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**DIRECTORY OF
CANADIAN EXPORTERS OF
HARDWARE AND HOUSEWARES**

FEBRUARY 1993

SECONDARY INDUSTRIES DIVISION

External Affairs and
International Trade Canada



Canada

INTERNATIONAL TRADE DEVELOPMENT BRANCH

MISSION STATEMENT

**TO ENHANCE CANADIAN EXPORT PERFORMANCE
AND INTERNATIONAL COMPETITIVENESS**

4B-766-469.

Dept. of External Affairs
Min. des Affaires extérieures

SEP 23 1994

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Wood-Miller Saw & Knife Ltd.

Adchem Adhesives (Cambridge) Inc.

30 Cowansview Rd.
Cambridge, ON
N1R 7N3

Tel: 519-622-2320
Fax: 519-622-3193

Products

Adhesives
Caulking and sealants

Export Contact:

Mr. John Dunnett, Sales Manager

Company/Product Information

If you require adhesives, sealants, or coatings, Adchem is your answer. Adchem handles hot melts, packaging adhesives, specialty liquids, woodworking adhesives, and a large selection of sealants such as silicones, thermoplastics, and urethanes. Even if the adhesive you require is not listed above please contact Adchem, as this is only a small portion of the adhesives supplied.

Adchem Adhesives prides itself on being able to provide solutions to customers bonding and sealing requirements. The company is market driven and service oriented.

Allen Simpson Marketing & Design Ltd.

1 Albert St.
Eden Mills, ON
NOB 1P0

Tel: 519-856-4626

Fax: 519-856-4389

Export Contact:

Mr. Allen Simpson, President

Products

Garden tools: - cultivators
- forks
- rakes
- trowels
- weeders

Company/Product Information

Since 1974, Allen Simpson Marketing & Design Ltd. has developed an international reputation for the quality and innovative designs of their garden tools.

Made of a durable, high tensile alloy, the hand-finished tools are guaranteed for life and will not rust. The Allen Simpson product line includes hand tools such as trowels, forks, cultivators, weeders, rakes and new dibbers. The company's Telelok handle system accepts most of the hand tools and is adjustable for reach. Creative packaging has made the range attractive to many types of merchandisers such as hardware, specialty store, gift, premium, mail order, etc.

Several products and packages have won design awards in Japan, Europe and North America. The new Plus-Four tools are multi-functional. In August of 1992 they won a gold medal from I.D. Magazine in New York for best consumer product of 1992.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Sold across Canada and the U.S.A.. Existing export sales to: Japan, Italy, France, Sweden, Germany, Belgium, Holland and New Zealand.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Areas of export expansion include Europe, Mexico and the Caribbean.

Atlantic Promotions Inc.

770 Guimond Blvd.
Longueuil, PQ
J4G 1V6

Tel: 514-871-1671
Fax: 514-651-2344

Products

Car mats
Snow brushes
Sealants

Export Contact:

Mr. Yvon Rodrigue, Export Director

Company/Product Information

Founded in 1964, Atlantic Promotions Inc. is a Canadian company with more than 160 employees in Canada. Offices and distribution centres are located in Montreal, Toronto and Vancouver. The company is also active in the U.S., with a subsidiary in Chicago.

Atlantic Promotions Inc. distinguishes itself with a marketing strategy which involves intensively televised promotional advertising in order to presell its products to the consumer.

The company manufactures household items and car accessories, and is also an exclusive distributor for many well-known products. Major customers are in all segments of the market, from large department stores and supermarket chains to drug stores and hardware outlets.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Atlantic Promotions is searching for distributors and/or agents to export its products and promotional techniques to Europe.

Banawe Commercial Limited

211 Telson Rd. Unit #1
Markham, ON
L3R 1E7

Tel: 416-475-1377
Fax: 416-475-3646

Export Contact:

Mr. Zarah Ong, Director of Sales

Products

Cookware - ceramic, glass
Tableware - ceramic, china, stoneware,
porcelain, glass
Tumblers and stemware, glass or crystal
Trivits, trays
Bread boxes, cannisters, cookie jars
Decorative housewares:
bowls, vases, planters, decanters
in glass, earthenware, china, and
porcelain.
Ashtrays
Soap dishes

Company/Product Information

Banawe Canada has been a part of the ceramic and glassware industries for a number of years. The company's in-stock products and custom shaped products accommodate decorative houseware needs. Product coordination is one of Banawe's specialties. Services are tailored to suit industrial and corporate accounts. The complete range of products can also accommodate commemorative and licensing programs of your exclusive design or logo.

Barber Glass Limited

100 Crimea Street
Guelph, ON
N1H 2Y6

Products

Glass mirrors

Tel: 519-824-2399
Fax: 519-824-1493

Export Contact:

Mr. David Devenish, Sales Manager

Company/Product Information

Barber Glass Limited is a manufacturer of bevelled and edged glass and mirror for both the furniture and retail industries. With its computerized cutting tables, Barber can cut efficiently and exactly according to a customer's needs. The company carries glass in thickness from 2.0 mm to 19 mm and will work on pieces as small as 3" x 3".

Barber Glass is striving to become the leading supplier of glass and related products in Canada. Future growth of the company will be ensured by total customer satisfaction, the continued provision of premium quality products, high standards in service, and an innovative product line at fair market prices. Barber Glass believes in C.A.R.E.-Customers Are Really Everything.

CURRENT GEOGRAPHIC MARKETING ACTIVITIES

Barber currently exports to both the U.S.A. and the U.K. and hopes to expand to other European markets.

Barclay Recycling Inc.

75 Ingram Dr.
Toronto, ON
M6M 2M2

Tel: 416-240-8227
Fax: 416-240-0114

Export Contact:

Mr. Daniel K. Foster, President

Products

Compost bins
Marketing aids for above

Company/Product Information

Barclay Recycling Inc., formed in 1978, produces the SOILSAVER compost bin and other related composting accessories. These products are used by homeowners to compost biodegradable yard and kitchen waste in their own yards.

Composters are packed individually in "knocked down" condition in attractive, consumer-oriented boxes and include comprehensive assembly instructions, a guide for composting, and a ten-year warranty. The company has extensive marketing support literature and selling aids available. For languages other than English and French, translations would be required.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

SOILSAVER products are currently marketed through an extensive network of retailers, municipalities, and distributors in Canada, the U.S.A., and in Europe through a licensee. Production and warehouse facilities currently exist in six locations in the United States and Canada.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company is interested in further developing sales worldwide. Container shipments can be arranged from ports in Canada, the United States, Europe, or Australia. Special arrangements may be considered to provide tooling if production facilities are available.

BK Products

710 Deslauriers
Ville St. Laurent, PQ
H4N 1W5

Tel: 514-745-2525
Fax: 514-745-8710

Products

Drapery hardware
Lamp and lighting fixtures
Nameplates
Plastic handles, knobs, hooks

Export Contact:

Mr. Norman Braunstein, President

Company/Product Information

BK Products has designed and manufactured parts for the lamp and lighting fixture industries as well as for the drapery hardware industry. BK Products, through its associated companies and over 30 injection moulding machines ranging from 50 to 550 tons, has a wide range of capabilities to offer.

BK has the expertise to target each customer's specific needs with a program utilizing specialized equipment to provide a cost effective, quality product. The company offers complete post moulding and secondary operations on all types of plastics and metals. The plant die casts furniture components and hardware components. Secondary operations include hot stamping, electroplating, barrel plating, painting, ultrasonic welding, and epoxy filling of die casted parts.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

BK Products presently exports knobs, nameplates, lamp and lighting components, as well as drapery hardware components to the U.S.. The main language is English, but effective communication in French and Italian is also available.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

New and additional markets and distributors would have excellent potential with our product depth, especially in South America and Eastern Europe.

BNT Products

2444 Haines Rd.
Mississauga, ON
L4Y 1Y6

Tel: 416-272-1448
Fax: 416-272-4401

Products

Hammers
Screwdrivers

Export Contact:

Mr. Bill Hatch, President

Company/Product Information

BNT Products manufactures screwdrivers and hammers. Its operation is located in Mississauga, Ontario, Canada, approximately ten minutes from the Toronto airport and ninety minutes from the United States border in Buffalo.

BNT is primarily a private brand manufacturer and can customize small production runs with these capabilities. BNT screwdrivers are injection moulded to provide additional torque and comfort. BNT hammers are assembled with hickory handles and forged steel.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

BNT's current marketing activity consists of Canada and the United States. Most of its business is done in Canada.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

BNT is interested in expanding its sales in the United States.

Caframo Ltd.

116 Airport Rd.
P.O. Box 70
Warton, ON
N0H 2T0

Tel: 519-534-1080
Fax: 519-534-1088

Products

Fans & air circulators, portable,
Space heaters
Humidifiers

Export Contact:

Mr. Mark Beaton, Sales & Marketing
Manager

Company/Product Information

Caframo Ltd. designs, manufactures and markets various air circulation products which include fans, heaters, and humidifiers. Caframo Ltd. has been in business since 1955 and specializes in unique, high quality products that fit into niche markets.

Caframo Ltd.'s strengths lie in the fact that its small size and flexible production can easily adapt to customers needs, and that its Canadian-made products are submitted to 100% quality inspection.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to the U.S.A., Caframo exports to various other countries including Mexico and France.

GEOGRAPHIC MARKETING PRIORITIES/MARKETING STRATEGY

Although the main language for the company is English, effective communication in German is also possible. New and additional markets and distributors are being sought in all areas outside Canada.

The Cambridge Towel Corporation

450 Dobbie Dr.
P.O. Box 938
Cambridge, ON
N1R 5X9

Tel: 519-623-5520
Fax: 519-623-5881

Export Contact:

Mr. Patrick O'Farrell, Product Sales Manager

Products

Bathroom accessories: tumblers
soap dishes
shower curtains &
hooks

Chair pads
Ironing board pads and covers
Kitchen accessories: oven mitts
pot holders
aprons
trivets

Napkins
Placemats
Towels: beach, golf, hand, kitchen, sport and
tie-on

Company/Product Information

The Cambridge Towel Corporation head office is located in Cambridge, Ontario, Canada, with manufacturing facilities in Cambridge, Ontario; Hamilton, Ontario; and Belton, South Carolina, U.S.A..

Cambridge is a vertically integrated manufacturing corporation with operations including spinning, weaving, dyeing, finishing, textile screen printing, as well as cutting and sewing operations. Products produced by Cambridge include bath towels, hand towels, face cloths, terry tub mats, bath sheets, beach towels, golf towels, and sports towels. They also include co-ordinated kitchen products such as kitchen towels, oven mitts, pot holders, aprons, tie-on towels, placemats, tablecloths, chair pads, and ironing board pads and covers.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Cambridge is a major supplier to Canadian retailers and hotels. Cambridge is presently supplying the Canadian and U.S. retail markets.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Cambridge is capable of and very interested in pursuing new markets.

Canada Cordage Inc.

50 Ottawa St. S.
P.O. Box 158
Kitchener, ON
N2G 3Y2

Tel: 519-745-7391
Fax: 519-745-4290

Products

Rope and cordage of natural & man-made fibre.

Export Contact:

Ms. Liz M. Burch, National Sales Manager

Company/Product Information

Canada Cordage Inc. is Canada's largest manufacturer of three and four strand synthetic and natural fibre rope and cordage. With over 130 years of rope making history, Canada Cordage combines an old art with new technology and business theory to deliver products to both domestic and export markets.

As the only "scratch" manufacturer of natural fibre cordage in North America (jute, flax, hemp, sisal and manila), Canada Cordage is flexible and specializes in producing rope, core, roving, packing and twines of natural materials. Canada Cordage is experienced in marketing to the industries these products serve.

A 200,000 square foot plant, modern extrusion ability, and research and development capability combine to allow for the provision of a full range of synthetic rope and twine products (polypropylene, polyester, nylon). Some industries served: commercial fishing, oilfield, mining, forestry, industry, O.E.M., retail hardware.

A separate manufacturing process produces polypropylene fibre for concrete reinforcement. Our Promesh (TM) brand of fibre is a fully approved North American concrete additive being sold through agents and distributors. Promesh provides secondary reinforcement of concrete by preventing micro cracks from turning into macro cracks.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Canada Cordage exports throughout the U.S.A. and has exported product further afield. Distributors and agents are established primarily in the U.S.A.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

New markets for export sales are being sought through distributors in the Caribbean, Central and South America, Europe, and elsewhere.

Canadian Mailbox Company

4621 Ouest rue St-Jacques
Montreal, PQ
H4C 1K3

Tel: 514-933-2330
Fax: 514-933-5359

Export Contact:

Mr Lu Grundhofer

Products

- | | |
|-----------|-------------------------------------|
| Mailboxes | - multi-dwelling
- residential |
| Lockers | - drop/collection boxes
- parcel |

Company/Product Information

The Canadian Mailbox Company Inc (C.M.C.) manufactures and distributes multi-dwelling mailboxes, drop/collection boxes, parcel lockers, and residential mailboxes.

