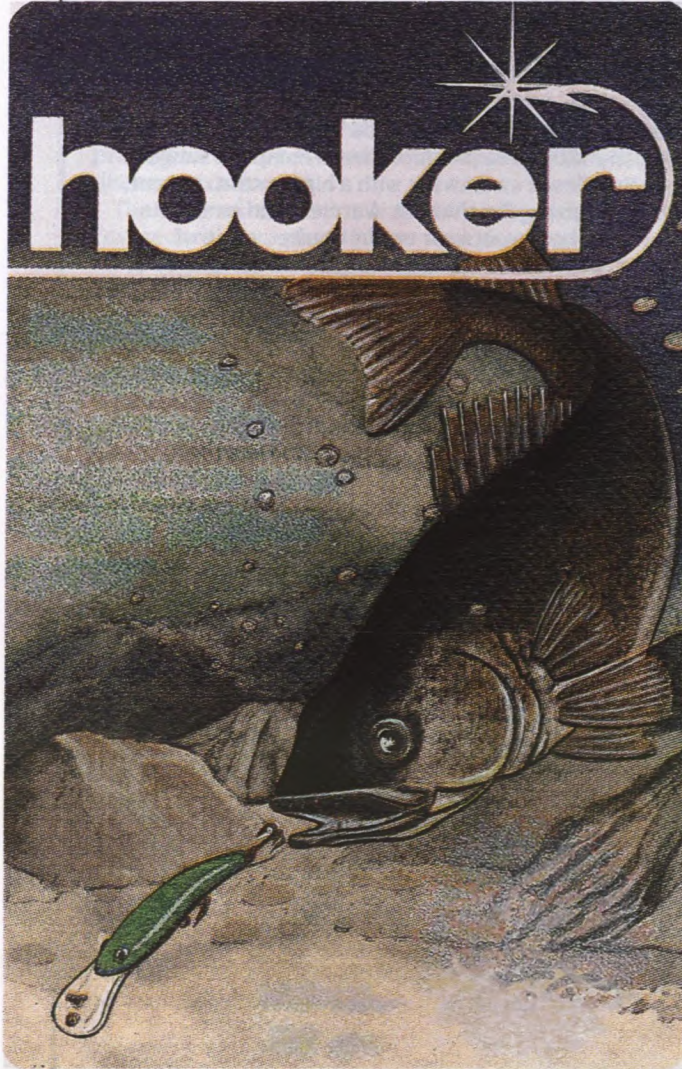
N

ONTARIO AQUAFOODS LTD.

36 Head Street
Dundas, Ontario
Canada L9H 3H3

Tel: (416) 627-9205

Contact: Dave Dennison



Incorporated in 1976, Ontario Aquafoods blends and packages a liquid fish-attracting scent.

The liquid is applied to live and artificial lures and is dispersed in the water when the lure is submerged. The product is an offshoot of Ontario Aquafoods' ongoing research and development of commercial fish food for hatcheries and fish farms.

Other Ontario Aquafoods products are developed for the agricultural and pet food industries.

ONTARIO DRIVE AND GEAR LIMITED

Bleams Road
P.O. Box 280
New Hamburg, Ontario
Canada N0B 2G0

Tel: (519) 662-2840

Telex: 069-55426

Fax: (519) 662-2421

Contact: Robert C. Archer, Marketing Manager

Established 25 years ago, Ontario Drive and Gear manufactures the complete line of Argo 6 and 8 wheel-drive off-road amphibious vehicles. The company's 5 570 m² (60 000 sq. ft.) plant is located in southwestern Ontario.

The Argo product line ranges from the Argo 6-WD Standard to the Argo 8-WD Industrial/Commercial. Argo vehicles are used all over the world to transport personnel and cargo in difficult off-road conditions, through swamps and over snow, sand, and rock, any time of year.

The Argo is sold in North America through distributors, both in Canada and the U.S., with their own independent dealer networks. A recent sale to the Canadian Forces for air-droppable search and rescue work in remote areas, and an evaluation program with the U.S. Air Force, have launched the Argo as a viable military vehicle, heightening its export prospects.



The Argo 8X8M is a versatile compact cross-country vehicle for all types of terrain.

ONTARIO HOSIERY MFG. CO. INC.

675 King Street West
Toronto, Ontario
Canada M5V 1M9

Tel: (416) 366-8516
Telex: 06-986766

Contact: Ernie Voth, Vice President, Marketing

Established in 1934, Ontario Hosiery Mfg. Co. manufactures ladies', men's and boys' sport, fashion, casual and dress socks. Marketing is directed to major department stores, specialty chains, and retail stores. Approximately 40 per cent of the company's production is sold under private label.

Ontario Hosiery Mfg. began shipping to the United States in 1986. The company has the export capacity to sell approximately 50 000 dozen pairs of socks per annum.

P.F.M. PRO-FIT MARKETING INC.

P.O. Box 8, Station "C"
Winnipeg, Manitoba
Canada R3M 3S3

Tel: (204) 453-5536

Contact: Garnet M. Profit, President



Edmonton Oilers' trainer Barry Stafford (left) and goaltender Grant Fuhr apply P.F.M.'s Protector to a goal stick.

Incorporated in 1974, P.F.M. Pro-Fit Marketing Inc. has developed and patented The Protector, a re-usable sleeve that fits over the blade of any goal stick, increasing blade life by 400 per cent. Even cracked sticks perform like new with The Protector. The Protector is made of a product that mimics wood and does not alter rebound characteristics.

The Protector is simply taped to the blade of the goal stick and is easily transferred from one stick to another. It saves hockey teams thousands of dollars each year — sticks which once would have been thrown away can now be recycled.

Although the Protector was originally designed for practice, in 1984 the Canadian Amateur Hockey Association endorsed its use in regular play.

P.M. SPORTS DEVELOPMENT LTD.

308 Jarvis Street
Toronto, Ontario
Canada M5B 2C5

Tel: (416) 598-5362

Contact: Peter Lukas, President



P.M. Sports Development's WORM-UP! — a simple, safe method of harvesting worms during the day.

Incorporated in 1981, P.M. Sports Development manufactures a patented product called WORM-UP. This chemical preparation in tablet form is distributed in a multi-application package.

WORM-UP is a simple, safe, economical, environmentally and ecologically safe method of surfacing earthworms and other terrestrial inhabitants during daylight hours. No specialized equipment or apparatus is required. With WORM-UP, fishermen are able to harvest earthworms at their convenience.

P

PACE SETTER SWIM & GYM WEAR

655 Logan Avenue
P.O. Box 1612
Winnipeg, Manitoba
Canada R3E 1M3

Tel: (204) 786-1779

Contact: Ray Gudmundson, Vice President and Marketing Manager

In 1978, Pace Setter Swim & Gym Wear began manufacturing a small line of shorts and singlets for the sporting goods market. Today the company has over 100 employees, a 5 570 m² (60 000 sq. ft.) factory, and sales in the millions of dollars. The product line includes a wide range of active wear for men, women and children.

Pace Setter is recognized as a quality manufacturer and has supplied suits and clothing to professional hockey and football teams, national curling teams, provincial representative teams, and the 1986 Canadian Commonwealth Team. Divisions within the company enable Pace Setter to service retail accounts as well as custom orders requiring special colours, team uniforms, and so forth.

The company's largest customer base is independent sporting goods and sportswear dealers. Pace Setter also does business with specialized chains and department stores.



Pace Setter's colourful ladies' nylon tricot shorts and singlets for competitive and casual wear.

PARIS GLOVE OF CANADA LTD.

255 Montée de Liesse Road
St. Laurent, Quebec
Canada H4T 1P5

Tel: (514) 345-0135
Telex: 05-824642
Fax: (514) 342-7263

Contact: Peter Monk, President

Paris Glove of Canada was established in 1945 to manufacture ladies' dress gloves. Today the company operates two manufacturing plants, one which makes industrial rainwear, and the other protective gloves and simple sport gloves. Through an intensive worldwide network, Canadian designs of sport-specific gloves are manufactured in over 20 countries.

All business is co-ordinated through the Canadian offices and is controlled by licensing and usage agreements. In Canada, the company also acts as a distributor for well-known international brands of sporting goods equipment for tennis, squash, badminton, racquetball, softball, baseball and cycling.

The business is privately owned and operated from its 5 850 m² (63 000 sq. ft.) building located near Montreal.

PARIS SLIDES INC.

21 Scott Avenue
P.O. Box 125
Paris, Ontario
Canada N3L 3F7

Tel: (519) 442-6331
Telex: 06181109 Plygrd Pari
Fax: (519) 442-7488

Contact: Ed Attlebery, Director of Marketing

Incorporated in 1986, Paris Slides is the export marketing arm of Par Rec Holdings Inc. whose major company is Paris Playground Equipment Inc.

Paris Slides manufactures Duraglide Spiral and Duraglide Straight playground slides. The company markets these products and those of Paris Playground through several companies in the U.S. The slides are sold to local manufacturers of play equipment as an enhancement to their own lines. Many successful companies appreciate the quality and cost effectiveness of Paris' products and service.

Based on repeat business and new product development, a growth rate of 50 to 60 per cent is targeted for the coming year. Paris is fast acquiring an international reputation both for its products and its methodology. Over 90 per cent of the company's export sales are to the U.S. market.



Paris Slides manufactures the Duraglide Spiral playground slide.

PATHMATE CARRIERS INC.

2900 - 700 9th Avenue Southwest
 Calgary, Alberta
 Canada T2P 4A7

Tel: (403) 268-3064

Contact: R. Dixon, Vice President

Pathmate Carriers Inc. began operations in 1986. The company manufactures a two-wheel steel-frame bicycle cart made of high-density safety-yellow polyethylene.

The cart weighs 11 kg (25 lb.), can be shipped easily and takes 10 minutes to assemble. A low centre of gravity enhances its safety. It holds two children or 45 kg (100 lb.) of cargo and is towed by an aluminum drawbar and a fully articulating hitch attached to the seat post of a bicycle.

Approximately 40 per cent of Pathmate's sales are to the U.S. While Pathmate Carriers' marketing is directed primarily to smaller retail outlets, the firm also negotiates non-exclusive arrangements with distributors marketing to larger retail and chain stores.



The light weight and narrow width of a Pathmate cart allow access to most bicycle trails and make the unit easy to store in an automobile trunk.

P

P

PATINS LABERGE INC.

2659 Watt Street, Suite 10
Parc Colbert
Ste. Foy, Quebec
Canada G1P 3T2

Tel: (418) 651-0992

Contact: *Raymond Laberge, President*

Established in 1984, Patins Laberge is a young company which makes high-tech skates. Originally the company specialized in short-track racing skates, but it has since extended its line to include skates for recreational and training use.

Patins Laberge developed a skate with a rigid shell and an interior which moulds to the skater's foot. Tube blades with special aluminum cups make adjustment or removal of blades easy. The dimension of the mounting attachments is the same for all boot sizes, allowing the use of any size or model of blade. Rollers are also available for summer training.

Patins Laberge sells its skates in Japan, Korea, China, the U.S.S.R. and many other countries.

PEETZ MANUFACTURING LTD.

2740 Rock Bay Avenue
Victoria, British Columbia
Canada V8T 4R9

Tel: (604) 383-5342

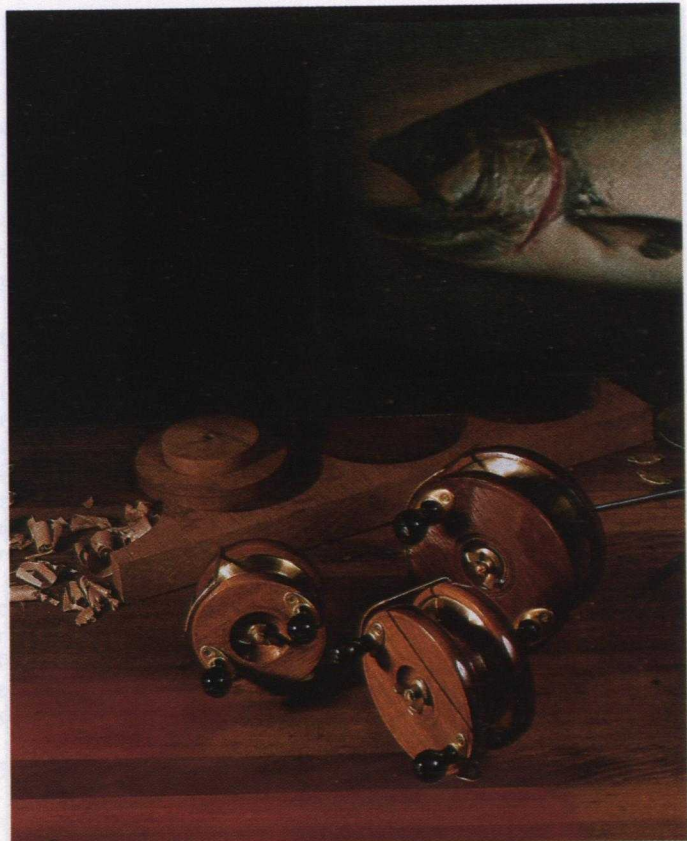
Fax: (604) 383-1832

Contact: *W. Hooson*

Peetz Manufacturing was established in 1977. All Peetz reels are custom made of beautiful Honduras mahogany and the finest hardware materials, and are fully guaranteed.

Designed for easy operation and reliable performance under rugged conditions, these trolling reels will last for many years, a fact often stated by enthusiastic owners. Fast and easy repairs, on the rare occasion when necessary, are ensured by a steady supply of parts and by minimization of design changes.

Peetz Standard Reels are produced in three sizes to meet every fisherman's needs.



Peetz mahogany trolling reels — the finest in quality since 1925.

PELICAN INTERNATIONAL INC.

561 Lindbergh Street
Fabreville
Laval, Quebec
Canada H7P 2N8

Tel: (514) 628-1711

Telex: 055-61437

Contact: *Christian Elie, Vice President*



Pelican International's Capri P-2000 sets a high standard in quality, design and performance.

First to design, engineer and market plastic pedal boats. Pelican International has always set a high standard of quality in the industry.

Pelican currently makes six different pedal boats: the Monte-Carlo, a luxurious four seater; the Biarritz, a three seater; the Capri, proven performance in years of rental duty throughout the world; the Rio, an easy-to-pedal two seater; the Fidji, a one seater; and the Aquabag, a virtually unsinkable pedal boat specially designed for youngsters.

Low-priced pedal boats from Pelican International fill summers with fun without upsetting the family budget.

PHANTOM INDUSTRIES INC.

207 Weston Road
Toronto, Ontario
Canada M6N 4Z3

Tel: (416) 762-7177
Telex: 06-969818

Contact: *Brian LaFortune, National Sales Manager*



Phantom Hosiery is a leader in leg coverings and ladies' fitness fashions.

Phantom Industries, a wholly Canadian-owned company, was established as a manufacturer of private label seamless hosiery by the Strasser family in 1956 under the name Susan Hosiery. Operations began with 3 employees and 10 hosiery knitting machines in approximately 290 m² (3 000 sq. ft.) of rented premises.

In 1967, the company acquired Phantom, one of the oldest and best-known brand names in the hosiery business in Canada. Phantom Hosiery manufactures innovative pantyhose, tights, leg warmers, and other leg wear for women and children. The Gymkin Division produces womens' dancercisers, exercisers and aerobic outfits. The Lifestyle line is a quality swim and beachwear collection for women on the go.

Phantom Industries continues to move with the times as a leader in the field of leg wear and womens' fitness fashions.

PIMLICO HOLDINGS LTD.

1424 Charles Street
Vancouver, British Columbia
Canada V5L 2S6

Tel: (604) 253-5116

Contact: *Harold Lenett*

Pimlico Holdings was incorporated in 1977 and soon began making jean jackets for Levis Strauss and G.W.G. Pimlico's ability to meet Levis' high standards for quality and delivery attracted other clients such as Wrangler, Calvin Klein, Lee and Nike. These high-profile companies led the way for retail chains to have their private label brands manufactured by Pimlico.

Forty per cent of the company's total sales are to the U.S. Clients include Bloomingdales, Filenes, Burdines, Sanger Harry and many others.

