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External Affairs and
International Trade Canada

A Directory of Canadian Exporters of Agricultural Equipment

Machinery, Transportation and Environmental
Equipment Division

April 1991

Canada

**CANADIAN AGRICULTURAL MACHINERY:
AN INDUSTRY OVERVIEW**

Do you need sophisticated technology in farm machinery?

Or do you need durability and simplicity of operation?

Canada can meet your needs at the lowest comparable cost in the world market for a wide range of agricultural machinery.

With nearly 200 million acres under cultivation, Canada has one of the most productive agricultural sectors in the world. Its farm machinery industry is a major contributor to this productivity. A billion dollar industry, it is big enough to have access to the latest technology, small enough to be responsive to the ever changing market.

Canada's manufacturers of agricultural machinery are a diverse group, ranging from full line, multinational firms that produce giant tractors and combines, to small, short line companies that supply a variety of implements, attachments and specialized equipment for particular crops. They are without peer in developing the specialized machinery for the dryland prairie farming conditions where much of the world's supply of wheat is grown. Exports, predominantly to the United States, have accounted for more than 80 per cent of their shipments.

Since dryland crop yield is dependent on precipitation, soil management practices exert a great influence on moisture availability and nutrient supply. New tillage procedures have proved effective in controlling erosion and improving water intake. Timing is critical in these farming operations when using power machinery, since breaking the soil can easily deplete moisture. Soil compaction zones can also interfere with the storage of moisture. Canadian equipment manufacturers have successfully addressed these problems by developing the specialized equipment needed and having replacement parts readily available during the short, critical planting seasons.

Price competitiveness is a key strength of the industry. Forty-five years of free trade in North American agricultural equipment have enabled Canadian producers to exploit significant economies of scale. Long term exchange rate movements have conferred them with a price advantage vis a vis foreign competitors, as has a favourable cost structure for inputs of skilled labour and materials. The short-line firms in particular are able to innovate and introduce new product lines with relative ease, while keeping their overhead and wage rates low.

Flexibility in the face of ever changing farm produce market conditions is clearly an important factor in the success of the agricultural machinery industry. Despite depressed world agricultural market conditions, the industry has been able to retain a solid core of skilled workers and innovative engineering support. This has allowed Canada's producers to weather major changes in the economic climate without sacrificing the quality of the products for which they are so well known. Consolidation in the industry has resulted in the emergence of Canadian manufacturers who are not only leaner, but offer more extended product lines and extensive distribution networks than ever before.

Dept. of External Affairs
Min. des Affaires extérieures

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Research and development plays a vital role in this industry. In recent years, the Canadian industry has been at the forefront of such technological achievements as the development of the large-capacity four-wheel-drive and bi-directional tractors and axial-flow combines. Improvements to existing products and innovations to handle new crops and crop improvement technologies will continue to be made. However, all must meet the rigorous requirements of Canadian farmers facing a short growing season for machinery that is reliable, durable and safe to use.

Distribution networks are already geared to the export markets, notably the United States, and provide fast delivery for both equipment and parts. Their dependability and efficiency have been proven over and over again when the weather makes the margin for error a critical factor in the equation for profit and loss.

Farm machinery that is technologically advanced, readily available, gives longer usage and at a lower price than comparable equipment on the world market – this is what Canada offers you.

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Standen's Limited, Calgary, Alberta
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Sunnybrook Welding & Machine Shop Ltd., Sunnybrook, Alberta
Superior Precast Division, Calvon Robinson Industries Ltd., Shallow Lake, Ontario
Tansley Manufacturing Inc., Tourond, Manitoba
Tardif et Frère Inc., Rivière-du-Loup, Québec
Taylor Univision Industries Ltd., Humboldt, Saskatchewan

Traders Tec-Systems Controls Ltd., Bowden, Alberta
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A-L Stainless Inc.

113 Park Street
Peterborough, Ontario
K9J 3R8

Phone: (705) 745-5735
Fax: (705) 741-0110

Export Contact:

Mr. Fred Huffman

A.L. Stainless Inc. was founded in 1985 with the acquired assets and employees of the Alfa-Laval North American manufacturing facility. The company has continued as a major supplier to the sanitary process markets in North America. This equipment demands specific design criteria often involving high temperatures and pressures, hazardous compounds or extremely pure products. The company has the knowledge and expertise to ensure proper material selection, structural design, heat transfer, finish or agitation needs which conform to ASME codes, MCCR and "U"-Stamp Authorization, CSA Z299.3 Quality Verification Program or other fabrication codes.

In the last year, the company has embarked on a plan to expand in other process industries to take advantage of their years of experience in the use and fabrication of stainless steel and other exotic metal products. Markets served include Food and Beverage, Chemical, Pharmaceutical and Biotech, Brewery, Pulp and Paper and Power generation with Aseptic process and hold tanks, Storage and Process tanks, Pressure Vessels, Farm Bulk Coolers as well as fabrications for specialized applications.

The company has established its reputation using innovative design and quality products to provide timely solutions for their customers. The firm is highly experienced in the use of CAD systems and employs the latest technologies in the design of your products.

The company's goals are to gain name recognition outside of Canada, penetrate the U.S. market by establishing regional sales agents within 500 miles of Toronto and to search out joint venture, licensing and sales arrangements for the manufacture of products for the North American market.

Products Available for Export

Milking Machines NES

Advanced Growth Systems Inc.

10808 - 209 Street
Box 423 Winterburn P.O.
Edmonton, Alberta
T0E 2N0

Phone: (403) 447-3737
Fax: (403) 447-4296

Export Contact:

Mr. J.H. Prefontaine, President

Advanced Growth Systems has been in existence since 1986, and produces a seed moisturizer that speeds the germination process. This system speeds sprouting, encourages higher uniformity and percentage of seeds germinating, produces stronger plants and fewer weeds and increases crop yields.

This system is of interest to any industry involved in the pregermination of seeds. The equipment is economical, easy to use, easy to clean and produces no hazardous wastes. It can be used with a variety of field and vegetable crops. A garden size model is available for home gardeners and greenhouse operators.

The company currently sells its products in Canada, the U.S.A., and Mexico. It is interested in negotiating with existing companies for distribution in other countries.

Products Available for Export

Germination Applicances

Ag Belting Inc.

489 Henderson Drive
Regina, Saskatchewan
S4N 5X1

Phone: (306) 721-2020

Fax: (306) 721-2388

Export Contact:

Mr. John M. Verbeek, President

Ag Belting Inc. is one of the largest agricultural conveyer belt manufacturers in Canada selling to original equipment manufacturers, wholesale distributors and farm supply stores.

Ag Belting manufactures a full line of agricultural conveyor belts for swathers, combine pickups, bean windrowers, round balers, vegetable harvesters, bale throwers, windrow turners, tub grinders and forage wagons. The company also sells combine pickup teeth, belt fasteners, lacing and tools for the agricultural industry.

The specialized manufacturing equipment has given the company a production capability of over 250,000 feet of swather draper belting and 40,000 combine pickup belts annually.

Ag Belting is a leader in the field and an innovator. Some of its new products include bulk swather draper belting, weather resistant belts, special fasteners and cleats for specialized equipment.

The company can handle prototype development to manufacturing for any kind of agricultural conveyor belt.

The company's products are sold in Canada, the U.S.A., Australia and Uruguay.

Products Available for Export

Straw or Fodder Balers, including Pick-up Balers

Combine Harvester - Threshers

Pickups, Combine, Windrow, Forage Harvester

Assie Industries Ltd.

P.O. Box 400
St. Brieux, Saskatchewan
S0K 3V0

Phone: (306) 275-4902

Export Contact:

Mr. Bernard Ferré, Sales Manager

Assie Industries Ltd. is a small manufacturing company incorporated in 1984. In 1989, Assie Industries took over all aspects of the manufacturing and marketing of UNI-BLADE.

The UNI-BLADE has the combined capabilities of land levelling, road grading, field ditching and road maintenance. It is a pull-type implement fully operational from the tractor seat. The UNI-BLADE executes its tasks effectively and at a fraction of the cost of similar type equipment.

Assie Industries has built dependability into its UNI-BLADE. Three years of research and development combined with actual field trials under diverse and extreme conditions have left little room for error in the design of the UNI-BLADE. The firm is backed by experienced design and manufacturing expertise. The technical staff is fluent in French.

Although relatively new on the international scene, Assie Industries has initiated sales in Africa. It has also identified potential in the Middle East, Australia, Europe and the United States. In the near future it hopes to penetrate these areas through sales or licensing agreements.

Products Available for Export

Levellers

Australian Canadian Agricultural Machinery Corp.

1302 - 18th Avenue North
P.O. Box 1477
Coaldale, Alberta
T0K 0L0

Phone: (403) 345-5717
Fax: (403) 345-5357

Export Contact:
Mr. Dennis Brady, Manager

Australian Canadian Agricultural Machinery Corp. is a subsidiary of Australian Agricultural Machinery Group which was originally established in 1953. The Canadian firm was established in 1980 and now operates from its present 4 acre location in Coaldale, Alberta.

The company's Hi-Tech Computer Sprayer is sold strictly to the farm industry through distributors and dealers in Canada and the United States. In Alberta, Saskatchewan and Manitoba, the product is marketed and serviced by Oliver Agricultural Supply. The Mid Western USA is serviced by Midland Implement Inc. of Billings, Mt. which market in the states of Montana, North and South Dakota. The North Western USA is serviced by Kem Equipment Ltd. of Portland, Oregon which market in the states of Idaho, Washington, Oregon and California.

Canada, in particular, Saskatchewan, has proven to be the most successful market thus far but the Montana/North, South Dakota markets have developed over the past three years.

The Hi-Tech Computer Sprayer is a typical unit which reflects the company's objective. This is to research and produce equipment that solves significant problems being experienced by farmers. It means looking for a better way of doing things. Before Computer Spray, agriculture was faced with a massive annual loss through poor chemical spraying techniques and inaccurate applications.

The company prides itself in using the most up-to-date computerized equipment in the manufacture of a number of components associated with the Computer Sprayer. The name Computer Sprayer, is coined because of the high degree of accuracy of the product.

The company presently markets in the countries of Australia, New Zealand, Canada, USA, United Kingdom, USSR, Sudan, Kenya, South Africa, Korea, India, Malaysia, Singapore, Indonesia, Panama and Uruguay. The Coaldale operation presently manufactures crop spraying units (Hi-Tech Computer Sprayer) in 40 ft. and 60 ft. sizes.

Over the years the company has seen a steady growth, however, the past four years have seen a general reduction because of the world economic conditions and drought. The company is continuing to expand on the basis of repeat business. Their present interests in expansion are the Texas/Kansas areas of the USA.

Products Available for Export
Mech Apparatus for Field Sprayers

B. & R. Choinière Ltée.

420 Côte Sud
Boisbriand, Québec
J7E 4H5

Phone: (514) 430-1022
Fax: (514) 430-1137

Export Contact:

M. Luc Choinière, President

Founded in 1972, B. & R. Choinière Ltée designs and manufactures specialized forage harvesting machines, including forage harvesters, power forage boxes, and forage blowers for vertical silos.

These products are marketed under the trademark "DION" and are intended for dairy farmers. B. & R. Choinière Ltée has sales outlets in central and eastern Canada, where ninety per cent of Canada's milk is produced, and throughout the northeastern United States (including New York and Pennsylvania).

The company recently introduced a computerized concentrate hopper under the trademark "DISTRONIC". A computerized bunk feeder is soon to follow.

B. & R. Choinière Ltée has become known for the quality and reliability of its products and its computerized concentrate hopper has placed at the forefront of technical development. Approximately one-third of shipments are exported to the United States, where a strong dealer network has been established.

The company is currently directing much effort toward modernization and the research and development of new products to better meet dairy farmers' expectations.

Products Available for Export

Forage Harvesting Equipment
Forage Choppers
Self-Unloading Boxes
Grain Feeder for Stanchion Barn (Automatic)

Baker Electronic Enterprises Inc.

8522 Davies Road
Edmonton, Alberta
T6E 4Y5

Phone: (403) 465-0107
Fax: (403) 465-0130

Export Contact:

Mr. R. Ian Playfair, Sales Manager

Baker Electronic Enterprises, a manufacturing company in Edmonton, Alberta, Canada, manufactures electronic fencers for livestock control, monitors for farm equipment and plastic injection molded parts for the agriculture and industrial sectors. Baker has been in business since 1974 and became a division of Datek Industries Limited in 1985.

The engineering division designs all of its systems as well as doing similar work for OEM (original equipment manufacturer) accounts.

Baker Electronic is totally involved in a product from conceptual design to completion. The company offers a complete service to OEM clients.

The major sales are of electronic fencers, of which there are six models, a stock prod and accessories to complete the line. These products are sold through a distributor/dealer system all over North America.

The company's major sales efforts are in Canada and in opening new areas in the U.S.A. Distributors are located in New York, Michigan, Texas, North Dakota, Kansas and Washington as well as every province in Canada. The company would like to increase sales in the U.S.A. through existing distributors and is seeking new sales in Australia, New Zealand and South America.

Products Available for Export

Monitors for Sprayers
Electrical Fence Equipment
Livestock Equipment
Agricultural Monitoring & Testing Equipment
Grain Storage Equipment

Beline Manufacturing Co. Ltd.

1019 - 11th Avenue West
P.O. Box 1840
Kindersley, Saskatchewan
S0L 1S0

Phone: (306) 463-6491
Fax: (306) 463-4566

Export Contact:

Mr. John Bourne, President

Beline has been manufacturing a range of products for almost 30 years. During the last decade it has concentrated on the manufacturing and marketing of crop protection equipment.

Products include applicators of insecticides, herbicides, fungicides, nematocides, granular fertilizers and hay and forage preservatives.

The applicators fall into two broad categories, gravity and pneumatic. With the gravity types the granules fall by gravity via conducting tubes onto or into the soil.

The pneumatic type uses a stream of air to carry granular chemical or fertilizer via tubing to the plant, onto or into the soil.

Both chemical and fertilizer are metered by electronic or computerized controllers mounted in the tractor. These offer speed sensing, area counting, variable instantaneous rate change and dual chemical application, very precise control for environmental and operator safety.

Main market area is North America, through representatives, agents and stocking distributors.

Products Available for Export

Applicators for Granular Fertilizers and Granular Chemicals
Flow Meters for Farm Sprayers
Monitors for Sprayers
Fertilizer Spreaders
Crop Protection Machinery NES

Big 'O' Inc.

254 Thames Road East
Exeter, Ontario
N0M 1S3

Phone: (519) 235-0870
Fax: (519) 235-2144
Telex: 064-5659

Export Contact:

Mr. Ronald C. Breen, Vice President

Big "O" Inc. is a Canadian manufacturer and distributor of corrugated plastic drainage tubing and large diameter corrugated plastic pipe in sizes ranging from 100 to 900 mm. Any farmer who wants to control the water table in his land and increase productivity and crop yields can benefit from Big "O" products. The product is particularly applicable to cash crop farmers, fresh fruit farmers or livestock producers. Specialty products are now available for specialty crop producers such as vineyards.

Twenty-five per cent of Big "O" sales are to the agricultural community. The company produces a quality product, and provides service, technical support and on-time delivery to its distributors and sales representatives. There is also a full line of support products and accessories available.

The finished product is exported worldwide through distributors, dealers, trade shows and drainage contractors. Licensing agreements and/or joint ventures are also possible with this innovative company. Full technical support, training, and assistance with raw material purchasing are available.

Products Available for Export

Ag. Draining Tubing, Culverts
Drainage Ploughs
Feeders, Feed Cookers & Tankheaters

BISCO Divn, Thunder Bay Northland Machinery (1987) Ltd.

1131 Central Avenue
P.O. Box 907
Thunder Bay, Ontario
P7C 4X7

Phone: (807) 345-7484
Fax: (807) 345-9217

Export Contact:

Mr. Richard Joyce, Manager Grain Division

Thunder Bay Northland Machinery (1987) Ltd. has been in operation for the past 21 years, concentrating on the design and manufacturing of a complete line of grain processing equipment. Included in the line are sieve cleaners (rotary design to separate by width), length separators (indent design to separate by length), polishers, graders, thrashers and aspirators. All equipment is sized to the specific application, from small farm use to large terminal applications.

With a complete custom sheet metal shop and experienced mechanical contracting crews, Northland is able to offer complete turnkey proposals, from selection of equipment through flow layout and installation. Major investments have been made to enhance productivity, including purchases of a computerized nibbler, band saw, environmentally friendly heat treating process, and a computerized drafting system.

The company has developed a reputation as a leading supplier to Canada's grain industry. Among the firm's significant achievements was the manufacturing of 55 large capacity indent cleaners and 28 secondary line cleaners for the Prince Rupert Grain Terminal, a state of the art terminal constructed in 1986-87 by a consortium of leading Canadian grain companies.