CMC's target market is quality conscious contractors, property management companies and distributors for either new installations or renovations. Innovative and exclusive products such as snap-on trim and partial doors demonstrate this firm's desire to meet customer's needs. The multi-dwelling mailboxes can be installed as desired, either recessed, semi-recessed, surface or pedestal mounted, indoors or out.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

C.M.C.'s primary market is all of Canada and parts of the U.S.A.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company is interested in reaching markets overseas, particularly in the Middle East and the Far East.

Caristrap International Inc.

1760 Fortin Blvd.
Laval, PQ
H7S 1N8

Tel: 514-667-4700
Fax: 514-663-1520

Export Contact:

Ms. Audrey Karass, Vice President

Products

Banding-polyester
Rope, cordage, and twine, of man-made fibre
Safety products
Strapping-polyester
Tools - tensioners

Company/Product Information

Founded 1954, Caristrap specializes in developing, manufacturing, and marketing strapping systems for specialized applications and the transport of goods.

Caristrap has grown steadily and has earned a key position in the market, due to its ability to develop versatile and cost competitive solutions that respond to ever changing customer requirements. As a result, Caristrap products are being used around the world and patents in 45 countries protect many of its inventions.

Caristrap has focused its customer-oriented expertise on two product groups: Weatherguard and Caritape. Weatherguard is a simple, high-strength, non-metallic strapping system for the transport and storage of goods. This "synthetic steel flat rope" is available in various sizes and strengths. The Caritape family offers versatile solutions for special applications using non-woven materials. These products can be made of oriented fibres of heat resistant, insulation fibreglass, recyclable paper, heat shrinkable polyester, cotton or other special materials such as kevlar and carbon fibres. Both product lines provide cost effective solutions. Caristrap products are environmentally safe, user friendly, lightweight, strong and yet non-damaging to delicate surfaces. Most can be customized through colour coding or logo printing.

Caristrap customers are as diversified as the applications for its products. Typical Weatherguard users include sawmills, wood treaters, pulp and paper manufacturers, glass and defence industries. Caritape and specialized Weatherguard materials solve mining, kraft paper, motor and transformer production problems.

As a service to customers, Caristrap provides technical advice, training, development and testing of new solutions. Caristrap facilities include a highly integrated factory, proprietary machinery, a development and testing laboratory, a product display room and an ample inventory of standard products. Caristrap is committed to a quality assurance program and to continuous improvement of its products that are all backed by a factory warranty. Today, Caristrap's world-class position has been confirmed by endorsements by the respected Association of American Railroads (AAR) and NATO.

Caristrap services customers throughout Canada and exports to the USA, EEC, Japan, India, Australia, Mexico and the Caribbean.

Carmel Products Inc.

20 Mount-Vernon Ave.
Ville St-Pierre, PQ
H4W 2N3

Tel: 514-489-7506
Fax: 514-489-7505

Export Contact:

Mr. A. Gelbart, President

Products

Display stands
Lamps, portable, electric
Lamp shades
Racks - magazine
 - towel
 - wine
Shelves
Stands - flower
 - television

Company/Product Information

Carmel Products Inc. sells a large variety of brass, chrome, painted and wrought iron products such as flower stands, bathroom accessories, magazine and wine racks, and occasional furniture. It has the largest selection of plant stands in Canada. Carmel also manufactures display stands to order.

Carmel Products Inc. has been in business since 1957 and is 100% Canadian. Its affiliated company, Orlite Products, manufactures novelty, children's, table, swag, and floor lamps. The lamps can be tri-lite, regular, or touch.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

At present Carmel sells to the major chain and department stores, hardware shops, gift stores, nurseries, and florists across Canada. Its market also includes the U.S.A., the Middle East, and the Caribbean. Carmel is interested in expanding its market.

Chemque Canada Ltd.

22 Melanie Dr.
Brampton, ON
L6T 4K9

Tel: 416-791-5676
Fax: 416-791-7525

Products

Adhesives
Cans and pails
Glue
Sealing compounds, concrete

Export Contact:

Mr Sam Ghaly, V.P. Finance

Company/Product Information

Chemque Canada Ltd. is a chemical manufacturing company with main plant and office facilities located in Brampton, Ontario. Incorporated in 1972, Chemque prides itself on its technical abilities and customer service. The company maintains a rigorous R&D program in order to maintain high standards of product excellence.

Since inception, Chemque has specialized in developing products based on its main area of expertise, namely, two component polyurethane and epoxy systems. Over the years Chemque has successfully developed many new products that are unique to their particular markets. The main thrust of the company today lies in improving existing products, developing new products, and providing custom manufacturing to enhance its customers' competitiveness.

To better serve its diversified markets, Chemque is structured into four divisions: Telecom products, Industrial products, Construction products, and Custom manufacturing and packaging.

Chris-Cad Designs Ltd.

3090 E. 24th Ave.
Vancouver, BC
V5V 1Z8

Tel: 604-874-7547

Fax: 604-874-7547

Products

Display stands
Plate stands

Export Contact:

Mr. Christian Cadman, President

Company/Product Information

Chris-Cad Designs Ltd. developed its initial product in response to a need for a reliable, unobtrusive plate stand to display family heirlooms.

Response from merchants to the prototype of the initial stand prompted production of a two-cavity injection mold for two sizes. Within months a second mold was underway for a unique four-way cup and saucer stand and two additional sizes of stands, thus providing for items from large coins to platters and gallery trays.

A new concept for plate hangers (three sizes, also in clear acrylic) has also been well received. In response to requests, two reversible egg stands for spherical objects from 5/8" to goose eggs and a stand to hold a five-piece place setting in home china cabinets are now available.

Orders for large or small quantities can be filled promptly as two manufacturers, Vanguard Plastics Ltd, of Surrey, B.C., and C.J. Plastics Engineering Inc., of Burnaby, B.C. are able to supplement the on-hand stock when required.

These products serve a wide variety of merchants of antiques, art, china, plaques, pottery, and stationery.

Collectibles on these pieces were still standing in a San Francisco antique shop after the October 29, 1989 earthquake.

Conros Corporation

1190 Birchmount Rd
Scarborough, ON
M1P 2B8

Tel: 416-751-5262
Fax: 416-751-5262

Export Contact:

Mr Joe Nunes, Product Manager

Products

Adhesives - Gluesticks
- School glues
- White glues
- Wood glues

Firelogs
Firestarters
Matches
Mosquito coils

Company/Product Information

Conros Corporation, a fully Canadian-owned company, has two main divisions. The Northland Division manufactures Northland Firelogs. The Ross Adhesive Division manufactures stationery adhesives, glue-sticks, wallpaper adhesives.

Northland Firelogs are a premium quality firelog with the unique "Clean-Burn" technology that burns five times cleaner than hardwood. The quickest ignition time and the approval listings of Underwriters Laboratories (Canada and the United States) and Warnock Hersey make Northland Firelogs exclusive among firelog manufacturers in the world. In business for just over a decade its products have gained tremendous growth and Northland is the world's largest producer of firelogs.

The Ross brand of adhesives is over 60 years old. The stationery products, e.g. white glue, school glue, natural glue, are of premium quality. Ross is the only producer of glue-sticks in Canada. It also manufactures Glo Paints, Glo Glues, and Glitter products. The Metylan range of wallpaper adhesive supply building and retail hardware outlets. Ross has the immense potential of becoming the leader in its industry in North America, a situation that Northland enjoys presently.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition the U.S.A., Conros export markets include Europe, Scandinavia, Italy, Greece, the United Kingdom, Ireland, East Africa, Argentina, and Japan.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Although the main language for the company is English, effective communication is also possible in French. New and additional markets are being sought in the above noted areas as well as the Far East, Eastern Europe, Africa and South America.

Dicon Systems Inc.

719 Clayson Rd.
Toronto, ON
M9M 2H4

Tel: 416-745-6044
Fax: 416-745-0613

Products

- Alarms - smoke
- home-intrusion
- gas-detection

Export Contact:

Mr. Don Park, V.P. Marketing

Company/Product Information

Dicon Systems Inc., founded in 1976, develops and manufactures residential ionization and photoelectric smoke alarms, home intrusion alarm systems, and gas detection devices for home and recreational vehicle use. These products are marketed on a world-wide basis. Dicon was the recipient of the Canada Export Award in 1984.

Dicon Systems Inc. offers a wide range of smoke alarms, including hardwired, low-voltage and photoelectric types, as well as specialty products. Suitable for both 120 VAC and 240 VAC applications, Dicon products are of superior design and engineered excellence.

Dicon has consistently placed an emphasis on quality. Dicon is proud to have its smoke alarms certified to ISO 9002, the progressive quality-assurance standard recognized by 89 countries. Dicon smoke alarms also meet the standards of Underwriters Laboratories Inc., British Standards and Underwriters Laboratories of Canada.

Dicon home security systems are successfully distributed in Canada to the do-it-yourself market and professional dealer/installers. This user-friendly product meets the needs of the growing number of safety-conscious consumers. Dicon developed and manufactures propane gas detectors for use in recreational vehicles and a propane/methane detector for homes. Dicon is committed to producing state-of-the-art quality home safety products.

DSH Door Systems Hardware

8051 Keele St.
Concorde, ON
L4K 1Y9

Tel: 416-669-9335
Fax: 416-669-6922

Products

Sliding and Bi-folding closet door systems

Export Contact:

Mr. Kevin Campbell, Export Manager

Company/Product Information

DSH Door Systems Hardware designs, manufactures, and markets sliding and bi-folding door systems for assembly by fabricators. The concept involves having local or regional assemblers fabric made-to-measure sliding and bi-folding doors from locally sourced panels or mirrors and hardware and profiles supplied by DSH Door Systems. The company program includes not only providing all hardware, but also full product fabrication training and marketing support. An important feature of the concept is its value added component through customer fabrication. The company believes it is the world leader for this product.

The sliding and bifolding door systems are available in both framed and frameless versions, can accommodate many panel or mirror thicknesses, and come in a variety of colours. DSH Door Systems' strength lies in its ability to manufacture competitively priced steel profiles and connectors, to be innovative in its product offering, to never sacrifice quality, to respond to individual market needs, and to service its customers with knowledgeable and caring personnel.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to the U.S.A., DSH Door Systems Hardware export markets now include Europe and Scandinavia. Distributors in some of these markets have been established.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Although the main language for the company is English, personnel can also effectively communicate in French. New and additional markets and distributors are being sought in the above noted areas as well as in the Far East, Eastern Europe, Africa and South America.

Elgin Handles Ltd.

21 Kains St.
St. Thomas, ON
N5P 1M8

Tel: 519-631-0330
Fax: 519-631-2001

Products

Handles, grips - wood
Other wood products

Export Contact:

Mr. Gary Keathley, Vice-President

Company/Product Information

Elgin Handles Ltd. manufactures wooden tool handles for the original equipment and replacement markets. The company also does custom wood turning to customer samples/blueprint specifications. In addition to manufacturing the wood turnings, Elgin Handles also offers ash and hickory dimension stock in squares and dowels.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Elgin Handles has export markets in the U.S.A., Great Britain, New Zealand and Israel. English is the main language for the company.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company is seeking new and additional markets in Africa, South America, Eastern Europe, Australia and the Far East.

Everingham Brothers Ltd.

5 Tilbury Court
Brampton, ON
L6T 3T4

Tel: 416-457-7800

Fax: 416-457-7893

Products

Cookware - stainless steel

Mixing bowls

Export Contact:

Mr. Guy Everingham, Vice President

Company/Product Information

Everingham Brothers Ltd., in business since 1944, is Canada's largest producer of stainless steel, top-of-the-stove cookware. Everingham manufactures all of its stainless steel products in an 82,000 square foot facility located in Brampton, Ontario, Canada. A wide variety of products, from 1.0 to 10.0 litre capacities, are available. Customization of sets to local and ethnic or cultural circumstances is our specialty.

Everingham prides itself on its tradition of high quality.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Everingham currently sells to such diverse markets as the U.S.A., Japan, Australia, Italy, Fiji, Greece, Cyprus, Trinidad & Tobago, Bermuda, and Korea. The company is currently working closely with several companies in Europe and Korea, discussing possible sales, marketing, and technology transfer deals.

GEOGRAPHICAL MARKETING PRIORITIES/STRATEGY

Everingham is seeking to expand its markets worldwide and will pursue opportunities in any part of the world.

Five Seasons Comfort Ltd.

351 North Rivermede Rd.
Concord, ON
L4K 3N2

Tel: 416-669-5620
Fax: 416-669-5356

Export Contact:

Ms. Mary-Louise Donadio, International
Marketing & Sales

Products

Air cleaners, domestic and commercial

Company/Product Information

Five Seasons Comfort Limited, along with its affiliate company, Electro-Air Canada Limited, have been manufacturing air purification systems since 1962. Today, both companies operate under one roof in a modern, 70,000 square foot plant in the Toronto area.