Pimlico Holdings is presently expanding to double its capacity.

PIROUETTE APPAREL

31251 Peardonville Road
Clearbrook, British Columbia
Canada V2S 5W6

Tel: (604) 530-0305

Contact: *Renee Smith*

When Pirouette Apparel, a manufacturer of dance and aerobic wear, was founded in 1983, its sales were limited to the Vancouver market. Since then, Pirouette's marketing efforts have expanded sales activity to all provinces in Canada and to the Northwest Territories.

Pirouette manufactures high-quality sensibly priced separates and one-piece suits in cotton/lycra and nylon/lycra blends. Pirouette is one of the few Canadian companies which makes a children's dance-wear line, Pirouette Petites.

The company offers a wide variety of styles and sizes to accommodate ladies of all ages. Pirouette is interested in developing a market for its dance and aerobic wear in the U.S.



Pirouette Apparel's print suits and matching tights on display in a fashion show at Expo '86 in Vancouver, British Columbia.

P

PLASTITECH PRODUCTS

119 Progress Court
P.O. Box 946
North Bay, Ontario
Canada P1B 8K1

Tel: (705) 476-4222
Fax: (705) 476-4309

Contact: Carl Crewson, Owner and President



Plastitech's Commander four-seater pedal boat with adjustable seats and ice box is shown with an optional canopy.

Plastitech Products manufactures patented ABS COEX pedal boats under the brand name Contour as well as other brand name pedal boats for the recreational consumer market. ABS COEX is colourfast, impact resistant and allows more sharply detailed contours than any other material.

Plastitech currently manufactures four different pedal boat models including a two seater, a two seater with ice box, and a two seater and a four seater with adjustable seats and ice box. These pedal boats are available in aqua, blue, yellow and orange.

Plastitech's pedal boats have features such as handles at each corner for easy handling and tie down; rust-proof smooth-running ball bearings; and a built-in electric motor mount. Canopies and nylon mooring covers are available for all models, and a centre seat back for the Captain model allows for one, two or three passengers.

Plastitech currently markets to all of Canada and the eastern U.S. The company strives for steady continuous growth and new product research and development.

POLARIS IRONCO CANADA LTD.

101 Blanchard Street
Ste. Thérèse, Quebec
Canada J7E 4N4

Tel: (514) 437-6151
Fax: (514) 430-6390

Contact: Esther Dreyfus

The first Polaris fitness machines were configured over 30 years ago. They have been improved and updated over the last three decades and today are known for their value, performance and economy.

The Polaris weight-training machine is a complex synthesis of engineering and anatomy that is very effective in isolating and strengthening specific muscle groups. The machines feature lift-and-twist seat adjustment, first quality padded upholstery, wide-range weight stack combinations, torso width adjustments, user-convenient weight stacks, smooth-operating whisper-quiet pulleys and one-piece frame construction.

Polaris markets its machines in a number of countries and has offices in the U.S., England and New Zealand.



The Polaris weight machine offers value, performance and economy.

PRESTON MANUFACTURING LTD.

185 King Street
Cambridge, Ontario
Canada N3H 4S1

Tel: (519) 653-7143

Contact: Art Cornell

Preston Manufacturing offers retailers a full line of quality recreational sports balls and game ball sets. Each item has recently gone through a graphic design update program to improve packaging, ball markings and sales appeal.

The Preston line competes favourably with all other brands in its price range. Each ball is carefully rotationally moulded in durable all-weather vinyl. Whether customers choose to buy in bulk, in bags or in display cartons, Preston can accommodate every marketing policy.



Preston manufactures a full line of sports balls and game ball sets, rotationally moulded in durable all-weather vinyl.

PRO TEE GOLF INC.

7114 Curragh Avenue
Burnaby, British Columbia
Canada V5J 4V9

Tel: (604) 439-7771

Contact: W. Johnston

Pro Tee Golf manufactures the Tee Caddie™, an automatic tee-setting device invented in Canada. The Tee Caddie™ is packaged with a net, driving mat and tees, making it a portable driving range.

While the Tee Caddie™ lends itself readily to driving ranges and golf courses, its appeal to golfers generates most sales. The Tee Caddie™ allows the golfer to load up to 36 balls in the caddie arm. Even wet or gritty balls feed freely because of the Tee Caddie's innovative design. A golf ball is set up on the tee every time the golfer swings the caddie arm. The patented trigger

action tees the ball and then allows the arm to swing out of the way. Golfers never have to change their stance during practice.

The company has the worldwide manufacturing and distribution rights to this product and is interested in developing markets outside Canada.



Practice good golf year-round using Pro Tee's patented portable driving-range machine, the Tee Caddie™.

PROCYCLE GROUP INC.

9095 - 25th Avenue
St. Georges de Beauce, Quebec
Canada G6A 1A1

Tel: (418) 228-8934

Telex: 05-833512

Fax: (418) 227-2768

Contact: Raymond Dutil, President and General Manager



Bicycle assembly line at the Procycle St. Georges de Beauce manufacturing plant.

P

Incorporated in 1974, Procycle Group is one of Canada's largest manufacturers of bicycles. The company manufactures and distributes bicycles and fitness equipment under both private and well-known brand names such as Velo Sport, CCM and Peugeot. The Group manufactures Peugeot bicycles under exclusive licence.

Exports to the U.S. and Europe through the Peugeot network represent about one quarter of the company's total sales.

PRODUCTION SYSPER INC.

200 Ducharme Avenue
Dorval, Quebec
Canada H9S 2H7

Tel: (514) 631-5452

Contact: *Louis Landuydt, President*



The portable Skilatch 2 is easy to use and protects the skier's equipment.

Founded in 1983, Production Sysper researches, develops and manufactures a variety of sports products.

The company's first product was a practical combination ski-lock and carrier. This neatly designed product is sold under the name Skilatch 2. Since 1984 sales of Skilatch 2 showed significant increases each year. In 1986 sales of this product began in the U.S. where approximately 13 000 units were sold through a distributor.

Based on its successful U.S. introduction, Production Sysper is presently looking for an American company willing to take on efficient distribution of the Skilatch 2. European demand for the product is just beginning. Production Sysper Inc. continues to respond to market demand through volume production and competitive prices.

PROFECTA PRODUCT MARKETING

198 Place Sauveur
P.O. Box 380
Lorette, Manitoba
Canada ROA 0Y0

Tel: (204) 878-2052

Contact: *Gary Tessier, President*

Profecta Product Marketing began operations in 1986. The company manufactures a gift and novelty item for the golf industry called TeeBAG.

TeeBAG is a convenient cloth pouch filled with 15 tees. It can also be used to carry keys or loose change. Profecta will print company logos or messages on the bag, making TeeBAG an ideal advertising vehicle.

Marketing is directed to distributors, sales representatives and mail-order catalogues. In addition to TeeBAG, the company plans to release two new quality products for the golfer in 1988. Profecta is interested in developing the U.S. and western European markets.



TeeBAG is a convenient cotton drawstring pouch that stores tees, keys and loose change.

QUIMPEX LTÉE

5300 St. Roch Street
Drummondville, Quebec
Canada J2B 6V4

Tel: (819) 472-3326
Telex: 05-838570
Fax: (819) 477-0275

Contact: Jean Gatineau

Quimpex, a manufacturer of parts and accessories for snowmobiles and all-terrain vehicles, was established in 1973.

The company's product line includes tracks, windshields, slides, skis, ski runners, covers and racks. All products are sold under the KIMPEX trademark to wholesale distributors and dealers throughout Canada, northern Europe and the United States.

U.S. export sales account for approximately 40 per cent of the company's total annual sales. A new distribution centre, Kimpex U.S.A. Limited, was established in 1987 to support the American sales network.

RABER TOGS MFG. CO.

290 McDermot Avenue, 6th Floor
Winnipeg, Manitoba
Canada R3B 0T2

Tel: (204) 943-6578
Fax: (204) 947-3349

Contact: Dean Nicolson, President

Raber Togs Mfg. makes custom quality outerwear designed for active sportswear, skiing or team identification. A wide range of fabrics and colours is incorporated into these products to allow versatility when producing specialized garments for custom orders.

Raber Togs' clothing comes in 34 styles ranging in size from kiddies to oversize. The garments also allow many



Raber Togs' summer-weight jackets are available with nylon or flannelette lining, or unlined. Shell fabrics include lightweight nylons and poly-cottons.

style change options. In addition to its regular line, Raber Togs has a best-value line of five promotional styles. These are consistent with the company's philosophy of delivering garments featuring quality workmanship and materials at the best possible price.

Manufacturing under the product name Adjac, Raber Togs sells from coast to coast in Canada. The company's accounts include professional sports teams and the Canadian Armed Forces.

RAMPART PARTITIONS INC.

7365 Chouinard Street
La Salle, Quebec
Canada H8N 2L6

Tel: (514) 367-0330
Fax: (514) 367-4207

Contact: Robert C. Elhen, President



Electrically operated accordion partitions from Rampart.

Rampart Partitions was founded in 1974 and began to manufacture accordion folding doors. In 1976 the company diversified into the production of acoustical landscape screens, and in 1982 began making gymnasium divider curtains. In 1983 Rampart started producing acoustical screen systems and acoustical wall panels.

Today Rampart's gymnasium divider curtains are sold under the brand name Gymflex. The Gymflex line includes visual-only and visual-and-sound barriers. Rampart also manufactures ceiling baffles for swimming pool areas.

R

REACTION SPORTS EQUIPMENT INC.

713 Village Road
St. Adolphe d'Howard, Quebec
Canada J0T 2B0

Tel: (514) 226-6767

Contact: G. Glashan, President

Reaction Sports Equipment was formed in 1986 by a group of entrepreneurs with a total of 22 years' experience in the production of ski poles.

The company offers a quality product line of aluminum downhill and cross-country ski poles which are entirely manufactured in Reaction's production facility in the Laurentian mountains.

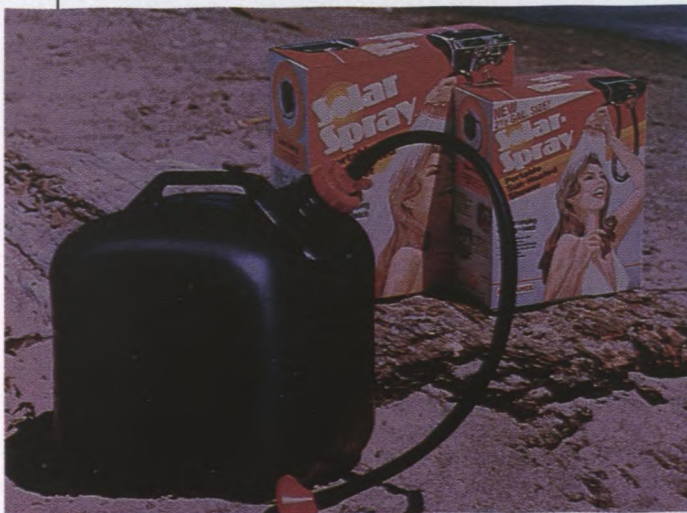
Reaction Sports' products are sold directly to retailers through sales agents. The company would like to develop its export market in the U.S. and Europe through sales agents or distributors.

RELIANCE PRODUCTS LTD.

1093 Sherwin Road
Winnipeg, Manitoba
Canada R3H 1A4

Tel: (204) 633-4403
Telex: 07-57410
Fax: (204) 694-5132

Contact: Jennie Restall, Export Manager



Reliance Products' Solar Spray portable sun-heated showers in full and backpackers' sizes provide refreshing showers outdoors.

Reliance Products has been a Canadian manufacturer of industrial and consumer plastic products since 1958. The company's two major product lines are high-quality well-designed camping and outdoor items, and plastic industrial shipping containers.

Reliance Products' consumer line includes a broad range of camping accessories such as water containers, canteens, tent pegs and portable gasoline containers. This line has been well established for over 20 years with significant sales to the United States and many other countries around the world.

U.S. customers include major department stores and chains and many other retailers and distributors.

RENFREW TAPE LTD.

170 Renfrew Avenue
Renfrew, Ontario
Canada K7V 2Y6

Tel: (613) 423-8545
Telex: 053-3839
Fax: (613) 432-9434

Contact: J.A. Lemoine, Marketing Manager

Renfrew Tape was incorporated in 1980 to manufacture adhesive tapes for the sporting goods market. It has grown to become one of Canada's largest suppliers of these products.

The Renfrew product line consists of various cloth and plastic adhesive tapes. The cloth tapes are coated with an adhesive impregnated with zinc oxide which is safe for skin contact. These tapes are used for taping ankles, wrists and various pieces of sporting equipment. Various bleached and coloured cloth bases are employed in the manufacturing process, depending on the end use of the tape. Clear and coloured plastic tapes, which are used mainly for securing athletic protective pads, are also manufactured.

Current export sales account for approximately one fifth of total sales, the largest markets being the U.S. and Scandinavia. Marketing is generally through large distributors who are given protection for specific geographic areas.

RESURFICE CORP.

9 King Street
St. Jacobs, Ontario
Canada NOB 2N0

Tel: (519) 664-2247
Telex: 069-55474

Contact: Andrew Schlupp, Manager

Resurface Corp. was incorporated in 1963. In 1968 the company began manufacturing the Champion tractor-mounted ice resurfacers. In 1974 the Olympia self-propelled ice resurfacers were added to the product line.

Today, Resurface manufactures a wide range of ice resurfacing equipment and arena accessories. Resurface Corp. has become a leader in the ice resurfacing machinery field, and serves arenas and recreational facilities worldwide.



Resurface's Olympia, the ultimate in ice resurfacing, was designed and manufactured in Canada and has a proven performance record in arenas worldwide.

RICE SPORTSWEAR LTD.

1270 Notre Dame Avenue
Winnipeg, Manitoba
Canada R3E 0P3

Tel: (204) 786-6571
Telex: 07-587869

Contact: Cecil Yan, General Manager



A boys' ski jacket from Rice Sportswear, one of the largest manufacturers of ski wear in Canada.

Rice Sportswear was incorporated in 1910, and is one of the largest manufacturers of ski wear and outerwear in Canada.

The company's products are sold across Canada through independent stores, as well as through major chain and department stores. Its success in Canada has encouraged Rice Sportswear to investigate markets in the U.S. and elsewhere.

RICHLU SPORTSWEAR

85 Adelaide Street, 4th Floor
Winnipeg, Manitoba
Canada R3A 0V9

Tel: (204) 942-3494
Telex: 075-87870
Fax: (204) 943-6915

Contact: Gary Ross, Sales Manager

Richlu Sportswear, established in 1929 in Winnipeg, Manitoba, manufactures men's, women's and youth's winter outerwear. A related company, Group 5 Leathers, manufactures men's and women's fine leather outerwear and sportswear.

Richlu's customer base includes all of Canada's major retailers, chain and department stores, as well as hundreds of independently-owned retail stores and wholesale outlets.

The company currently exports to Alaska. Richlu is interested in establishing markets in other cold-weather regions of the United States as well as western Europe.

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RIDGELINE PRODUCTS INC.

300 Geary Avenue
Toronto, Ontario
Canada M6H 2C5

Tel: (416) 537-2661
Telex: 06-218270

Contact: Jack Slater, President

Incorporated in 1974, Ridgeline Products manufactures family camping tents in a variety of sizes and styles. The tents are sold in major department stores and by specialty sporting goods retailers throughout Canada.

Ridgeline's products enjoy wide market acceptance due to their attractive styling, quality materials and construction, and competitive pricing. In 1988 Ridgeline will introduce a new product line which meets the latest flame-retardant standards.

Over the years, the company has exported its products to many European and African countries and to Australia. The new line of flame-retardant tents meets U.S. regulations, and export prospects are good.



Ridgeline Products' big seller, the tourist tent, sleeps four people.

RIVERSIDE BRASS & ALUMINUM FOUNDRY LTD.

P.O. Box 174
175 Waterloo Street
New Hamburg, Ontario
Canada N0B 2G0

Tel: (519) 662-2500

Contact: David N. Seyler, Vice President, Marketing

In business since 1966, Riverside Brass & Aluminum is a non-ferrous foundry which manufactures products for industrial, commercial and retail applications. In sporting goods, Riverside manufactures hockey equipment, harness hardware and finished parts for golf clubs.