Recently the company has committed to a joint marketing agreement with a major U.S. manufacturer to market the complete Northland line of equipment in the United States. The establishment of an overseas network of representatives is a future goal.

Products Available for Export

Grain and Seed Separators

Bonar Inc.

401 Chrislind Street
Winnipeg, Manitoba
R3W 1A2

Phone: (204) 222-2755

Fax: (204) 222-8305

Export Contact:

H.A. and J.L. Wood

Bonar Inc. - Plastic Molding Division has been in business for over 30 years and is the leading manufacturer of rotational molded plastic tanks, material handling, grain handling and livestock feeders in Canada. The company has established excellent relationships with distributors and other OEM's in Canada and the United States. Bonar has manufacturing facilities in Winnipeg, Manitoba, Lindsay, Ontario, West Chicago and Tualatin, Oregon.

Bonar is interested in expanding its markets for its proprietary line of proven material handling products. Custom molding capability is also available for special applicators.

Products Available for Export

Agricultural Equipment Components

Brehon Agrisystems Inc.

526 Laloche Road
Saskatoon, Saskatchewan
S7K 5G2

Phone: (306) 978-0445
Fax: (306) 978-3390

Export Contact:

Mr. Garth Brehon, President

Brehon Agrisystems Inc. was formed in 1981 to further develop, manufacture and market the "Simpler Sampler" Portable Combine patented in 1980. The Portable Combine has since proven itself in the market with wide acceptance by people involved in the threshing of agricultural crop samples. The product is characterized by simplicity and quality of design. Up-to-date materials and processes in both metal and plastic designs back the guaranteed reliability.

Brehon Agrisystems Inc. possesses the engineering and manufacturing knowledge to apply the technology to any small scale threshing requirement.

Canada and the United States are the major markets, however machines have been sold in Australia, Sweden, England and France. At present the company is seeking interested parties for which application of this technology would be of mutual benefit.

Products Available for Export

Agricultural Monitoring & Testing Equipment

Bridgeview Manufacturing Inc.

P.O. Box 4
Gerald, Saskatchewan
S0A 1B0

Phone: (306) 745-2711

Export Contact:

Mr. Kevin Hruska, President

Bridgeview Manufacturing Inc. has been in business for six years. The company's main product lines are hopper cones, construction cranes and cattle squeezes - all agriculture-related products designed to ease farming operations. The products are entirely designed and manufactured by Bridgeview Manufacturing Inc., and are fully warranted.

Bridgeview Manufacturing Inc. has established its reputation through excellent workmanship and design of its products. Products can be customized to meet specific customer needs. All products are manufactured using up-to-date techniques and materials. A recent expansion has enabled the company to produce more effectively and efficiently than ever before.

Bridgeview's main market is the agricultural industry. Through a dealer network, successful markets have been established in Saskatchewan, Alberta, and Manitoba.

Bridgeview Manufacturing Inc. has recently begun exporting to the United States. Currently most exports have been to North Dakota, but the company is confident that there is good market potential in other states that require agriculture-related products. The company plans to expand its dealer network in the Northern U.S.A. Prices and products are very competitive and the experienced staff and top service are all aimed at opening a larger U.S. market.

Products Available for Export

Livestock Equipment

Cadman Power Equipment Limited

Highways 3 & 59
P.O. Box 100
Courtland, Ontario
N0J 1E0

Phone: (519) 688-2222
Fax: (519) 688-2100

Export Contact:

Mr. Wayne Cadman, President

Cadman Power Equipment Limited has been in the irrigation business for the past thirty-five years. The company manufactures a complete line of hard hose irrigation travellers for both water and liquid waste. It also offers a full line of water and liquid manure pumps, pipes and fittings to complement its line of travellers.

The company is fully equipped to design, manufacture and service a total system directed toward the agricultural, nursery and municipal waste industries. The company has been most successful in the agricultural industry, but as the markets are becoming more aware of its products, it is branching out to other areas.

Cadman's reputation and competitive edge has been gained by manufacturing a superior product.

The products have been exported to the United States, primarily to the states east of the Mississippi. In Canada, the company serves Ontario, Quebec, the Atlantic Provinces and Manitoba. The export sales to the U.S.A. are approximately 30 per cent of the company's sales.

Products Available for Export

Irrigation Systems

Canadian Agtechnology Partners Inc.

5037 - 50th Street
P.O. Box 2457
Olds, Alberta
T0M 1P0

Phone: (403) 556-8779

Fax: (403) 556-7799

Export Contact:

Mr. A. (Sandy) Harvie, Marketing Director

Canadian Agtechnology Partners Inc. (CAP) is a public corporation listed on the Alberta Stock Exchange. The company specializes in remote water development for agricultural, industrial and domestic uses. Clients include farmers, ranchers, government organizations and international aid agencies that provide clean water for developing countries. CAP personnel have many years of practical experience in agricultural engineering and water management technology.

CAP solar pumps offer reliable and economical water pumping at remote locations anywhere in the world. The solar panels convert sunlight into D.C. (direct current) electricity that operates the solar pumps directly, without inverters or other complicated electronics. Each solar pumping system is designed specifically for a unique application.

Products Available for Export

Solar Water Pumping Systems for Remote Areas

Wind Pumps

D.C. Pumps

Joint Venture and Turn-key Projects

Consulting Services Relevant to Agriculture Engineering and Water Management

Canadian Hydrogardens Limited

1386 Sandhill Drive
Ancaster, Ontario
L9G 4V5

Phone: (416) 648-1801
Fax: (416) 648-1870

Export Contact:

Mr. J. Stevens, Vice President, Marketing
Mr. R.C. Westendorf, Director of International Marketing

Incorporated in 1972, Canadian Hydrogardens Limited specializes in the design and supply of greenhouse irrigation systems for application with all types of growing media including soil, peat, peat-based mixes, sawdust, rockwool, and NFT. In particular the company has undertaken turnkey development of numerous off-shore projects encompassing several hectares of glasshouse and attendant support facilities. Their services have been rendered in England, Africa, the Middle East, the Caribbean and North America.

The company is presently a supplier to the established horticultural industry and employs the latest technology from leading manufacturers. Company staff includes a horticultural advisor who heads a grower liaison program designed to assist growers in familiarizing themselves with the peculiarities of various growing systems.

The company is a recognized leader in its field, striving to continue serving the greenhouse industry in an informed and innovative manner, providing quality products and quality service administered with care and attention.

Products Available for Export

Greenhouses & Components

Canadian Tool & Die Ltd.

1331 Chevrier Boulevard
Winnipeg, Manitoba
R3T 1Y4

Phone: (204) 453-6833
Fax: (204) 453-3803

Export Contact:

Mr. Patrick McManus, Sales Manager

Canadian Tool & Die Ltd. was established in 1947, and has developed into a leading manufacturer of hubs, wheels, spindles and hydraulic cylinders for agricultural and industrial equipment applications. The company recently acquired a foundry which produces grey and ductile iron castings.

The company supplies a broad range of manufacturers in Canada, the U.S.A. and Mexico. Prominent accounts include John Deere, J.I. Case International, Ford New Holland, Flexi-Coil and many more.

Production equipment includes two wheel rolling lines: press capacity to 2,500 tons; 2-axis and 4-axis CNC machines for producing spindles, hubs and hydraulic cylinder parts. Cylinders are built on a custom basis to strict quality standards and are individually tested. A modern test laboratory is in place for testing new designs and components.

To a large extent products are produced to customer specifications. Therefore, the company is more responsive to individual needs while maintaining highest quality and service.

The engineering staff is of the highest calibre, and design and production are enhanced by the use of a CAD-CAM system.

About 40 per cent of the company's production is exported. The United States is the major export market. The company is always seeking new markets throughout the world. It is ready to discuss sales or distribution networks as well as licensing agreements. Sales, engineering and production staff offer various language capabilities.

Products Available for Export

Agricultural Equipment Components

Cascade Company

1140 Richmond Avenue
P.O. Box 698
Brandon, Manitoba
R7A 5Z8

Phone: (204) 728-4450

Fax: (204) 726-8795

Export Contact:

Mr. Ralph Redfern, General Manager

Cascade Company is a wholly Canadian owned private firm, founded in 1945. It has 25 to 30 employees and is engaged in the manufacture and distribution of agricultural related equipment in the Canadian Prairies and the North Central U.S.A.

The firm's product scope consists primarily of grain transportation and handling equipment in the form of truck mounted grain boxes and hydraulic hoists with associated protective tarpaulins and unloading augers. It also includes front mounted dozer blades and loaders for farm tractors.

The company's widely accepted designs, innovative features and superior quality, coupled with competitive prices have been instrumental in establishing its high reputation in the industry.

In Canada, and to a limited degree in North Central U.S.A., a network of well informed distributors has been established, presently servicing automotive and implement dealers and users.

The company is interested in expanding its American exports and exploring the possibility of developing offshore markets for its products.

Products Available for Export

Grain Loaders and Elevators
Farm Loaders, Attachments for Tractors

Carter Day Industries (Canada) Ltd.

1425 Whyte Avenue
P.O. Box 488
Winnipeg, Manitoba
R3C 2J6

Phone: (204) 786-5781

Fax: (204) 783-9404

Export Contact:

Mr. Brad Plummer, Sales Manager

Founded over 65 years ago, Carter Day designs, engineers and manufactures equipment for the fine cleaning and precision sizing of seed and grain. This equipment includes: Duo-Aspirators, Vertical Drop Multi-Clean Aspirators, Scalperators, Rotary Screen Cleaners, Precision Sizers, Carter Uni-Flows, Carter Seed Cleaners, and Delta Screen Machines. They also manufacture a line of dust collectors insuring matched system efficiency in seed and grain processing systems. Carter Day is also capable of designing, procuring and management of complete processing systems including start-up and operator training.

The company has trained independent representatives in 26 countries on 6 continents and is focussing its marketing efforts on developing agriculture economies.

Products Available for Export

Grain and Seed Separators

Cazes and Heppner Forest Service Ltd.

P.O. Box 2037
Clearbrook, British Columbia
V2T 3T8

Phone:(604) 853-0674
Fax: (604) 850-1452

Export Contact:

Mr. Lyle C. Cazes, President

Cazes and Heppner Forest Service Ltd. was formed in 1970 to service the British Columbia Government companies in reforestation. Service contracts in planting, thinning and turn key site preparation projects have been successfully completed.

The company produces plows, scarifiers, deep tillage cultivators, tree soil preparation and seeding machines and agricultural side rakes. The company is very experienced in identifying the right piece of equipment to meet the customer's needs and to solve his problems.

The company entered into research and development of environmentally sensitive equipment in 1977 and now produces six pieces of site preparation equipment for the Canadian and U. S. markets.

Direct marketing has been most effective, usually to the end user. This is done to provide the right piece of equipment for the job required. Overseas marketing has been limited.

Products Available for Export

Disc Plows (Flex Gang) & Tiller Combinations
Ploughs, Soil Preparation, NES
Drag Harrows, Scarifiers, Hoes, Harrows
Cultivators, Deep Tillage
Soil Prep, Seeding Machine NES
Rakes, Side, Agricultural

Coaldale Iron Products Ltd.

1209 - 18 Avenue
P.O. Box 3
Coaldale, Alberta
T0K 0L0

Phone: (403) 345-3973

Export Contact:

Mr. Walter Isaak, President

Coaldale Iron Products has been in business for fifteen years, and manufactures a wide range of products. Some of these products are the Rodweeder Attachment, Iron Railings and Gates and irrigation wheelmove braces. The company makes and repairs hydraulic hoses and manufactures deepbanding fertilizer knives. It can provide custom manufacturing and do all types of welding repairs.

With this variety of services, the company serves almost all types of customers, ranging from farmers and contractors to the retail sector. Coaldale's major products are the Rodweeder Attachment and fertilizer equipment.

Exporting experience dates back to 1980. Since then Coaldale Iron Products has exported the Rodweeder Attachment to at least ten states in the U.S.A..

Coaldale has a variety of ways to service its markets. Some states have distributors and others have dealers and manufacturers representatives. In Canada, sales of the Rodweeder are through dealers.

Coaldale Iron Products' goal is to penetrate all areas of the U.S.A. and Canada where it perceives a strong market for its products exists.

Products Available for Export

Rod Weeders

Concise Technik Ltd.

123 Annabella St.
Winnipeg, Manitoba
R2W 3H8

Phone: (204) 942-1430
Fax: (204) 947-5711
Telex: 075-7741

Export Contact:

Mr. Richard Bomback, President

Concise Technik is an Industrial design and manufacturing company which has been in business for 10 years, specializing in custom design solutions for industrial problems. Primarily involved in the mechanical equipment area, with emphasis on hydraulic related products, the firm also has expertise in project management; equipment manufacture and assembly; grain elevator design, construction and rehabilitation; electronics and computer programming. Its personnel have excellent general engineering capabilities with many years experience in design, management and implementation of plant layout and material handling projects.

One of the company's main service areas is the design, manufacture and operation of special high speed production equipment used in the manufacture of specialty items for a number of industries. Grain elevator design, construction and / or rehabilitation of existing facilities is another service. Construction and rehabilitation services can be offered on a labour and supervision only arrangement, as well as that of complete supply and installation to client requirements.

New product design and development to production status has been successfully completed for various clients. Concise Technik can also offer product packaging design and marketing services.

Products Available for Export

Grinders, Feed, Industrial
Grain / Feed Processing/Treating Machinery
Car Pulling Equipment
Railcar Hopper Openers Hydraulically Operated

Conestoga Tire & Rim Inc.

645 McMurray Road
P.O. Box 368
Waterloo, Ontario
N2J 4B8

Phone: (519) 885-0630

Fax: (519) 885-0781

Export Contact:

Mr. Garry Dietz, President

Conestoga Tire & Rim Inc. is an OEM (original equipment manufacturer) supplier of tire, wheel, hub and spindle components and contract labour for companies across Canada.

The company supplies ready to use assemblies to OEM manufacturers using the "Just In Time" inventory and shipping system. The firm also supplies contract labour to mount product items on products supplied by other manufacturers and the completed assemblies are shipped back to the customer in a ready to use form.

Conestoga works closely with the OEM technical and engineering departments. In many cases the company has become the number one supplier for these manufacturers because of consistent efforts to provide competitive prices and excellent service in an extremely specialized tire and wheel market.

The company's strength has been in the agricultural industry, but it has recently diversified into lawn and garden equipment, recreational vehicles, boat trailers, snowmobile trailers and material handling equipment.

The company supplies its products to OEM manufacturers worldwide, and its customers include such manufacturers as MTD Products, Kubota Ltd., Canadian Tire, and the Canadian Government Department of Supply and Services.

Products Available for Export

Agricultural Equipment Components

Controlled Environments Limited

1461 St. James Street
Winnipeg, Manitoba
R3H 0W9

Phone: (204) 786-6451
Fax: (204) 786-7736
Telex: 07-57777

Export Contact:

Mr. Michael A. Roumi, Export Sales Manager

Established in 1964 with the registered name "Conviron", this company has established a position as a world leader in the development and production of environmental growth chambers and rooms used in agricultural research. Conviron products can be found in research institutes and universities, as well as private industry in over 70 countries.

Conviron has been in the forefront of its field, with a global reputation for its stringent testing and high degree of quality control on all its products. Supporting the company's commitment to production, sales and service, Conviron has an extensive sales network across the United States and in 60 countries around the world, and parts distribution warehouses strategically located in both Europe and South East Asia. Conviron backs its products with a two year parts warranty.

Conviron has been a major contributor to the advancement of biotechnology and plant life sciences. With the precise and reliable control within a plant growth chamber, scientists are able to accelerate plant development and growth on an experimental basis. In this way they can develop healthier, more stress tolerant plants, that are resistant to pests and diseases and produce higher yields. This technology has become a key factor in solving some of the world's major agricultural and food problems.

Products Available for Export

Germination Appliances

Custom Built Ag Industries Ltd.

P.O. Box 988
Gravelbourg, Saskatchewan
S0H 1X0

Phone: (306) 648-3158
Fax: (306) 648-3305

Export Contact:

Mr. Keith Brown, President

Custom Built Ag Industries Ltd. has been in business for five years. It is located in the town of Gravelbourg, 125 miles south of Regina, Saskatchewan. It started out as a small farm shop with one employee. The company has come a long way to its present position, and has a new 8,160 square foot plant that employs an average of 15 staff including a full time industrial systems engineer.

The company manufactures round bale transports, header transports, swather transports, flatdeck trailers, snowmobile trailers, stock trailers and mini land-levelers. All trailers are custom made to customer specifications. These products are marketed under the name "Trailtech".

Custom Built Ag Industries offers a full range of services, including manufacturing, installation, retail sales and after-sales service.