The company currently produces a portable line of electronic air cleaners/ ionizers for domestic and commercial use; a line of duct-mounted air cleaners for forced-air ventilation systems; a commercial ceiling-mounted line for bars, restaurants, recreation halls, offices, computer rooms and smoking lounges; and a range of ducted, self-contained and mobile air cleaners for industrial applications.

All of Five Seasons products are built with the highest quality in design and workmanship, and are durable, efficient, effective, economical, and environmentally-friendly.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Five Seasons' exports to the U.S.A. are handled through a marketing office and central distribution warehouse in Springfield, Illinois. Overseas exports are mostly to France, Belgium, the Netherlands, Germany, Greece, Spain, Turkey, Korea, Taiwan and Thailand.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The main language for the company is English; however, communication is also possible in French and Italian. Enquiries are welcomed from agents/ distributors in Europe, the Middle East and the Pacific Rim.

Fuller Tool Co. Ltd.

62 Boul. Hymas
Pointe Claire, PQ
H9R 1E1

Tel: 514-695-7221
Fax: 514-695-4997

Export Contact:

Mr. Howard B. Shulkin, Executive Vice-
President

Products

Tools - hand, power driven
- hand, edge
- measuring

Company/Product Information

Fuller Tool Co. Ltd. is a major manufacturer in Canada of products such as screwdrivers, nut drivers, chisels, utility knives, tubing cutters, and hack saws. Fuller Tool has the capability to manufacture private brands and also markets a national brand under the trade name "Fuller". Since its plant is located on property capable of supporting a building five times larger, Fuller has a virtually unlimited capacity for production.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Fuller can develop packaging in five languages. The company is presently supplying the Fuller Tool Co. in the U.S. and is marketing its national brand in the Caribbean. Fuller is interested in worldwide expansion.

Furgale Industries Ltd.

324 Lizzie ST.
Winnipeg, MB
R3A 0Y7

Tel: 204-949-4200
Fax: 204-943-3191

Products

Brooms and whisks
Brushes and mops

Export Contact:

Mr. T. Gibb, Director of Sales

Company/Product Information

In 27 years, Furgale Industries Ltd. has grown from a small family enterprise to a major full-service manufacturer. Still a family-owned corporation, Furgale now markets fine brushware on every continent. With the family name on its products, Furgale pays special attention to quality and service. The Furgale factory team is known for its craftsmanship and attention to detail. As a leader in household and industrial brushware, Furgale's goal is to provide you with attractive, reliable, and durable products.

Known the world over for its line of superior 8-Ender curling brooms, Furgale also provide a full spectrum of brushware. From brooms, mops, and brushes to dish and pot scrubbers and multi-purpose cleaning aids, Furgale's selection will please even the most demanding customers. Furgale also has a line-up of bath brushes, whisks, dusters, and dustpans. Customers appreciate the rugged craftsmanship of all the company's bathroom cleaning products.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Furgale Industries exports its curling brooms and brushes worldwide under the "8-Ender" and "Curlmaster" brand names. The cleaning products are primarily sold in Canada.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Furgale plans to market its products throughout North America and is willing to export to any other market worldwide.

The G.H. Company

2540 Rena Rd.
Mississauga, ON
L4T 3C9

Tel: 416-677-5522
Fax: 416-677-5336

Export Contact:

Mr. Herman Frances, President

Products

Asphalt roof coatings
Caulking, joint compounds, and sealants
Driveway maintenance products
Wallpaper and other adhesives
Waterproofing materials

Company/Product Information

The G. H. company manufactures asphalt roof coatings, wallpaper and other adhesives, caulking compounds, sealants, driveway maintenance products, joint compounds, stuccos, waterproofing materials, and other associated items.

The company manufactures at a 53,000 square foot plant in Mississauga, Ontario, Canada, and has been operating in Canada since 1966. It is a privately held corporation.

It sells its products across Canada to the wholesale and retail trade. These purchasers include hardware stores, building material and roofing suppliers, window manufacturers, industrial suppliers, etc. The G. H. Company offers private branding, which is a major portion of its business.

The company's latest marketing drive is to introduce environmentally-safe products and packaging designs. For example, it has recently introduced a water-based, safe waterproofing product called EXCEL. It is about to launch a concentrated form of Acrylic Driveway Sealer which is sold in a recyclable box. Inside the box is a plastic bottle that will use about 60% less plastic than other brands on the market.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company has recently been involved with export markets and is aggressively searching for overseas markets.

The George Cluthe Manufacturing Co. Ltd.

P.O. Box 1635
Waterloo, ON
N2J 3Z7

Tel: 519-885-4540
Fax: 519-885-1390

Export Contact:

Mr. Norman Valin, Director of Sales and
Marketing

Products

Ducts, deflectors, vents
Funnels
Letters and numerals
Mail boxes
Plastic doorstops
Plastic handles, knobs, hooks
Plastic hardware
Tackle boxes
Tools, hand, power driven,
Tools, hand, edge,
Tool storage boxes

Company/Product Information

The George Cluthe Manufacturing Co. Ltd. designs, manufactures, and markets a variety of hardware products including multi-bit screwdrivers, power bits, screwdrivers, funnels, tool boxes, fishing tackle boxes, furniture glides, and other assorted builder's hardware products.

The company was the leader in developing and marketing a multi-bit screwdriver and still markets this product under the "Uni-Driver" brand.

Cluthe is recognized as a dependable and consistent supplier of upscale quality products to major retailers, hardware chains, home centres and building supply dealers.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Cluthe currently exports to the U.S.A. and parts of Europe.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The main language for the company is English, however some communication is possible in German. Cluthe would like to strengthen its presence in the U.S.A. and Europe and is currently seeking additional markets and distribution in these areas.

Germain Manufacturing

R.R. #5
Belleville, ON
K8N 4Z5

Tel: 613-969-1214
Fax: 613-969-1817

Export Contact:

Ms. Sylvia Germain, President

Products

Bathroom accessories - Drip-Strip
Jewellery organizers

Company/Product Information

Germain Manufacturing, in business since 1983, has developed the perfect solution to prevent water from running off the bathtub during showering. Completely designed and manufactured in Canada, this outstanding and totally unique product is the Drip-Strip(tm) Bathtub Rim Water Dam.

The Drip-Strip(tm) functions as an unobtrusive dam on the outside corners of the tub to direct water on the rim back into the tub before it runs onto the floor. The product helps to eliminate mildew as it keeps water from seeping into cracks around and underneath the tub. It also reduces water stains, slippery floors, rotting in the sub-floor, and water damage to ceilings below the bathroom. Designed for self-help preventative maintenance, Drip-Strip(tm) is easy to install, fits any bathtub contour and is available in a choice of decorative finishes to match the bathroom decor.

Germain Manufacturing also produces Bijou-Box(tm) -- The Elegant Jewellery Organizer. The Bijou-Box(tm) eliminates forever the frustration of searching for lost earrings, a common occurrence with old-fashioned partition-type jewellery boxes. Each earring pair inserted into the special interior stays put -- earrings are organized automatically! A complete earring collection now becomes visible at a glance.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Germain Manufacturing currently supplies Canada, U.S.A. and Europe.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Although the main language of the company is English, personnel can also communicate effectively in French, Ukrainian, Russian and most Slavic languages.

The Hardie Corporation

970 Verbena Rd.
Mississauga, ON
L5T 1T6

Tel: 800-268-2186
Fax: 416-564-6677

Products

Dish cloths and towels
Shower curtains
Table linen
Towels, washcloths, bathmats

Export Contact:

Mr. John Mitchell, Sales & Marketing
Manager

Company/Product Information

The Hardie Corporation manufactures and distributes textile products. The company has been in this industry for over 70 years and serves the needs of the hospitality, healthcare, institutional, laundry, and retail trades.

Hardie's success is based on creativity in manufacturing and ensuring speed, friendliness, and flexibility in serving its customers. Carrying a complete line of products for each of its customers allows Hardie the versatility to service both the large corporate and government customers as well as the independent business person.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Providing its customers with in-field fully trained sales representative assistance sets Hardie above the competition across Canada. The company currently supplies products to limited areas of Russia, the United States, and Bermuda. The current focus is to strengthen the firm's presence in those areas through adding service-oriented agents.

Hayden Manufacturing Co. Ltd.

11911 No. 5 Road
Richmond, BC
V7A 4E9

Tel: 604-272-0888
Fax: 604-272-7315

Export Contact:

Mr. Mike Abbott, Sales Manager

Products

Electrical cord
Glue, PVC
Plaster guards (cardboard)
Posters, manuals, brochures/printed matter
Tools - interchangeable tools for hand tools
Vacuum cleaner parts & accessories:
-plastic vacuum fittings
-plastic pipes & valves
electrical articles and parts thereof

Company/Product Information

Hayden Manufacturing Co. Ltd. manufactures and markets PVC valves, fittings, and 2" tubing for use in the Central Vacuum industry. Hayden enjoys the reputation of being an international innovator and leader in this field.

In addition to the fittings and valves, Hayden Manufacturing also manufactures an electric power head, electric 120V hoses with all controls at the handle, as well as various vacuum cleaning attachments.

The company not only provides the hardware to the industry, but has also implemented a highly successful dealer marketing program supported by Broadcast Quality Videos, which, when shown to the consumer, makes the choice of system simple and obvious.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to the United States, Hayden Manufacturing Co. Ltd. export markets now include: the Netherlands, U.K., Italy, Greece, Scandinavia and Australia. Hayden is currently exploring the market climate in the Far East.

Herbrand Tools Corporation

340 Dufferin St.
Toronto, ON
M6K 1Z9

Tel: 416-534-7943
Fax: 416-537-1642

Export Contact:

Mr. Eric Brooks, Sales Manager

Products

Automotive test equipment

Hydraulic jacks

Tools - hand

- hand, power driven

- hand, edge

- measuring

- pneumatic

Tool storage boxes

Company/Product Information

Herbrand Tools Corporation is 100% owned and operated by Canadians.

The company was incorporated under the laws of Ontario, Canada in 1931, but the trademark "Herbrand" has been associated with quality automotive tools since 1881.

Today Herbrand markets over 4,600 automotive tool items covering hand tools, pneumatic tools, hydraulic tools, and automotive test equipment.

The name Herbrand is synonymous with quality and the product is designed for professional use only by automotive, electrical, and industrial tradesmen.

Herbrand has one of the widest ranges of tools for the professional market in the world and the company is currently introducing another 300 items to broaden the line even further. This fact, plus Herbrand's policy of very limited distribution, gives the Herbrand distributor a unique opportunity not found with any other tool line.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Herbrand is currently exporting to many parts of the world including the Far East, Middle East, and Europe where it has distributors in several countries.

Heron Cable Industries Limited

440 Phillip ST.
Box 940
Waterloo, ON
N2J 4C3

Tel: 519-885-2850
Fax: 519-885-5460

Products

Cable - automatic heating
- automatic roof de-icing
- non-automatic heating

Export Contact:

Mr. J. Duncan McDonald, V.P. Business
Development

Company/Product Information

Heron Cable Industries Inc. is the leading manufacturer and marketer of consumer freeze protection products in North America. The company offers two product categories specifically for the "D.I.Y." home owner or small contractor: electric pipe heating cable and electric roof & gutter de-icing cable.

Heron pipe heating cable prevents freezing in water and waste pipes wherever plumbing is affected by cold temperatures. The product is fully assembled to predetermined lengths, and is easily installed along metal or plastic pipe. An integrated thermostat ensures protection automatically, even in severe climatic conditions.

Heron's electric roof de-icing cable prevents ice and snow buildup along roof edges, gutters, and downspouts, eliminating the costly damage caused when ice and water back up under roofing materials. The product is manufactured in a variety of preassembled lengths, and is packaged with complete installation accessories to accommodate most roof and gutter configurations. An optional control package will allow the system to function automatically when specified moisture and temperature conditions are sensed.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

North America, with exports to Europe, South America, South Africa, and Korea.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Currently seeking agents/distributors to expand penetration in the above markets and open to applicable new markets. Ideal candidates will have established sales coverage of local hardware retail/wholesale channels, marketing expertise and warehousing/distribution capability.

Home Aid Products

111 Esna Park Dr.
Unit 9
Markham, ON
L3R 1H2

Tel: 416-477-8326
Fax: 416-479-0990

Products

Safety products

- bath & shower seats
- commodes
- hand rails
- walkers

Export Contact:

Mr. Doug Hughes, V.P. Marketing

Company/Product Information

Home Aid Products, a division of Martin Hughes Ind. Inc., has manufactured and distributed a line of home safety products since 1972.

These products consist of various models of bath and shower safety seats, bath tub security rails (mounted on the tub), wall mounted grab bars, walkers, commodes, and custom assist devices for use in the home or office.

The products are distributed through major retailers, drug wholesale companies, and independent medical and physical aid suppliers.

Home Aid Products' manufacturing plant in Markham, Ontario, produces competitively priced quality products which help maintain independence in the home for those requiring assistance.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

New and additional markets are being sought in the U.S.A. and Europe.