Riverside occupies a modern facility with newly installed automated equipment. Pieces ranging in weight from just a few grams to 4.5 kg (10 lb.) can be manufactured rough-cast or in varying degrees of refinement up to a completely finished state. The plant has the capacity

to increase its production and the company plans to do so through increased export sales.

Riverside's foundry facility offers clients guaranteed service and quality products at affordable prices. Marketing is handled from Riverside's home office. The company presently exports to the United States.

RONA-B LEAD SHOT INDUSTRIES LTD.

2916 - 11th Avenue Northwest
Calgary, Alberta
Canada T2N 1H9

Tel: (403) 932-2525

Contact: Ron Baker

Rona-B Lead Shot Industries is a Canadian company that was established in 1960. The company manufactures sinkers for fishing lines, as well as lead wire used for fly tying.

Rona-B Lead Shot also makes ammunition for a variety of guns and rifles.

ROSE CUSTOM BOOT LIMITED

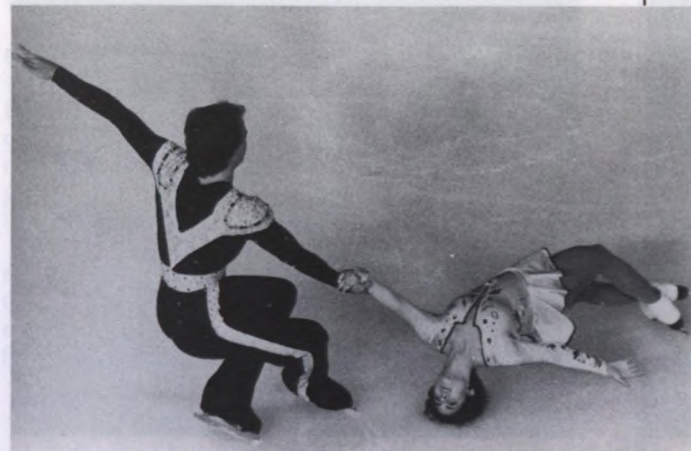
P.O. Box 2157
Cambridge, Ontario
Canada N3C 1C7

Tel: (519) 658-4057

Contact: Ed Rose, President

Established in 1975, Rose Custom Boot brings over 35 years of experience to the special-purpose boot market. The firm's history is one of dedication, knowledge of orthopedic and surgical footwear, and the pride of craftsmanship which supports professional, competitive and amateur skaters. Rose has fitted many gold medal champions. In 1985 all the Canadian Senior Pairs skating champions wore Rose boots.

Rose boots are of solid leather construction with a specially designed footbed composed of three independent laminated layers of leather and shock-absorbent



Canadian Senior Pairs champions wear Rose boots.

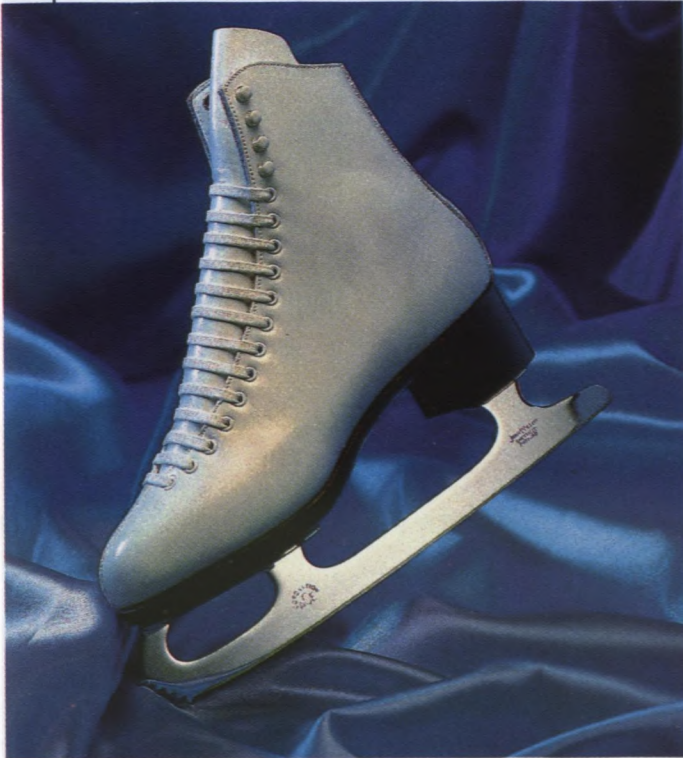
cushion. This unique feature adapts for growth, and serves as an adjustable orthotic. If necessary, the foot-bed may be totally removed to accommodate a prescription orthotic. Rose custom boots also accommodate customers' requirements for corrective adjustments to their boots.

S.K. SPORT SHOES LIMITED

280 Donlands Avenue
Toronto, Ontario
Canada M4J 3R4

Tel: (416) 465-2784

Contact: S. Kolozsvary, President



The SK Pro Boot is lightweight and reasonably priced.

S.K. Sport Shoes prides itself on the workmanship and quality materials that go into every skate and boot it makes. Over the past 18 years, skaters throughout North America have come to recognize S.K. boots as one of the world's top professional-quality skating boots.

S.K. Sport Shoes is recognized for its ability to adapt to the needs and requests of skaters worldwide. The company manufactures a wide variety of skates for figure skating, speed skating, and hockey. Certain models are made only on request, while others are available in men's, women's or children's sizes. S.K. manufactures both leather and ballistic nylon ice-skate boots.

S/T MARKETING

225 Balmoral Street
Thunder Bay, Ontario
Canada P7C 4J7

Tel: (807) 623-5673

Contact: Allan Black, Operations Co-ordinator

S/T Marketing manufactures a full line of erasable aids for use by coaches of team sports under the name SPORT-CHALK. When first introduced to the marketplace in 1984, the SPORT-CHALK line consisted of a marker and a coloured graphic clipboard, the first of its kind for hockey coaches. Since then, the product line has expanded to include clipboards for all team sports, permanent door plates, roll-up magnets, and coaching binders. S/T's hockey product remains a top seller and is the choice of coaches on many professional teams.

S/T credits the success of the SPORT-CHALK line to superior technology. The company forecasts a significant increase in annual export sales within a two-year period.



SPORT-CHALK is a valuable coaching aid for hockey.

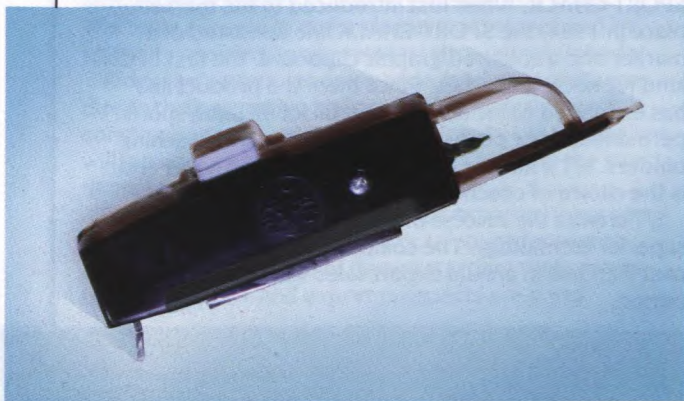
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SANFORD ENTERPRISES (KAPUSKASING) LTD.

Highway 11 - East
P.O. Box 428
Kapuskasing, Ontario
Canada P5N 2Y5

Tel: (705) 335-4960

Contact: Robert Sanford, President



Bite-Lite will alert the fisherman when the fish are biting, even the slightest nibble.

Incorporated in 1985, Sanford Enterprises (Kapuskas- ing) manufactures the Bite-Lite, a device which signals when a fish bites a fisherman's line.

This custom-moulded product requires a 9-volt alkaline battery, and signals with a bright light and mini buzzer at the slightest fish nibble. Stainless steel spring contacts are adjustable for sensitivity. Bite-Lite is the perfect solution for still fishing through ice, or from a boat or dock. The Bite-Lite can be adapted for all types of fishing and is also useful for night fishing.

Bite-Lite is attractively blister packaged. Marketing is directed to fishermen and gift buyers. Exclusive European marketing rights have been granted to Britcan Trading Company in Toronto, Ontario. Sanford Enterprises is also interested in exporting Bite-Lite to the U.S.

SCHINDLER MFG. INC.

R.R. No. 3
P.O. Box 2048
Peterborough, Ontario
Canada K9J 7Y4

Tel: (705) 743-2334

Contact: W.R. Galloway

Originally established in 1932 as the Schindler Co. of Canada Ltd., the company came under new ownership in 1985 and was renamed Schindler Mfg. Inc. Schindler makes and distributes braided nylon, cotton and wire fishing lines. Marketing is directed to sporting goods wholesalers.

Schindler distributes its products throughout Canada. In the past two years, Schindler's sales have increased by 70 per cent and a growth rate of a further 40 per cent is expected this year.



RAIN-BEAU fully braided all-cotton trolling lines have been manufactured exclusively by Schindler for 55 years.

Schindler Mfg. offers top quality at competitive prices. The company is interested in developing a successful export market in the U.S. and overseas.

SECURI-SNOW EQUIPMENT INC.

2645 Terra-Jet Boulevard
P.O. Box 700
Drummondville, Quebec
Canada J2B 6W6

Tel: (819) 477-9292

Telex: 05-838610

Contact: Réjean Gallichan, General Manager



The Securi-Snow trailer is two trailers in one.

Founded in 1983, Securi-Snow Equipment manufactures steel automotive accessories. Since 1987, the company has also manufactured a line of tandem-wheel width-retractable tilt trailers with 1 016 kg (1 ton) capacity suitable for use with all-terrain vehicles, snowmobiles, motorbikes and other vehicles.

Sales of the Securi-Snow Equipment product line are through import distributors and mass merchandisers. Export sales have achieved a 15 per cent share of total turnover, with 6 per cent going to the United States.

SHARP PLASTICS MFG. LTD.

7880 Vantage Way
Delta, British Columbia
Canada V4G 1A7

Tel: (604) 946-5228
Telex: 04-355728
Fax: (604) 946-8882

Contact: Joe Haslbeck, Managing Director

Sharp Plastics' Arena goggles feature anti-fog optical lenses, anti-leak gaskets, excellent comfort and fit, and reliability.



Sharp Plastics Mfg. was incorporated in 1985. The company manufactures patented swim goggles for an international marketing company. The goggles are distributed to 25 countries under the name Arena.

Twelve models are available for swimmers ranging from recreational to olympic calibre. These fashionable goggles feature anti-fog optical lenses, anti-leak gaskets, excellent comfort and fit, and reliability. Patents are pending in 20 countries for a new system called the TRIAC SEAL. The company is also expanding its range of eye protectors to meet the wider needs of the sporting goods industry.

Sharp Plastics exports to the U.S. and to 25 countries in Europe and Asia. A growth rate of 15 per cent per annum is forecast over the next five years.

SHERIDAN GYMNASIUM EQUIPMENT LIMITED

6 Francis Road
Orillia, Ontario
Canada L3V 2L7

Tel: (705) 326-7463

Contact: Richard Sheridan, President

Incorporated in 1979, Sheridan Gymnasium Equipment manufactures a wide range of products which includes climbing ropes, basketball backstops, gym-divider curtains, fixed and retractable telescopic seating, and patented portable retractable stages. These items are sold to architects, contractors, municipalities and large sports complexes.

Sheridan also manufactures and supplies gymnastic equipment to schools, stadiums and parks across Canada. The company forecasts a healthy growth rate of approximately 18 per cent per annum over the next five years.



Sheridan's extruded aluminum stadium seating.

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SHERWOOD-DROLET CORP. LTD.

2745 Sherwood Boulevard
P.O. Box 444
Sherbrooke, Quebec
Canada J1K 1E1

Tel: (819) 563-2202
Telex: 05-836192
Fax: (819) 821-4848

Contact: Georges L. Guilbault, Vice President,
Sales and Marketing

One of the largest manufacturers of hockey sticks in the world, Sherwood-Drolet Corp. was incorporated in 1949. The company manufactures ice-hockey sticks under the registered brands SHER-WOOD and CHIMO, as well as under private brand names.

Serving professional, university, and college hockey leagues, the product is advertised through television and sports magazines. Distribution of the company's products is through chain stores and sporting goods stores.

Approximately 65 per cent of Sherwood-Drolet's export sales are to the United States. Exclusive sporting goods distributors handle European, Scandinavian and Asian distribution.



CHIMO, a new stick on the block.

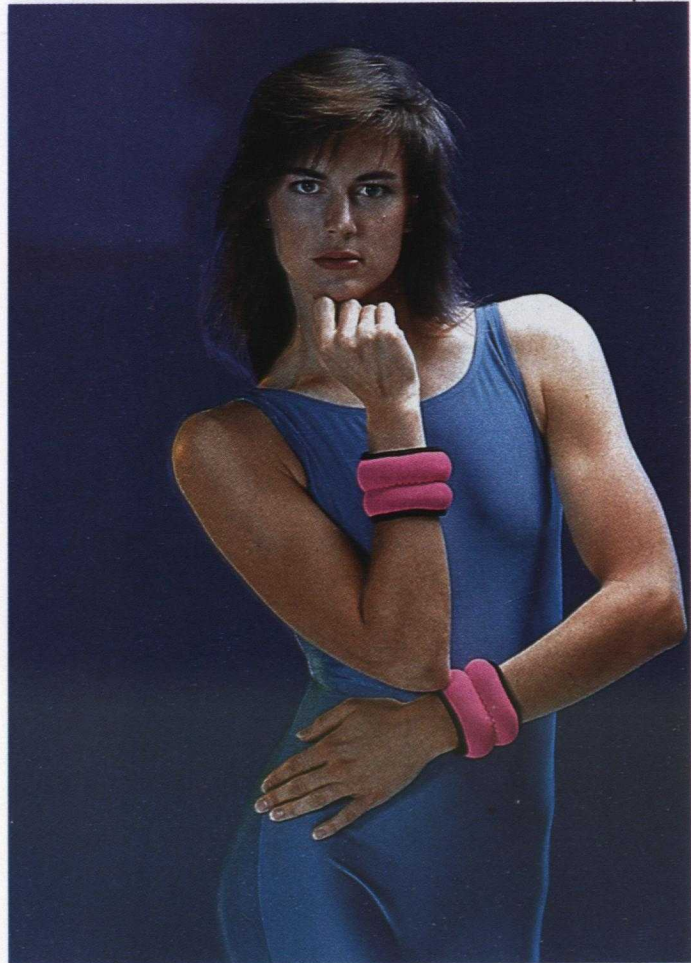
SPECTRUM SPORTS INC.

2050 Clark Drive
Vancouver, British Columbia
Canada V5N 3G7

Tel: (604) 251-4541

Contact: Rana Vig, Export Manager

Perfect Weight is one of the most comfortable and fashionable weights on the market.



Spectrum Sports manufactures Perfect Weight, a neoprene ankle/wrist weight used in aerobics and other body-toning fitness activities. Three features — soft neoprene, polished lead shot, and velcro straps — make Perfect Weight a unique product.

The soft pliable neoprene shell filled with highly polished perfectly round lead shot provides complete flexibility. The velcro strap permits total adjustability. This combination of comfort and flexibility enhances any fitness routine. The weights are available in eight vibrant colours and ten different sizes ranging from 0.34 kg to 4.5 kg (0.75 lb. to 10 lb.). Perfect Weight is the most comfortable and fashionable weight on the market.

Marketing efforts are currently directed to sports stores and fitness clubs. Future expansion is planned in the physiotherapy and hospital markets. Perfect Weight is sold throughout Canada. U.S. distribution is conducted from warehousing facilities in Blaine, Washington.

SPORT MASKA INC.

15855 Hubert Street
St. Hyacinthe, Quebec
Canada J2T 4C9

Tel: (514) 773-5041
Telex: 05-830557

Contact: Rick Morris, Export Director

Sport Maska Inc. is one of Canada's largest manufacturers and suppliers of hockey equipment and ice skates. The company also makes uniforms, figure and children's skates, and is the officially recognized supplier of replicas of National Hockey League sweaters. The company's products are sold under the CCM label.