Custom Built Ag Industries has expanded its market base to include all of Western Canada and parts of the United States. Sales are developed through a network of established dealers throughout these areas. Custom Built Ag Industries is currently trying to expand its U.S. markets.

Products Available for Export

Hay Machinery NES

Dantec Electronics Limited

495 Dotzert Court
Waterloo, Ontario
N2L 6A7

Phone: (519) 885-4301
Fax: (519) 885-4300
Telex: 06-955398

Export Contact:

Mr. Gerald G. Dubrick, President

Dantec has researched and developed the DRYER MASTER computerized grain drying control system which may be retrofitted on existing grain dryers.

Inlet and outlet moisture and temperatures are monitored, and the discharge rate and hot air plenum are controlled so that the grain exits the drying process closer to the desired target moisture and temperature. The result is improved quality, less shrinkage, less energy and increased throughput, giving a payback in one to two seasons.

DRYER MASTERS are currently used to dry corn, rice, barley, oats and many other natural grains.

Many cereal grain producing countries have benefited from DRYER MASTER including Canada, the United States, Argentina, Brazil and France.

Dantec has distributors, technology transfer agreements and joint ventures in these countries and a sales office in the United States. The company is presently negotiating agreements for ASEAN countries and China.

Products Available for Export

Grain Dryer Control System
Grain On-Line Moisture Sensor

Del-Air Systems Ltd.

1704 - 4th Avenue
P.O. Box 2500
Humboldt, Saskatchewan
S0K 2A0

Phone: (306) 682-5011

Fax: (306) 682-5559

Export Contact:

Mr. Robert Hawkins, President

Del-Air Systems was started in 1981 and has become a leader in the field of agricultural heat exchangers. During its first eight years of business Del-Air has also developed exhaust fans ranging from 8 inches to 24 inches and a series of air inlets for walls, ceiling, and hallways. With the addition of environmental controls, the company can now offer a complete ventilation system for barns.

Del-Air's equipment owes part of its competitive edge to the use of corrosion resistant polyethylene housing and windhoods. A computer aided drawing (CAD) of the customer's barn with recommendations on placement of equipment is available. All that is needed are the dimensions of the barn, type, number and size of the animals to be housed and the desired environment of the barn.

Del-Air Systems is an international company with a network of distributors throughout Canada and the North Central United States. It has distributors in France, Norway, Japan and Korea. The company has been exporting overseas since 1984 and is continuing its efforts to build up its distribution throughout the Pacific Rim. The company is actively recruiting a distributor for the Northeastern United States.

Products Available for Export

Livestock Equipment

Dika Industries Ltd.

P.O. Box 117
Rycroft, Alberta
T0H 3A0

Phone: (403) 765-3894
Fax: (403) 765-3001

Export Contact:

Mr. Greg Dika, Manager

Dika Industries Ltd. was incorporated in December of 1955. Over the next 30 years many changes and innovations made the company what it is today, a stable, enterprising entity known for its ability to manufacture reliable, efficient, durable and simple to operate machinery.

Dika manufactures land clearing and land preparation equipment. Some of the products include: mechanical root pickers, wheel type root rakes, hydraulic lift root harrows, rock windrowers, land rollers, slope side brush pilers, 1, 2, 3, and 4 bottom breaking ploughs, sub soilers and vee ditchers.

Dika Industries has also developed and manufactured a completely automatic pivot auger grain handling system using existing bins for easy moving of grain.

Dika sells its products direct or through a dealer network in the Northwestern United States and Western Canadian Provinces.

The company is interested in expanding the dealer network in the U.S.A., Eastern Canada and the Maritimes, as well as in Europe, New Zealand and Australia. Inquiries from interested agents are welcome.

Products Available for Export

Rollers, Stone Removers and other Soil Prep or Cultivation Machinery .

Don Mar Manufacturing Ltd.

P.O. Box 56
D'Arcy, Saskatchewan
S0L 0N0

Phone: (306) 379-2114
Fax: (306) 379-4358
Export Contact:

Mr. Don Wallis, President

For ten years Wallis PTL has enjoyed a leading position in Western Canada with its first machine, a double swath attachment. First with the 100 Series and then the 200 Series, this machine is popular for its ability to place the second swath over, beside or on top of the first. In short crop areas, or with large capacity combines, this piece of equipment reduces threshing time by one third.

The Wallis PTL 50 foot swather is one of the largest pull-type single swathers of its kind in the world and is designed for large rolling acreage of shorter cereal crops.

Smaller fast transporting units of 20, 25 and 30 feet are for heavy strayed areas.

Wallis PTL has exported in the past, but due to the bulk of the products, the company believes that licensing arrangements, where it can use its state-of-the-art technology to assist in design, manufacturing and quality control, are more viable.

Products Available for Export

Swathers and Windrowers

Dorssers Inc.

Industrial Ave.
Blenheim, Ontario
N0P 1A0

Phone: (519) 676-8113
Fax: (519) 676-4427

Export Contact:

Mr. Peter Timmermans, Manager

Dorssers Inc. has been active in the business of erecting grain elevators and feed mill systems since 1966. The company also supplies the materials handling equipment for these installations.

In addition to the ACE line of grain dryers, Dorssers also manufactures an extensive variety of equipment such as bucket elevators, belt conveyors, diverters, distributors, hydraulic grain probes, hydraulic truck dumpers for a multitude of uses and all types of bulk materials handling equipment for the grain, feed, pulp and paper, chemicals and aggregate industries.

Since 1980 the company has been a leading supplier in Canada of pellet dies and rolls for the feed, waste and pulp industries. This product has a solid reputation throughout the industry. Dies and rolls are exported throughout North America as well as Australia and Africa.

The manufacturing plant also offers comprehensive facilities for all manner of sheet metal fabrication in mild or stainless steels.

The company utilizes an extensive network of distributors with whom it has increased sales dramatically since it began exporting.

Dorssers is an aggressive company and the organization provides design engineering, sheet metal fabrication and inventive mechanical developments. The staff is able to communicate fluently in Dutch or English.

Products Available for Export

Grain Dryers and Accessories
Grain Loaders and Elevators
Bale Elevator
Belting
Grain Storage Equipment

Douglas Manufacturing Inc., Subsidiary of Triple E Canada Ltd.

P.O. Box 2520
Winkler, Manitoba
R6W 4C2

Phone: (204) 325-4561
Fax: (204) 325-5380

Export Contact:

Mr. Earl D. Reimer, Sales and Marketing Manager

Douglas Manufacturing Inc. is a wholly owned subsidiary of Triple E Canada Ltd., Canada's leading motorhome manufacturer. Douglas Manufacturing is a leading Canadian manufacturer of utility equipment designed for tractors in the 12-65 horse power range. Its product line consists of finishing mowers, rotary cutters, light and heavy duty rotary tillers, scraper blades, box scrapers and cultivators. Each design is manufactured and individually tested to ensure top performance and best value in compact implements. Douglas has recently opened a new 20,000 square foot manufacturing facility with increased capacity. In order to serve the OEM (original equipment manufacturer) market, Douglas has expanded its engineering capacity, introduced CAD and is currently exploring CAM capabilities.

In Western Canada, Douglas has established a dealer network and in Eastern Canada, a distributor network. Douglas has also expanded its distribution in the U.S. so that virtually all of the states are now being served through a distributor network and a manufacturers representative network in the states immediately adjacent to the Manitoba border.

Douglas Manufacturing is further looking to apply its capabilities in OEM projects.

Products Available for Export

Finishing Mowers
Rotary Cutters
Standard Duty Tillers
Heavy Duty Tillers
S-Tine Cultivators
Scraper Blades
Box Scrapers

Durabelt Inc.

Robertson Road
P.O. Box 1120
Montague, Prince Edward Island
C0A 1R0

Phone: (902) 838-3535
Fax: (902) 838-2474

Export Contact:

Mr. Doug Southerland, General Manager

Wevea Canada Limited Partnership had been in business for approximately 6 years. Durabelt Inc. purchased Wevea on March 9, 1990. Durabelt makes belted chain for all vegetable harvesters. The company also carry flites, rollers, sprockets and other accessories necessary for the installation of belted chain. Durabelt handles the most common sizes of belted chain but will also custom build to client specifications. Belted chain is quickly becoming the standard system for conveying agricultural produce and Durabelt is the strongest belted chain on the market today. It is also the only company to use a 4 ply belt.

Products are sold through established dealers able to assist customers with installation and after sales service. Present markets are concentrated mainly in North America but the company is interested in setting up dealers outside of North America.

Products Available for Export

Belted Chain for all Vegetable Harvesters and Accessories

Dutch Industries

705 1st Avenue
Regina, Saskatchewan
S4N 4M4

Phone: (306) 949-9520
Fax: (306) 775-3346

Export Contact

Messrs. Lionel Kamretz and Norman West, Marketing

Dutch Industries established in 1952, supplies the agricultural community with repair services and manufactured items such as Dutch Crop Lifters, Protect Air Chemical Cab Filters, Chem Ease Chemical Transfer Device and Dutch Packer Wheel Systems. It also has a complete line of ground engaging tools for applying fertilizer and for seed placement.

The company has recently completed the Research and Development and testing of a windmill used for pumping water and is presently engaged in perfecting a pulse bander used to put fertilizer in the ground under high pressure.

The company markets its products through a distributor network in Eastern Canada and the United States which in turn sell to dealers. In Western Canada they distribute directly to dealers.

Summary of Products:

Complete line of fertilizer ground engaging tools for airseeders

Seeding boots for airseeders

Crop lifter that attaches to a crop cutting bar

Products for safely handling farm chemicals:

(a) is a wand for transferring chemical from pail to sprayer, with less chance of contact with chemical; and

(b) is a filter that goes into a tractor cab to filter chemical out of the air before it reaches the operator.

Water pump operated by wind which is ready to be marketed

Products Available for Export

Sower-Fertilizer Combinations

Soil Packers and Land Rollers

Wind Powered Water Pumps

Ecklund Drive Thru Gates Ltd.

Main Street
P.O. Box 700
Broadview, Saskatchewan
S0G 0K0

Phone: Toll Free Canada and U.S. 1-800-667-GATE (4283)
Fax: (306) 696-2508

Export Contact:

Mr. Gary Ecklund, Owner

Ecklund Drive Thru Gates has been in business for more than five years, and manufactures and markets Drive Thru stock gates and Irrigate Pivot Tower gates. These have a wide range of farming and industrial applications such as small cow/calf operations, dairies, major feedlots, community pastures, all horse operations, forestry, gravel pits and oil leases.

Ecklund Drive Thru Gates have a combination of features that make them simple, easy to use, effective and attractive. They are designed to give many seasons of dependable use.

Ecklund feels that this gate is the answer to the time consuming, energy wasting and potentially dangerous chore of opening, watching and closing gates.

Ecklund is able to serve the North American market from southern Saskatchewan. Its warehousing and distribution facilities are located in North Dakota.

Ecklund would be interested in hearing from those interested in marketing, manufacturing or licensing their products and is willing to communicate in the language of their choice.

Products Available for Export

Drive Thru Stock Gates
Irrigation Pivot Tower Gate

Edwards Grain Guard

250-24 Street North
P.O. Box 2181
Lethbridge, Alberta
T1J 4K7

Phone: (403) 320-5585
Fax: (403) 320-5668

Export Contact:

Mr. Fraser Edwards, Managing Director

Edwards Grain Guard is a new company brought about by the merger of two established farm equipment manufacturers; Edwards Rod Weeder Ltd. and Grain Guard Manufacturing and Sales Ltd. These companies have been in business for over 30 years, and their products enjoy a reputation for outstanding quality and performance.

The company manufactures a wide range of equipment for the grain and livestock producers around the world including Rod Weeders, Rod Weeder Attachments, Chisel Plows, Hoe Drills, Livestock Waterers, and Natural Air Grain Drying Systems. Manufacturing operations are carried out at the company's new modern facility in Lethbridge.

Over the past few years, sales of the company's products have increased considerably. The products are distributed through dealers and distributors throughout North America. The company perceives excellent export potential in its Conservation Tillage Hoe Drills and the Grain Drying Systems, and is beginning to aggressively explore export potential in Australia and Europe.

Products Available for Export

Deep Tillage Cultivators
Rod Weeders
Seeders (Grain Drills)
Dryers (Grain)

Elias Manufacturing Ltd.

10011 Thather Avenue
P.O. Box 1304
North Battleford, Saskatchewan
S9A 3L8

Phone: (306) 445-2111
Fax: (306) 445-4810

Export Contact:

Mr. Gordon Elias, President

Elias Manufacturing Ltd. was established in 1985 after purchasing the patent rights to the B.T. Johnson agricultural livestock scale. This scale had been manufactured by the inventor-designer in a backyard garage situation for approximately seven years prior to the purchase by Gordon and Laveme Elias.

The company's principal product is a hand-portable livestock scale that consists of an all-welded steel base, produced in various sizes, to fit the floor of a squeeze chute or the alley way of a livestock working facility. The scale will carry several hundred pounds of extra platform or crate, and still adjust to zero. The weighing principal of this foolproof scale is a self-contained closed hydraulic system. Various models weigh up to 500 pounds (227 kg.), 1,000 pounds (454 kg.), or 3,000 pounds (1,362 kg.).

Elias Manufacturing Ltd. has further expanded from its original line of basic scale frames to a scale with wheels and crate for small animals, and a larger scale in the form of a trailer with a heavy duty crate for larger animals. Also there has been a 15-ton (13,608 kg.) truck scale and a 3,000 pound (3,362 kg.) hanging scale developed and added to the product line. The newest addition is a round bale scale and transport.

Elias Manufacturing Ltd exports these products primarily to the United States, but has also exported to England. In the company's last fiscal year over 50% of the cattle scales manufactured were exported to the United States, mostly through a U.S. distributor-dealer.

The extraordinary guarantee on the product, the zero maintenance required, and the reasonable service costs for any accidental damage to the load cell or gauge are all reasons for the growing popularity for these scales. Elias Manufacturing Ltd. is seeking to expand into new markets and establish distributor-dealers.

Products Available for Export

Scales for Agricultural Use
Bale Carriers
Livestock Equipment

Elmer's Welding Manufacturing Ltd.

P.O. Box 908
Altona, Manitoba
R0G 0B0

Phone: (204) 324-6263

Fax: (204) 324-6729

Export Contact:

Mr. Elmer Friesen, Owner

Elmer's Welding Manufacturing Ltd., a family owned business, is a designer and manufacturer of quality row crop cultivators and band sprayers. The company, started in 1978, produces row crop equipment to meet the needs of the modern farmer, specifically the sugar beet and bean industries. Elmer's row crop equipment has established a solid reputation in the sugar beet industry, with custom equipment designed to meet the needs of the individual farmer. The equipment is durable and workable.

Over the past two years, Elmer's row crop equipment reported 80 to 90 per cent of total sales to the United States in the areas where sugar beets are grown. Experience in the export industry and in communicating effectively with all levels of the industry has contributed to a reputation for supplying quality row crop equipment.

The company has dealer networks offering complete maintenance and repair services.

Products Available for Export

Cultivators and Weeders

Equipements de ferme Bodco Inc.

10 route 249
St-François Xavier de Brompton, Québec
J0B 2V0

Phone: (819) 845-7824
Fax: (819) 845-5758

Export Contact:

Mr. Roger Lacroix, Customer service

Founded on May 29, 1978, Bodco manufactures a wide range of farm equipment, including manure elevators, chains, corner boxes and shoes, transmissions, paddle cleaners, gears, stalls, free stalls, pens, water bowls, manger dividers, barn posts and door latches, pumps and agitators for liquid manure, and steel structures approved for both agricultural and industrial/commercial use.

Bodco designs and is one of the premier manufacturers of farm equipment in Canada. Each new product designed is tested in the factory before being shipped to the customer. The company's Canadian and American distributors install the equipment and provide after-sales service.

All their products are intended primarily for the agricultural market. The steel structures are also successful in the commercial and industrial fields, however.

Bodco has built a solid reputation among farmers for the quality of its products and its capacity for innovation. Each product sold is manufactured to meet the customer's requirements.

In the last seven years, export sales to the American market have more than quadrupled. At present, Bodco services Canada and the northeastern US and plans to make further inroads into the international market.

The company possesses vast experience in the manufacture of farm equipment.

Products Available for Export

Livestock Equipment

Equipements Hardy Inc. (Les)

440, Lucien Thibodeau
C.P. 1750
Portneuf, Québec
G0A 2Y0

Phone: (418) 286-6621
Fax: (418) 286-6594

Export Contact:

Mr. Michel Lessard, Responsable du Développement de l'entreprise

Les Equipements Hardy Inc has been in existence since 1975, specialising in the design, manufacture and sales of loaders, excavators and grapple loaders for 20-to-105 hp farm tractors.

The company can also do factory installations. They sell their products through tractor dealers in Quebec, Ontario, the Maritimes and the northeastern United States, with Quebec as the main market.