Ilco Unican Inc.

7301 Blvd Descarie
Montreal, PQ
H4P 2G7

Tel: 514-735-5411
Fax: 514-735-8707

Products

Decorative hardware
Door, window, and garage door hardware
Furniture and cabinet fittings
Locks and keys, including electric hotel locks

Export Contact:

Mr. Christopher Beames, Export Sales
Manager

Company/Product Information

The Montreal-based multinational Unican Group comprises a number of international companies engaged in the manufacture and distribution of a broad range of products related to the security industry including:

- * Unican and simplex brand mechanical access controls
- * Union System 700 II electronic locking systems for hotel and commercial application.
- * Safe combination locks and safe deposit box locks.

With manufacturing facilities in Canada, the USA, Italy, Australia, Spain, and Mexico (the last two being joint ventures with local partners) and sales offices in Switzerland, Japan, France, and the U.K., the Unican Group is also the world's largest manufacturer of replacement key duplicating machines and tools for the locksmith trade.

Winner of the government's prestigious "Canada Export Award" in 1986, the Unican Group's products serve original equipment manufacturers, the automotive industry, governments, institutions, hotels, DIY centres and hardware stores in forty countries on all continents.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

A public company since 1964 and now employing 600 people in its two Montreal plants and 1400 on a global basis, the Unican Group's annual sales are \$130 million, 10% of which is exported outside of North America.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Europe and Latin America are targeted for future expansion and enquiries from these markets from a) potential distributors and b) manufacturers in related industries wishing to explore collaboration would be of great interest.

Industrial Thermo Polymers Limited

1255 Lorimar Drive
Mississauga, ON
L5S 1R2

Tel: 416-795-1254
Fax: 416-795-1247

Export Contact:

Mr. Michael White, Vice President of Sales
& Marketing

Products

Backer rod (sealant joint fillers)
Dock bumpers
Roll bar covers (automotive)
Pipe insulation (for copper & iron pipes)
Pool & sauna supplies
Water logs (water toy)

Company/Product Information

Industrial Thermo Polymers Limited is a major North American extruder of polyethylene foam rounds, tubing, shapes and profiles. ITP produces 59 sizes/wall thicknesses of hot and cold water pipe insulation in retail packaged form and commercial bulk form. ITP also produces a wide range of Sealant Joint Backer Rod products for application under cold and hot pour sealants/caulking. These products are available in small quantity retail package form as well as bulk (spooled) commercial form. Other polyethylene foam products from ITP include dock bumpers, life line covers for sail boats, automotive roll bar covers, Water Log pool toy, screen spline, furniture welting cord, and many other custom products suitable for retail hardware outlets, OEM manufacturers and commercial product wholesalers.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

ITP is currently heavily involved with many major Hardware Chains throughout North America in several product venues. These involvements are in some cases on a direct basis and others through distributor/representative organizations. ITP has also sold into Australia, New Zealand, the Middle East and other world markets.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGIES

ITP is aggressively looking for distributors to represent and sell its Tundra pipe insulation line to regional hardware chains and independents in all areas of the United States except Illinois, Tennessee, and Washington State. The Western United States is of particular interest. Distributors with warehousing facilities preferred. Buy and sell wholesalers in Australia/New Zealand are also of keen interest in this regard.

Indzeoski Industries

P.O. Box 152
Station "C"
Winnipeg, MB
R3M 3S7

Products

Tools - garden hoe

Tel: 204-284-2236

Export Contact:

Mr. H. Indzeoski, Owner/Manager

Company/Product Information

Indzeoski Industries is the inventor and manufacturer of a multi-purpose garden/lawn hand tool (hoe and guard), patented in Canada, U.S.A. and Great Britain. Its uses include cultivating, weeding, edging, scraping, etc.

Canadian test sales and public reaction have proven very satisfactory, and audio-video in-store promotions have enhanced the demand for this a unique, inexpensive, and durable tool.

GEOGRAPHIC MARKETING PRIORITIES/MARKETING STRATEGY

Indzeoski is pursuing export markets through participation in trade shows and trade summits. Licensing or outright patent sale is available to manufacturers in Great Britain.

Ingersoll-Rand Door Hardware Canada

1076 Lakeshore Rd East
Mississauga, ON
L5E 1E4

Tel: 416-278-6128
Fax: 416-278-1413

Export Contact:

Mr Robert Edmonds, President

Products

- Locks - cylindrical
 - mortise
 - pad locks
 - magnetic
- Security
 - electric strikes
 - card access equip
- Exit Hardware
 - hydraulic door closers
 - panic exit

Company/Product Information

Ingersoll-Rand Door Hardware Canada manufactures cylindrical, mortise, and padlocks, hydraulic door closers, as well as mechanically and electronically activated door and panic exit hardware. In addition, Ingersoll-Rand has magnetic locks, electric strikes and card access equipment. These products are marketed under the following trade names: SCHLAGE locks, LCN door closers and VON DUPRIN exit hardware.

Ingersoll-Rand is the premier manufacturer of door hardware in North America, and its reputation has been gained through premium quality in both product and service.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

The company is of American origin but supplies the U.S.A. from local centres while Canada is served from the facility in Mississauga Ontario.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

New and additional markets are being sought for supply from Canada in the Middle East and North Africa. The main language of business is English, however, communication can effectively be carried out in French and the company has access to Arabic translation. Ingersoll-Rand requires distribution that deals with local architects and general contractors catering to the new construction market as well as the replacement market.

J. A. Wilson Display Ltd.

1645 Aimco Blvd.
Mississauga, ON
L4W 1H8

Tel: 416-625-9200
Fax: 416-625-3199

Export Contact:

Mr. Dick Henderson, Director/Marketing &
Sales

Products

Store fixtures, metal:

- binning and wire baskets
- gondolas
- showcases, wall units and shelving
- slotwall and accessories
- wall standards and brackets

Company/Product Information

J. A. Wilson Display Ltd. manufactures a wide range of metal store fixtures including gondolas, wall units, garment racks, metal slotwall, wall standards and brackets, showcases, shelving, pegboard and slotwall accessories, wire baskets and binning, and specialty merchandise. Product quality is high and pricing is competitive.

Custom fabrication is also available. All finishing, including powder coating, baked enamel, brushed and polished chrome is done in-house. A wide variety of colour finishes is available.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to the U.S.A., Wilson Display exports to a growing market in the Caribbean.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The main language used is English; however, Wilson Display has French-speaking personnel in their Montreal office. New markets are being sought in the Far East, South America and Western Europe.

Knapé & Vogt Canada Inc.

340 Carlingview Dr.
Etobicoke, ON
M9W 5G5

Tel: 416-675-3451
Fax: 416-675-7512

Export Contact:

Mr. Carm Hepburn, V.P. Sales & Marketing

Products

Adjustable shelf hardware

Company/Product Information

Knapé & Vogt Canada Inc. manufactures and distributes high quality adjustable shelf hardware for both consumer and industrial applications.

The products consist of wall mounted, slotted steel standards with adjustable brackets, or supports which come in a variety of finishes. Knapé & Vogt is Canada's largest manufacturer of this product category offering the widest range of colours and sizes available in North America. The company's products are sold through most Canadian retailers and distributors of hardware and home improvement products as well as industrial distributors and original equipment manufacturers.

CURRENT GEOGRAPHIC MARKETING ACTIVITIES

Knapé & Vogt's current export markets consist of the U.S.A. and Poland. The main language for the company is English, however, communication is also possible in French, German and Italian.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Knapé & Vogt is not currently seeking new customers in its present markets, but is interested in expanding its export business to include South America.

Koolatron - Raywares

27 Catharine Ave.
Brantford, ON
N3T 1X5

Tel: 519-756-3950

Fax: 519-756-3725

Export Contact:

Mr. David E. Stewart, Vice President

Products

Coolers/heaters, portable electronic

Company/Product Information

Koolatron - Raywares manufactures a complete range of portable electronic coolers, ranging in size from 8 to 34 litres. These units are powered by either 12 volt direct current or from 110/220 volt alternating current, with the optional power adaptor.

Current draw is from 2.5 to 4.0 amperes per hour, depending on the model. The operating principle employed is known as the Peltier effect, which uses a miniature solid state heat pump. By reversing polarity, both cooling and heating are available.

The units are extremely light in weight, and will operate in any position. Koolatron has been manufacturing these products for almost 20 years, and is recognized as a world leader.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Exports have been made to most countries in Western Europe, Australia, New Zealand, Argentina, Taiwan, Korea, and Saudi Arabia. Marketing in these countries has in the past been focused on truckers, boaters, and campers. A trend has now been established in Canada and some other countries whereby the product is purchased through building supply and hardware stores for such diverse purposes as grocery shopping and travelling sales.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The primary areas in which the company requires distribution are Scandinavia, Eastern Europe, Africa, Australia, New Zealand, Japan, South America (other than Argentina), the Middle East, and the Far East (other than Korea and Taiwan).

Krusin International Corp

113 Winnett Street
Woodstock, ON
N4S 5Z8

Tel: 800-377-8331

Fax: 800-377-8330

Products

Drywall corners

Tools - plastic and metal, drywall
- adhesive spreaders

Wire screens, adjustable bug screens

Export Contact:

Mr Robert A. Kruse, President

Company/Product Information

Krusin International Corporation (formerly Dasko Hardware Product Inc.) manufactures and markets adhesive spreaders, plastic and metal drywall tools, drywall corners, as well as adjustable bug screens.

Krusin International exports will exceed 50% of its production in 1993.

Warehouses are located in Buffalo, New York (with a North American 800 number for easy communication) as well as in Worcestershire, England.

Krusin International's products for do-it-yourselfers and professional users are competitive in world markets.

Krusin recently received an award for top product of the year in 1992 in London, England, which was presented by Hamerwill Magazines at their Build Ex Show in December.

This company prides itself in creating new products that set it apart from its competitors and as a result Krusin is regarded as the leaders in the industry.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to the U.S.A., Krusin exports to Great Britain, Denmark, the Netherlands, Australia and New Zealand.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Krusin International Corp. will participate in the Cologne Hardware Show in March of 1993, as well as the Birmingham, England Hardware show (Interbuild) in November of 1993.

Its exports to the United States are growing steadily and Krusin is becoming established in England. The company's focus in 1993 in Europe will be to open up new distributors in Germany, France, Spain and Italy.

Laboratoire Primatech Inc.

990 Rue Ste-Therese
Quebec, PQ
G1N 1S9

Tel: 418-682-2127
Fax: 418-682-0614

Products

Nailers, manual
Nailers, pneumatic

Export Contact:

M. Richard Poirier, Vice President, Sales

Company/Product Information

Laboratoire Primatech Inc. manufactures hardwood flooring nailers and nails (cleats) for all profiles of hardwood flooring manufactured today and markets them worldwide.

This system of fasteners and fastening equipment is the most efficient method of fixing tongue and grooved hardwood flooring. Operating pneumatically or manually, Primatech's nailers are the most technologically advanced products of their kind available in the world. The company is also recognized for its marketing and training support. In addition, Primatech produces standard 16ga brands and staples (collated) for use in the majority of pneumatic bradders and staplers currently available.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Laboratoire Primatech Inc. has extensive distribution in the U.S. and also exports to the U.K., New Zealand, Singapore and Mexico.

GEOGRAPHIC MARKETING PRIORITIES/MARKETING STRATEGY

The company is planning an extensive launch/push into the European market. Currently, its products are sold in Japan and the Far East through U.S. intermediaries. The company would like to arrange direct distribution in these areas.

The LFI/BESTEK Group Inc.

50 Huron Street
P.O. Box 1418
Deep River, ON
K0J 1P0

Tel: 613-584-3231
Fax: 613-584-3232

Export Contact:

Mr. Darrel J. O'Shaughnessy, President

Products

Solar-powered lighting systems

Company/Product Information

The LFI/Bestek Group is a Canadian private sector business enterprise specializing in Advanced Solar Powered Systems. Solbrite (TM) solar lighting technology is the result of over 10 years of intensive R&D, testing, and design improvement and is two years ahead of any competition in design and performance.

Solbrite outdoor solar powered lighting systems each have a solar panel that faces the sun. It collects energy and stores it as electricity in a battery. A clear and strong LEXAN prismatic lens protects the light and controller from all weather and vandalism. The light turns on automatically at dusk and off after a set time which is commonly five hours. The light can be either attached or sit on top of a pole as a stand-alone lamp.

The Solbrite Solar powered Cottage/Home Systems stores sunlight by day for home light and electrification at night. Each system includes all the necessary solar equipment and electronic components to supply sufficient home lighting, as well as power low voltage radio and television appliances. LFI/Bestek systems will provide 5 light hours each night or 3 lights continuously for 5 hours, or equivalent combinations of lights and radio/television.