The design of every CCM product is based on careful consideration of stress points, flexibility, and impact absorption. The superior craftsmanship and design of CCM equipment gives the player complete protection and comfort.

Sport Maska is a major exporter of these products to all parts of the world where hockey is played.



Sport Maska's CCM product line is in a class by itself for quality and performance.

SPORTMED TECHNOLOGY/ THOUGHT TECHNOLOGY LTD.

2180 Belgrave Avenue
Montreal, Quebec
Canada H4A 2L8

Tel: (514) 489-8251
Telex: 055-66458
Fax: (514) 489-8255

Contact: Lawrence Klein, Vice President

Sportmed Technology/Thought Technology, founded in 1974, is a leading manufacturer of biofeedback equipment designed for the medical, educational, military, corporate, consumer and athletic markets.

Mind Over Muscle, an athletic biofeedback peak performance training system, uses the GSR 2 biofeedback monitor to enable athletes to relax deeply and, using cassette instructions, to visualize their sport. Mental rehearsal in a deeply relaxed state is a powerful training tool to enhance performance.

Four Guinness records have been achieved using Mind Over Muscle: 15 Montreal police ran a 7 000 km (4 350 mi.) race from Montreal to Los Angeles for the 1984 Olympics; six Japanese women, average age 55, swam the English Channel in record time; Dr. Jean-Louis Etienne was the first man to conquer the North Pole alone on skis; and C.J. Mueller was the fastest man on skis at 211.9 km/h (131.7 mph). Thousands of Olympic and professional athletes have also trained with this system.

Another product, the Fitness Appraisal Kit, is the result of 10 years' research by the world-renowned Dr. Luc Leger of the University of Montreal. It measures six key areas of fitness: maximal aerobic power, muscular endurance, fat assessment, lung volume, flexibility and nutrition.

Both Mind over Muscle and the Fitness Appraisal Kit are sold throughout Canada and in the U.S.



The Fitness Appraisal Kit measures six key areas of fitness: maximal aerobic power, muscular endurance, fat assessment, lung volume, flexibility and nutrition.

Pro Fitter develops lateral strength, cardio-endurance, balance and co-ordination, and is designed for institutional use.

S

SPORTS KEYBEC INTERNATIONAL INC.

115 de Noyon Street
Boucherville, Quebec
Canada J4B 4J3

Tel: (514) 655-4066
Telex: 05-25134

Contact: Pierre St-Onge, President

Established in 1969, Sports Keybec International is an export agency specializing in the sale of Canadian-made ice-hockey equipment. The company can also provide other Canadian-manufactured sports equipment to its clients.

Sports Keybec offers advantages in regard to turn-around time on delivery, shipping and transport rates. In addition, the company can establish attractive payment schedules.

A growing client list and high-volume export sales confirm the quality and competence of Sports Keybec's service.

SPORTSTAPE ATHLETIC PRODUCTS INC.

P.O. Box 399
Schomberg, Ontario
Canada L0G 1T0

Tel: (416) 859-3896
Fax: (416) 939-8351

Contact: Bill Cowtan, President

Sportstape Athletic Products was founded in 1984. Adhesive cotton tape is the company's main product line. Sportstape also distributes a complete line of laces and other accessories used in ice hockey including foam underwrap, whistles, water bottles, garterbelts and suspenders.

Many professional teams in the National Hockey League and the American Hockey League, as well as major junior hockey teams, use Sportstape's high-quality products. Sportstape is also the chosen supplier for international competitions such as the Canada Cup and the World Championships for ice hockey.

The national teams of Canada, the U.S., Finland, Sweden, France, and several other countries also rely on Sportstape for quality and dependable service.

SPRUNG SPORTSWEAR LTD.

1001 - 10th Avenue Southwest
Calgary, Alberta
Canada T2R 0B7

Tel: (403) 245-3371
Telex: 03-826590
Fax: (403) 229-1980

Contact: Kerri Sprung, General Manager



Sprung Sportswear — imagination and style on the ski slopes.

Sprung Sportswear is one of the Sprung Group of Companies. Under the direction of Kerri Sprung, Sprung Sportswear designs and manufactures innovative quality ski outerwear and colour-co-ordinated sweaters, toques and mitts.

Sprung tests its products by supplying uniforms to a wide range of groups, notably the Canadian National Cross Country and Biathlon teams, and a wide range of provincial and local ski teams and clubs. This testing has proven that Sprung clothing can withstand the toughest usage and climates.

The Sprung line is distributed to over 250 ski boutiques and men's and ladies' wear stores across Canada and in Colorado. Sprung forecasts a 25 per cent growth rate in Canada next year and would like to expand distribution in the United States.

ST. LAWRENCE MANUFACTURING CANADA INC.

3030 St. Anne Boulevard
Beauport, Quebec
Canada G1E 6N1

Tel: (418) 661-2422
Telex: 051-3462
Fax: (418) 661-7586

Contact: *D. Johnson, Vice President*



St. Lawrence Manufacturing Canada (SLM) is a leading producer of leisure products for the sporting goods and toy industries. Specializing in injection moulding, metal forming and plating, SLM markets and sells its products worldwide.

SLM's varied product lines include hockey, figure and speed skate blades, and injection-moulded sleds, toboggans and shovels. The complete line of exercise fitness accessories includes wrist and ankle weights, softbell hand weights, weighted jump ropes, exercise mats, weighted exercise balls and hand-held grippers.

SLM's worldwide marketing structure is well established. Major clients include Sport Maska in the U.S., Jofa in Sweden, Graf in Switzerland, and Zayres, Caldor, and Toys "R" Us — all leading U.S. retail groups.

STACK ENTERPRISES LTD.

1021 - 10th Avenue Southwest
Calgary, Alberta
Canada T2R 0B7

Tel: (403) 244-0784
Fax: (403) 264-7726

Contact: *Louis J. Stack, Director*

Stack Enterprises, an official supplier to the Canadian Nordic Ski Team and the Canadian Ski Jumping Team, was incorporated in 1985 to design, manufacture and distribute functional sport simulation equipment under the Fitter Products trademark. Fitter Equipment is used primarily by physical therapists, sport vision optometrists, athletic trainers, professional teams, and amateur athletes. Other users include National Hockey League, National Football League, Canadian Football League and National Basketball Association clubs.

Fitter Equipment provides a unique approach to functional rehabilitation and has a dynamic effect on overall balance, co-ordination, and performance. Other benefits include ease of use, variable resistance, and durable lightweight construction for ease of transportation.

To date, the Calgary-based company's export focus has been the North American professional and medical markets. Rapid growth is expected over the next five years and Stack Enterprises is actively pursuing worldwide representation and distribution.



Pro Fitter develops lateral strength, cardio-endurance, balance, and co-ordination, and is designed for institutional use.

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STANDARD KNITTING LTD.

1650 Inkster Boulevard
P.O. Box 946
Winnipeg, Manitoba
Canada R3C 2T3

Tel: (204) 633-5038
Telex: 07-57151
Fax: (204) 633-5037

Contact: *Hugh Lowery, Executive Vice President*

Originally founded about 1930, Standard Knitting became a privately owned company in 1967. The Tundra label readily identifies the company's familiar and popular line of luxurious pure wool outerwear. In North America, the name Tundra is synonymous with quality, comfort and style in men's and ladies' knitwear. Standard Knitting oversees the entire process from the purchasing of the yarn to the final packaging and shipping of the garment.

Innovative ideas and dedication to quality have made the company an approved supplier to many government agencies. Standard Knitting was instrumental in developing, for the Canadian military, a fine knit in 100 per cent Superwash wool which is completely machine washable and dryable.

Standard Knitting's Tundra collection features fashion forward looks. Expect colour, unique yarns, and styling versatility.



STRIDER SPORTS INC.

17 Collingsbrook Boulevard
Agincourt, Ontario
Canada M1W 1L5

Tel: (416) 496-1521

Contact: *Rosemary McGovern, President*



The G2 MAX is a dynamic innovation in simulating and strengthening rotation movements in skiing, skating and running.

Strider Sports is a wholly Canadian-owned company devoted to distributing and marketing the fine line of strength-building equipment manufactured by its parent company, Gow Trainer.

Gow Trainer equipment is safe and easy to use for people of all ages. Advantages of Gow Trainer equipment include excellent simulation of throwing, hitting, rowing, skiing and running motions; isolation of specific movements; total body conditioning; and strengthening of rotational joints.

Strider Sports' clients include government departments, sports clinics, universities, high schools, and prominent athletes. Strong market growth is forecast for Strider's competitively priced products over the next five years.

SUN ICE LIMITED

121 - 10th Avenue Southeast
Calgary, Alberta
Canada T2G 0V8

Tel: (403) 261-4780

Contact: V. Rempel, Executive Vice President

Originally incorporated in 1976 as Sylvia's So Easy Pattern Co. Ltd., the company changed its name to Sun Ice Limited in 1978. Sun Ice designs, manufactures, markets and distributes a wide range of merchandise. The major products are ski and casual outerwear.

At present, the company has six lines of both insulated and non-insulated outerwear. Sun Ice was the official supplier of winter outerwear for the Calgary 1988 Olympic Winter Games and for Canada's National Alpine Ski Team. The firm also supplied technical high-altitude climbing garments to the 1982 Canadian Mount Everest Expedition and to the 1986 Canada Everest Lite Expedition.

Sun Ice produces and markets swimwear, and also licenses and markets an active sports- and leisure-wear line. The company has recently expanded into the U.S. where its products have met with great success.

Sun Ice's principal offices and manufacturing centre are located in Calgary, Alberta. Its products are distributed to specialty ski wear stores, sporting goods stores, fashion boutiques and department stores throughout Canada and the U.S. The products are marketed through approximately 600 retailers.



Here comes the sun . . . Sun Ice for fit, fashion and function.

SUN WHEELS LTD.

843 Cameron Street
P.O. Box 212
Hawkesbury, Ontario
Canada K6A 2B7

Tel: (613) 632-2749

Contact: John Blonsky, Vice President

Bicycle rims from Sun Wheels feature the world-class Mistral rim.



Incorporated in 1972, Sun Wheels has a plant in Hawkesbury, Ontario. The company manufactures bicycle wheels and rims as well as spokes and nipples for wheel-building in its own plant or for O.E.M. distribution. It is the sole export manufacturer of bicycle tubular rims in North America. The latest equipment ensures that the most modern technology is employed in the manufacturing process.

Sun Wheels is totally owned by Sun Metal Products, Inc. which is located in Warsaw, Indiana. Sun Metal acts as the agent for most of Sun Wheels' U.S. sales activity. In addition, Sun Wheels serves four other U.S. bicycle manufacturers directly from its Canadian plant. Sun Wheels exports exclusively to the U.S.

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SUPER SPORT MANUFACTURING LTD.

1346 Clark Drive
Vancouver, British Columbia
Canada V5L 3K8

Tel: (604) 253-4521

Contact: Adam Kwasnicki, President

Super Sport Manufacturing, established since 1968, is a Canadian manufacturer of high-quality outdoor recreational equipment. The company offers a broad selection of back packs, weatherproof clothing, sports bags, gaiters, safety vests and throw bags.

Years of direct contact with experienced outdoor enthusiasts have enabled Super Sport to test and develop many original products. The company has also retained the flexibility to design and manufacture volume items to customer specifications.



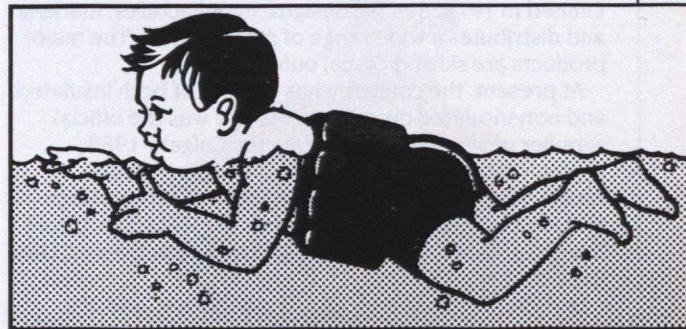
Super Sport's convertible pack for the sometimes-hiker, sometimes-traveller.

SWIM-EZE MANUFACTURING LTD.

339 - 10th Avenue Southeast
P.O. Box 207
Calgary, Alberta
Canada T2G 0W2

Tel: (403) 256-5629

Contact: Sue Chenier



The Swim-Eze stretchy girdle has eight polystyrene floats which can be inserted or removed, depending on the child's swimming ability.

Swim-Eze Manufacturing Ltd. makes flotation aids for children aged two to five. Swim-Eze was designed by a competitive swimmer turned mother. The stretchy girdle fits around the child's upper body. Eight polystyrene flotation pieces can be inserted or removed depending on the child's swimming ability.

Swim-Eze offers advantages which include adaptability, durability, comfort and efficiency. By placing the flotation device on the torso, the arms are free to practice natural swimming movements.

Marketing is directed primarily to sporting goods distributors and children's stores.

T.S.M. INDUSTRIES

Division of Guspro Inc.

280 Grand Avenue East
P.O. Box 970
Chatham, Ontario
Canada N7M 5L5

Tel: (519) 352-4550

Telex: 064-78521

Fax: (519) 352-7676

Contact: Murray Wilson, Director of Marketing

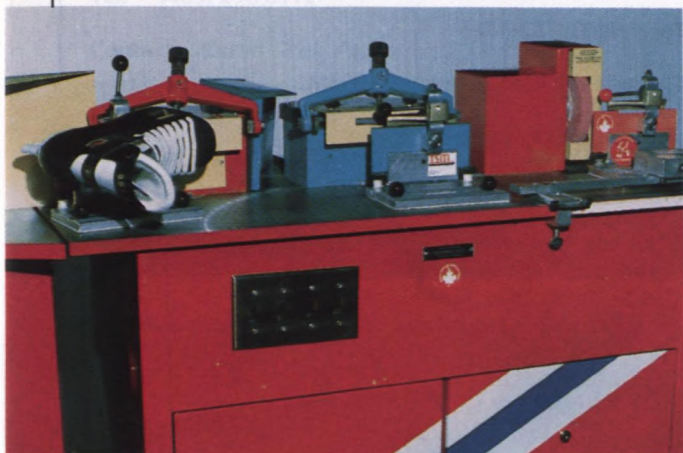
T.S.M. Industries was recently acquired by Guspro Inc., a company established in 1932 to manufacture equipment for the industrial and automotive marketplace. The T.S.M. division makes skate sharpeners and patented skate-blade contouring systems.

The T.S.M. contouring system allows the machine operator to shape blades to exact radii so that skaters can balance with the correct radius and lie.

Marketing is directed to recreational and professional skaters. Ninety per cent of export sales are to the U.S. where agents report to a sales office in Woburn, Massachusetts. A growth rate of 20 per cent per annum is

forecast for the U.S. market over the next five years. Major U.S. clients have included Team U.S.A., Ice Capades, and many National Hockey League teams. The company is planning to develop markets in Europe and Japan.

T.S.M.'s patented blade system allows the machine operator to accurately shape blades to exact radii.



TAGO COMPANY LTD.

1024 Nellis Street
P.O. Box 634
Woodstock, Ontario
Canada N4S 7Z5

Tel: (519) 539-8141
Fax: (519) 537-6481

Contact: Terry Green, President



Tago's hockey and athletic tapes come in a variety of colours and sizes and can be safely used on the skin, as well as on socks and sticks.

Tago Company was incorporated in 1972 and manufactures four major types of tape products, one of which is hockey and athletic tapes marketed under the brand name Tuff•Stik.

Tuff•Stik has been tested by hockey players of all ages and the overall response has been enthusiastic. The tape is manufactured in seven colours to match team uniforms.

Marketing of Tago's family of products is directed to hardware wholesalers, department stores, home centres and sporting goods stores. Currently exports to the United States account for 50 per cent of the company's total sales.

TEAM-MATES INTERNATIONAL

30 Milford Avenue
Toronto, Ontario
Canada M6M 2V8

Tel: (416) 249-2219

Contact: Leroy Cassanova, Sales Manager



Team-Mates' sportswear — brighter livelier colours for uniforms that stand out.

Team-Mates International manufactures and markets team uniforms for baseball, hockey, football, basketball, volleyball and many other sports.