The firm's products are well-known for their adaptability and their quality design and manufacture. They have had a presence in the northeastern US market for the past two years with agents in Vermont and New York state.

Because of the competitive nature of the product, the company is penetrating the market slowly but surely. Their development priority is the northeastern US.

Products Available for Export

Farm Loaders, Attachments for Tractors

Erie Industries (1987) Inc.

121 Woodworth Avenue
St. Thomas, Ontario
N5P 3J9

Phone: (519) 631-6680

Fax: (519) 631-6699

Export Contact:

Mr. C.M. Murray, President

Erie Industries (1987) Inc., is the successor company to Erie Iron Works Company Limited. Erie Iron Works has been in business for well over one hundred years, located in St. Thomas, Ontario. We are manufacturers of Wheelbarrows, all types, as well as Fertilizer Spreaders, Ball Bearing Wheels, Lawn Rollers and a related line of wire products.

Our wheelbarrows are sold through three market areas in Canada, the construction industrial marketplace, the agricultural market and the home owner market. Our products are sold through wholesale hardware companies, such as Canadian Tire Corporation, Pro Hardware, Home Hardware stores. We also market our products through the farm co-ops such as Federated Co-op and United Cooperatives, as well as the industrial and construction distributors.

Our products meet the needs of our customers requirements where quality is necessary to do the job. We are the largest manufacturers of wheelbarrows in Canada and enjoy a commanding marketshare in each of our three markets.

We have been exporting for some years to the Caribbean market as well as the European marketplace. We are just starting to involve ourselves in the U.S. marketplace.

Our future growth will come through our export activities. We are well positioned to supply a complete range of product to the North Eastern and Central United States marketplace.

Our requirements for the marketplace are agent representation or distributor representation.

Products Available for Export

Spreaders, Fertilizer, Non Organic
Soil Packers and Land Rollers

Farm King Allied Inc.

1201 Regent Avenue West
P.O. Box 1003
Winnipeg, Manitoba
R3C 2W5

Phone: (204) 661-8711

Fax: (204) 667-2503

Export Contact:

Mr. Larry Schroeder, Vice-President, Marketing

Farm King Allied Inc. is a manufacturer of products and equipment destined primarily for the agricultural market. The company has manufacturing facilities in Morden and Winnipeg, Manitoba, Canada. The company produces products under three brand names:

Allied (front end loaders, snowblowers, bale elevators, grain dryers, agricultural equipment components)

Farm King (grain augers, snowblowers, drawbars and harrows, rotary cutters, grain cleaners and grain crushers)

Buhler (bucket elevators, drag chain elevators, screw conveyors, belt conveyors)

The company's distribution network consists of warehouses in White City, Saskatchewan, Acheson, Alberta, Woodstock, Ontario, Dorion, Quebec and Moncton, New Brunswick. Twelve territory managers provide the contact with approximately 1,300 dealers from coast to coast.

The U.S. market is served through a company warehouse in Memphis, Tenn. and twelve additional warehouses owned by six distributors who have dealer networks ranging from Oregon to New York and Texas.

Annual sales for Farm King have been in the range of \$15 to \$20 million.

Products Available for Export

Grain or Hay Dryers and Accessories
Feed Cutters, Crushers, Grinders
Agricultural Equipment Components
Grain Loaders and Elevators
Grain Separator

Farm Land Agro Supply (Red Deer) Ltd.

4630 - 61 Street
Red Deer, Alberta
T4N 2R2

Phone: (403) 343-6342

Fax: (403) 343-6112

Export Contact:

Mr. Don B. Allan, Specialty Products Manager

Farm Land Agro Supply, in Red Deer, Alberta, has been manufacturing and marketing a full line of fertilizer banding knives and seed boots since 1984. The swept back design of the banding knives place fertilizer in any form below the soil in either cropland or hayland. Demand from the air seeder industry has led to the development of a choice of versatile seed boots which are state-of-the-art. The uniqueness of the design lends itself to adaptation to virtually any seeding/tillage tool, with the ability to change seed spread patterns as required.

Farm Land products are marketed through a dealership network of fertilizer implement dealers in Western Canada and the North Central United States.

Products Available for Export

Agricultural Equipment Components
Fertilizer Spreaders/Application Tools

Farmco International Ltd.

P.O. Box 29
Stewiacke, Nova Scotia
B0N 2J0

Phone: (902) 639-2393
Fax: (902) 423-3044

Export Contact:

Mr. Arthur Ormiston, Vice President

Farmco International is a registered Nova Scotia company established in 1981 and engaged in the design and manufacture of a complete line of agricultural and industrial spreading equipment. It is a small company of engineers and technicians who have developed a product line and sold it effectively in the U.S. market. The product line is composed of specialty spreading equipment and is well known in this area.

Farmco products include:

Truck mounted spreader boxes/sewage sludge applicators
Truck mounted agricultural manure spreader boxes/lime spreaders
A complete line of pull type agricultural manure spreader boxes
High flotation spreader boxes for agricultural and commercial applications
Various land rollers, land levelers
Liquid manure spreader tankers
High dump forage wagons

All Farmco spreader boxes feature a patented hydraulic push gate unloading system.

Farmco products are sold mainly in the U.S.A. with some overseas sales in England, Holland and Africa.

Farmco has a number of distributors for the product line in the U.S.A. and sees increased sales activity in the sewage sludge applicator market as farmers and others realize the benefit of this nutrient and soil conditioning material.

Farmco supplies dealers, distributors and customers with repair parts and components, but does not provide service to the end user.

Products Available for Export

Manure Spreaders, Box Type, Power Take-Off
Forage Harvesting Equipment

Faroex Ltd.

P.O. Box 1950
Gimli, Manitoba
R0C 1B0

Phone: (204) 642-8464
Fax: (204) 642-7542

Export Contact:

Mr. Perry Dankochik, Sales Manager

Faroex manufactures fibreglass and plastic floor grates, and their fibreglass support frames, for use in intensive, large scale hog raising facilities, and a complete range of products for farrowing crates and weanling pens. Products for grower pens where pigs are raised to market weight are also available. The products appeal to the larger, more intensive producers who recognize the benefits of advanced systems.

Faroex manufactures a proprietary line of plastic and fibreglass pig penning materials in various heights and lengths suitable for the different confinement requirements during growth.

Faroex's plastic weanling deck is a free standing, four sided enclosure with a raised floor that is either solid or entirely grated. It is a modular system, that allows flexibility when constructing long rows of pens. The decks can be stacked to form a two tier production system.

Faroex makes fibreglass rods in common metric and British sizes. Dealers and distributors of Faroex products generally provide after-sales service and installation. These dealers usually handle a complementary line of pig husbandry equipment such as ventilation fans.

The company's main markets are in the United States and Canada. There are dealerships in Finland and Holland (also servicing France, Germany, Belgium, England and Italy). Faroex is capable of communicating in German and English.

Products Available for Export

Livestock Equipment

Fell-Fab International Inc.

P.O. Box 3303, Station C
Hamilton, Ontario
L8H 7L6

Hamilton Phone: (416) 560-9230
Toronto Phone: (416) 825-0597
Fax: (416) 560-9846

Export Contact:

Mr. Glen Fell, Vice President, International Marketing

Established in 1952, Fell-Fab International Inc. the exporting arm of Fell-Fab Products, is a privately held industrial textile manufacturing company with approximately 200 employees in Hamilton, Ontario.

In 1978 Fell-Fab International Inc. introduced a proprietary product to the Agriculture Industry - The QUICK-BIN*. QUICK-BIN* is a low cost, temporary, grain storage system. Two labourers can assemble one system, anywhere, in less than two hours. When the QUICK-BIN* is no longer required it can be dismantled and stored for future requirements.

Other products which Fell-Fab designs and manufactures include multilayer insulation for satellites; fireblocking aircraft seat covers and interiors; bulk liquid and dry storage and transportation systems; military webbing; aircraft cargo restraint systems; tents; nuclear, chemical and biological protective equipment; and a wide variety of protective systems for items as large and complex as aircraft wings.

Fell-Fab has a complete range of equipment for cutting, gluing, sewing and welding textiles and plastic materials. A CAD/CAM system is unique for the sector and allows great flexibility of design coupled with rapid response to customer needs. A 1,000 square foot clean room and quality assurance to the requirements of AQAP 4, FAA and DOT satisfies the needs of most customers.

As a direct result of investment in the development of proprietary products, Fell-Fab exports over 60 per cent of its production, primarily to the USA and Africa.

Fell-Fab has received a number of business honours including the 1988 Federal Government Award for Business Excellence in Entrepreneurship and the 1988 Ontario Government Award for Outstanding Business Achievement.

Products Available for Export

QUICK-BIN* Grain Bin Storage System
Liquid Bladders for Transportation and Storage of Fluids
Pond Liners

* Registered Trademark owned by Fell-Fab Products

Field Technologies (1989) Ltd.

2414 Koyl Avenue
Saskatoon, Saskatchewan
S7L 7L5

Phone: (306) 664-6600

Fax: (306) 664-6688

Export Contact:

Mr. Gordon Hjertaas, General Manager

Field Technologies designs, manufactures and distributes electronic instrumentation and control products for mobile agricultural equipment. The product line was launched fifteen years ago by SED Systems Ltd. and developed into a comprehensive assortment of specifically designed controls and monitors for use on agricultural seeders, sprayers and grain combines. The business was recently reorganized as Field Technologies, a subsidiary of Flexi-Coil Ltd., in order to better focus on agricultural electronic business opportunities.

Field Technologies supplies products to both after-market and OEM (original equipment manufacturer) markets. The company has an extensive retail dealer network for distribution of after-market products in North America. It also supplies custom designed OEM products to major line farm equipment manufacturers. Field exports a limited number of products to offshore markets in Australia and Western Europe. These markets are now being reviewed for establishment of appropriate full service distribution arrangements.

Products Available for Export

Agricultural Monitoring & Testing Equipment
Monitors and Controls for Sprayers
Monitors and Controls for Seeders
Grain Loss Monitors

Flexahopper Plastics Ltd.

2530 - 39 Street North
Lethbridge, Alberta
T1H 5J2

Phone: (403) 328-8146
Fax: (403) 328-8476

Export Contact:

Mr. James G. Spenceley, President

Flexahopper Plastics Ltd. began operations in 1967 and has developed into an international supplier of grain handling accessories. Based in Alberta and with a marketing branch in Brisbane, Australia, the company manufactures its products using state-of-the-art computerized equipment in a 28,000 square foot plant. It offers in-house research and lab facilities, in addition to full service for new products. It takes the product from engineering stages to the tooling and manufacturing stages all under one roof.

The company is a long standing member of the International Association for Rotational Molders and prides itself on its contribution to that industry. It has received recognition for its innovations and quality.

Flexahopper's products have been sold to the agricultural community worldwide through both distributors and original equipment manufacturers for the last 10 years. The company's Australian office has had strong growth in sales in that country. The company also enjoys steady growth in its U.S. markets.

Flexahopper Plastics Ltd. is interested in establishing distributors in other countries and translators are available to handle foreign enquiries.

Products Available for Export

Agricultural Equipment Components

Flexi-Coil Ltd.

P.O. Box 1928
Saskatoon, Saskatchewan
S7K 3S5

Phone: (306) 934-3500
Fax: (306) 664-7672

Export Contact:

Mr. Terry Summach, President

Flexi-Coil was established in 1950 to produce the Flexi-Coil land packer which was developed by the founder. Since then, the company has manufactured dry land grain farming equipment and has developed several innovative products on which it holds patents.

The new Models 1100 and 1600 Air Seeder contain the latest innovations in pneumatic seeding. Featured are a highly efficient fan, accurate metering, and uniformity of seed distribution. The simple design and relatively low price makes these machines the most cost effective method of seeding available.

Flexi-Coil's field cultivators and chisel plows are available with built-in flexibility that results in good ground-following characteristics. When operated with an air seeder, this flexibility allows for seed deposition at a uniform depth resulting in higher yields.

The harrow and packing equipment is used in seed bed preparation and after seeding to conserve moisture, reduce air pockets and thus increase the germination rate. These machines are widely used in Western Canada and in many parts of the world.

The field sprayers are 18.9-29 cm (62 to 96 inches) in width, can be folded and unfolded from the tractor seat, have adjustable wheel tracking, and all liquid contact components are of high quality corrosion resistant materials.

All products are distributed in the United Kingdom and Western Europe by Flexi-Coil (U.K.) Ltd., Seaton Ross, York, England.

Products Available for Export

Chisel Ploughs
Cultivators and Weeders
Harrows, Scarifiers, Hoes
Deep Tillage Cultivators
Grain Drills and Air Seeders
Soil Packers and Land Rollers

Ford Dickison Industries Limited

53 Wellington Street South
Box 1000
Mitchell, Ontario
N0K 1N0

Phone 519-348-8475
Fax 519-348-9331

Export Contact

Mr. W.H. (Hugh) Patterson, Secretary-Treasurer

Ford Dickison Industries has been a manufacturer of poultry equipment for over 30 years. Their product line includes layer cages, growing cages, auto breeder nests, auto chain feeding systems, egg collection systems, egg packers, ventilating fans, air inlet and manure handling systems. Ford Dickison Industries is one of only two companies who produce flat chain in North America for poultry feeders. They have built a heat treating unit to produce this chain and have the capacity to make 2,000,000 feet per year.

The company's greatest strength lies in their ability to custom produce equipment for their customers. This flexibility allows them to produce their equipment and install it in existing buildings, thereby lowering the final cost of a poultry operation. Having a computer design system, computer controlled metal working machines and roll forming for trough enables them, even though they are a relatively small company, to produce a quality product that is reliable.

The company deals both directly with customers in their home area and through distributors in the rest of Canada and in the United States. They are seeking to extend their markets into the Pacific Rim countries, the Caribbean, central and South America and would be interested in new sales representatives in those areas.

Products Available for Export

Poultry Feeder
Egg Gathering Systems
Poultry Waters
Poultry Equipment NES

G&C Bechard Sales and Services Limited

Hwy. 19 South
P.O. Box 28
Straffordville, Ontario
N0J 1Y0

Phone: (519) 866-3241
Fax: (519) 866-3725

Export Contact:

Ms. Cathy Bechard, Secretary-Treasurer

G&C Bechard Sales and Services Limited is a wholly owned Canadian company located in Southwestern Ontario, Canada. Incorporated in 1973, Bechard has expanded from 1,400 square feet of fabricating and manufacturing space to more than 12,000 square feet, with a staff of 16. A general machine shop complements the much larger fabricating machinery section.

The company produces the Norfolk Hawk tobacco tying machine that is in use worldwide. It uses a rotary swing needle action providing minimum stem breakage, while stitching in both the down stroke and the upstroke. The Norfolk Hawk is powered by a 3/4 H.P. (.56 KW.) electric motor or a choice of alternate power. Conveyors are industrial grade rubber belting to provide for years of trouble free service.

Terra Lift rough terrain fork lift tractors are also manufactured by Bechard. They have a lifting capacity of 4,000 lbs. (1800 kg.). They are ideal for use in produce plants, fertilizer plants, seed production, sod farms and vegetable production. The Terra-Lift is powered by an air-cooled gas engine. Hydrostatic drive is standard, making this fork lift ideal where there are a number of operators. Options include: propane conversion, side shift carriage, loose material bucket and a diesel engine.

Sales representation is sought worldwide.

Products Available for Export

Tobacco Harvesting Machinery

Gean Agricultural Manufacturing Ltd.

P.O. Box 13
Champion, Alberta
T0L 0R0

Phone: (403) 897-3076

Export Contact:

Mr. George Schultz, President

Established only four years ago, Gean Agricultural Manufacturing Ltd. produces the Dripper liquid chemical applicator. The Dripper liquid chemical applicator was farmer developed to provide an easy and economical method to apply liquid seed treatment to grain at planting time and insecticides at harvest time. The Dripper applies chemical as the grain is being elevated through the grain auger. The Dripper is currently used throughout Canada and the U.S.A. by thousands of satisfied farmers.

The Dripper is manufactured of chemical resistant modern plastics by modern state-of-the-art computerized injection equipment.

Gean's most successful marketing has been through distributors and retailers who market chemicals to the agricultural industry. The company has established a reputation as having a farm applicator that is easy to use and one of the most economically available.

The company is seeking sales representatives or licensing agreements in the U.S.A. and other countries.

Products Available for Export

Liquid Chemical Applicator Auger Attachment

GEN Manufacturing Limited

2002 - 20 Street
P.O. Box 560
Coaldale, Alberta
T0K 0L0

Phone: (403) 345-3414

Fax: (403) 345-3413

Export Contact:

Mr. Henry Bergen, Export Manager

Founded in 1966, GEN Manufacturing Limited is a leading designer and manufacturer of high chromium/carbon and specialty steel castings in Western Canada. Chromium/carbon steel is a unique alloy which is extremely durable and abrasion resistant. Castings from this alloy are installed on agricultural tillage tools such as cultivator sweeps, seed drill points, fertilizer banding knives and other parts that make contact with the soil. This allows the end user to receive many times longer life from his tillage tools. Castings are made in a wide range of shapes and sizes and are custom designed to specific requirements in the agricultural, industrial and mining sectors. All castings must pass strict quality control standards.