CURRENT GEOGRAPHIC MARKETING ACTIVITIES

LFI/Bestek has identified significant business opportunities for its solar lighting and power systems in Africa, Mexico, China, India and in the Caribbean and is continuing to aggressively pursue these target markets.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGIES

The company plans to expand its marketing and sales activities as well as its manufacturing processes abroad through developing joint venture business relationships and technology transfer initiatives sponsored by the Canadian government.

Maggs Manufacturing Ltd.

P.O. Box 6091 STN. "A"
Calgary, AB
T2H 2L4

Tel: 403-255-6443
Fax: 403-258-1727

Products

Adhesives
Caulking and sealants
Tape
Wall Base

Export Contact:

Mr. Malcolm Davies, President

Company/Product Information

Maggs Manufacturing Ltd. is an extruding manufacturer of PVC products which are laminated with copolymer adhesive.

Products have been sold in Canada through homes centres, building supply outlets, and hardware and department stores since 1976.

All Seal-A Crack (TM) and Caulkstrip (TM) products are extruded with high gloss PVC to match the high gloss of bathroom fixtures. Maggs' copolymer adhesive is silicone treated to resist moisture, heat, and mildew. Copolymer has mass to fill the grout lines in tiled walls, which guarantees a watertight seal. With its new clamshell packaging, Maggs' products stay tightly closed to prevent accidental opening, yet are easy to open for user convenience. These packages are designed to stand on a shelf, hang on a hook or be thrown into a bin.

Maggs Wall Base is extruded with high gloss PVC, laminated with copolymer adhesive, and guaranteed to adhere to any clean surface - even concrete and rough vinyl walls. Wall Base is flexible, so that corners are not required, and goes on in one application. One need only start at one door and keep going around the room until another door is met. Available in 8 colours and 3 widths, Maggs Wall Base is sold from attractive floor or shelf displays which permit consumers to take only as much as they need.

Both Seal-A Crack (TM) and Caulkstrip (TM), as well as the Wall Base line, are UPC coded and packaged in a bilingual format.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

In addition to the U.S.A., Maggs is presently seeking export markets in Europe and the Pacific.

Master Craft Wood Turnings Ltd.

386 Maple Ave.
P.O. Box 665
Kitchener, ON
N2G 4B6

Tel: 519-745-3872
Fax: 519-745-3760

Products

Corner blocks
Dowelling
Handles, knobs - wood
Key tags
Rosettes

Export Contact:

Mr. Peter Hunter, President

Company/Product Information

Master Craft Wood Turnings Ltd. has been one of Canada's premiere manufacturer of face grain wooden knobs for the past 19 years. These knobs are used for kitchen cabinetry, case goods, and hobby crafts. In addition to knobs, the company also produces face grain wooden screw plugs, which are used extensively by floor and stair railing installers, as well as by manufacturers of fine furniture. Other specialties include rosettes, key tags, corner blocks, handles of all descriptions, and turned furniture components, such as chair legs. Master Craft also produces wooden dowelling up to 2" in diameter in various assorted woods.

The company specializes in small- to medium-sized runs, and can duplicate most small turnings and knobs, in many species of hard or soft wood.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

To date, Master Craft's export market is limited to the U.S., however, the firm is interested in entering any market worldwide.

Mitchell Cabinets

337 Banks Rd.
Kelowna, BC
V1X 6A1

Tel: 604-861-3456
Fax: 604-861-7769

Export Contact:

Ms. Laura Doncom,

Products

Medicine cabinets, mirrored

Company/Product Information

Mitchell Cabinets manufactures and markets a fine line of mirrored bathroom medicine cabinets. Several designs are available in a variety of sizes and colours. Cabinets are constructed of melamine with glass shelves and can be recessed or surface mounted. They compete extremely well against the metal or plastic box varieties on the market. Quality has always been a company priority, along with service and follow-up service.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

For eleven years, Mitchell Cabinets has serviced Western Canada, supplying building supply stores, plumbing wholesalers and retailers, and glass and mirror shops. The company is looking for distributors/dealers outside Canada, in particular, the North West U.S.A..

Modern Caster Inc.

P.O. Box 59
Concord, ON
L4K 1B2

Tel: 416-669-2215
Fax: 416-669-5079

Export Contact:

Mr. Paul Weale, General Manager

Products

Furniture hardware

- rests and glides
- nail-on glides and carpet based protectors for furniture

Surface savers

- self adhesive felt products that protect against scratches and dents, and reduce noise

Company/Product Information

Modern Caster Inc. manufactures, packages and distributes floor protection products for furniture to the retail hardware and houseware industry. Modern Castor is a full service operation and very actively involved and committed to exporting. The company has been in business for over 50 years and has a proven steady record of delivering products to customers in a reliable and efficient manner.

Modern Castor can offer a variety of products, and can offer these in bulk, packaged or private label to a distributor.

CURRENT GEOGRAPHIC MARKETING ACTIVITIES

Modern Castor exports to the United States and Australia, and is currently creating interest in the U.K.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Of particular interest to Modern Castor is the establishment of additional links with distributors of retail hardware to the hardware and houseware industry. Such distributors would already be distributing to the hardware and houseware retailer and have established networks. Modern Castor looks forward to hearing from interested potential customers about its products and how they may fit in their product program.

Mr. Wrought Iron (Canada) Ltd.

1100 - 11th St. S.E.
Calgary, AB
T2G 4T3

Tel: 403-234-9690
Fax: 403-237-5894

Products

Security window grills

Export Contact:

Mr. Patrick Williams, Marketing Manager

Company/Product Information

Mr. Wrought Iron (Canada) Ltd. manufactures the "MR. GOODBAR" adjustable security window grill and markets it to the hardware retail industry. A flexible marketing program enables retailers to capitalize on volume rebates, ad allowances, promotional pricing strategies, and/or net pricing.

"MR. GOODBAR" has a baked-on enamel finish (white) and is available in both plain and fancy designs. Mr. Wrought Iron (Canada) Ltd.'s decorative design and two-year limited warranty provide competitive advantages unparalleled in the industry.

A commitment to service starts with knowledgeable field personnel and also includes a toll-free order/help line six days a week.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

With its Canadian market share growing, Mr. Wrought Iron (Canada) Ltd. wishes to pursue the west coast of the United States with established retail lumberyards.

National Machine Products (1986) Inc.

63 Torbarrie Rd.
Downsview, ON
M3L 1G5

Products

Christmas tree stands of metal or plastic

Tel: 416-244-5386

Fax: 416-249-9105

Export Contact:

Mr. Ron Smith, President

Company/Product Information

National Machine Products (1986) Inc. is a long-established Canadian manufacturer of various styles of tree stands for natural Christmas trees. These stands are manufactured of metal and/or plastic and are available to suit various tree sizes.

All manufacturing as well as packaging is done in Toronto, Canada. The product is packaged and shipped with all necessary hardware in UPC coded cartons ready for retail display.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

This particular product is only a part of the company's full line and has seen limited export sales to the U.S. and Great Britain.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Agents and distributors are being sought in English-speaking markets. National Machine Products is convinced that a large market remains untapped in the above two countries, as well as others where natural Christmas trees are used.

Noma Industrial Cords Company

120 Mack Ave.
Scarborough, ON
M1L 1N3

Tel: 416-690-6663
Fax: 416-690-6744

Products

Electrical cord, including domestic extension
cords

Export Contact:

Mr. Charles B. Ellis, V.P. and General
Manager

Company/Product Information

Noma Cords is a Canadian owned integrated manufacturer of UC/CSA approved cord sets used in OEM manufacturing. Customers include freezer, stove, refrigerator, coffee pots, bottles, and other manufacturers as well as end users. Noma is a flexible manufacturer that offers design service and that will be ISO9000 certified in 1993. The company has been in business for over 30 years and is well respected by companies like GE, Whirlpool, Bosch, WCI, Maytag, Eaton, etc.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Noma sells in Europe, Switzerland, Germany, England, Italy, France, as well as Hong Kong, Malaysia, Mexico, Brazil, U.S.A., and is currently developing a market in Japan. Noma has been exporting for over 10 years.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The U.S. and South American markets are a focus for medium term development.

Nordqvist International Inc.

31 Skagway Ave.
Scarborough, ON
M1M 3T9

Tel: 416-264-4391
Fax: 416-264-4397

Products

Baskets and boxes - plastic
Colanders
Shelving
Space Organizers

Export Contact:

Mr. John Nordqvist, President

Company/Product Information

Nordqvist International Inc. designs, manufactures, and markets plastic housewares products, such as colanders, garbage and waste baskets, unique shelving for corner spaces, four sizes of multi-purpose organizer/storage baskets, etc.

Nordqvist supplies its products to all major retailers and some smaller retailers throughout Canada.

The products are available in a number of fashionable colours. Nordqvist is also able to produce a customized colour, depending on quantity ordered.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Nordqvist International Inc. has been exporting to the U.S.A. for the past six years, to both retailers and mail order firms.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The main language of the firm is english, but effective communication is also possible in danish. New and additional markets are being sought anywhere in the world.

Northern Fireplace Ltd.

Box 1559
Summerland, BC
V0H 1Z0

Tel: 604-494-6306

Fax: 604-494-0313

Export Contact:

Ms. Caroll Ann Carrier, Office Manager

Products

Fireplace fixtures, equipment, and parts

Company/Product Information

Northern Fireplace Ltd. designs, manufactures, and markets zero clearance gas fireplaces, gas fireplace inserts, and all aspects of masonry heatliners, dampers as well as various fireplace building products. Northern Fireplace also manufactures custom fireplace glass doors.

Products are available in various styles and finishes. Northern Fireplace manufactures to customer needs.

Nour Trading House Inc.

637 Colby Dr.
Waterloo, ON
N2V 1B4

Tel: 519-886-7171

Fax: 519-886-9744

Products

Paint and varnish brushes

Paint rollers

Paint roller frames

Export Contact:

Mr. Bob Shaw, Director of Marketing

Company/Product Information

Nour Trading House Inc. is a manufacturer and distributor of paint applicators for use in the professional and consumer markets. Nour currently sources raw materials globally and is vertically integrated in order to maintain "hand's on" product development and cost controls. Nour has pioneered the development of specialized synthetic paint brushes for the application of new water based paints.

Nour offers a complete line of paint brushes, rollers, refills, and sundries, enabling customers to satisfy all of their applicator needs through one supplier.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Nour has been exporting to the U.S.A. for two years and is actively seeking out regional distributors who will supply the quality service Nour customers have grown to expect. This market is a high priority for Nour.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Nour is looking for additional specialized markets in Australia, the EC, and Scandinavia, where it believes these professional painting tools have good market potential.

Nova Sylva Inc.

1587 Denault St.
P.O. Box 1624
Sherbrooke, PQ
J1H 2R1

Tel: 819-821-4617
Fax: 819-821-4671

Export Contact:

Mr. Pierre Roy, President

Products

Recycling and composting equipment

Company/Product Information

Nova Sylva Inc. designs, manufactures, and markets home recycling equipment and products. Among such products is a kitchen recycling compartmentalized container called MURF (tm) (Modular Utilitarian Recycling Facilitator), and a backyard composting conical bin called THE EARTH MACHINE (tm) (10 cu.ft. or 283 litres). MURF (tm) comprises three different container sizes 7, 11, and 30 litres) for waste separation into three streams such as compostables, landfillables, and recyclables. The 18 self-adhesive pictograms supplied are used to identify the function of each container and adapt to most collection options. The 11 litre container is designed to reuse plastic grocery bags or other T-shirt shopping bags.

The company also has a line of silviculture & horticulture equipment and products.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Some of Nova Sylva's products are sold in Europe and South America, as well as the United States and Canada. The company is currently expanding markets in these countries with new product lines, particularly MURF (tm).

GEOGRAPHIC MARKETING PRIORITIES/STRATEGIES

The company transacts in French and English, but can also communicate in Spanish through a representative in Chile. The company intends to market the MURF (tm) product on a worldwide scale and to increase its distribution of the silviculture line.

Ontario Store Fixtures Inc.

5145 Steeles Ave. W.
Weston, ON
M9L 1R5

Tel: 416-749-7800

Fax: 416-746-3229

Products

Baskets, wire
Display- units
- signage
Shelving

Export Contact:

Mr. Milton Shier, Chairman and CEO

Company/Product Information

Ontario Store Fixtures Inc. designs, manufactures, and distributes a complete range of shelving systems and accessories, slatwall panelling, and hardware display accessories. The company, along with its subsidiaries (wire, tubular steel, metal, woodworking, and plastic factories), is totally integrated and therefore has great flexibility in the manufacture of special and standard products. OSF has five factories and one warehouse occupying 750,000 square feet, and over 1,100 employees.

Ontario Store Fixtures offers the highest quality products and super service at competitive prices. Its culture is customer satisfaction.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to the U.S.A. market, OSF export markets include the United Kingdom, the Caribbean Islands, Hawaii, and Australia.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Future plans call for expansion into Mexico as well as Europe.

Onward Multi-Corp. Inc.