Team-Mates' products are made using a sublimation (dye) process. Sublimation provides several advantages, the greatest of which is durability. Unlike most manufacturers who sew stripes on garments, Team-Mates sublimates (dyes) the stripes into the garment, thus eliminating the chance of seams ripping or being torn away. This is especially advantageous in rough contact sports such as hockey and football.

Sublimated garments are pre-shrunk and colourfast. The sublimation process also ensures brighter and livelier colours.

Team-Mates is a subsidiary of the Canadian and U.S. west coast commercial printing firms.

T

TEMABEX INC.

100 Réal Caouette Avenue
P.O. Box 668
Rouyn-Noranda, Quebec
Canada J4X 5C6

Tel: (819) 764-3254

Contact: René Brochu, General Manager



Abitibi fiberglass motor canoes.

Temabex Inc. has been manufacturing fiberglass products since 1980. The company makes fishing boats, canoes and motor canoes which are sold under the trade name Abitibi™ Water Coaches. The crafts are available in various models and colours, in lengths ranging from 3.6 m to 5.3 m (12 ft. to 17 ft.).

Abitibi™ Water Coaches are used for canoeing, fishing and hunting.

THOMPSON-PALLISTER BAIT CO. LTD.

5124 - 47 A Street
P.O. Box 940
Lacombe, Alberta
Canada T0C 1S0

Tel: (403) 782-3528

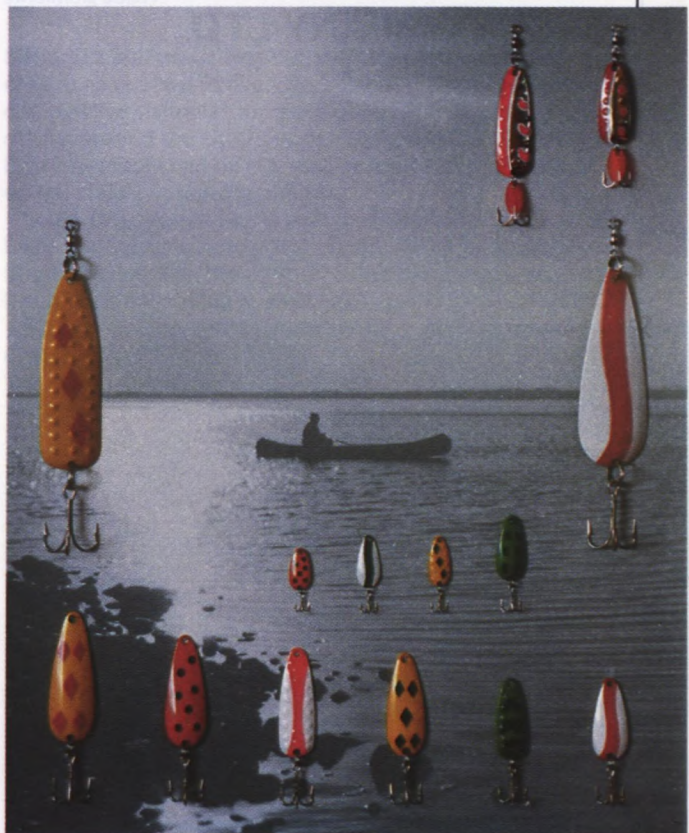
Contact: Richard Pallister, President

Thompson-Pallister Bait Co. is the sole manufacturer of the Len Thompson fishing lure. These spoon-type lures were developed in 1929 by Len Thompson, grandfather of the present owner.

The Len Thompson lure is one of the largest selling lures on the Canadian prairies and in the Arctic because of its ability to attract lakers, pike, trout, walleye and virtually all other freshwater fish native to those waters. It is now offered in 12 sizes and over 100 models.

Thompson-Pallister currently exports to the north-central United States and the potential for wider market expansion in the U.S. is excellent.

Thompson-Pallister lures are made in Canada by fishermen for fishermen.



TIP TOP TRAMPOLINES LIMITED

245 Forge Road Southeast
Calgary, Alberta
Canada T2H 0S9

Tel: (403) 258-0772

Contact: *Martin Giles, Partner*



Tip Top produces safe high-quality trampolines.

In operation since 1980, Tip Top manufactures high-quality trampolines. The emphasis at Tip Top Trampolines has always been on building the best and the safest trampolines available. Five popular sizes of rectangular and circular trampolines are among the products offered.

Tip Top supplies authorized dealers from its manufacturing plant in Calgary, Alberta. The company markets its products through a dealer network or directly through a retail showroom located at the plant.

Tip Top's growth has been steady due to solid business planning and careful scrutiny of changing market conditions. Future plans include widening the product base to include the manufacture of other related products and developing the U.S. export market.

TOMIC LURES LTD.

1175 Cook Street, Suite 327
Victoria, British Columbia
Canada V8I 4A1

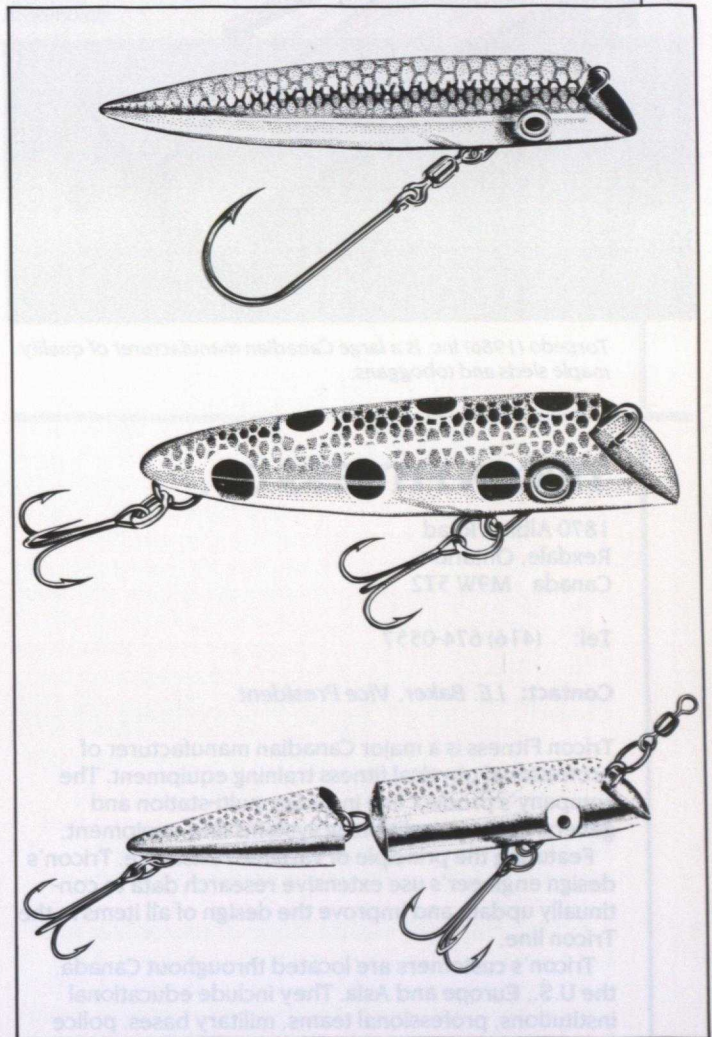
Tel: (604) 385-3342

Contact: *G. Linford*

Tomic Lures has served the Canadian and U.S. west coast commercial trolling fleets for the past 22 years and, more recently, sport fisheries. Available in over 500 colours, five sizes, and three designs, Tomic Plugs are a mainstay of the fleets. Their hollow-core construction of lightweight butyrate provides a durable floating plug that delivers excellent action under the high pressures of deep-water or surface fishing.

Tomic Plugs have proven effective on salmon, trout, walleye, bass, muskie and pike. As a result, markets bordering the Great Lakes as well as those located in the central and southern United States offer tremendous potential. The Finnish, Swedish, Norwegian, Australian and New Zealand markets also provide significant international opportunities for Tomic's products.

Export sales to the U.S. have been primarily to Washington, Oregon, California and Alaska. Linxwiler, Oakley & Ryan, located in Los Alamitos, California, is Tomic's western U.S. sales representative.



Tomic Plugs are a mainstay of the Canadian and U.S. west coast commercial trolling fleets.

T

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TORPEDO (1986) INC.

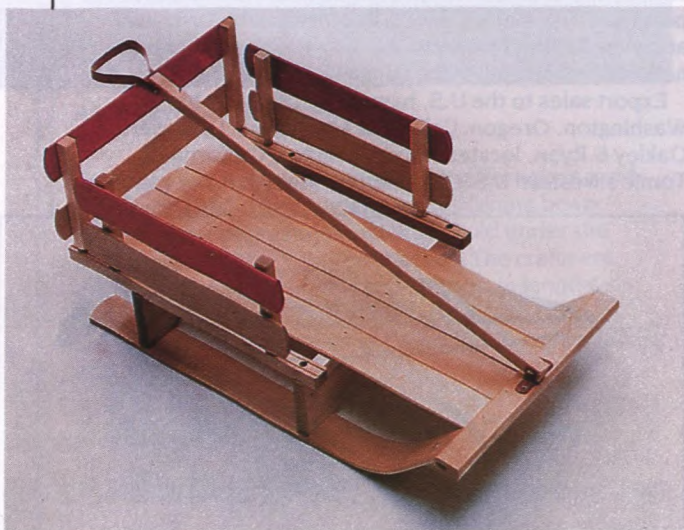
3677 Levis Street
Lac Megantic, Quebec
Canada G6B 2H7

Tel: (819) 583-5513
Telex: 05-836321
Fax: (819) 583-5361

Contact: Denis Roy, General Manager

The Torpedo name has been on toboggans for 40 years. Today, Torpedo (1986) Inc. makes maple sleds and toboggans ranging in length from 0.9 m to 2.4 m (3 ft. to 8 ft.).

Torpedo is one of the largest manufacturers of wooden sleds and toboggans in Canada. Its products are bought by major retailers and chain stores throughout Canada and the United States. The U.S. market is currently served through agents based in New York.



Torpedo (1986) Inc. is a large Canadian manufacturer of quality maple sleds and toboggans.

TRICON FITNESS CO.

1870 Albion Road
Rexdale, Ontario
Canada M9W 5T2

Tel: (416) 674-0557

Contact: J.E. Baker, Vice President

Tricon Fitness is a major Canadian manufacturer of professional physical fitness training equipment. The company's product line includes multi-station and general fitness conditioning systems and equipment.

Featuring the principle of variable resistance, Tricon's design engineer's use extensive research data to continually update and improve the design of all items in the Tricon line.

Tricon's customers are located throughout Canada, the U.S., Europe and Asia. They include educational institutions, professional teams, military bases, police and fire departments, government institutions, business and industry, recreation centres, sports arenas and medical institutions.



Tricon Fitness' multi-station physical fitness training equipment.

UNIVERSAL BICYCLES LTD.

787 Warden Avenue
Scarborough, Ontario
Canada MIL 4C2

Tel: (416) 751-5576
Telex: 06-963699
Fax: (416) 751-8541

Contact: Ian Marnoch, President



NOVA all-terrain bicycles feature state-of-the-art components and design.

Universal Bicycles is a wholly Canadian-owned company engaged in the manufacture and wholesale distribution of bicycles.

Universal's products range from Junior 41 cm and 51 cm (16 in. to 20 in.), Sidewalks and BMX styles through to both Junior and Adult touring, commuter,

racing and all-terrain designs. During the past two years, the company's marketing focus has been targeted to the dynamic growth of all-terrain bicycles. It now supplies a major part of the Canadian domestic market, from first-users' junior models to top-quality adult designs featuring state-of-the-art components.

The majority of Universal's products are sold under private brand names. Universal also distributes bicycles to independent dealers under its own registered names, Talisman and Nova. The company has been making bicycles in Canada since 1980 and is now one of Canada's largest-volume bicycle manufacturers.

VÉHICULES RAIDTRAC INC.

P.O. Box 223
Drummondville, Quebec
Canada J2B 6V7

Tel: (819) 477-0262

Contact: *M. Real, President*



Raidtrac's tractors have a galvanized steel body and laminated glass windshield.

Véhicules Raidtrac was established in 1980. The company makes every component of its tractors and all-terrain vehicles and is highly experienced in this type of manufacturing process.

Raidtrac's tractors, available with a 46 cm or 76 cm (18 in. or 30 in.) wide track, have many uses. One of their main sports uses is to lay down cross-country ski trails. The all-terrain vehicles are used by outdoors enthusiasts who venture off the beaten tracks to pursue their recreational activities.

Raidtrac's vehicles are economical, durable and efficient in all seasons.

VICEROY RUBBER & PLASTICS LIMITED

1655 Dupont Street
Toronto, Ontario
Canada M6P 3T1

Tel: (416) 762-1111
Telex: 065-22479
Fax: (416) 749-4440

Contact: *Richard Shepherd, Marketing Manager*

Viceroy has been in the rubber business since the turn of the century. The company manufactures a wide range of vinyl, rubber and plastic products for the sporting goods and recreational industry. Products include broomballs, hockey pucks, golf balls, and recreational sport balls.

Viceroy Rubber & Plastics Limited is one of Canada's largest manufacturers of hockey pucks and is the only Canadian manufacturer to produce a golf ball from powder form to finished product.

The company occupies approximately 23 225 m² (250 000 sq. ft.) in Toronto's industrial area and employs over 100 people. Viceroy also produces many products in addition to sporting goods and accessories.

Viceroy's vinyl dodgeballs, footballs and official vinyl broomballs.



V

VICTORIA PRECISION INC.

2901 Rouen Street
Montreal, Quebec
Canada H2K 1N9

Tel: (514) 524-1143
Telex: 05-829531

Contact: P. Stanimir, Executive Vice President

Victoria Precision was established in 1941. The head office and warehouse facility are located in Montreal, Quebec. The company manufactures tricycles, mini-bicycles, BMX and ATB bicycles, racers and wagons.

Victoria Precision's products are sold under the brand names Leader and Precision, as well as under private brand names for major customers. The company is represented throughout Canada and is planning to pursue an export market in the United States.



Five-speed, 38 cm (15 in.) boy's bicycle from Victoria Precision.

VICTORY CAP & AVON SPORTSWEAR LTD.

31 Penn Drive
Weston, Ontario
Canada M9L 2A6

Tel: (416) 743-8993
Telex: 065-27139
Fax: (416) 743-8647

Contact: Floyd Darin, International Marketing Manager

Incorporated in 1976, Victory Cap & Avon Sportswear manufactures jackets and head wear for team clubs, sport leagues, and various industries and corporations. Marketing is directed primarily to sporting goods retailers, schools, advertising specialty companies and corporations.

As fully integrated manufacturers of sportswear and head wear, the company controls every aspect of the operation to ensure the best quality at the lowest cost. Victory's art department can reproduce any logo, letter-head, drawing or company or club seal on crests to complement jackets.



Victory Cap & Avon Sportswear can reproduce any logo, letter-head, drawing or seal to complement jackets or caps.

U.S. export efforts were initiated in early 1987. Major U.S. clients include schools and several large corporations.

VICTORY SPORTS

115 Bridgeport Road East
Waterloo, Ontario
Canada N2J 2K3

Tel: (519) 745-1136

Contact: Lin Keung, President

Victory Sports was established in 1972 and now has 60 full-time employees. The company manufactures high-quality, medium-priced sweatwear for children, youth, men and women.

Victory Sports manufactures sweatwear of 400 g and 700 g (14 oz. and 20 oz.) polyester/cotton fleece, as well as 100 per cent cotton flannel. The company produces approximately 2 500 garments a day in its modern 2 320 m² (25 000 sq. ft.) manufacturing facility.

Twenty five per cent of Victory Sports' total sales are in exports to the United States.

VOYAGEUR CANOE CO. LTD.

3A King Street
Millbrook, Ontario
Canada L0A 1G0

Tel: (705) 932-1231

Contact: Glenn A. Fallis, President

Voyageur Canoe was formed in 1969. The company produces quality hand-constructed canoes designed to meet the requirements of paddlers, adventurers and outdoor recreationalists.

Voyageur combines the use of modern synthetic materials with century-old canoe-making techniques. Key among these is the practical idea of cross-rib hull reinforcing.