In Western Canada, GEN's product distribution network is well established through a variety of equipment dealerships, co-ops and manufacturing firms.

Major distribution points have been established in the U.S. in Montana and North Dakota. GEN's export sales have increased significantly over the past several years and currently the company is continuing to actively expand its distribution network in the United States. The Australian market is served through sales arrangements with two of the largest farm equipment distributors in that country. GEN is also seeking sales or licensing agreements with distribution firms in Europe and Asia.

Products Available for Export

Agricultural Equipment Components

Geres Sales & Service

416 Highway 40 West
P.O. Box 398
Neilburg, Saskatchewan
S0M 2C0

Phone: (306) 823-4212

Export Contact:

Mr. Peter Geres, Owner

Geres Sales & Service opened as a custom welding and manufacturing shop in Neilburg, Saskatchewan in 1951. Since that opening, the owner Mr. Peter Geres, has endeavoured to provide the surrounding communities with professional service in manufacturing, repair and sales of agricultural equipment and parts. In 1981 the Geres Rock Digger was developed in the shop, and its quality workmanship and originality won the firm the Award of Achievement at the 1984 Western Canada Farm Progress Show.

The Geres Rock Digger comes in three trailer mounted models and one three-point hitch model to provide a wide range of applications from 125 to 300 horsepower. The solid steel shanks will remove willow crowns and rocks from 12 inches to 70 inches in diameter with a minimum disturbance of soil. The performance of the Geres Rock Digger has proven its value as an important piece of equipment on any land with large, blind or protruding rocks and stumps.

Development of this highly effective rock removal equipment has gained Geres Sales & Service recognition in the market place. The sales area has expanded to include Alberta and Manitoba as well as Saskatchewan. Five machines have been exported to the U.S.A. and marketed out of North Dakota. The firm takes pride in the emphasis it places on customer service and satisfaction and is interested in establishing a U.S.A. dealership to respond to the numerous U.S. inquiries that are being received.

Products Available for Export

Rock Digger for large underground or slightly exposed rocks

Gibson Welding, A Division of 425242 Ontario Inc.

**General Delivery
Alma, Ontario
NOB 1A0**

**Phone: 519-846-5188
Fax: 519-846-8133**

Export Contact:

Mrs. Pearl A. Gibson, Secretary-Treasurer

Founded over 20 years ago, Gibson Welding is a leading designer and manufacturer of Slurry Slinger liquid manure handling equipment and rubber-tired land packers. These items have a major use in the agricultural industry.

Gibson Welding has established a solid reputation in the sales and service of the above products, based on their ability to customize their product to meet specific demand in the agricultural industry.

Gibson Welding has been exporting into the U.S. for nearly 10 years, and sales have been steadily increasing. A dealer/distributor in the U.S. area ensures the customer of readily available parts and service.

At present, Gibson Welding is looking to expand their sales in the U.S. and other foreign markets, either through direct sales, sales representation or dealership arrangement.

Products Available for Export

**Manure Spreaders, Liquid or Tank Type
Soil Packers and Land Rollers**

Golden Grain Granaries Corporation

P.O. Box 359
Beausejour, Manitoba
R0E 0C0

Phone: (204) 268-2890
Fax: (204) 268-2999

Export Contact:

Mr. Bruce Barkman, Sales Manager

Golden Grain Granaries Corporation was incorporated in February 1987. The company has developed and now manufactures a full line of hot dipped galvanized fans for use in the agricultural industry.

Most components, including self-unloading centrifugal blower wheels, are built in-house. Heat sensing overload controls and custom spun inlet cones are but a few of the advantages available with Golden Grain crop dryers. Besides crop drying, many non-agricultural uses are anticipated.

The company also produces a full line of grain bin accessories. Planned acquisition of the tooling and patents for Wedge-loc drying floors will create a major expansion in sales. Six years of U.S. production have proven the worth of this modular floor, which fits all shapes and sizes of drying installations from a single stocking item, keeping inventory costs to a minimum. Retrofit is easy with this flex floor.

Products are marketed in the United States and Canada through dealers and distributors. Company sales representatives are located in key market areas.

Joint ventures in fan construction are part of this aggressive company's future plans for accessing offshore markets. The sales staff is fluent in both English and German.

Products Available for Export

Grain Dryers and Accessories
Grain Storage Equipment

Green Drop Equipment Ltd.

1230 Meridian Road N.E.
Calgary, Alberta
T2A 2N9

Phone: (403) 273-5352
Fax: (403) 235-2299

Export Contact:

Mr. Jake Williams, President

Green Drop Equipment Ltd. has been active in the manufacture and distribution of liquid fertilizer application equipment for 10 years.

Green Drop markets three types of field wagons under the trade name BANDWAGON. They are the BANDWAGON "1500", a 4 wheel 1500 gallon wagon, the BANDWAGON "1000", a 1000 gallon 2 wheel wagon, and the BANDWAGON "833", a 1000 gallon low profile 2 wheel wagon.

The "Green Drop System" marketed for the banding of fluid fertilizers consists of a patented flow divider with from 4 to 18 outlets that accurately divides the flow of fertilizer into any number of segments for either subsurface or surface application of fertilizer. All other components required are included, as well as a selection of nozzles.

This unique design has been accepted as the standard in this type of application of fluid fertilizer and Green Drop feels that it has captured a large per cent of the market.

Green Drop has been most successful in the Canadian Prairies and Mid-Western States, and has established outlets in Kansas, Ohio, Manitoba and Alberta.

The company's goals are to continue serving the agricultural community and its mandate is to produce a product that will increase the productivity of the user.

Products Available for Export

Liquid Fertilizer Applicators

H. Kuntz Manufacturing Inc.

46 Isabella Street
P.O. Box 173
St. Jacobs, Ontario
N0B 2N0

Phone: (519) 664-2232
Fax: (519) 664-3000

Export Contact:

Mr. Harvey Kuntz, President

H. Kuntz began manufacturing farm gates in 1976. In 1979 the company moved to new premises and expanded its product lines. 1981 saw a 128 per cent increase in production.

H. Kuntz is currently licensing other manufacturers to produce a patented hay feeder which is gaining wide acceptance because it reduces food spoilage and cleanup.

The company manufactures light weight wire and bar gates for use in cattle holding pens and fields. It also produces a bale carrier and a poultry water fountain.

H. Kuntz's quality products are durable, long lasting and simple to use. Generally the products are not technical in nature.

The main trading areas are in Ontario and Quebec. Some products are exported to the U.S.A. Sales are made directly to farmers and through dealers.

The company is seeking a worldwide distributor for its poultry water fountain outside Canada, the U.S.A. and Latin America.

Products Available for Export

Poultry Waters
Agricultural Equipment Components

Halross Instrument Corp (1976) Ltd. (Labtronics)

4168 - 167 Lombard
Winnipeg, Manitoba
R3B 0V3

Phone: (204) 943-6037

Fax: (204) 947-9199

Export Contact:

Mr. W. McRae, President

Created 18 years ago, this Canadian manufacturing company supplies moisture meters, temperature probes and other related equipment to the food processing and agricultural industries. Customers have included such organizations as Cargill Grain, United Grain Growers and the Wheat Pools.

The moisture meter, called Model 919, is a proven design, is simple to use and has been manufactured in Canada for over 48 years. It is the official moisture instrument used by the Mexican Department of Agriculture, the U.S.D.A. and the Canadian Grain Commission. It is versatile because it can be calibrated for new and different materials. The electronics are so simple that any novice can repair and calibrate them.

The firm currently has a small sales staff, but would like to expand its sales force in order to further penetrate markets worldwide.

French, Spanish, German and English are the languages in which the company can service its customers.

Products Available for Export

Agricultural Monitoring & Testing Equipment

Hi-Hog Farm & Ranch Equipment Ltd.

Box 4, Site 18, RR 6
Calgary, Alberta
T2M 4L5

Phone: (403) 280-8300
Fax: (403) 280-2441

Export Contact:

Mr. Loren Seitz, Sales Manager

Hi-Hog Farm & Ranch Equipment Ltd. was established in May of 1974 and initially specialized in hog equipment. Since that time the business changed and they are concentrating on handling equipment for cattle, horses and wild game such as bison and elk.

Hi-Hog has designed major equipment and facilities for auction marts, rodeo grounds, slaughter houses and race tracks as well as handling systems for individual farmers and ranchers.

The company manufactures a full line of cattle handling equipment and sells through distributors and dealers located throughout Canada and in the state of Montana.

The company has recently built a modern manufacturing plant in Calgary, Alberta and is presently looking to expand into the U.S. market with additional distributors and dealers.

Products Available for Export

Livestock Equipment

Hill Machinery Sales Corp.

R.R. No. 3
Shelburne, Ontario
L0N 1J0

Phone: (519) 925-3618
Fax: (519) 925-6441

Export Contact:

Mr. Jim Hill, President

Founded over 40 years ago, Hill Machinery Sales Corp. is a leading designer and manufacturer of bulk harvesting, storage, washing, and packing systems for customers throughout North America. The company produces a wide range of root harvesting machines for all root crop vegetables. The harvesters range from 1-row, 1-man concepts to multi-row large capacity volumes. The company specializes in damage free harvesting concepts which are engineered into all of the handling machinery in the packing and process plants where large volumes of root crop vegetables are to be packed or processed at minimal cost and zero downtime. Hill Machinery specializes and prides itself in its ability to customize its machinery to customers specifications and requirements in order to maximize major cost reductions and rapid paybacks.

Products Available for Export

Fruit and other Vegetable Harvesting Equipment
Cleaning Machine, Fruit and Vegetable
Polishing Machine, Fruit and Vegetable

Hi-Qual Manufacturing Ltd.

399 Ravenhurst Street
P.O. Box 158 St. Boniface
Winnipeg, Manitoba
R2H 3B4

Phone: (204) 224-3269

Fax: (204) 224-1350

Export Contact:

Mr. E. Allan Akins, President

Founded 13 years ago, Hi-Qual Manufacturing has grown to become one of Canada's largest manufacturers of livestock handling equipment. The company produces a full range of livestock handling equipment to enable users to easily install in their operation the most up to date systems available to cow/calf operators. Hi-Qual has established a very solid reputation based on its innovative systems, quality production techniques and competitive prices within the livestock industry in Canada. Many of Hi-Qual's products are patented because of their uniqueness.

Hi-Qual's stage of growth is now at the point where entering into export markets is required to allow further expansion of the company and its products. In domestic markets, Hi-Qual markets its products through multi branch distribution companies. This same type of network will be required as Hi-Qual enters international markets. The company has participated in many product licensing agreements with both domestic and foreign innovators and distributors. The company is prepared to consider licensing arrangements on its equipment in the international market.

Products Available for Export

Livestock Equipment

Holland Equipment Ltd.

20 Phoebe St.
P.O. Box 339
Norwich, Ontario
N0J 1P0

Phone: (519) 863-3414
Fax: (519) 863-2398

Export Contact:

Mr. Tom Stockmann, General Manager

Holland Equipment Limited is a privately owned Canadian company with facilities located in the agricultural heartland of Southern Ontario. The current product line includes agricultural and industrial equipment trailers, aerators, seed drills for farm and commercial applications, stanchions for the beef and cattle markets, utility trailers, and aluminum vans, body kits and trailers.

Production facilities include a modern 44,000 square foot plant completely equipped with up-to-date equipment to maximize manufacturing efficiency at the lowest possible cost. The company currently employs 55 workers, and is capable of providing employment for up to 80.

Holland Equipment Ltd. is part of the world wide group known as Holland Hitch Companies. With five plants in the U.S.A., three in Canada, and one each in Australia and West Germany, Holland is represented worldwide.

Holland's markets include all of North America and are maintained through distributors, dealers, manufacturer's representatives, and direct sales depending on the product line.

Products Available for Export

Livestock Equipment
Harrows, Scarifiers, Hoes
Grain Drills and Air Seeders

Honey Bee Manufacturing Ltd.

P.O. Box 120
Frontier, Saskatchewan
S0N 0W0

Phone: (306) 296-2297
Fax: (306) 296-2165

Export Contact:

Mr. Tim Hovdestad, Sales Manager

Honey Bee Manufacturing Ltd. was incorporated in 1979 as a result of the growing demand for the Rodweeder attachment developed by the company founders.

In 1980, with the demand for a larger swather to keep the high capacity combines full, Honey Bee designed and built the first 75 foot swather. Soon after, the tractor mounted swather concept was developed, by mounting one swather table on the front of a conventional tractor, and one on the side. Since that time Honey Bee Manufacturing Ltd. has developed a full line of tractor mount and pull type as well as a swather table for the Ford/Versatile 256 and 276 Bi-directional tractor.

Sales of all Honey Bee products have steadily increased in the U.S.A. with representation by manufacturers representatives in Fargo, North Dakota and Burlington, Colorado. Honey Bee also has a warehouse in Fargo, North Dakota, Minot, North Dakota and Burlington, Colorado to service the Mid Western states. Honey Bee is developing a solid service support team to train the dealer and follow up on any service problems.

The company believes their complete line of products have definite potential in many parts of the U.S.A. and around the world.

Products Available for Export

Swathers and Windrowers
Rodweeder Attachments

Husky Farm Equipment Limited

RR 2
Alma, Ontario
N0B 1A0

Phone: (519) 846-5329
Fax: (519) 846-9378

Export Contact:

Mr. Raymond Grose, President

Husky Farm Equipment Limited is a private company established in 1959 and incorporated in 1966. The firm was started as a sideline to a farming operation, producing needed farm equipment.

Husky now has approximately 3,300 square metres (35,500 square feet) of manufacturing and storage floor space and a staff of 35 people. It has opened a sales branch in the United States in Wisconsin, and markets its products throughout Canada and the United States, mainly in areas with a large livestock population.

Husky's product lines include liquid manure pumps and agitators, liquid manure spreaders and barn cleaners. The manure pumps are supplied in four models. They require anywhere between 3.73 and 111.9 kW.(5 and 150 H.P.) and are used for agitating as well as pumping liquid manure. The liquid manure spreaders come in four models, ranging from 4,500 L (1,000 Imp. gallons) to 18,000 L (4,000 Imp. gallons). They are designed for farm tractor use or as truck mounted models.

Husky manufactures a barn gutter cleaner and specializes in replacement chain for all types of gutter cleaners. Husky puts special effort into designing quality equipment that is rugged and durable.

Products Available for Export

Manure Spreaders, Liquid or Tank Type
Livestock Equipment
Manure Pumps - Pto Type or Electric

Innovative Equipment Inc.

626 - 47th Street East
Saskatoon, Saskatchewan
S7K 3X5

Phone: (306) 975-0500

Fax: (306) 975-0499

Export Contact:

Mr. R.B. Rogers, President

Rogers Engineering Inc. is an agricultural/agronomic and engineering research company founded in 1982. Its subsidiary company, Innovative Equipment Inc., started in 1986, manufactures and markets innovative agricultural and turf equipment.

Innovative Equipment Inc. markets patented, industry advancing concepts such as 1) the WINDFOIL sprayer that sprays with virtually no drift and 2) a high pressure liquid fertilizer injector that injects liquid fertilizer or chemical into soil up to a depth of 6 inches without appreciably disturbing soil, crop or turf. Both products are licensed in the North American agricultural sector and marketed in the turf industry by Innovative Equipment Inc. The company is a world leader in fertilizer, pesticide and chemical application in both turf and agriculture.

The company also custom builds, designs and researches special equipment and projects for North American and European companies. Research services in both agricultural or turf engineering and agronomy are available on a public or strictly confidential level. The principal has had developing country experience in equipment design and research.

Although the market focus is presently in North America and Europe, the company is looking for licences in Asia, Australia, South America and Europe.

Products Available for Export

Agricultural Sprayers and Attachments
Agricultural, Turf, and Research Equipment

J.F. Borak Mfg. Ltd.

34252 Industrial Way
Abbotsford, British Columbia
V2S 4N2

Phone: (604) 859-6514

Fax: (604) 859-6830

Export Contact:

Mr. J. Borak, President

J.F. Borak Mfg. Ltd. manufactures a full line of rabbitry equipment, including automatic feeding and watering systems and automatic manure handling conveyors. The company also offers consultation, project planning, engineering, feasibility studies, rabbit herd management training and seminars anywhere in the world.