932 Victoria ST. N.
Kitchener, ON
N2B 1W4

Tel: 519-578-3770
Fax: 519-578-1510

Export Contact:

Mr. Larry Rigney, National Sales Manager

Products

Decorative hardware
Gas barbecues
Handles, knobs, hooks, & pulls
 - plastic
 - metal
Furniture and cabinet hardware, except
springs
Shelf brackets
Window hardware, metal

Company/Product Information

Onward manufactures, packages, and distributes cabinet and builder's hardware products to the retail trade throughout Canada. Encompassing a product range of over 1,000 items, the company has the ability to customize programs for all types of retail accounts. The emphasis is towards strong customer service, high turns and profit for the customer, and innovation in product selection and merchandising. Additionally, many products offered are applicable to the industrial and manufacturing sectors (i.e. cabinet hardware to the kitchen cabinet trade).

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Onward Hardware welcomes opportunities to develop new relationships throughout the U.S.A., Mexico, Central and South America. Service is offered in English, French and Spanish.

Payne Manufacturing Company Ltd.

30 Victoria Crescent
Brampton, ON
L6T 1E4

Tel: 416-790-0821
Fax: 416-790-0828

Export Contact:

Ms. Sandra Edmonds, President

Products

Cookware - aluminium & copper
Decorative hardware & housewares:

- aluminum vases, planters,
decanter, coasters, tankards
- ashtrays, baseball card boxes

Kitchen accessories:

- bottle openers,
BBQ utensils,
mixing bowls, trays

Letters and numerals

Tumblers - aluminum & copper

Company/Product Information

Payne Manufacturing Co. Ltd. originally started in business in 1945 making metal souvenirs and giftware out of aluminum and copper. Over the years, the company changed direction and created a sister company, Payne Metal Enterprises Ltd., which produces close tolerance metal stampings and machining for business machines, automotive parts, etc.

Although Payne Manufacturing Co. Ltd. still produces the line of souvenirs and giftware (in fact, the company has just introduced a line of aluminum planters which are anodized in colours and can be used indoors and out), the company also has the capabilities and machinery to produce any metal hardware parts for any company looking for a Canadian manufacturer.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Payne currently exports to the U.S.A..

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

In the past, the company exported to England and Australia and now is especially interested in re-establishing its presence in those markets as well as New Zealand. Payne is interested in additional markets and distributors in all countries.

PEM Fountain Co.

P.O. Box 32565
Richmond Hill, ON
L4L 0A2

Tel: 416-889-3201
Fax: 416-884-8941

Export Contact:

Mr Peter Micha, President

Products

Plumbing- nozzles and jets, water displays
- specialized fittings, bronze
Pools - underwater lights
- electrical support equipment
- water level controls, electric and
hydraulic
Fountains

Company/Product Information

PEM Fountain Co., a division of Imperial Irrigation Co. LTD, manufactures one of the most complete lines of specialized plumbing and electrical equipment in the world for decorative fountains, water displays and pools as well as waterproofing pipe penetration fittings.

PEM Fountain Co. is a so-called "Ma & Pa" enterprise, very small and highly specialized. International protection of the trademark "PEM" was obtained in most major countries. PEM equipment is produced in two plants in Richmond Hill and the firm also has licensed limited production of PEM equipment for Australia established in Brisbane, Australia. PEM equipment is custom made to order only. PEM is established throughout the world as a mainstay of fountain builders and designers.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Manufacturing commenced in Canada in 1961. In 1965, worldwide promotion began and distributors in over 20 countries were established and remain to date.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

To continue to pursue markets in the U.S.A.

Peregrine Industries Ltd.

1382 Venables St.
Vancouver, BC
V5L 2G4

Tel: 604-251-3174
Fax: 604-251-7225

Export Contact:

Mr. Chris Knowles, Sales Manager

Products

Display and P.O.P. accessories
Handles, knobs, hooks
Lamp shades
Letters and numerals, other than paper
Picture and photograph frames
Plexiglas Cook Book Holder/Displayers
Plexiglas Boat Windshields/Dodgers
Safety products
Shelving
Space organizers
Tool storage boxes
Book ends
Bread boxes, cannisters, cookie jars
Clothes hangers
Food/Coffee Bean Dispensers - plexiglas
- A.B.S.

Food storage containers
Holders- book, napkin, tumbler & toothbrush,
toilet roll, towel, and wine.
Spice cabinets and racks
Trays

Company/Product Information

Peregrine Industries Ltd. specializes in custom design, fabrication, forming and vacuum forming of plexiglas and related plastics. The extensive line of custom made products which are, or can be, manufactured by the company includes goods which are used in the industrial, commercial and graphic art trades. Service is also provided to the private sector.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

At present, Peregrine provides products which are primarily sold or distributed in the provinces of B.C., Alberta, and Manitoba. Some products are also sold to the East Coast of Canada and Washington State in the United States.

GEOGRAPHIC MARKETING PRIORITIES/MARKETING STRATEGY

Peregrine Industries Ltd. is interested in producing or developing products to be sold across Canada, the USA, Asia and Europe. The company would also welcome any advice pertaining to related market products agents and distributors from Trade Commissioners.

Petmark Home Security Products Inc.

11 Edvac Dr.
Unit 18
Brampton, ON
L6S 5W5

Tel: 416-791-1240
Fax: 416-791-1292

Export Contact:

Mr. Gord Henatyzen, President

Products

Window guards/bars/grilles for security
P.O.P. sales aids, displays

Company/Product Information

Petmark Home Security Products Inc. is a privately owned company, established in 1986, which manufactures patented adjustable window guards, and target markets them to security conscious D.I.Y. consumers through retail outlets in Canada and the U.S.A. Due to the quality and unique features of the products, a secondary market of locksmiths, alarm installers, security specialists, and window manufacturers/retailers is growing steadily.

The patented Petmark series and patent-pending PALLADIUM series products are processed at the compact Brampton facility, using dedicated machinery which allows for low cost production and tight quality control. To further control costs, a limited number of parts are manufactured outside, using Petmark tooling.

Petmark combines outstanding products with excellent packaging and P.O.P. sales aids to provide the best retail program available. The company's total program has been proven to outperform all known competitive product lines in creating improved sales and profits.

Polyad Industries Ltd.

General Delivery
North Lancaster, ON
K0C 1Z0

Tel: 613-347-2397

Fax: 613-347-3624

Products

Sponges- facial and body

- domestic and industrial cleaning
- stipple/painting
- drywall compound feathering

Export Contact:

Mr. Gyorgyi Telbisz, President

Company/Product Information

In 1993, Polyad is celebrating its 30th year of production in Canada. The prolonged success of Polyad is due to the unique product lines which have evolved from the use of a specific formulation in the manufacture of polyester foam.

The resulting characteristics of this foam make it ideal as a product for the present as well as the future. Not only is the production of this foam environmentally conscious but also the bio-cycle of all Polyad products is one which can benefit, and help create, a sustained economy.

Present uses of the Polyad formulation include:

"SOAKER" - a market tested line of household and industrial sponges

"TUB TUFFY" - for effective yet gentle cleaning of even delicate bathroom surfaces

A professional grade stipple and/or stipple painting sponge

"L'ponge ciment" - rapidly gaining recognition as the premier drywall compound feathering sponge

Perhaps even more immediate, in terms of market acceptance, has been the "Seahorse Collection" line of facial and body sponges. Firms which are seeking a long term growth market for their quality shower gels or solid bar products will find that the Seahorse Collection" body sponges offers a myriad of advantages. Colours and sizes are routinely created to match consumer needs. More importantly, these singular body sponges enhance all products with which they are used, thereby increasing consumer satisfaction, which benefits all concerned.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Polyad is actively pursuing the European market. Personnel can communicate in English, French, German, and Hungarian. Polyad is open to all serious inquiries, regardless of geographic location.

Portes Laforge Doors Ltd./Ltee

P.O. Box 1688
Grand Falls, NB
E0J 1M0

Tel: 506-473-4034
Fax: 506-473-4283

Products

Garage doors
Garage door hardware

Export Contact:

Mr. Alphe Martin, Marketing Manager

Company/Product Information

Portes Laforge Doors Ltd/Ltee is a manufacturer of overhead garage doors for the commercial, industrial, and residential markets.

The company manufactures aluminum, steel, and wooden doors in both standard and custom sizes.

The company program provides not only the door, but also a full line of door hardware.

Training and marketing program support is also available from Portes Laforge Doors Ltd/Ltee.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Portes Laforge Doors Ltd/Ltee looks forward to expansion into export markets in the United States.

RCR International Inc.

2295 Metropole
Longueuil, PQ
J4G 1E5

Tel: 514-670-8100
Fax: 514-679-3260

Export Contact:

Mr Michael Vanasse, Export Representative

Products

Carpet accessories
Clothes lines
Garden hoses
Handles, knobs, hooks
Strapping and tubing
Seals and gaskets
Vinyl runners and mats
Weatherstripping

Company/Product Information

RCR International Inc. is a prime manufacturer of a wide variety of products, such as: garden hoses, clothes lines, carpet accessories, vinyl runners and mats, and weatherstripping.

RCR is also involved in many types of custom extrusion such as strappings, P.V.C. tubing, seals and gaskets in a number of materials, Neoprene, E.P.D.M. foam, etc..

CURRENT GEOGRAPHIC MARKETING ACTIVITY

RCR's export markets include the U.S.A., Europe, Africa, Saudi Arabia, and the Far East. Distributors have been established in these markets.

Roth (care) Corp.

P.O. Box 87
Concord, ON
L4K 2G8

Tel: 416-669-4522
Fax: 416-669-1501

Products

Kitchen utensil
Lint brushes
Scissors
Vacuum cleaner accessories

Export Contact:

Mr. David Roth, President

Company/Product Information

Roth (care) Corporation is a manufacturer of consumer care products. The company manufactures Lint Away rollers, refills, and the Fantastic Lint Away brushes that are used on a day-to-day basis by anyone wearing clothing other than jeans and t-shirts. The primary purpose of the products is to remove lint, dust, pet hair, and dandruff, etc. from clothing, upholstery, drapes, floor coverings, etc.. Roth makes the widest cross-section of Lint Away rollers and Fantastic Lint Away brushes available on the market.

Roth also manufactures a four-in-one kitchen gadget known as the Multi-Shield, which acts as a splatter screen, a spatula, a strainer shift, and a bun warmer. Roth's Fuzz Eat'r is a unique item that removes balling or pilling from garments without harming the fabric. Another product manufactured is the Auto Valet, which is a two-in-one car interior care unit. One side cleans plush upholstery and the other side is a rotating bristle brush which will pick up cigarette butts, cookie crumbs, etc. from the floor and trunk area of a car. Roth also manufactures commercial and industrial sized units for various applications such as janitorial services, dry-cleaning services, etc.

Roth's products are widely used and sold in all types of retail stores, be they food, drug, or clothing as well as by mass merchandisers, etc.. Due to the diverse and extensive line of its products, Roth can approach many different departments, such as housewares, notions, pet accessories, vacuum accessories, electrical accessories, and others.

S.D.M. Inc.

1288 Montee Leger
Les Cedres, PQ
J0P 1L0

Tel: 514-452-4224
Fax: 514-452-2066

Export Contact:

Elie Kohen, President

Products

Christmas tree stands
Lawn edges
Plastic pipe from 4" to 6" in diameter,
corrugated
Pumpkins
Shovel handles
Umbrella stands

Company/Product Information

S.D.M., established in 1974, has grown into one of Canada's major processors of plastics. The Custom Fabrication Division, with its extrusion, injection, moulding, and blow moulding machinery, offers widely diversified services to its customers. S.D.M.'s manufacturing facilities are located near Montreal, Canada.

Satin Finish Hardwood Flooring Ltd.

8 Oak St.
Weston, ON
M9N-1R8

Tel: 416-241-8631
Fax: 416-241-8636

Export Contact:

Mr. Nicolos Stern, Partner

Products

Flooring

- lamparquet,
- parquet
- mosaic parquet
- plank

Company/Product Information

Satin Finish Hardwood Flooring manufactures parquet and mosaic parquet flooring. Satin Finish manufactures mosaic parquet both in the 8 mm x 120 mm and 8 mm x 160 mm design. The company manufactures plank flooring to customers' requirements in thicknesses varying from 12 mm to 21 mm, and widths varying from 50 mm to 90 mm. Lengths can vary from 300 mm to 2,500 mm. It can also manufacture Lamparquet, i.e. 10 mm x 50 mm x almost any set length.

All these species can be manufactured from Red Oak, White Oak, Maple, Birch, Beech and Ash. In addition, Satin Finish can manufacture most of these items either prefinished (with a polyurethane finish), or unfinished (ready to be sanded and finished). The company can manufacture most of the products with a tongue and groove, double groove or a square edge.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Satin Finish prides itself on being one of the largest manufacturers of hardwood flooring in Canada, established for over 70 years and operating three manufacturing plants. Personnel are familiar with export requirements, grading and regulations, and are flexible to accommodate customers' specific requirements.