Although some of the design innovations introduced by Voyageur have been copied widely, no-one has been able to duplicate the company's production method.

Experience the pleasure of a Voyageur canoe.



WACTOL ENTERPRISES LTD.

275 Slater Street, Suite 500
Ottawa, Ontario
Canada K1P 5H9

Tel: (613) 563-1630
Telex: 05-34258
Fax: (613) 233-2581

Contact: E.A. Williams, President

Wactol Enterprises was incorporated in 1977. As an international trading house, the company supplies goods and services to offshore countries and also participates in joint ventures with foreign companies.

Wactol Enterprises identifies and establishes overseas markets for North American manufactured goods and services with the major emphasis on the sale of Canadian products. In sporting goods, Wactol deals in several types of bicycles; tennis, badminton, and squash equipment, including rackets and racket presses; and tents and accessories.

WARDELL AQUA COMFORT LTD.

4467 Juneau Street
Burnaby, British Columbia
Canada V5C 4C4

Tel: (604) 294-8260
Fax: (604) 294-4470

Contact: Greg Kocher, President



Incorporated in 1979, Wardell Aqua Comfort manufactures products for thermal protection in and around the water. Wardell is the only Canadian manufacturer of the lightweight dry-suit system. Products are either constructed of neoprene foam rubber with a nylon coating or of 420 denier nylon coated with polyurethane.

This unique dry-suit system is a one-piece suit which is sealed at the neck and wrists and which allows entry through a special gas/watertight zipper. The suit comes in a wide variety of colours and is light, rugged and easy to use, maintain and repair.

Wardell's marketing efforts have been targetted primarily to the recreational and commercial diving industries. Additional marketing efforts have focused on the windsurfing/waterskiing industries, survival suit applications and the military.

Wardell expects export sales to equal domestic sales within three years. Products are distributed through major dealers in Canada and the U.S. and to the Canadian military.

W

W

WATERFORD SPORTS Division of Canarinda Manufacturing Ltd.

P.O. Box 190
Waterford, Ontario
Canada NOE 1Y0

Tel: (519) 443-8627

Contact: *L. Sisnett, Vice President,
Sales and Marketing*

Incorporated in 1982, Waterford Sports manufactures golf clubs and components for sale to retailers, other manufacturers, and wholesalers. Sales and marketing efforts are directed to the new golfer who is looking for low-priced high-quality clubs. Forged and die-cast irons are sold with laminated or cycolac woods. Since most of the components are made in the company's own manufacturing facility, there is a high degree of quality control over the finished products.

Waterford's golf clubs are currently exported to several sporting goods chains in the northeastern United States. The company is also interested in developing overseas markets.

WEIDER SPORTS EQUIPMENT COMPANY LTD.

2875 Bates Road
Montreal, Quebec
Canada H3S 1B7

Tel: (514) 731-3783
Telex: 05-827669
Fax: (514) 731-7082

Contact: *Eugene Theriault, Vice President,
International Marketing*



The Fit-Mate series by Weider.

Weider Sports Equipment Company produces a wide range of physical exercise equipment and food supplements. As pioneers in the field of nutrition and physical fitness research, Weider has earned a reputation for leadership and innovation throughout the world.

Its fitness equipment and food supplements form a powerful combination in providing the tools for people in all walks of life to work towards obtaining the maximum enjoyment and health from their bodies. Weider believes that total physical fitness can be best achieved by good health habits, adequate nutrition, and planned systematic physical exercise.

Currently the company's products are distributed by appointed agents throughout the world.

WELFLITE INDUSTRIES LTD.

824 Deslauriers Street
St. Laurent, Quebec
Canada H4N 1X1

Tel: (514) 337-9600

Contact: *T. Mambro, Sales Manager*

In 1974 Welflite Industries designed, patented and manufactured the Connaisseur™ series of half-metal woods. This unique design revolutionized golf club construction. It maximizes the benefits of proper weight distribution, and controls the loft, lie, bulge and roll more precisely. Consistency, durability and stability are also greatly improved.

Welflite Industries' stainless steel metal woods.



Welflite Industries produces a third generation of metal woods with heads made from quality stainless steel with high resistance to deterioration. These new metal woods offer greater durability, a larger sweet spot, and a one-year guarantee. Welflite also manufactures custom-made clubs and assembles other quality models of woods, irons and putters. Welflite also offers a full line of golf accessories.

WESTAR HOCKEY STICKS

924 - 17th Avenue Southwest
Calgary, Alberta
Canada T2T 0A2

Tel: (403) 244-0506

Contact: John Mckee, Marketing Manager

Westar has manufactured a complete line of hockey sticks since its incorporation in 1974. The sticks are used by many people with different levels of hockey skill, ranging from small children to National Hockey League (NHL) players.

Westar also manufactures ringette sticks and miniature souvenir hockey and goalie sticks. Westar holds an NHL licence to produce miniature sticks for all 21 NHL hockey teams. These miniature sticks are sold throughout North America.

Westar Hockey Sticks now exports primarily to the United States and is also interested in pursuing international markets.

WESTBEACH SURF COMPANY LTD.

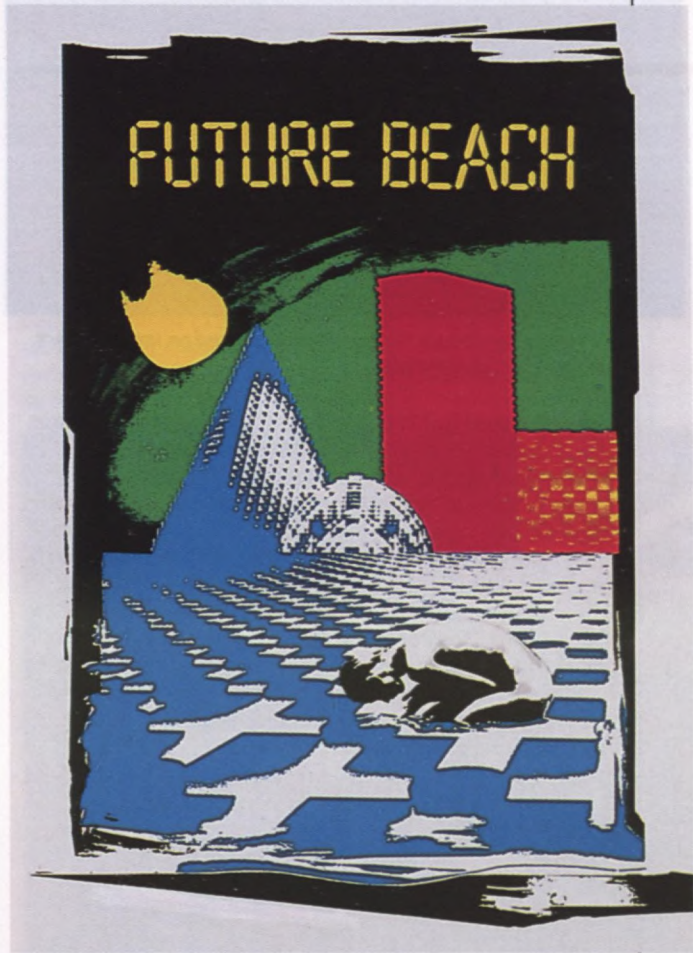
1766 - 4th Avenue West
Vancouver, British Columbia
Canada V6J 1M1

Tel: (604) 731-4677

Telex: 04-507848

Fax: (604) 731-5748

Contact: Richard Mellen, Export Manager, International Division



Westbeach prints and designs lead the way in both colour and humour.

The Westbeach Surf Company was founded in 1980 when Chip Wilson, an ex-California surfer, began making reversible surf shorts. From its small beginning in Calgary, Alberta, the company has grown into a major manufacturing and distributing organization. In addition, Westbeach owns retail stores across Canada which thoroughly market-test all products before selling them. The company exports to Europe and the U.S.

While the accent is on comfort and warmth, Westbeach™ clothing is also fun to wear. The entire collection is made of 100 per cent cotton. About half of the line is reversible. Sold in assorted prints and silk-screen designs, the company's look is constantly being updated so that almost no two items are alike. In a market which depends on originality, Westbeach Surf is a leader in both colour and humour.

W

WESTERN CANOEING INC.

2142 West Riverside Road
P.O. Box 115
Abbotsford, British Columbia
Canada V2S 4N8

Tel: (604) 853-9320

Contact: Mary Bayes, Sales Manager



Western Canoeing's Encounter being tested on the Chilliwack River in British Columbia.

Incorporated in 1976, Western Canoeing manufactures the Clipper line of over 30 different kinds of canoes.

Designs include family and solo recreation canoes, white water canoes, competition cruisers, and professional boats of up to 8 m (26 ft.). The canoes are made from a fiberglass composite or from Kevlar, a high-tech material which is lighter and stronger than fiberglass.

Export sales to the U.S. are growing rapidly on the West Coast. The company is currently expanding into market areas in the mid-west and eastern United States.

Western Canoeing Inc. sells directly to retailers and delivers its products to the retailer's store, reducing freight damage and costs.

WESTERN FIBRES LIMITED

8399 Ontario Street
Vancouver, British Columbia
Canada V5X 3E8

Tel: (604) 321-1285

Contact: Paul Byfield, Vice President

Western Fibres Limited has been a leading fibre processor since 1953. The company was involved in the technology of producing polyester stable fibre from its beginning in the 1950s. Through innovation, technical development and research, the firm gained the expertise to supply the rapidly growing comforter, sleeping bag and garment industries. As the company diversified through the 1960s and 1970s, it formed the Nisus division to concentrate on the sleeping bag and active sportswear product lines.

The active sportswear line is ideal for jogging, tennis, racquetball, handball, golf, skiing, team sports and casual wear. All garments feature good style, quality and fit. The Nisus polyester sleeping bag line is very extensive ranging from disposable industrial bags to premium quality bags designed for camping and Arctic use.



Nisus track suits by Western Fibres for sports and leisure wear.

WESTERN MACHINE WORKS (1980) LTD.

600 Mission Street
Winnipeg, Manitoba
Canada R2J 0A2

Tel: (204) 235-0904

Contact: *Helmut Kroeker*

Western Machine's latest design for bicep isolation.



Incorporated in 1980, Western Machine Works manufactures a variety of exercise machines for institutional and commercial markets under the brand name Pulse Fitness Systems. Advantages of Pulse Fitness Systems include ergonomically correct design, maintenance-free construction, user comfort and attractive appearance. The equipment is manufactured on a custom-order basis, insuring highest quality and performance value for each order.

To date the primary market has been gyms and health clubs. Export sales have been limited to agents, and to U.S. health clubs which have Canadian head offices. In the future, Pulse Fitness Systems will be marketed with an increased focus on export sales to maintain a 50 per cent annual growth rate. With over 100 different exercise products, Western Machine Works is ready to meet the requirements of any health or fitness facility.

WESTFIELD'S SOFTWARE LTD.

810 West Broadway Street, Dept. 234
Vancouver, British Columbia
Canada V5Z 4C9

Tel: (604) 736-7926
Telex: 04-352848

Contact: *Raymond Myrtle, President*

Westfield's Software is a Vancouver-based company specializing in the design, manufacture, distribution and sale of volleyball equipment and accessories.

The Westnet is a new design (patent pending) of volleyball system with built-in referee's stand, rugged net design and many other features including moulded padding for maximum safety. The system is easy to install and can be set up in two minutes. It includes net heights for many age groups. The Westnet system is ideal for all types of uses, from elementary school physical education classes to international matches.

Westfield's markets a complete line of volleyball apparel which is worn by many of the best teams in Canada and the U.S. In addition, the company offers a range of volleyballs, knee pads, and volleyball films including "Olympic Volleyball" which was the official technical film of the 1984 Olympics.



Westfield's Westnet volleyball system provides an economical high-quality volleyball net and posts.

W

W

WHITEWATER WEST INDUSTRIES LTD.

202 - 8360 Bridgeport Road
Richmond, British Columbia
Canada V6X 3C7

Tel: (604) 273-1068
Telex: 04-357616
Fax: (604) 273-4518

Contact: D.J. Heke, Vice President, Marketing

Whitewater West, the high-performance specialists.



Whitewater West Industries was formed in 1980 to develop and operate water theme parks. That same year, one of the company's founders acted as the mechanical consultant for the first water park in Canada. Also in 1980, Whitewater purchased land in Penticton, British Columbia, and constructed a \$1.2 million water park together with a 144-site campground and a 100-site mobile home park.

In 1982, Whitewater designed and supplied products to developments in both Canada and the U.S. The following year the company received numerous inquiries from all over North America and overseas. The company has since exported sets of its moulds to South Africa, Spain and the United Kingdom.

Whitewater is dedicated to safety in the design and construction of its products. To ensure that its products are correctly installed, the company began to offer construction services in 1984.

Whitewater has recently added wave-making systems, which it manufactures, to its product line. These systems are installed in swimming pools where they simulate rolling waves moving into shallow breakers.

WIGGLE DEVIL CO. LTD.

6 Bachman Bay
Winnipeg, Manitoba
Canada R2P 1M6

Tel: (204) 633-3129

Contact: Jean Poetker, President

Wiggle Devil Co. is the manufacturer of the famous Platt lures. Platt lures were first manufactured as a small cottage industry in 1949. In 1984 the company was sold and operations continued under the name of Wiggle Devil Co. Ltd. The Platt name reflects the finest quality spoons, jigs and spinners.

All spoons are made from polished brass and receive three to four coats of lacquer. They are then dipped in a protective urethane coating. Only the highest quality hooks are used.

Platt jigs come in a choice of shapes and weights. They are hand painted and hand tied with either Bucktail or Marabou. The spinners have a weighted head which casts like a bullet, while the shiny fluttering spinner blade imitates a minnow.

Wiggle Devil Co. currently exports to the U.S.



Platt Walleye Spinners are a deadly combination of built-in weight and shiny spinner.

WILLIAMS GOLD REFINING CO. OF CANADA LTD.

30 Courtwright Street
P.O. Box 220
Fort Erie, Ontario
Canada L2A 5M9

Tel: (416) 871-2880
Telex: 061-5487
Fax: (416) 871-6371

Contact: J. Visser

Williams Gold Refining is a subsidiary of the U.S. company, Williams Precious Metals Inc. For 55 years, Williams has manufactured its patented lures using 24-carat gold or pure silver plating to enhance the visibility of the lures in any water condition.

Williams offers fishermen over 200 different lures in varied sizes, shapes, colours and finishes, providing many choices for all freshwater and some saltwater varieties of game fish.

Export sales to the northern U.S. represents 10 per cent of total sales. Marketing is directed to regional distributors. Growth in U.S. sales is expected to increase significantly over the next five years.



With Williams experience and reputation on the line, you can fish with the best.

WILLOW CREEK SADDLE & LEATHER LTD.

P.O. Box 654
Nanton, Alberta
Canada T0L 1R0

Tel: (403) 646-2727

Contact: R. Wallace



Willow Creek's low ivory saddle.

Willow Creek Saddle & Leather is a manufacturer of western riding equipment. The company was incorporated in 1978. Currently, Willow Creek supplies Canadian western retail stores and is planning to develop other markets where western-style riding is popular.

Willow Creek's leather products are made to exacting quality standards. All saddles are covered by a five-year warranty on the tree and a one-year warranty on workmanship. The product line includes western saddles, breast collars, reins, headstalls, saddle bags, gun scabbards, skid boots, martingales, tie downs and a wide range of other western riding gear.

W

W

WIND RIDERS INC.

96 Steelcase Road West
Markham, Ontario
Canada L3R 3J9

Tel: (416) 470-1030

Contact: Terrance Browne, Vice President, Marketing

Incorporated in 1987, Wind Riders manufactures hovercrafts for the recreational market and for rescue and emergency use. Using a single-engine single-fan application to provide both lift and propulsion, Wind Riders is able to produce lightweight and economical crafts for use over all surfaces: land, snow, ice and water.

The development of export markets, especially in the U.S., is extremely important to the success of this company. A national marketing consortium is now being formed in the U.S., with pilot markets underway. A growth rate of 100 per cent per annum is expected over the next three years.