In operation since 1978, the company specializes in commercial rabbit production technologies, and automation and research into environmental and nutritional interactions in large scale rabbit production facilities. With a strong international reputation for advanced rabbit production expertise, the company has clients such as government departments, corporations and commercial rabbit producers. Borak can assist in the development of policies for regional and small farm development utilizing rabbit potential.

The company manufactures new non-toxic chemicals for use in intensive animal farming. SCI 82 applied to animal drinking water controls waterline bacteria and algae, prevents or reduces diarrhea incidence in weanling pigs, and applied to manure pits, the product dramatically reduces ammonia, hydrogen sulfide, and other deleterious barn gases. Another product, SCI Fly-Curb, when applied to poultry or other manure prevents fly development from eggs and maggots, which results in excellent fly control at a fraction of the cost of other chemicals. Used as directed, SCI products enhance the nutritional value of manure to plants.

Products Available for Export

Rabbit Equipment

SCI 82, Ammonia, Algae and Bacteria Control

SCI Fly-Curb, Fly Control chemical

SCI Zerodor, Odor control chemical for outdoor toilets

J.I. Case

450 Sherman Avenue North
P.O. Box 2083
Hamilton, Ontario
L8N 4C4

Phone: (416) 548-3662
Fax: (416) 548-3753

Export Contact:

Mr. R.J. Bulmer, Project Manager

The Agricultural Equipment Plant of J.I. Case located in Hamilton Ontario, is vertically integrated and encompasses a wide range of manufacturing processes including heavy press, forging, upsetting, hot forming, heat treating, sheet metal fabrication, machine, welding, assembly and paint operations.

The plant produces tillage implements (cultivators, chisel plows, disk harrows, moldboard plows, row crop cultivators and rotary hoes), seeding equipment (conventional and air drills), and material handling equipment. The plant also produces finished components such as ground working tools for cultivators and chisel plows, and disk blades.

Products Available for Export

Moldboard Ploughs
Chisel Ploughs
Disc/Harrows
Cultivators and Weeders
Deep Tillage Cultivators
Grain Drills and Air Seeders
Farms Loaders, Attachments for Tractors
Harrows, Scarifiers, Hoes
Agricultural Equipment Components

J.K. Reid Manufacturing & Sales Ltd.

R.R. # 1
Moorefield, Ontario
N0G 2K0

Phone: (519) 638-3551

Fax: (519) 638-3128

Export Contact:

Mr. Keith Reid, President

J.K Reid Manufacturing & Sales Ltd., in business for over 20 years, manufactures a complete line of livestock handling and weighing equipment for the livestock producer. The company prides itself on the construction of its equipment, designed to withstand rugged use. All products have been designed for the safety of the handler as well as the livestock using the equipment.

It has been a policy of the company to be adaptable to the needs and requests of its customers. The company now manufactures equipment specially built to handle buffalo, fallow deer and red deer.

J.K. Reid's products include squeeze chutes, alleys, crowd tubs, panels and feeders, calf creeps, steer feeders, livestock scales, hoof trimming stalls and turntables. Other products are feeders and panels designed for horses as well as sheep.

The company currently has a small but growing export market in the United States.

Products Available for Export

Livestock Equipment

Jodale Perry Corporation

257 N. Railway Ave.
P.O. Box 900
Winkler, Manitoba
R6W 4A9

Phone: (204) 325-8118

Fax: (204) 325-4021

Export Contact:

Mr. R.V. Angers, Marketing Manager

The Jodale Perry Corporation has been designing and producing certified retrofit "Roll Over Protective Structures" (ROPS Cabs) for off-road vehicles for over twenty years.

These after-market cabs are mounted on agricultural, commercial and industrial tractors as well as on traction units for the lawn, garden and turf industries. Jodale Perry also designs and manufactures production line cabs on an OEM (original equipment manufacturer) basis.

Jodale Perry sells through independent manufacturing representatives in Eastern Canada and the Northern United States to a network of both urban and rural dealers. Recently there have been sales to Brazil and Taiwan.

The ability to be flexible from a design and production standpoint has allowed Jodale Perry to gain access to and compete in a varied marketplace.

Products Available for Export

Tractor Cabs (Rops)

John Deere Welland Works

P.O. Box 1000
Grimsby, Ontario
L3M 4H5

Phone: (416) 945-9281
Fax: (416) 945-0341

Export Contact:

Mr. A. E. Ficzero, Manager, Consumer Products & Government Sales

John Deere Welland Works is a manufacturer of agricultural material handling products and utility vehicles for the world marketplace. Located in Welland, Ontario, Canada, this factory employs over 600 salaried and wage personnel and has approximately 16 acres of manufacturing and assembly space under one roof.

Since the early 1900's many types of products for the agricultural markets have been manufactured at this factory. Currently prime products that are manufactured or sourced for shipment to John Deere dealers worldwide are agricultural loaders, rotary cutters, manure spreaders, rear blades, wagon running gear, and a 5-wheel utility vehicle.

All products are backed and serviced by a worldwide network of John Deere Dealers. Expertise is available through the Export Order Department to help communicate in different languages the necessary information to help promote and support the full product line.

John Deere Welland Works is a Division of John Deere Limited which is a wholly owned subsidiary of John Deere & Company (Moline, Illinois), and an industry leader in developing and manufacturing a full line of quality farm equipment, industrial products and consumer products.

Products Available for Export

Farm Loaders, Attachments for Tractors
Manure Spreaders, Box Type, Power Take-Off
Rotary Cutters
Swathers and Windrowers

Keho Alta Products Ltd.

Box 70
Barons, Alberta
T0L 0G0

Phone: (403) 757-2444
Fax: (403) 757-3975

Export Contact:

Pauli Ryden, Sales Manager
Barbara Gullickson, Vice President, Marketing

Keho has been involved in the agricultural industry for over 10 years designing, developing, manufacturing and marketing innovative farm equipment. Keho products are cost effective in that they reduce farm input costs and/or increase cash flow.

A major product line is "complete Natural Air Drying systems" for in-bin storage of agricultural products. This includes the backward curve, airfoil blade design centrifugal blower for high pressure, high volume airflow, 3 different types of air distribution systems, and accessory items such as the supplemental heater, either propane or natural gas fired. These systems are adaptable to most kinds of storage facilities.

Keho has designed and developed a pneumatic header attachment for combines, "the Vortex", which replaces the bat reel and gently 'air sweeps' the crop into the cutting bar, saving as much as 6 bushels of crop per acre. An earlier type of this attachment is successfully being used in cereal grains, oilseeds, grass seed, soy beans, white beans, lentils and other specialty crops.

The company is known throughout the farming areas of western and central Canada and the great plains of the United States for its unique equipment, quality products and excellent service. Their state-of-the-art CAD system, specialized manufacturing equipment (designed by Keho) and co-polymer materials developed for the blowers enable them to lead in their segment of the agricultural industry.

Keho is interested in expanding their markets and the United States is a priority area at this time. Licensing agreements, joint ventures or other business arrangements would be considered in all countries as the Vortex has relevance in all grain, oilseed, and specialty crops growing areas of the world.

Products Available for Export

Grain or Hay Dryers and Accessories
Agricultural Equipment Components
Combine Header Attachment - VORTEX Reel

Ketchum Manufacturing Sales Ltd.

396 Berkley Avenue
Ottawa, Ontario
K2A 2G6

Phone: (613) 722-3451
Fax: (613) 722-5612

Export Contact:

Mr. Peter Gilman, Secretary / Treasurer

Ketchum Manufacturing Sales Limited, established in 1913, primarily manufactures identification equipment for the livestock, poultry and meat packing industries.

It produces a variety of tags, including cattle neck tags in coloured nylon or brass, ear tags in flexible plastic, dressed poultry grade tags and aluminum leg bands. Attachment tools and pliers are also available. Ketchum produces eight types of tattoo pliers for marking the ears of animals and also manufactures green and black tattoo ink and green tattoo paste. The rotary hog shoulder tattoo machine, when used in conjunction with Ketchum's B7 ink on a live hog, will leave a visible mark on the carcass. The company also makes stamps and rollers used in the marking of meat carcasses in Canada and produces a variety of "food approved" meat marking inks.

The company's feed cart has a hopper of tough, food grade polyethylene completely resistant to moisture, ensilage acids and feed additives and provides maximum strength with minimum weight.

Other company products include a long handled cattle and horse hoof trimmer, a poultry breast angle meter and an electric cow trainer. Ketchum's catalog of more than 1,500 products is available on request.

Products Available for Export

Agricultural Equipment Components

Kipp Kelly

1-400 Dovercourt Drive
Winnipeg, Manitoba
R3Y 1L7

Phone: (204) 489-5824
Fax: (204) 489-0972
Telex: 0757741

Export Contact:

Mr. Brian Kelly

Kipp Kelly products include specific gravity separators; which separate granular materials such as seeds, minerals, plastics, etc., by density; air flotation destoners; which clean grains and minerals; rotary granulators; which slice grains prior to further processing by food processing firms; and other seed cleaning and handling equipment (e.g. bucket Elevators). The company has sold over 4000 units in 100 countries over the past 40 years.

The equipment has a superior reputation for simplicity, low cost and reliability. For the key product lines Kipp Kelly is the only Canadian manufacturer.

Kipp Kelly manufactures and markets the products world-wide through an agent network with after sales service for advice or parts. Seed cleaners, specialty mines, recyclers and food processors are the target markets.

Sales have doubled recently due to the new owners of Kipp Kelly having implemented a product and quality improvement program plus an aggressive marketing strategy. Any country with either an active agricultural seed or food processing implement program is a prime target market. The firm is fluent in English, French, German, Spanish and Russian.

Products Available for Export

Grain and Seed Separators
Food Processing Equipment
Recycling Separation Equipment

Kongskilde Ltd.

231 Thames Road East
Exeter, Ontario
N0M 1S3

Phone: (519) 235-0840
Fax: (519) 235-2931

Export Contact:

Mr. George A. Poole, General Manager

Kongskilde was founded in 1949 to meet the need for improved on-farm mechanization. Forty years later the company has grown into a substantial international organization specializing in soil preparation and materials handling equipment. Today Kongskilde equipment is sold through nine sister companies with markets in over sixty countries around the world.

The company makes a number of specialized products for soil preparation, such as mouldboard ploughs, stubble cultivators, field cultivators and row crop cultivators. These products create an ideal seedbed, maximizing seed germination and moisture conservation.

The product line features the unique "S" tine design (or Danish "S" tine), for accuracy of depth and uniformity of seedbed texture. More recently Kongskilde has introduced the new Conser-tine, with improved trash clearance.

Grain handling equipment has also been a specialty. Kongskilde pneumatic blowers, grain dryers, conveying and processing equipment can be found in many on-farm and commercial installations around the world.

Kongskilde's modern manufacturing plant is located at its North American headquarters in Exeter, Ontario. There are additional warehouse facilities located in the United States.

Kongskilde looks forward to opportunities to provide continued service to the agricultural community. Through the dedication and support of a skilled organization, it will continue to be a major short line supplier of specialized field processing equipment in the years ahead.

Products Available for Export

Grain Loaders and Elevators
Moldboard Ploughs
Cultivators and Weeders
Harrows, Scarifiers, Hoes
Cleaning Machines - Grains
Grain and Seed Separators
Agricultural Equipment and Implements NES

Kuelker's Mfg. Ltd.

1805 - 19th Street
Box 160
Didsbury, Alberta
T0M 0W0

Phone: (403) 335-3389
Fax: (403) 335-4580

Export Contact:

Ms. Linda Buschert, Purchasing Agent

Kuelker's Mfg. Ltd., in business since 1959, manufactures the Jiffy Line of agricultural equipment. These products have been designed in-house, field tested and carry a one year full warranty. This equipment is sold through farm and agricultural product dealers.

The most successful markets to date have been in silage conveyance systems (hydumps and blo-decks), and hay moving equipment (bale handlers). Over the past four years Kuelker's has designed, for export to Pacific Rim countries, a baler to compress hay. To date the company has made thirteen of these balers, each customized for the area where it is used and for the crop or product that will be compressed. These high compression balers are state-of-the-art, and use computers to control a series of microswitches, which operate the entire machine.

Kuelker's Mfg. Ltd. has established its excellent reputation by standing behind every unit it has ever manufactured.

Current exports are to the U.S.A., but the company has exported to Australia in the past. Approximately 1/3 of total sales are exported products, and these sales are increasing. The company has an agent in New York who serves that region of the U.S. with full service. Other areas of the U.S. and Canada are covered by dealers.

Products Available for Export

Forage Harvesting Equipment

Kustom Stainless Steel Equipment Inc.

107 Paramount Road
Winnipeg, Manitoba
R2X 2W6

Phone: (204) 694-3344
Fax: (204) 633-3566
Telex: 075-7741

Export Contact:

Mr. Martin Chia, General Manager

For the last five years, Kustom Stainless has been in business specializing in the manufacturing of molds and stainless steel, black iron and aluminium products. Besides the manufacturing of these items, Kustom Stainless Steel also undertakes some research and development for various types of equipment. The company is capable of customized orders as well as production runs of metal fabricated equipment. Kustom Stainless craftsmen have a combined experience of over thirty (30) years which aids them in custom designing and building highly specialized products to accommodate customers' needs.

The company's latest accomplishment, the "Oat Dehuller", has just recently been introduced to the market. After investing three years in the research and development of this product, Kustom Stainless is receiving support and encouragement from the Canadian Grain Commission, and is now the owner of the exclusive licensing rights to this product.

The Oat Dehuller, better known as DEHULLER Mark III, was developed to satisfactorily remove oat hulls enabling a grain inspector or elevator manager to examine the exposed groat and thus distinguish between tan hulled oats and white oats that had been discolored because of heating. Kustom Stainless is seeking to extend its Oat Dehuller marketing area via any agreeable business arrangement.

Products Available for Export

Grain and Seed Separators

LH Resource Management Inc.

R #1
Walton, Ontario
N0K 1Z0

Phone: (519) 887-9378
Fax: (519) 887-9011

Export Contact:

Mr. Chris Lee, General Manager
Mr. Jeff Kinsella, Export Marketing and Sales

LH Resource Management Inc. produces the Manurigator brand hard hose type irrigation reel designed specifically for liquid waste application. The system allows users to achieve even application rates, and eliminates soil compaction. This system is especially designed for the adverse conditions and rugged use encountered when spreading liquid manure and food processing waste.

This system can also be used for water irrigation, and so is of special interest to livestock producers, vegetable growers, and any farm in need of a water irrigation system. The company also produces a soft hose irrigation machine for the same applications, with lower volumes, and a complete line of accessories.

LH is currently seeking to enlist dealers or distributors in the U.S. Regions of interest are the North West and the East.

The company recently added the Pos Composting System to its line of products. This is an open trench style in-vessel type of composter that can turn animal or food processing waste into usable compost in only 10 days. Machine capacity can be matched to the needs of an individual farmer, or scaled up for larger facilities.

Products Available for Export

Irrigation Systems
Manure Spreaders, Liquid or Tank Type
Pos Composting System

Leon-Ram Enterprises Inc.

135 York Road East
P.O. Box 5002
Yorkton, Saskatchewan
S3N 3Z4

Phone: (306) 783-6592
Fax: (306) 782-1884

Export Contact:

Mr. Ray Malinowski, Executive Vice-President

Leon-Ram Enterprises Inc. is a Canadian company with a history that dates back over 35 years.

The company operates four major divisions:

Leon-Ram Contract Division does custom mechanical fabrication and precision machining operations.

Leon Agricultural Equipment Division manufactures material handling, seeding and tillage products with sales on a worldwide basis.

Ram Hydraulics and Components Division manufactures hydraulic and pneumatic cylinders and components primarily for the OEM (original equipment manufacturer) market. Designing and engineering services are also offered.

Ramrod Industrial Equipment Division manufactures 5 models of Skid Steer Loaders plus a variety of accessories and attachments to increase the versatility of these machines.

Leon-Ram Enterprises Inc. sells on a worldwide basis with factories and warehousing in Canada and the United States.

Products Available for Export

Farm Loaders, Attachments for Tractors
Skid Steer Loaders
Chisel Ploughs
Cultivators and Weeders
Harrows, Scarifiers
Deep Tillage Cultivators
Air Seeders
Rock Pickers
Levellers
Scrapers
Hydraulic Cylinders
Rod Weeders

Les Equipements Tardif Inc.

55, R.R. 1
Saint-Antonin, Québec
G0L 2J0

Phone: (418) 862-7574

Fax: (418) 867-4459

Export Contact:

Mr. Léonard Tardif, President

In existence for 18 years and with a total of 25 years' experience, Les Equipements Tardif remains a real pioneer as a result of its constant innovation in manufacturing processes.

The company designs and manufactures machinery for the industrial production of peat moss.

They also act as a consultant on the various production stages to allow the complete development of the peatery.

They adapt and improve the peatery's existing equipment in order to increase its production.