Sauna Craft

115 Bowes Rd. Unit 1
Concord, ON
L4K 1H7

Tel: 416-738-9443
Fax: 416-738-2486

Products

Heaters, sauna
Sauna and steambath D.I.Y. kits
Steambath generators

Export Contact:

Mr. Al Wynn, President

Company/Product Information

Sauna Craft manufactures a complete range of sauna and steambath products.

SAUNA -The company's sauna heaters are designed so that the same heater can be mounted in the corner of a sauna or upright. These come in a complete range of sizes in either red baked enamel or stainless steel. The two basic models are:

1. With mounted remote controls (outside sauna room). Mechanical or electronic controls - "CW Series"
2. With controls, thermostat, and 60 minute timer built into the heater - "CTT Series"

Sauna Craft also has a full range of sizes of Sauna Liner Kits, which allow the Do-it-yourselfer to build his/her own sauna. Also produced are free standing Pre-Built Saunas, of 2" X 4" double tongue and groove cedar; In 2-3 hours, the logs can be simply slid together, and can later be easily dismantled.

STEAMBATHS - Sauna Craft has a variety of sizes of steambath generators which can be added to a shower or bathtub. Also available is a full range of sizes of Steambath Liners which are very simple to install.

Sauna Craft has a broad array of merchandising material including:

1. Full colour product catalogs, brochures, and posters.
2. P.O.P. posters
3. VCR tapes

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Current marketing activity is confined to the U.S., but the company is looking to expand to the U.K., Europe, Mexico, South America, Australia, and New Zealand.

Shade-O-Matic Ltd.

335 Eddystone Ave.
North York, ON
M3N 1H8

Tel: 416-742-1524
Fax: 416-742-4872

Products

Window coverings - venetian, verticals, shutters, pleated
Window coverings components
Machinery for fabrication of window coverings

Export Contact:

Mr. Steven Marocco, Export Manager

Company/Product Information

Creating beautiful windows is easy with vertical and horizontal blinds by Shade-O-Matic. The company's products are custom made with quality materials and careful workmanship to fit your windows to your exact specifications. Shade-O-Matic also takes pride in its innovations in blind technology. It designed and patented the exclusive "One Piece Angle Track" for vertical blinds, which solved the problems created by using three separate tracks for bay or bow windows. No more corner gaps and the blind is conveniently operable from a single control.

Shade-O-Matic is a totally integrated manufacturer of complete vertical and horizontal blind component systems. All components are manufactured under strict quality control and the best materials are used in the production process. The company has developed many innovative features into its systems.

Shade-O-Matic vertical blinds consist of an extruded aluminum head reel from which the slats are suspended vertically on individual carriers that traverse laterally along the rail by means of a pull cord and rotate all in unison for a complete 180 degrees and stop at the completion of the 180 degree turn. The slats gather either to one side when traversed or to both sides making a one-way or split draw blinds possible, respectively. The system incorporates a unique self-aligning carrier that will keep vanes in synchronization at all times.

The Shade-O-Matic SOMTEC 1000 horizontal blind fabrication machine was developed for use with 1", 3/4" or 1/2" slat sizes. A unique feature of the roll former is the capability of linking different size roll formers to the line in order to quickly switch to a different coil size. For maximum precision on the slat, infrared beam sensors provide greater reliability than proximity-type detection. A centralized control system with all components in a sealed cabinet provides better service and reliability. An extension to the SOMTEC line is the SOMTEC 3000 for the fully automated assembly of multi-coloured horizontal blinds. The SOMTEC 3000 can also be tooled to accommodate up to three different slats sizes.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Shade-O-Matic products are sold across Canada. The hardware systems for both vertical and horizontal blinds, including the one-piece-angle track component, are exported to the U.S., Europe, Middle East and the Far East. These hardware systems have a reputation for their high quality and reliability.

Showerlux Canada Ltd.

1380 Birchmount Rd
Scarborough, ON
M1P 2E3

Tel: 416-752-0760

Fax: 416-752-8209

Products

Shower and tub enclosures

Export Contact:

Ms. Simone Abele, Sales Manager

Company/Product Information

An innovative leader in the shower enclosure industry, Showerlux Canada Ltd. has revolutionized the traditional image of the shower unit.

Showerlux Canada Ltd. has been setting the standard for quality and excellence since 1978. Showerlux Canada Ltd. is based in Toronto, Ontario, with a separate warehousing and customer service operation in Laval, Quebec. A subsidiary of Duscholux GmbH - the largest shower door manufacturer in Europe - Showerlux offers a comprehensive range of quality shower enclosures in a variety of styles, colours, and glass combinations.

The Showerlux Euros' Collection is the most technically innovative product line on the market. Through exceptional engineering and quality in design, the Euros Collection offers a range of features that are unsurpassed in their versatility and performance.

Customized configurations - for different widths, heights, buttress panels, and inline panels - are readily available. All Showerlux shower doors are delivered fully assembled, eliminating costly, time-consuming problems at the installation site. Every Showerlux door is guaranteed for ten years!

CURRENT GEOGRAPHIC MARKETING ACTIVITIES

In addition to providing market support within Canada, Showerlux Canada Ltd. oversees operations of the American division Showerlux USA, based in Atlanta, Georgia, and handles exporting inquiries for South America.

SPG International Ltee/Ltd.

4275 blvd. St-Joseph
C.P. 758
Drummondville-Sud, P.Q.
J2B 6X1

Tel: 819-477-1596
Fax: 819-477-0705

Export Contact:

M. Maxime Poulin, President

Products

Tool boxes

Company/Product Information

In 1960, Mr. Guy Gurette founded SPG international with one idea in mind: to offer mechanics a complete range of the highest quality tool boxes possible. For years, Mr. Gurette has instilled in his staff and production teams his commitment to quality construction at reasonable cost. Thirty years later, SPG's products are being distributed throughout the world under various brand names: International, Mecanika, Promax and Prostor, as well as under its own brand name.

In order to respond adequately to the continually evolving needs of its clientele, SPG has dedicated itself to the goal of manufacturing and marketing storage products at the best possible prices in order to allow clients to maximize profits.

Sunrise Fine Bone China Ltd.

34 Carnforth Rd.
Toronto, ON
M4A 2K7

Tel: 416-755-6440

Fax: 416-755-9308

Products

Decorative housewares - china vases

Tableware - china

Export Contact:

Mr. C. Roy Porter, President

Company/Product Information

Sunrise Fine Bone China Ltd. manufactures a range of top quality giftware, collector plates, and souvenir items in Fine Bone China.

The China is exceptionally white, very strong non-porous, and translucent.

Sunrise specializes in custom china and employs Canadian artists to design and/or decorate according to a customer's individual needs. Approximately 60 different items are produced from scratch, in patterns that are exclusive to Sunrise or from non-exclusive open-stock designs.

Sunrise is a unique operation with an integrated force of skilled operatives, 70% of whom are developmentally or physically challenged individuals.

Sunrise is well established as a manufacturer of quality chinaware and enjoys the business of major department stores, china boutiques, restaurants, as well as specialized business with major corporate consumers.

Tago Company Ltd.

1024 Nellis St.
P.O.Box 634
Woodstock, ON
N4S 7Z5

Tel: 519-539-8141
Fax: 519-537-6481

Export Contact:

Terry Green, President

Products

Carpet tapes
Cove base
Floor trims
Flooring adhesives
Tools
Weatherstripping

Company/Product Information

Tago Company Limited designs, manufactures and markets do-it-yourself weatherstripping, aluminum, vinyl and oak floor trims, carpet tapes, cove base, floor adhesives and tools. Tago has over 100 weatherstripping and floor installation products.

The company's program includes four colour photography on all packages and colourful point-of-sale displays, the latter of which won the 1992 Canadian Hardware Association "Merchandiser of the Year" Award. Packaging is now offered in English, French and Spanish. It can also be printed in any other language.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Tago Company exports to the U.S.A..

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company is seeking distribution in Europe, the Far East, Central and South America, Australia and New Zealand.

Tape Specialties Ltd.

615 Bowers Rd.
Concord, ON
L4K 1J5

Tel: 416-669-4881
Fax: 417-669-2330

Export Contact:

Mr Mark Turner, Sales Manager

Products

Tape - masking
- pressure sensitive
- duct tape
- double sided, carpet
- specialty
- safety film
Vinyl, decorative, self-adhesive

Company/Product Information

Tape Specialties Limited manufactures and markets a broad range of pressure sensitive adhesive tapes and decorative vinyls.

Tape Specialties Limited has developed the Aqueous rubber/resin pressure sensitive adhesive technology which it produces using environmentally friendly means.

The product line includes masking tapes, double-sided carpet tapes, duct tapes, clear vinyl and polypropylene tapes, printable flatback tapes, coloured paper tapes, and aluminum foil tapes. The company also manufactures specialty tapes to protect the corners of painted or papered walls, label laminating and protection film tape, as well as safety film tape for mirror and shower doors.

The "Coloursplash" line of decorative vinyl will remove cleanly from most surfaces after years of use.

Tape Specialties' ability to silicone coat the backing of both paper and film substrates adds to the quality and manufacturing control of its product line.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Tape Specialties Ltd. presently exports to the U.S.A., Panama, Trinidad, and the United Kingdom.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company is actively pursuing new business in Australia and New Zealand. Its products are competitive in both industrial and consumer product markets.

Toastess Inc.

815 Tecumseh
Pointe-Claire, PQ
H9R 4B1

Tel: 514-697-3320
Fax: 514-697-2057

Products

Small kitchen electrical appliances

Export Contact:

Mr. Jerry Solomon, V.P. Sales & Marketing

Company/Product Information

Toastess Inc. is a wholly Canadian owned company which designs, manufactures, and markets small electric kitchen appliances for domestic use. The range of products includes skillet (frypans), deep fryers, kettles, corn poppers, griddles, waffle makers, sandwich grills, woks, and stir-fry pans. There are various models and sizes available in each of the above categories.

These products are available for 100, 120, and 240 volt markets. In addition, Toastess Inc. is capable of obtaining regulatory approval where required. The products can be marketed through distributors or can be customized to bear the brand name and suit the cosmetic requirements of the client.

Toastess' long standing commitment has been to achieve maximum quality while offering utilitarian products at reasonable prices.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

In addition to its Canadian and U.S. markets, Toastess Inc. is currently exporting to England, and Northern and Southern Ireland.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

While Toastess operates in French and English, communication in Spanish is also possible. Distributors or OEM customers are being sought in the Middle East, Far East, Europe, and Africa.

Trimtramp Ltd.

151 Carlingview Dr. Unit #11
Etobicoke, ON
M9W 5S4

Tel: 416-798-3160
Fax: 416-798-3162

Products

Saw tables, sliding compound miter

Export Contact:

Mr. Brian Noble, President

Company/Product Information

Trimtramp Ltd. designs, manufactures and markets a patented line of TRIMTRAMP sliding compound miter saw tables which allow you to instantly convert your hand-held circular saw into a sliding compound miter or radial arm saw at a fraction of the cost of these tools on the market today.

The TRIMTRAMP saw tables are available in models for the do-it-yourself and commercial markets.

The company has developed a Router Kit which will allow you to use a router in any of the TRIMTRAMP saw tables. This will be available in January 1993.

Future plans call for the introduction of more unique products for the woodworking and aluminium siding/soffit do-it-yourselfer and professional. All of Trimtramp's products are 100% Canadian content.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

The company introduced its product into the U.S. market in January 1992 and achieved sales of \$78,000 in the first 9 months. An agreement with a U.K. importing distributor was recently concluded and their first order for \$12,000 was shipped.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The company is interested in developing sales in Europe (Germany, the Netherlands and France in particular), New Zealand, Australia and South Africa, or elsewhere as appropriate. Advice regarding agents or distributors in these markets would be appreciated.

Twin Maple Marketing Ltd.

34633 Vye Rd.
R.R. #2
Abbotsford, BC
V2S 4N2

Tel: 604-854-6776
Fax: 604-854-1992

Export Contact:

Mr. Abe Falk, Manager

Products

Camping equipment - instant grommet
Cordage - tie-downs
Glue
Paint brush holder
Pet supplies
Plastic handles and hooks
Safety products
Tools, screwdriver

Company/Product Information

Twin Maple Marketing has various products that are ready for export, including the following:

TARP HOLDER - A two-piece plastic device that may be used in place of a grommet when suspending plastic or a tarp. It has a considerably greater strength factor than a common grommet.

SAFETY FINGER - This product is a simple and inexpensive solution to ensuring safety in the use of a table saw or any saw with a guide for push through materials. The Safety Finger is used to push material through the saw whenever hands or fingers might come too close to the saw blade. It is made of plastic and comes in a variety of colours.

PW 6 - A unique, 6-sided screwdriver, which includes 6 different heads that are set into one 6-sided casting of polyethylene.

BONDRITE - This is a new glue that sands without clogging the sandpaper, and which also accepts stain.