Wind Riders' Starship TX500 hovercraft.

WOODS CANADA LIMITED

401 Logan Avenue
Toronto, Ontario
Canada M4M 2P2

Tel: (416) 465-2403

Telex: 06-218813

Fax: (416) 465-2310

Contact: Steve Allen, Export Marketing Representative



The Woods 5 Star sleeping bag is rated for -40°C (-40°F).

Since 1885, Woods has been a leading Canadian manufacturer of sleeping bags, tents, packsacks, winter jackets and parkas, and pants for industrial and consumer use.

Products are sold through large national retailers as well as regional chains and independent sporting goods and clothing stores. Woods Canada offers an extensive line of sleeping bags for general family camping use, cycling, hiking, industrial use, and sub-arctic and arctic conditions.

Winter jackets and parkas are both stylish and functional. For the industrial user, Woods offers practicality and durability suited to the rigours of work use. Packsacks come in either large or small sizes to meet the user's needs.

Woods has expanded its export sales, placing special emphasis on the U.S. market. An agent network forms the foundation for efforts in the United States.

YORK BARBELL CO. LTD.

1450 South Service Road West
Oakville, Ontario
Canada L6L 5T7

Tel: (416) 827-6362
Fax: (416) 827-9593

Contact: W. Irvine, President

York Barbell Co., which commenced operations in 1965, is a leading Canadian manufacturer and designer of competitively priced vinyl and cast-iron barbells and dumbbells, weight-training exercise benches, multi-gyms and rowing machines. The company produces a wide range of products suitable for athletes from beginner to professional levels.

York Barbell is one of the longest-established companies of its type. Its emphasis on quality materials, quality design, and competitively priced safe durable products has ensured York Barbell's reputation for quality construction and finish.

York Barbell is an international company with manufacturing and distribution bases in Canada, Australia and England. The company also exports to Scandinavia, Europe and the Far East.



The York 2001 Home Gym with Pec Mate attachment.

Cuddy Bike Inc.
Creations Endurance
Cordia Bicycle Corporation
General Sportcycle Corp.
Guth Co. Ltd.
Procycle Group Inc.
Taber Toys Mfg. Co.
Universal Bicycles Ltd.

PRODUCT CROSS LISTING

Y

ACTIVE WEAR/FUNCTIONAL CLOTHING

Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.
Active Sportswear Ltd.

AEROBIC WEAR

Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.
Aerobic Wear Ltd.

ALL TERRAIN VEHICLES

All Terrain Vehicles Ltd.
All Terrain Vehicles Ltd.
All Terrain Vehicles Ltd.
All Terrain Vehicles Ltd.
All Terrain Vehicles Ltd.
All Terrain Vehicles Ltd.
All Terrain Vehicles Ltd.
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ARCHERY

Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.
Archery Ltd.

BACKPACKING/MOUNTAINBIKE ACCESSORIES

Backpacking Accessories Ltd.
Backpacking Accessories Ltd.
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BICYCLES

Bicycles Ltd.
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Bicycles Ltd.
Bicycles Ltd.
Bicycles Ltd.
Bicycles Ltd.
Bicycles Ltd.

PRODUCT CROSS LISTING

ACTIVE WEAR/ATHLETIC CLOTHING

Adara Sportswear Ltd.
Agence Quebec Plus
Banfield Designs Ltd.
Bonwitt Manufacturing Limited
Cooper Canada Ltd.
Créations Endurance
Far West Industries Inc.
Gardin Bicycle Corporation
Hiverna Inc.
Jardi Sportswear of Canada
KANUK, Equipements de Pleine Nature Inc.
Kluane Mountaineering Ltd.
Nova Scotia Textiles Limited
Pace Setter Swim & Gym Wear
Pimlico Holdings Ltd.
Raber Togs Mfg. Co.
Rice Sportswear Ltd.
Sprung Sportswear Ltd.
Standard Knitting Ltd.
Sun Ice Limited
Super Sport Manufacturing Ltd.
Team-Mates International
Victory Sports
Weider Sports Equipment Company Ltd.
Westbeach Surf Company Ltd.
Western Fibres Limited
Westfield's Software Ltd.

AEROBIC WEAR

Adara Sportswear Ltd.
Créations Endurance
Pirouette Apparel

ALL TERRAIN VEHICLES

Les Créations Morin Inc.
Ontario Drive and Gear Limited
Quimpex Ltée
Securi-Snow Equipment Inc.
Véhicules Raidtrac Inc.

ARCHERY

Excalibur Crossbow Inc.
International Cordage Systems Ltd.
North Country Archery Inc.

BACKPACKING, MOUNTAINEERING AND HIKING

Automne '80 Inc.
Genfoot Inc.
Gill Ltd.
H.H. Brown Shoe Co. (Canada) Ltd.
KANUK, Equipements de Pleine Nature Inc.
Kaufman Footwear Inc.
Kluane Mountaineering Ltd.
L.P. Royer Inc. (Division of Chaussures de Sport)
Reliance Products Ltd.
Super Sport Manufacturing Ltd.
Western Fibres Limited
Woods Canada Limited

BALLS FOR SPORTS AND GAMES

Agence Quebec Plus
Apple Athletic Products Inc.
H.D. Brown Enterprises Ltd.
Le Balai Laviolette Enr.
Les Entreprises Denys Gardner Ltée
National Pro Industries Inc.
Preston Manufacturing Ltd.
Viceroy Rubber & Plastics Limited
Westfield's Software Ltd.

BASEBALL AND SOFTBALL

Bonwitt Manufacturing Limited
Catch "n" Carry International
Cooper Canada Ltd.
Covermaster Inc.
Daignault-Rolland Cie Ltée
H.D. Brown Enterprises Ltd.
Itech Sport Products Inc.
Raber Togs Mfg. Co.
Team-Mates International
Westfield's Software Ltd.

BASKETBALL EQUIPMENT

Cooper Canada Ltd.
Davtec Sports Equipment Inc.
Kodiak Industries Ltd.
Laurentian Gymnastic Industries Ltd.
Preston Manufacturing Ltd.
Team-Mates International
Viceroy Rubber & Plastics Limited
Westfield's Software Ltd.

BILLIARDS

National Billiards & Shuffleboard

BOARDSAILING

Brooks Wetsuits Ltd.
L.P.A. Plastics Ltd.
Wardell Aqua Comfort Ltd.

BOATS AND CANOES

Alex. Milne Associates Ltd.
Bateaux St. Maurice Boats
Bow Plastics Ltd.
Brooks Wetsuits Ltd.
Fibre de Verre Radisson Ltée
Foremost Sailcraft Limited
Grey Owl Paddle Company
Industries Prince Inc.
L.P.A. Plastics Ltd.
Laser International
Pelican International Inc.
Plastitech Products
Temabex Inc.
Voyageur Canoe Co. Ltd.
Western Canoeing Inc.
Wind Riders Inc.

BOWLING

H.D. Brown Enterprises Ltd.

BOXING

Super Sport Manufacturing Ltd.

BROOMBALL

Cooper Canada Ltd.
Daignault-Rolland Cie Ltée
Le Balai Laviolette Enr.
Les Entreprises Denys Gardner Ltée
National Pro Industries Inc.
Viceroy Rubber & Plastics Limited

CAMPING

Automne '80 Inc.
Draft Enterprises Ltd.
Gill Ltd.
KANUK, Equipements de Pleine Nature Inc.
Kluane Mountaineering Ltd.
Manta Industries Ltd.
National Pro Industries Inc.
Reliance Products Ltd.
Ridgeline Products Inc.
Super Sport Manufacturing Ltd.
Wactol Enterprises Ltd.
Western Fibres Limited
Woods Canada Limited

CARRIERS — ROOF TOP AND RACKS

Algonquin Industries International Inc.
Production Sysper Inc.

COACH, REFEREE AND UMPIRE SUPPLIES

Berio Industries Inc.
Greg Best Sports Video Inc.
Itech Sport Products Inc.
S/T Marketing
Stack Enterprises Ltd.

CRESTS, LETTERING, EMBLEMS AND EMBROIDERY SUPPLIES

Crest Art Manufacturers Ltd.
Grant Emblems Limited
Lancer Graphic Systems

CURLING

Arenaquip (Division of Erectoweld)
Asham Enterprises Ltd.
Furgale Industries Ltd.
Ice King
Le Balai Laviolette Enr.
Midwestern Marketing Canada Ltd.
Raber Togs Mfg. Co.

CYCLING

Adara Sportswear Ltd.
Atelier d'Usinage Estampro Inc.
Buddy Bike Inc.
Créations Endurance
Gardin Bicycle Corporation
General Sportcycle Corp.
Guvin Co. Ltd.
Procycle Group Inc.
Raber Togs Mfg. Co.
Universal Bicycles Ltd.

Victoria Precision Inc.
Wactol Enterprises Ltd.

CYCLING — PARTS AND ACCESSORIES

Atelier d'Usinage Estampro Inc.
Bow Plastics Ltd.
Exersport Inc.
Gardin Bicycle Corporation
Guvin Co. Ltd.
La Compagnie Resentel Ltée
Pathmate Carriers Inc.
Sun Wheels Ltd.

EQUESTRIAN EQUIPMENT

Collins Whip 'n Tack
Glover Equine Products Ltd.
Riverside Brass & Aluminum Foundry Ltd.
Super Sport Manufacturing Ltd.
Western Fibres Limited
Willow Creek Saddle & Leather Ltd.

FISHING

A.L. Enterprises Int'l
Balo Industries
Buzz-Bomb Lure Corp.
Gibbs/Nortac Industries Ltd.
Jigs Up Lure Corporation
Kaufman Footwear Inc.
Lindquist Bros. Bait Co. Ltd.
Lucky Strike Bait Works Ltd.
Ontario Aquafoods Ltd.
P.M. Sports Development Ltd.
Peetz Manufacturing Ltd.
Rona-B Lead Shot Industries Ltd.
Sanford Enterprises (KapusKasing) Ltd.
Schindler Mfg. Inc.
Super Sport Manufacturing Ltd.
Thompson-Pallister Bait Co. Ltd.
Tomic Lures Ltd.
Wiggle Devil Co. Ltd.
Williams Gold Refining Co. of Canada Ltd.

FOOD SUPPLEMENTS/FREEZER DRY FOODS

Weider Sports Equipment Company Ltd.

FOOTBALL

A. Lambert International Inc.
Itech Sport Products Inc.
Preston Manufacturing Ltd.
Team-Mates International
Viceroy Rubber & Plastics Limited
Westfield's Software Ltd.

FOOTWEAR — OUTDOOR

A. Lambert International Inc.
A.R. Clarke & Co. Limited
Chaussures Blondo Inc.
Chaussures M.G. Shoes (Division of Taurus Footwear Inc.)
Genfoot Inc.
Greb Footwear
H.H. Brown Shoe Co. (Canada) Ltd.
Kaufman Footwear Inc.
L.P. Royer Inc. (Division of Chaussures de Sport)

FOOTWEAR — SPORTS

A. Lambert International Inc.
Asham Enterprises Ltd.
Bauer (Division of Canstar Sports Group Inc.)
Cooper Canada Ltd.
Dominion Skate Co. Ltd.
L.P. Royer Inc. (Division of Chaussures de Sport)
Les Entreprises Denys Gardner Ltée
Micron/Lange (Division of Canstar Sports Group Inc.)
Midwestern Marketing Canada Ltd.
Patins Laberge Inc.
Rose Custom Boot Limited
S.K. Sport Shoes Limited
Sport Maska Inc.

GLOVES — SPORTS

Asham Enterprises Ltd.
Automne '80 Inc.
Cooper Canada Ltd.
Daignault-Rolland Cie Ltée
John Brown Custom Sporting Equipment Ltd.
Le Balai Laviolette Enr.
Les Entreprises Michel Ferland Inc.
Paris Glove of Canada Ltd.
Sport Maska Inc.

GOGGLES — SPORTS

Sharp Plastics Mfg. Ltd.
Wardell Aqua Comfort Ltd.

GO KART KITS

Almetal Extendible Co. Ltd.

GOLF

Atelier d'Usinage Estampro Inc.
Cooper Canada Ltd.
Five Seasons Comfort Limited
Hillerich and Bradsby of Canada Ltd.
Hole In One Inc.
Hovey Industries Ltd.
Joytec Marketing Corporation
L.P. Royer Inc. (Division of Chaussures de Sport)
Pro Tee Golf Inc.
Profecta Product Marketing
Raber Togs Mfg. Co.
Riverside Brass & Aluminum Foundry Ltd.
St. Lawrence Manufacturing Canada Inc.
Viceroy Rubber & Plastics Limited
Waterford Sports (Division of Canarinda Manufacturing Ltd.)
Welfite Industries Ltd.
Westfield's Software Ltd.

GYMNASIUM/EXERCISE/FITNESS EQUIPMENT

Actionfit International
Apple Athletic Products Inc.
Arenaqueip (Division of Erectoweld)
Atelier d'Usinage Estampro Inc.
Biosig Instruments Inc.
Canadian Sports Academy
Childspace Manufacturing Ltd.
Covermaster Inc.
Durward Industries Ltd.
Exersport Inc.
Healthletics Inc.
Hicom International Inc.
Howell Manufacturing Ltd. (Division of Wayne Howell Supplies Limited)

Hydra-Fitness Equipment Ltd.
International Cordage Systems Ltd.
KANUK, Equipements de Pleine Nature Inc.
Kodiak Industries Ltd.
Laurentian Gymnastic Industries Ltd.
Les Portes St. Georges Enr.
Polaris Ironco Canada Ltd.
Procycle Group Inc.
Rampart Partitions Inc.
Sheridan Gymnasium Equipment Ltd.
Spectrum Sports Inc.
St. Lawrence Manufacturing Canada Inc.
Stack Enterprises Ltd.
Strider Sports Inc.
Super Sport Manufacturing Ltd.
Tip Top Trampolines Limited
Tricon Fitness Co.
Weider Sports Equipment Company Ltd.
Western Machine Works (1980) Ltd.
Westfield's Software Ltd.
York Barbell Co. Ltd.

HEADWEAR

Automne '80 Inc.
Fron Enterprises Limited
Hanson-Mohawk Inc.
Paris Glove of Canada Ltd.
Sprung Sportswear Ltd.
Standard Knitting Ltd.
Victory Cap & Avon Sportswear Ltd.

HEAT SEAL AND TRANSFER MACHINES

Lancer Graphic Systems

HOCKEY — ICE

Arenaqueip (Division of Erectoweld)
Bauer (Division of Canstar Sports Group Inc.)
Boni Goalie Trainers Inc.
Cooper Canada Ltd.
Daignault-Rolland Cie Ltée
Davtec Sports Equipment Inc.
F.E. Woodward & Sons Ltd.
Fleming Gray Limited
Greg Best Sports Video Inc.
H.D. Brown Enterprises Ltd.
Health Saver Products (Division of Hear Saver Limited)
Hillerich and Bradsby of Canada Ltd.
International Cordage Systems Ltd.
Itech Sport Products Inc.
John Brown Custom Sporting Equipment Ltd.
Kim Crouch Collar Ltd.
Kodiak Industries Ltd.
La Compagnie Resentel Ltée
Les Entreprises Denys Gardner Ltée
Les Entreprises Michel Ferland Inc.
M.A. Henry Ltd.
Micron/Lange (Division of Canstar Sports Group Inc.)
National Pro Industries Inc.
P.F.M. Pro-Fit Marketing Inc.
Raber Togs Mfg. Co.
Renfrew Tape Ltd.
Riverside Brass & Aluminum Foundry Ltd.
S.K. Sport Shoes Limited
S/T Marketing
Sherwood Drolet Corp. Ltd.
Sport Maska Inc.
Sports Keybec International Ltd.
Sportstape Athletic Products Inc.
Super Sport Manufacturing Ltd.

Tago Company Ltd.
Team-Mates International
Viceroy Rubber & Plastics Limited
Westar Hockey Sticks

HUNTING AND SHOOTING

A.L. Enterprises Int'l
Dickey Mail Order Marketing Limited
Draft Enterprises Ltd.
Glover Equine Products Ltd.
Golden Bay Sportswear Ltd.
Grohmann Knives Limited
IVI Inc.
Les Créations Morin Inc.
Levy's Leathers Limited
Midwestern Marketing Canada Ltd.
Rona-B Lead Shot Industries Ltd.
Super Sport Manufacturing Ltd.
Willow Creek Saddle & Leather Ltd.