Thanks to state-of-the-art technology and computers, work in the factory is performed with great accuracy. Modern facilities designed and adapted to individual needs allow every member of the construction trade, from welders to engineers, to produce superior work.

The increased number of peateries allows them to field test all the machinery and innovations developed as required.

Their expertise allows them to maintain quality control of production while offering a complete range of services.

Les Equipements Tardif Inc now supplies over 65 peateries around the world and its customers include some of the world's largest producers of peat.

In the last five years, export sales to Europe and the United States have doubled, and the company is directing a large part of its energies to expanding this market.

Products Available for Export

Peat Moss Production Equipment

Les Industries Harnois Inc.

1044 Principale
C.O. 150
St-Thomas de Joliette, Québec
J0R 3L0

Phone: (514) 756-1041
Fax: (514) 756-8389

Export Contact:

Mr. Réal Ménard, Director administrative, Marketing - Planification

Because of its concern for customer satisfaction, Industries Harnois Inc. has offered quality products and services for over 25 years.

Industries Harnois Inc operates on a world scale, whether it is creating irrigation systems in the Antilles, Africa and Australia, or supplying greenhouses throughout Canada, the United States, China, Central America, Kuwait and Saudi Arabia.

Because of the scale of its operations and its attention to detail, Harnois has been able to develop the technologies that have made its name and to offer some of the best equipment in the world. With its dynamic, trained staff, Industries Harnois Inc. is continuing to develop in all markets.

Whether it is irrigation systems or greenhouses, Harnois offers a complete range of services, including consultation and planning, supply of all necessary components, and installation with or without supervision as required.

Moreover, Harnois is always co-operating with universities and governments, and constantly investing in research and development. Industries Harnois Inc is a leader in all areas of horticulture and agriculture.

Products Available for Export

Greenhouses & Components
Irrigation Systems

Loewen Welding & Manufacturing Ltd.

P.O. Box 66
33655 Harris Road
Matsqui, British Columbia
V0X 1S0

Phone: (604) 826-7844
Fax: (604) 826-6051

Export Contact:

Mr. Ernie Loewen, President

Loewen Welding & Manufacturing Ltd. has been custom manufacturing all types of manure handling machinery for approximately 20 years. The company manufactures self loading vacuum manure spreaders; box type manure spreaders; liquid manure agitators; subsoilers; auger feed mixer units and feeding wagons. Other products include vacuum sludge pumper units that are used in oil field work, in environmental cleanup, and by sanitation departments.

Custom built machinery for the West Coast dairy farmer represents the main line. Exports into Washington State are also increasing steadily.

Loewen does its own design and testing at its manufacturing plant and most sales are directly to the farmer.

The company has built its reputation on manufacturing a superior product, giving the customer super service and manufacturing the type of equipment that the customer wants.

Products Available for Export

Manure Spreaders, Box Type, Power Take-off
Manure Spreaders, Liquid or Tank Type
Subsoilers
Mixers, Grinder-Mixers
Farm Loaders, Attachments for Tractors
Scrapers
Soil Packers and Land Rollers
Scales for Agricultural Use

MacDon Industries Ltd.

680 Moray Street
Winnipeg, Manitoba
R3J 3S3

Phone: (204) 885-5590
Fax: (204) 832-7749
Telex: 07-57849

Export Contact:

Mr. N. Scott MacDonald, Director of Export Development

MacDon Industries Ltd. is a family-owned, Canadian, farm machinery manufacturer specializing in crop-harvesting equipment. The company was founded in 1949 and has grown to include some 450 employees working in a modern facility in Winnipeg, Manitoba. MacDon produces a wide range of harvesting equipment for crops from wheat to peas to mint.

Historically, MacDon has produced draper-style swathers in both self-propelled and pull-type configurations largely for use in Western Canada and the mid-western United States. These draper-swathers range from 12 to 50 feet in size. Subsequently, a line of forage-harvesting equipment was developed which includes both self-propelled and pull-type style units ranging from 9 to 16 feet in cutting widths. More recently, MacDon has developed multiple crop-use headers, headers for harvesting grass seed, along with a revolutionary new line of dual-purpose headers for use on combines as a straight-cut header as well as on swather tractors as a swathing unit.

MacDon currently produces equipment for large North American original equipment manufacturers, as well as under MacDon's own name for sale through MacDon's United States dealer network, and for export sales worldwide. MacDon currently deals with distributors in Australia, the United States, Africa, Denmark, Saudi Arabia and England. Working relationships have also been developed with such diverse countries as the USSR and China.

As MacDon continues to expand its product offering, it looks forward to expanding export marketing activities.

Products Available for Export

Swathers and Windrowers
Hay Crimpers
Windrower and Hay Conditioner
Pickups, Combine, Windrows, Forage Harvester
Mowers, Conditioners
Haying Machinery NES
Forage Harvesting Equipment

M.K. Martin Enterprise Inc.

R.R. # 4
1402 Fourth Avenue
Elmira, Ontario
N3B 2Z3

Phone: (519) 664-3621
Fax: (519) 664-3695

Export Contact:

Mr. Keith B. Martin, Vice-President

M.K. Martin Enterprise Inc. was established in 1969 as an agricultural equipment manufacturer. Its products are built under the Forage King name and have achieved a reputation for quality and performance. The company manufactures square bale handling equipment such as hay baskets, bale racks and bale elevators.

It also manufactures 3-point hitch snow blowers ranging in size from 4 feet to 7 feet, rotary cutters sized from 4 feet to 6 feet, feeder wagons, and self unloading forage boxes.

The products are sold Canada-wide through the company's distribution centres. The company also provides its customers with maintenance and repair.

M.K. Martin has just begun exporting to the United States and has set up distribution in the North East and Mid-Eastern States. It is presently seeking to extend sales to South America with the aid of an International exporting company.

Sales personnel working from the distributorships are well trained in the technical aspects of the products.

Products Available for Export

Bale Elevator
Forage Harvesting Equipment

M.K. Rittenhouse & Sons Limited

R.R. #3, 1402 Fourth Avenue
St. Catharines, Ontario
L2R 6P9

Phone: (416) 684-8122

Fax: (416) 684-1382

Export Contact:

Mr. Ed Dywan, General Manager

M. K. Rittenhouse & Sons Ltd. was established in 1914, and manufactures agricultural orchard sprayers. The company has continued to expand over the years, and now has a 7,500 square foot manufacturing plant and a 6,000 square foot warehousing facility.

The company currently manufactures a complete line of agricultural spraying equipment. It makes products for such diverse applications as research equipment for the federal and provincial governments and several major Canadian chemical companies. Other products include blower and pressure spraying equipment for orchards, vineyards, vegetables, greenhouses and nurseries. The company manufactures specialized equipment for crops such as ginseng and Christmas trees.

M. K. Rittenhouse's equipment and components feature simple and rugged construction that is designed for decades of trouble free use. In addition, the products are competitively priced.

Distribution extends throughout Ontario, Quebec and the Maritimes. The company is just entering the U.S. market.

Products Available for Export

Agricultural Sprayers and Attachments

Magikist Limited

1488 Main Street
Winnipeg, Manitoba
R2W 3W2

Phone: (204) 589-5468

Fax: (204) 586-3760

Export Contact:

Mr. M. Cohen, President

For over a quarter of a century Magikist Limited has been fulfilling the cleaning needs of the agricultural sector. The company manufactures a complete range of high pressure cleaning equipment and accessories for equipment cleaning, barn cleaning and spraying. The basis of the product line is the Magikist high pressure piston pump from which both hot and cold water as well as portable and stationary cleaning systems are manufactured. Supplementing these products are a complete line of washing accessories to fulfill all cleaning needs. The company prides itself on its high quality products, and on remaining price competitive.

Magikist currently supplies both the Canadian and U.S. markets. Canadian sales are made through a variety of distributors located across the country including feedmills and agricultural equipment suppliers. Sales in the United States have increased over the last two years with the establishment of several U.S. distributors. Magikist is keenly interested in expanding to other markets internationally. With links already established to Japan and Taiwan, the company is experienced in international buying and selling.

Products Available for Export

Agricultural Equipment & Implements NES

McCrea Farms Ltd., operating as AG SHIELD MANUFACTURING

Highway 83N
P.O. Box 9
Benito, Manitoba
R0L 0C0

Phone: (204) 539-2000
Fax: (204) 539-2130

Export Contact:

Mr. Gary McCrea, President

Founded in 1975, Ag Shield Manufacturing is the leader in solving the world wide problems of pesticide spray drift. The company provides a range of shielded spraying equipment from lawn size to 100 foot field sprayers, as well as specialized equipment for custom applicators and liquid fertilizer applications. As the longest established company in the business, Ag Shield is recognized by leading operators across the Great Plains of North America as the preferred pesticide application equipment. Patented Spray Shield technology and advanced wheel suspension systems are incorporated to meet the needs of specific users. Ag Shield custom design capabilities are enhanced by a CAD system to tailor the product to the job. The simple and rugged design keeps after sales service to an absolute minimum. With the swing to conservation tillage in Canada and the United States, spraying has become a critical operation in modern agriculture. Larger intensive farms and custom applicators have found Ag Shield products indispensable to their operations.

Customers in Canada are serviced through an expanding dealer network. Since 1983 a series of manufacturer's representatives have been setting up a similar marketing structure in the U.S.

Some exploratory marketing has been done in Europe and Australia and early sales have been handled through the head office. It is planned to use distributors or joint ventures as these markets develop. Also, Ag Shield is able to communicate in German, French, and most Eastern European languages.

Products Available for Export

Agricultural Sprayers and Attachments

Morris Industries Ltd.

85 York Road
P.O. Box 5008
Yorkton, Saskatchewan
S3N 3A4

Phone: (306) 783-8585
Fax: (306) 782-5250
Telex: 074-21510

Export Contact:

Mr. Craig Sharp, President

Morris Industries Ltd., formerly Morris Rod Weeder Co. Ltd., was established in Bangor, Saskatchewan in 1929. The company manufactures a complete line of seeding and tillage equipment particularly suited to dryland farming conditions. The company also offers a complete range of services including design, test and aftersale service for the complete Morris line of equipment.

Products are distributed throughout the world through independent dealers, distributors and agents. There are over 300 independent dealers in Western Canada, the Great Plains and U.S. Pacific Northwest.

The company has established a reputation for quality innovative equipment and excellent customer service. Equipment can be customized to suit client requirements.

Morris has exported product to the USA, Australia, France, Russia, China, Saudi Arabia, Sudan, Jordan, Tanzania, Algeria, among others. Export sales make up a significant portion of the company's business. The company serves the export market through a variety of distribution channels including agents, distributors and company sales offices. Morris is always looking for additional sources to further expand sales and will pursue additional sales opportunities wherever dryland farming techniques are used or can be adapted.

Products Available for Export

Moldboard Ploughs
Chisel Ploughs
Cultivators and Weeders
Harrows, Scarifiers, Hoes
Deep Tillage Cultivators
Rod Weeders
Grain Drills and Air Seeders
Soil Packers and Land Rollers
Hay Stackers, Round Bale Pickers/Carriers

N.W. Clayton Company Limited

194 Speedvale Avenue West
Guelph, Ontario
N1H 1C3

Phone: (519) 824-7653

Fax: (519) 822-9485

Export Contact:

Mr. Jerry Earls, Sales Manager

N.W. Clayton was formed in Guelph, Ontario in 1953. The company started as a sheet metal shop for industrial buildings and slowly changed over to heavy metal fabrications and machined items up to 1/2 inch material thickness.

Today the company supplies sheet metal components to many major companies: John Deere, Massey Combines, V.M.E., General Motors, 3M, Raymond Corporation to name a few. It has exported to the United States and many of the components which go into final assembly are shipped around the world. The company serves the agricultural industries, off-the-road industries, forestry, mining and many other industries.

N.W. Clayton is a leader in all-round fabricating needs. It is able to meet the quality standards for a wide range of products from a single source. The company can supply low or high volume components for the customer who wants repeat production.

N.W. Clayton's commitment to quality, price and customer satisfaction has made it one of the leading fabrication shops. Continued investment in the latest equipment and flexibility have enabled it to meet clients' requirements.

Products Available for Export

Agricultural Equipment Components

Naicam Industries Ltd.

Highway 6 North
P.O. Box 637
Naicam, Saskatchewan
S0K 2Z0

Phone: (306) 874-2262

Fax: (306) 874-2120

Export Contact:

Ms. Pam Hofmann, General Manager

Founded in 1986, Naicam Industries Ltd. is a leader in product design and a manufacturer of steel fabrication products for agricultural and industrial markets. The company makes products for grain handling systems, dry fertilizer distribution plants, aeration drying systems, grain transportation and direct farming equipment. The agricultural products include steel grain and fertilizer hopper bottom storage containers for farmers and for bulk plants, aeration grain dryers, grain truck boxes and hoists, swath rollers and spring teeth for harrow bars, hay rakes, balers and pick up teeth.

The company is very highly skilled in steel fabrication and has a full complement of technical staff to meet the requirements of customers throughout the world in agricultural equipment and machinery.

Naicam Industries Ltd. has increased its market share in Canada by establishing distributor networks with major distributors in Western Canada and the United States.

At present, Naicam Industries Ltd. is seeking to increase its market share in world markets through sales or licensing arrangements.

Products Available for Export

Grain Storage Equipment
Agricultural Equipment Components

Ne-De Systems

P.O. Box 153
Riverhurst, Saskatchewan
S0H 3P0

Phone: (306) 353-2181

Fax: (306) 353-4915

Export Contact:

Mr. Neal Moyse

Ne-De Systems has been in business since 1980 when it started producing a low-cost, effective monitor for agricultural seeding equipment. The company manufactures a kit form of monitor for most applications and specializes in adapting the units to small volume OEM (original equipment manufacturer) accounts.

The monitors provide a simple, reliable and economical means of monitoring equipment and have allowed the company to gain market acceptance.

Monitors are sold to the end user through dealer organizations, sales representatives, and distributors all over the North American continent. The OEM market accounts for approximately one third of the company's business.

Ne-De is presently exploring the Australian and European OEM markets, and is interested in hearing from independent representatives, distributors and OEM accounts wherever agricultural equipment can benefit from these systems.

Products Available for Export

Agricultural Monitoring & Testing Equipment
Monitors for Seeders

New Noble Distributors Inc.

P.O. Box 359
Nobleford, Alberta
T0L 1S0

Phone: (403) 824-3711
Fax: (403) 824-3695

Export Contact:

Mr. Ward Krywolt, Vice President

New Noble Distributors Inc. is located in Nobleford, Alberta and has been supplying quality products to farmers since the 1940's. The company has recently been restructured and now has a line of new products to offer its customers.

New Noble now produces the Victory line of conservation tillage equipment, including the Victory Blade Cultivator, the Seed-O-Vator, a minimum till one pass seeding system, the Hydraulic Oscillating Harrow, the Hydra Rod and a line of combine pickups.

New Noble also produces a folding round bale handling bumper and a flat deck truck with the bale handler, as well as the popular Maverick ramping trailer system to which New Noble has added a detachable bale loader and shuttle system so that the trailer can be used to load, transport and unload 8 round bales with a 3/4 to 1 ton truck. By detaching the bale fork, the Maverick trailer can be used for other purposes. A slide on water tank is available as an option.

Products Available for Export

Blade Cultivator
Seed-O-Vator
Oscillating Harrow
Combine Windrow Pickup
Fast Lift Bumper
Fast Lift Deck
Super B Hay Trailer

Okanagan Turbo Sprayers Ltd.

559 Okanagan Avenue East
Penticton, British Columbia
V2A 3K4

Phone: (604) 493-6145

Fax: (604) 492-7756

Export Contact:

Mr. Bill Bleasdale, President

Since 1948, Okanagan Turbo Sprayers Ltd. (OTS), has been supplying orchardists with spraying equipment.

Working with the Government of Canada Agricultural Research Station at Summerland, it pioneered low-volume concentrate air blast spraying on the North American continent. In 1958 the present turbine concept was put into production and this was patented in 1968. Due to the unique design, OTS has been able to develop and produce attachments for the blower that suit many different crops and situations. The OTS machine can be changed in a matter of minutes to suit different applications.

In 1975, OTS decided to expand its markets. This led to the re-designing of their existing machine and initiated a new product development program resulting in a number of innovative product designs. In particular, this program has led to the commercialization of a new sprayer incorporating electrostatic charging of the spray particles. This technology is at the leading edge of sprayer technology, and offers significant marketing and profit advantages for the firm.

OTS has a network of 60 dealers in Washington, Oregon, California, Michigan, New York, Florida, Georgia and the country of Malaysia. It is actively seeking markets for its products throughout the world.

Products Available for Export

Agricultural Sprayers and Attachments

PEI Farm Equipment

636 Water Street
Summerside, Prince Edward Island
C1N 4J1

Phone: (902) 436-4244
Fax: (902) 436-3516

Export Contact:

Mr. Buddy Clark, Machinery Manager

PEI Farm Equipment Limited is a division of PEI Bag Company Limited which has been in business for 54 years. The products the company manufactures are sold mainly to potato farmers.