Twin Maple Marketing Ltd. deals only in a limited number of products, thus enabling the firm to dedicate adequate time and effort to providing product knowledge and follow-up.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The firm presently markets across Canada and into the U.S.A., and would welcome agents from any part of the world.

U.S.E. Hickson Products Ltd.

15 Wallsend Drive
Scarborough, ON
M1E 3X6

Tel: 416-724-2000
Fax: 416-724-6818

Products

Adhesives
Caulking and sealants
Waterproof coatings
Wood preservatives

Export Contact:

Mr. Keith Knowling, President

Company/Product Information

U.S.E. Chemicals, a Division of Thorosystem Products of Canada Limited, and Hickson Building Products Limited are pleased to announce the formation of a joint venture company U.S.E. Hickson Products Ltd.

U.S.E. Chemicals is a manufacturer of a wide range of cementitious coatings, repair and maintenance quick setting cements, bonding agents, and ad mixtures based upon acrylic technology, as well as a complete line of water repellent sealers and asphalt driveway repair and coal tar resurfacing coatings.

Hickson Building Products Limited, Protection Products Division, markets a wide range of caulking, sealants, adhesives, roofing products, and wood preservatives which service the construction industry and the automotive and recreational vehicle aftermarkets.

U.S.E. Hickson Products' manufacturing facilities will be consolidated at a new 80,000 square foot plant, located on a 5.5 acre property. Complete with a rail spur, the new facility will employ the latest computerized high speed filling equipment for both liquids and powders. The corporation's dedication to research and development can be found in the construction of its modern laboratories, where not only will applied research be undertaken but statistical process control techniques will also be utilized throughout the manufacturing procedure. Worker comfort and safety remains a high priority at the new plant where the overall focus will be to manufacture products of the highest quality by the most efficient means.

Umbra Shades Ltd.

2358 Midland Avenue
Scarborough, ON
M1S 1P8

Tel: 416-299-0088
Fax: 416-299-6168

Export Contact:

Mrs. Paula Burt, Export Manager

Products

Book ends - metal & plastic
Clocks, electric
Coasters
Doormats-rebonded foam
Drapery hardware
Glass mirrors
Picture and photograph frames
Table sets - vinyl, canvass
Trash cans, swivel-top, plastic
Trivets (rubber)
Wine racks

Company/Product Information

Umbra is a Toronto based manufacturer of innovative decorative accessories, housewares, and gift items. Since 1980, Umbra has built a collection of original, contemporary products that offer the added value of quality and design to the up-scale market at affordable prices. Although there is a strong fashion-orientation to its line, all Umbra products feature high-quality, state-of-the-art materials and excellent workmanship. Currently the line includes wall mirrors, clocks, placemats, coasters, picture frames, plastic trash cans, drapery hardware, doormats, and many other kitchen, bath and office accessories.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Umbra currently supplies specialty chains, better department stores, design stores, contemporary furniture stores, kitchen outlets, design sensitive gift and houseware retailers, and art and office supply stores. The firm's sells seventy per cent of its production in the U.S.A., fifteen per cent in Japan and Western Europe, and fifteen per cent in Canada.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Umbra is seeking business in the Middle East, Southern Europe and South America. The firm's aim is to be a major cross-department and multi-category resource to its customers.

Veritas Tools Inc.

1080 Morrison Dr.
Ottawa, ON
K2H 8K7

Tel: 613-596-1922
Fax: 613-596-3073

Export Contact:

Mr. Mark Williams, General Manager

Products

Marking instruments
Tool sharpeners
Woodworking tools: hand
edge
measuring
Vices, clamps

Company/Product Information

Veritas Tools Inc. manufactures high quality woodworking hand tools and accessories for the professional and hobbyist markets. As part of the Lee Valley group of companies, a major catalogue retailer of specialty woodworking tools in Canada, Veritas is keenly aware of the needs and demands of a typical woodworker. The Veritas name has become synonymous for quality.

The Veritas line of products includes sharpening devices for edge tools, woodworking vises and workbench accessories, carving knives, specialty planes, a drilling jig for 32mm system cabinets, a hinge boring jig for Euro hinges, tapered plug cutters, and measuring devices for machine set-up. With a full research and development team and on-site manufacturing, Veritas brings at least six new products to market each year, most of which are patentable.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

The products Veritas manufactures lend themselves to western woodworking methods. The firm currently exports primarily to the United States with substantial sales to the United Kingdom and Australia and is actively seeking distribution in continental Europe and Scandinavia.

Visioneering Corporation

24 Ward St.
Toronto, ON
M6H 4A6

Tel: 416-534-7991
Fax: 416-531-4130

Products

Lamp, portable
Lighting and lamp fixtures
Light bulbs and tubes

Export Contact:

Mr. William Wiener, President

Company/Product Information

Visioneering Corporation is a leading Canadian lighting manufacturer that produces and markets an extensive line of commercial and industrial luminaires and lamps.

Visioneering offers sports, flood, area/security, industrial H.I.D. fluorescent, and incandescent lighting for the growing needs of today's lighting market.

Visioneering carries a substantial inventory and is capable of shipping most fixtures within 2-3 days. In addition to its large inventory of in-house stock, Visioneering has the facilities to manufacture custom luminaires with deliveries taking approximately 4-6 weeks. Visioneering also carries a complete line of energy saving products, including ballasts, lamps, and reflector systems which can be incorporated into fixtures to give you the most efficient up-to-date luminaires available.

Visioneering is synonymous with excellent customer service, deliveries, and quality lighting products.

Vogue Display

23 Fima Cres.
Toronto, ON
M8W 3R1

Tel: 416-259-4965
Fax: 416-259-0604

Export Contact:

Mr. Tyrone Nagthall, President

Products

Decorative urns
Furniture frames, metal
Mannequins
Merchandising fixtures of fiberglass and polyurethane

Company/Product Information

Vogue Display is a manufacturer that specializes in a metal merchandising systems for store fixturing and display. Vogue offers a design-sensitive approach to meet clients' specifications of uniqueness and flexibility. The company also produces a selective range of mens' and ladies' merchandising forms, in pinnable polyurethane foam or durable fiberglass. In addition to body forms, Vogue Display has a vast selection of decorative fiberglass urns.

For over twelve years, Vogue Display has remained committed to meeting the highest standards of uniqueness and flexibility. All materials that make up the systems and display forms are of Canadian origin.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Five percent of export sales are to the U.S.A.. In an effort to increase this percentage, the company is actively searching for U.S. distributors.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Vogue Display is interested in pursuing and developing sales worldwide. Under a licensing agreement, Vogue Display will consider agents and distributors overseas who are seeking to expand their product lines.

Waterloo Furniture Components Ltd.

501 Manitou Dr.
Kitchener, ON
N2C 1L2

Tel: 519-748-5060
Fax: 519-748-4095

Products

Computer keyboard support mechanisms
Furniture and cabinet fittings

Export Contact:

Mr. J.Owen Hennessey, President

Company/Product Information

Waterloo Furniture Components Ltd., originally Waterloo Metal Stampings Ltd., was purchased in the early 1950's by three local entrepreneurs. Today, as a member of the Valhi Group of Dallas, Texas, Waterloo has established distribution throughout North America and has expanded marketing activities to a global level through an international network of representatives.

The product offerings have changed over the years from sofa bed mechanisms and recliner mechanisms to today's mix of primarily drawer slides and computer keyboard support products. New product development has played an important role in Waterloo's continued growth.

Constant development has brought Waterloo to the position of a leading manufacturer of precision ball bearing drawer slides throughout North America, and the world's largest manufacturer of computer keyboard support products. This firm believes it is well poised for the expanding global markets.

GEOGRAPHIC MARKETING PRIORITIES/STRATEGY

Although the main language for Waterloo is English, in-house technical and sales staff are available to effectively communicate in German, French, Spanish and Portuguese. New markets and an expansion within current distribution networks are being sought in Germany and Central Europe.

Wood-Miller Saw & Knife Ltd.

5570 Ambler Dr.
Mississauga, ON
L4W 2K9

Tel: 416-624-2777
Fax: 416-624-2695

Products

Handles, knobs: plastic or wood
Tools, hand, edge

Export Contact:

Ms. Tammy MacDonald, Marketing Manager

Company/Product Information

Wood-Miller Saw & Knife Limited is one of the largest suppliers in North America of hand files and saw blades. In business since 1909, the firm originally manufactured steel saw blades at a factory in Toronto.

Wood-Miller manufactures and supplies saw blades and machine knives to the metalworking, woodworking, plastics, paper, rubber and foam, leather, meat and fish, food, automotive and hardware industries. In addition, Wood-Miller products have been approved for use in a complete range of industries including aircraft, aerospace, and railroad, and for institutional use at all levels of government.

Wood-Miller carries huge inventories of the products it sells and its sales representatives travel throughout Canada soliciting business.

All products the company sells are marketed under the Wood-Miller brand name.

CURRENT GEOGRAPHIC MARKETING ACTIVITY

Wood-Miller Saw & Knife Limited sell its products throughout Canada and exports to the U.S.A. Distributors in some of these areas have been set.

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HARDWARE PRODUCTS

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Conros Corporation
The G.H. Company
Hayden Manufacturing Co. Ltd.
Maggs Manufacturing
Togo Company Ltd.
Twin Maple Marketing Ltd.
U.S.E. Hickson Products Ltd.

Aid and Safety/Security Products

Caristrap International Inc.
Home Aid Products
Ingersoll-Rand Door Hardware
Mr. Wrought Iron (Canada) Ltd.
Peregrine Industries Ltd.
Petmark Home Security Products
Twin Maple Marketing Ltd.

Air Circulators, Coolers, Cleaners

Caframo Ltd.
Five Seasons Comfort Ltd.
Hoyme Manufacturing Inc.
Koolatron - Raywares

Alarms

Dicon Systems Inc.

Automobile accessories

Atlantic Promotions
Herbrand Tools Corp.
Industrial Thermo Polymers Ltd.
RCR International Inc.

Barbecues

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J.A. Wilson Display Ltd.
Peregrine Industries Ltd.
Twin Maple Marketing Ltd.

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Roth (care) Corp.

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Canada Cordage
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Peregrine Industries Ltd.

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J.A. Wilson Display Ltd.
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Peregrine Industries Ltd.
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Portes Laforge Doors Ltd./Ltée

Electrical Extension Cords

Noma Industrial Cords Co.

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Furniture & Cabinet Fittings

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Twin Maple Marketing

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Peregrine Industries Ltd.
George Cluthe Manufacturing Co.

Locks and Keys

Ilco Unican Inc.
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Mailboxes

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George Cluthe Manufacturing Co.

Mosquito Coils

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Pails

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Nour Trading House
T.S. Simms & Co. Ltd.

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Chemque Canada Ltd.
Industrial Thermo Polymers Ltd.
RCR International Inc.
Tago Company Ltd.
U.S.E. Hickson Products Ltd.

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Carmel Products Inc.
J.A. Wilson Display Ltd.
Knape & Vogt Canada Inc.
Nordqvist International Inc.
Onward Multi-Corp Inc.
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Shower & Tub Enclosures

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Nordqvist International Inc.
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Allen Simpson Marketing & Design Ltd.
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Krusin International Corp.
Laboratoire Primatch Inc.
Trimtramp Ltd.
Twin Maple Marketing
Veritas Tools Inc.
Wood Miller Saw & Knife Ltd.

Hand, Power Driven

Fuller Tool Co. Ltd.
Herbrand Tools Corp.
George Cluthe Manufacturing Co.
Laboratoire Primatch Inc.

Veritas Tools Inc.

Hand, Edge

Fuller Tool Co. Ltd.
Wood Miller Saw & Knife Ltd.
Herbrand Tools Corp.
Veritas Tools Inc.

Measuring

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Tool Boxes

Herbrand Tool Corp.
SPG International Ltée/Ltd.
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Vacuum Accessories

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Peregrine Industries Ltd.

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The Cambridge Towel Corp.

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Peregrine Industries Ltd.

Colanders, Sieves
Nordqvist International Inc.
Roth (Care) Corp.

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Everingham Brothers Ltd.
Payne Manufacturing Co. Ltd.

**Decorative Housewares, including vases,
urns, planters, decanters, etc.**
Banawe Commercial Ltd.
Payne Manufacturing Co. Ltd.
Sunrise Fine Bone China Ltd.
Umbra Shades Ltd.
Vogue Display

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Peregrine Industries Ltd.

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The Cambridge Towel Corp.

Kitchen Accessories
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The Cambridge Towel Corp.

Trivits
Banawe Commercial Ltd.
The Cambridge Towel Corp.
Umbra Shades Ltd.


Mixing Bowls
Everingham Brothers Ltd.
Payne Manufacturing Co. Ltd.

Table Linen
The Hardie Corp.
Umbra Shades Ltd.

Tableware
Banawe Commercial Ltd.
Sunrise Fine Bone China Ltd.

Towels
The Cambridge Towel Corp.
The Hardie Corp.

Trays
Banawe Commercial Ltd.

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