ICE EQUIPMENT AND MACHINERY

Arenaquip (Division of Erectoweld)
CIMCO (Division of Toromont Industries Ltd.)
Frank J. Zamboni & Co., Ltd.
Frigo-Tec Inc.
Ice King
Resurface Ltd.

INSTALLATIONS — SPORTS AND RECREATION

Advantage Sport Surfaces & Equipment Ltd.
Arenaquip (Division of Erectoweld)
Canadian Sports Academy
CIMCO (Division of Toromont Industries Ltd.)
Covermaster Inc.
CRS Corporation
Frigo-Tec Inc.
Hilan Creative Playstructures (Division of Hilan Corporation)
Interprovincial Traffic Services Ltd.
Kodiak Industries Ltd.
Lockerack Inc.
National Pro Industries Inc.
Rampart Partitions Inc.
Sheridan Gymnasium Equipment Limited

LACROSSE

Cooper Canada Ltd.
National Pro Industries Inc.
Viceroy Rubber & Plastics Limited

LIFE SAVING VESTS AND PERSONAL FLOTATION DEVICES

Les Vêtements Imperméables R.B.
Swim-Eze Manufacturing Ltd.

MARINE EQUIPMENT

Alex. Milne Associates Ltd.
Box Plastics Ltd.
Laser International
L.P.A. Plastics Ltd.

NETS — SPORTS

Arenaquip (Division of Erectoweld)
Catch "n" Carry International

International Cordage Systems Ltd.
Westfield's Software Ltd.

OUTERWEAR

Automne '80 Inc.
Banfield Designs Ltd.
David Grains Enterprises Inc.
Far West Industries Inc.
Fron Enterprises Limited
Gemini Fashions of Canada Ltd.
Golden Bay Sportswear Ltd.
Jardi Sportswear of Canada
Jones Leisure Products Ltd.
KANUK, Equipements de Pleine Nature Inc.
Kluane Mountaineering Ltd.
Longhouse Fashions Inc.
Raber Togs Mfg. Co.
Richlu Sportswear
Sprung Sportswear Ltd.
Standard Knitting Ltd.
Sun Ice Limited
Super Sport Manufacturing Ltd.
Victory Cap & Avon Sportswear Ltd.
Woods Canada Limited

PLAYGROUND EQUIPMENT

Blue Imp Playground Equipment Company of Canada
(Division of S.F. Scott Manufacturing Company)
Children's Playgrounds Inc.
Childspace Manufacturing Ltd.
Hilan Creative Playstructures (Division of Hilan Corp.)
Howell Manufacturing Ltd. (Division of Wayne Howell
Supplies Limited)
M.A. Henry Ltd.
Paris Slides Inc.

PROTECTIVE EQUIPMENT

Bauer (Division of Canstar Sports Group Inc.)
Cooper Canada Ltd.
Daignault-Rolland Cie Ltée
Itech Sport Products Inc.
John Brown Custom Sporting Equipment Ltd.
Kim Crouch Collar Ltd.
Les Entreprises Michel Ferland Inc.
Longdon Corporation
Sport Maska Inc.
Sports Keybec International Inc.

RACQUET SPORTS

Arenaquip (Division of Erectoweld)
Canadian Tennis Technology Limited Partnership
CRS Corporation
International Cordage Systems Ltd.
Wactol Enterprises Ltd.
Westfield's Software Ltd.

RAINWEAR AND WATERPROOF CLOTHING

Automne '80 Inc.
Golden Bay Sportswear Ltd.
Les Vêtements Imperméables R.B.
Super Sport Manufacturing Ltd.

RINGETTE

Cooper Canada Ltd.
Daignault-Rolland Cie Ltée
Itech Sport Products Inc.

RUGBY/RUGGER

Barbarian Sportswear Mfg. Ltd.
Westfield's Software Ltd.

SCUBA AND SKIN DIVING

Brooks Wetsuits Ltd.
Durward Industries Ltd.
Wardell Aqua Comfort Ltd.

SKATING — ICE

A. Lambert International Inc.
Bauer (Division of Canstar Sports Group Inc.)
Canpro Sports Inc.
Cooper Canada Ltd.
Créations Endurance
Dominion Skate Co. Ltd.
DupliSkate Jonah Ltd.
Fleming Gray Limited
Micron/Lange (Division of Canstar Sports Group Inc.)
National Pro Industries Inc.
Patins Laberge Inc.
Rose Custom Boot Limited
S.K. Sport Shoes Limited
Sport Maska Inc.
St. Lawrence Manufacturing Canada Inc.
Stack Enterprises Ltd.
T.S.M. Industries (Division of Guspro Inc.)

SKATING — ROLLER AND SKATEBOARDS

Dominion Skate Co. Ltd.

SKIING APPAREL

Automne '80 Inc.
Banfield Designs Ltd.
Créations Endurance
Far West Industries Inc.
Gemini Fashions of Canada Ltd.
Hiverna Inc.
Jardi Sportswear of Canada
Jones Leisure Products Ltd.
KANUK, Equipements de Pleine Nature Inc.
Kluane Mountaineering Ltd.
Raber Togs Mfg. Co.
Rice Sportswear Ltd.
Richlu Sportswear
Sprung Sportswear Ltd.
Sun Ice Limited
Super Sport Manufacturing Ltd.
Victory Cap & Avon Sportswear Ltd.
Western Fibres Limited

SKIING EQUIPMENT — DOWNHILL/CROSS COUNTRY

Actionfit International
Beck Boards International
Chaussures M.G. Shoes (Division of Taurus Footwear Inc.)
Kim Crouch Collar Ltd.
L.P. Royer Inc. (Division of Chaussures de Sport)
La Compagnie Resentel Ltée
Les Entreprises Corbeil Enrg.
National Pro Industries Inc.
Production Sysper Inc.
Reaction Sports Equipment Inc.
Stack Enterprises Ltd.
Véhicules Raidtrac Inc.

SLEDS AND TOBOGGANS

Aerometals
National Pro Industries Inc.
St. Lawrence Manufacturing Canada Inc.
Torpedo (1986) Inc.

SNOWMOBILING PARTS AND ACCESSORIES

Atelier d'Usinage Estampro Inc.
Industries PPD Inc.
Les Créations Morin Inc.
Quimpex Ltée
Securi-Snow Equipment Inc.
Temabex Inc.

SNOWSHOEING

Aerometals
Faber and Co. Inc.
National Pro Industries Inc.

SOCCER

Cooper Canada Ltd.
Westfield's Software Ltd.

SPORTS BAGS

Blondy Art Luggage Inc.
Collins Whip 'n Tack
Cooper Canada Ltd.
H.D. Brown Enterprises Ltd.
Les Créations Morin Inc.
Les Entreprises Michel Ferland Inc.
Super Sport Manufacturing Ltd.

SPORTS MEDICINE AND PERFORMANCE AIDS

Biosig Instruments Inc.
CME Telemetry Inc.
Polaris Ironco Canada Ltd.
Strider Sports Inc.
Sportmed Technology/Thought Technology Ltd.
Westfield's Software Ltd.

SPORTS SOCKS

Fron Enterprises Limited
Hanson-Mohawk Inc.
Ontario Hosiery Mfg. Co. Inc.

SWIMMING EQUIPMENT

Health Saver Products (Division of Hear Saver Limited)
National Pro Industries Inc.
Sharp Plastics Mfg. Ltd.
Wardell Aqua Comfort Ltd.

SWIM WEAR

Adara Sportswear Ltd.
Draft Enterprises Ltd.
Phantom Industries Inc.
Sun Ice Limited
Wardell Aqua Comfort Ltd.
Westbeach Surf Company Ltd.

TABLE SPORTS

Industries Prince Inc.
M.A. Henry Limited

TAPES AND ADHESIVES

F.E. Woodward & Sons Ltd.
Renfrew Tape Ltd.
Sportstape Athletic Products Inc.
Tago Company Ltd.

TEAM UNIFORMS

Agence Quebec Plus
Bonwitt Manufacturing Limited
Cooper Canada Ltd.
Pace Setter Swim and Gym Wear
Raber Togs Mfg. Co.
Sport Maska Inc.
Team-Mates International

TIMING DEVICES/SCOREBOARDS

Canadian Sports Academy
Interprovincial Traffic Services Ltd.
Kodiak Industries Ltd.

TRACK AND FIELD

Agence Quebec Plus
Apple Athletic Products Inc.
Bonwitt Manufacturing Limited
Creations Endurance
Nova Scotia Textiles Limited
Pace Setter Swim & Gym Wear
Stack Enterprises Ltd.
Sun Ice Limited
Victory Sports
Western Fibres Limited
Westfield's Software Ltd.

TRAINERS SUPPLIES

Cooper Canada Ltd.
F.E. Woodward & Sons Ltd.
Longdon Corporation
Renfrew Tape Ltd.
Sportstape Athletic Products Inc.
Tago Company Ltd.

TROPHIES, AWARDS AND NOVELTIES

Hicom International Inc.
Hole In One Inc.
Westar Hockey Sticks

VOLLEYBALL

Agence Quebec Plus
Preston Manufacturing Ltd.
Team-Mates International
Westfield's Software Ltd.

WATER PARKS

Canadian Sports Academy
Whitewater West Industries Ltd.

WATER SKIING/SURFING

Brooks Wetsuits Ltd.
Lynton Manufacturing Co. Ltd.
Montreal Skis Inc.
Wardell Aqua Comfort Ltd.

FOR FURTHER INFORMATION

For further information regarding the companies and products/services in this directory you are encouraged to contact the company directly or contact the Canadian trade commissioner at the nearest Canadian embassy or consulate. You may also write to:

Sporting Goods
United States Trade and Tourism Development
Division
Department of External Affairs
125 Sussex Drive
Ottawa, Ontario
Canada K1A 0G2

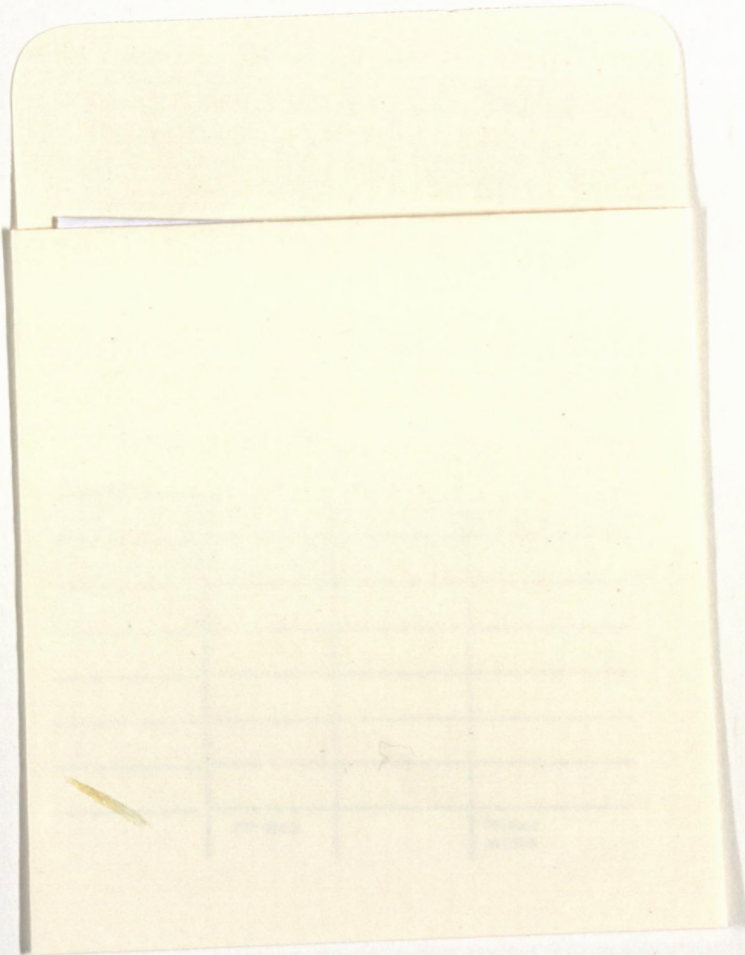
or

Leisure Products Division
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
Canada K1A 0H5

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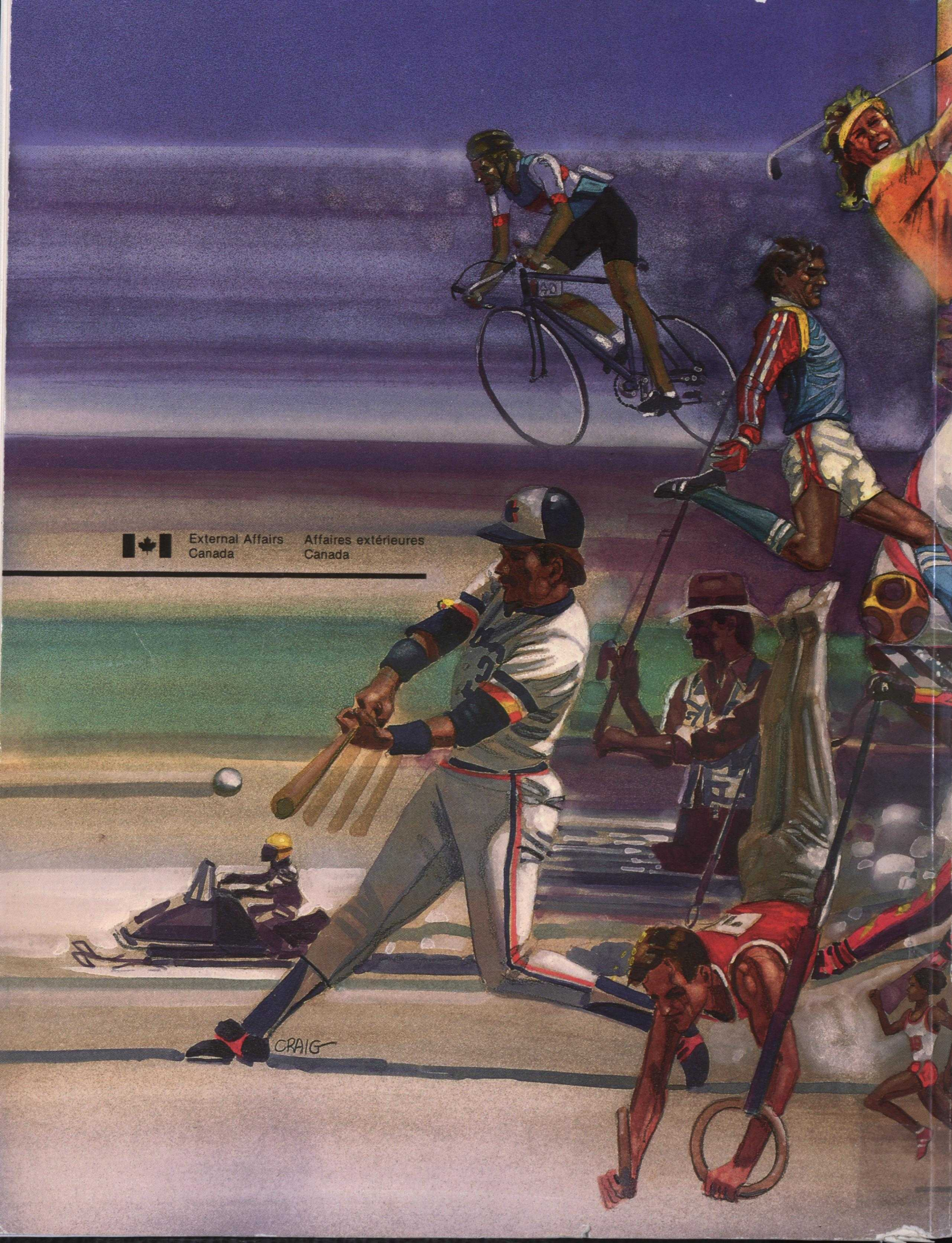
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External Affairs
Canada

Affaires extérieures
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CRAIG