The company manufactures belting for potato harvesting equipment such as potato diggers and harvesters and windrowers. The company tests, installs and services its products.

The number of years in business explains the success of PEI Farm Equipment's products in the potato farming market. They are quality products that are long lasting, durable, and price competitive.

The company's products are sold directly to farmers and also through dealers all over Canada. The company exports its products to the U.S.A. and South America.

Products Available for Export

Parts for Potato Harvesters
Agricultural Equipment Components

Penner Distributing Inc.

P.O. Box 1900
Altona, Manitoba
R0G 0B0

Phone: (204) 324-1442
Fax: (204) 324-1608

Export Contact:

Mr. Melvin Penner, Vice-President

Penner Distributing Inc., founded three years ago, is the manufacturer of CHEMWASH, a field decontamination system that provides farmers and custom applicators with a new safety system right where most chemical and fertilizer spills happen. It consists of a 20 litre plastic container for fresh water storage and has a molded plastic compartment at the top for the storage of gloves and other related safety equipment. It has a spigot for washing hands and a breakaway hose for a quick eye flush. The unit comes with a mounting cradle adaptable to any sprayer or other mode of chemical application. This affords total portability and gives the operator a source of clean water at all times.

It is sold through chemical dealers, sprayer manufacturers and by direct mail order. Because it is a quality product, CHEMWASH requires little or no maintenance or parts service. It is a vital safety add-on for any equipment dealing with chemicals in the field.

Penner Distributing Inc. has an excellent reputation in Canada and the United States. Since 90 per cent of the sales are made to the U.S.A., the company would like to expand its product distribution base.

Products Available for Export

Agricultural Sprayers and Attachments

Prairie Implement Manufacturers Association

2135 Albert Street
Regina, Saskatchewan
S4P 2V1

Phone: 306-522-2710
Fax: 306-781-7293

Contact

Mr. Brett Filson, General Manager

PIMA, the Prairie Implement Manufacturers Association, formed in 1970, is an industry group that represents 200 farm equipment manufacturers. Today over \$900 million worth of farm equipment is manufactured in Western Canada. Dryland farming equipment produced by PIMA members is recognized around the world for its quality. This is the reason that an estimated \$340 million worth of equipment is exported.

PIMA has grown with the industry providing seminars, lobbying and information dissemination. Each year as the membership grows additional activities are pursued to ensure implement manufacturers are on the leading edge in Canada and throughout the world.

As examples, PIMA Innovations, jointly sponsored by Western Economic Diversification and PIMA, provides inventors an opportunity to see their products reach the market; a new version of the PIMA video is in production for release to Canadian Trade Offices by late fall 1991; and plans are under way to provide additional information services to members by 1992.

Precision Industries Inc.

429 John Street North
Aylmer West, Ontario
N5H 2B6

Phone: (519) 765-2390

Fax: (519) 765-2321

Export Contact:

Mr. Frank P. Machan, Vice-President & General Manager

Precision Industries Inc. was formed in 1986 to manufacture agricultural chemical application equipment and transport grain augers, 8 inches and 10 inches in diameter and up to 71 feet in length.

Additional products include land scrapers, tractor 3 point hitch fork lifts and hay transport feeders. The most in-depth product line is the chemical application equipment built in a wide variety of sizes and models ranging from 25 to 1,000 gallons.

The company has its own engineering department that includes prototyping, drafting and design services. Computerized drafting and testing equipment is used to offer the end user state-of-the-art technology. The company is recognized as a builder and designer of quality products.

Precision Industries Inc. primarily sells its products to farmers in Canada and the United States. Export sales have seen a steady growth over the last four years. The company would be receptive to new joint ventures with off shore manufacturers. The technical staff is fluent in English and German, and some French.

Products Available for Export

Agricultural Sprayers and Attachments
Scrapers

Ralph McKay (Canada) Ltd.

130 Hodsman Road
Regina, Saskatchewan
S4N 5X4

Phone: (306) 721-9292

Fax: (306) 721-9622

Export Contact:

Mr. Hans Gaastra, President

In the highly sophisticated and competitive field of agricultural marketing, the name Ralph McKay is highly respected.

Regina, Saskatchewan was chosen in 1976 as the site for this Australian firm's Canadian operation, Ralph McKay Canada Limited. The subsequent demand for cultivating and earth engaging components became so great that in 1982 an expansion of the plant and its capabilities was required. In a few short years Ralph McKay Canada Limited earned its position as one of the industry leaders for agricultural tillage tools.

The major research and development activities for Ralph McKay are located in Australia. Additional research and development staff are situated in Regina for extensive testing and to continue the innovative concepts that are Ralph McKay's trademark. The parallels between the two continents allow tillage tools to be easily adapted for North American usage, giving the company a leading edge in the production of new tools.

Ralph McKay originated the NOK-ON, DART and PENETRATOR sweeps, all excellent in design, incorporating unique features that allow for durability and efficiency, thus setting them apart from standard tillage sweeps.

Ralph McKay now has an expanded product line including a complete line of agricultural discs, coulters and tillage tools.

Ralph McKay leads the way in the farm industry, and continues to "Break New Ground".

Products Available for Export

Agricultural Equipment Components

Rea's Welding & Steel Supplies Ltd. (Real Industries Ltd.)

King Street
P.O. Box 17
Rothwell, Manitoba
R0G 1S0

Phone: (204) 749-2075
Fax: (204) 749-2085

Export Contact:

Mr. David R. Rea, President

Rea's Welding & Steel Supplies Ltd. has been in operation for over 12 years. The company manufactures a wide range of livestock related products. These products include: hay feeders, feeder panels, corral panels and gates, tractor forks for hay moving, and headgates and squeeze chutes.

The company also manufactures a line of farm trailers, including flatdeck trailers for hay moving, and bumper hitch and gooseneck livestock trailers.

The firm's main customers are farmers, but it has sold to some of the larger livestock operations responsible for short and long term housing. Some of these include stockyards and wildlife feeding and protection programs and veterinary facilities.

Rea's main market areas are in Central and Western Canada and the Northern U.S.A. The products are sold direct from the factory and through a dealer network. The company would like to expand its sales in the United States.

Products Available for Export

Livestock Equipment

Rite Way Mfg. Co. Ltd.

1891 Albert Street North
P.O. Box 3344
Regina, Saskatchewan
S4P 3H1

Phone: (306) 543-6777
Fax: (306) 775-0447
Telex: 071-2633

Export Contact:

Mr. Leslie Hulicsko, President

Established twenty years ago, Rite Way Mfg. Co. Ltd. is a leading designer and manufacturer of quality equipment for dry land farming.

The company started with the introduction of its versatile rock picker which is, even today, a major product line for Rite Way. With the introduction of its harrow and harrow packer drawbars used for compacting the soil after seeding, the company became one of the major suppliers of this particular equipment in the grain growing areas of Western Canada and the United States.

The company would like to expand its market into other parts of the world, preferably grain growing countries where large scale grain farming is practiced.

The company has a great deal of experience in exporting, since it is an associate company of Sweeprite Mfg. Inc., a manufacturer and marketer of street sweepers sold throughout the world.

Products Available for Export

Cultivators and Weeders
Deep Tillage Cultivators
Fertilizer Spreaders
Agricultural Sprayers and Attachments
Chisel Ploughs
Harrows, Scarifiers, Hoes
Grain Drills and Air Seeders
Rock Pickers
Soil Packers and Land Rollers

Royal Trailer Co. Ltd.

P.O. Box 308
Lethbridge, Alberta
T1J 3Y7

Phone: (403) 328-5835

Fax: (403) 328-0772

Export Contact:

Mr. Roy Androkovich, President

Royal Trailer Co. Ltd. was incorporated in 1978. Since then it has grown from a one man operation to a firm that employs over 20 people. The company manufactures all types of horse and stock trailers in both steel and aluminum. It also produces flatdeck and utility trailers.

Royal trailers can be built to customer specifications and the majority are sold directly to customers. The customers include farmers, ranchers, rodeo people and horse people.

The company's state-of-the-art aluminum trailers are equal to those produced by any other manufacturer and are all custom designed. Royal provides a full warranty, with repairs and service at the plant.

Sales have grown to well over \$2 million annually. These sales are due to an excellent reputation for quality, custom work and the ability to purchase directly from the factory.

These trailers are sold across Canada and the United States. Currently most sales are concentrated in the Western Canadian Provinces.

Royal is interested in expanding exports in the U.S.A. and to other foreign markets.

Products Available for Export

Livestock Equipment

Sass Manufacturing Co. Ltd.

114 Sass Road
R.R. No. 4
Chatham, Ontario
N7M 5J4

Phone: (519) 352-0600
Fax: (519) 352-6730
Telex: 064-5801

Export Contact:

Mr. Ron Newberry, Assistant General Manager

Sass Manufacturing Co. Ltd. was established in 1947 and has expanded into a leading general and structural steel fabricator. Products developed for the agricultural industry include bulk storage and warehousing facilities, seed dryers, husking, sorting and chopping equipment, conveyor systems, produce washing tanks, tanks for fertilizer and chemical mixing and storage, silos, tank support towers, and agricultural drainage systems. Sass offers a full range of services including design, fabrication, installation, and repair and has built a solid reputation for high quality products, superior performance and excellent service. Every Sass product is customized to meet each customer's specialized needs in facilities and equipment.

Sass Manufacturing has enjoyed particular success with the commercial seed processing and food processing industries, a factor that has contributed to the tripling of annual sales revenue within the last 10 years. This strong market position was made possible through the development of such relationships. The company's geographic markets are concentrated in Canada and the United States, with increasing activity in Europe and in developing nations. Sass began to export to the United States in the early 1980's and to overseas markets in 1987. It has since erected facilities in Spain, Chile, Argentina, the Soviet Union, and Pakistan. Export as a percentage of sales reached a level of nearly 30% in 1989.

Sass Manufacturing is seeking to increase its overseas sales volume, particularly to developing nations, through the establishment of joint venture agreements with international seed processing companies and foreign governments.

Products Available for Export

Grain or Hay Dryers and Accessories
Grain Storage Equipment

S.R.S. Technologies Inc.

1614 Laura Avenue
Saskatoon, Saskatchewan
S7N 2T3

Phone: (306) 249-2022

Fax: (306) 933-4348

Export Contact:

Mr. Ronald N. Otsig, President

S.R.S. Technologies Inc. was incorporated in 1967, and manufactures an innovative grain weighing system, Compu-Watt, for large rural grain handling facilities. The Compu-Watt is an on-line continuous weighing system for bucket elevators. The system is used for in-house inventory requirements and in loading railcars and trucks. Compu-Watt's advantages are its relatively lower cost and its ease of installation.

S.R.S. also manufactures T-Scan, a temperature monitoring system for large grain storage facilities. The monitor uses thermocouples linked to a remote data presentation system to monitor grain bin temperatures. The T-Scan can be retrofitted to existing facilities. The system provides cost and labour saving advantages over conventional systems.

S.R.S. is presently entering the U.S. market. It hopes to establish sales agents and distributors in the U.S.A. in 1990.

Products Available for Export

Agricultural Monitoring & Testing Equipment
Scales for Agricultural Use

Schulte Industries Ltd.

P.O. Box 70
Englefeld, Saskatchewan
S0K 1N0

Phone: (306) 287-3715
Fax: (306) 287-3355

Export Contact:

Mr. James A. Carnago, Sales Manager

Founded over 75 years ago, Schulte Industries Ltd. is a leader in the manufacture of farm machinery and equipment throughout the world. The company produces a wide range of rock pickers, snow blowers, heavy duty rotary cutters as well as hydraulic earth scrapers, boat lifts and cultivators. Schulte Industries has established a solid reputation with dealers, farmers and custom operators and offers high quality workmanship, good service and reliable parts and maintenance service.

Over the past few years Schulte's export sales have increased tremendously. The firm has obtained a manufacturers' representative in Australia, who in turn has generated a large volume of sales in that country. The company has a contract with the Syrian Government for the next five years and has sent its personnel to train key personnel in Syria on the operation and maintenance of Schulte equipment. Through Schulte's efforts of keeping close relationships with past customers, it has been able to reach other sources of interested potential customers.

At present Schulte Industries Ltd. is seeking to extend its penetration of the Middle East through sales and manufacturers' representatives. The firm is highly experienced in its field. The company offers services in both English and French.

Products Available for Export

Cultivators and Weeders
Harrows, Scarifiers, Hoes
Deep Tillage Cultivators
Rock Pickers
Scrapers
Rotary Cutters

Sellick Equipment Limited

358 Erie Street North
P.O. Box 1000
Harrow, Ontario
N0R 1G0

Phone: (519) 738-2255
Fax: (519) 738-3477
Telex: 064-77710

Export Contact:

Mr. David Sellick, Vice-President, Administration

Sellick Equipment Limited is a leader in the field of rough terrain material handling equipment. From its beginnings in the late 1960's Sellick has emerged as one of the most progressive manufacturers of rough terrain fork lifts and attachments in the industry, and provides a quality machine at a fair price.

Sellick's fork lifts are of interest to produce growers and sod farmers. They can be used to move any palletized agricultural goods, such as fertilizer, seed and sod. These forklifts are specially designed for use in fields and rough terrain.

Sellick also produces fork lifts for specialized applications. Poultry producers are using a Sellick lift for their live haul operations. This lift is adapted to move cages, has red lights for night operations and a special carriage that reduces the movement felt by the poultry.

Sellick fork lifts are sold and serviced in every corner of the North American continent as well as overseas through a high quality, service oriented dealer network.

Products Available for Export

Rough Terrain Forklifts

Shur-Lift Industries Limited

1249 Panet Road
Winnipeg, Manitoba
R2C 2Z1

Phone: (204) 667-3307
Fax: (204) 668-4530

Export Contact:

Mr. Fred Preun, OEM Sales and Marketing Manager

Shur-Lift Industries Limited is a fabricator of high quality commercial, industrial and agricultural products. It is a manufacturing subsidiary of the Princess Auto Corporation.

Shur-Lift has recently developed a unique agricultural product for consumers who handle round bales. The Farm Arm Multisystem is an economical, multi-use bale handling system designed to ease and reduce bale handling requirements.

The unit trails behind a light duty truck and utilizes quick disconnect couplers for ease of attachment/detachment. It features a bi-directional turning cradle able to handle all sizes of round bales, and allows the operator to unroll a bale in either direction for feeding or bedding down livestock. A self contained power unit is available as an alternate hydraulic power source. With attachments such as the plastic bale wrapper, wire roller/unroller, multi-purpose crane and jack, the system can be transformed into an economical multi-use system.

The company's staff of dedicated engineering and service personnel actively works with the customer to ensure that the products they develop meet their exact requirements. An established quality assurance program and commitment to customer satisfaction sustain Shur-Lift as a recognized, reliable manufacturer of quality equipment.

Shur-Lift has greatly expanded its markets in the past few years. The company is looking for a greater market penetration in the agricultural market through a manufacturer's representative or distributor with an established dealer network.

Products Available for Export

Other Hay Making Equipment

Standen's Limited

1222-58th Avenue South East
P.O. Box 67, Station T
Calgary, Alberta
T2H 2G7

Phone: (403) 258-7800

Fax: (403) 258-7802

Export Contact:

Mr. Doug Kilbourn

Standen's, founded over 60 years ago, has grown to become a supplier to the spring business all over North America. The company manufactures leaf springs for vehicles of all weight capacities from light trailer to heavy duty off-road trucks, parts for track vehicles, trailer axles, drive shafts, rotary cutter blades, u-bolts, and is the largest supplier of cultivator shanks in North America. Standen's has exports going all over North America as well as off-shore to Australia, USSR and other areas of the world.

Standen's has diversified into high tech manufacturing with the introduction of the first major robotics installation for manufacturing in the province, as well as making use of CAD-CAM. Standen's service facility includes parts and spring replacement, frame and alignment, spring repairs, axle repairs, drive line repairs, welding shop repairs, and hitch installation.

Standen's currently meets both Canadian and U.S. military standards for OEM supply, as well as other rigid OEM demand customers such as Fruehauf, Trailmobile, Ford, Western Star, John Deere, Bombardier, Canadian Foremost, to name a few.

Standen's specializes not only in manufacturing to customer specifications but providing the engineering expertise to design components for customers, either on a consulting basis or as part of the overall package of designing to supplying the parts. Standen's is a complete supplier from conception to the actual hard part for the vehicle.

Products Available for Export

Agricultural Equipment Components
Cultivator Shanks, Points, Furrowers
Leaf Springs

Store-Rite Farm Systems Inc.

P.O. Box 1987
Yorkton, Saskatchewan
S3N 3X3

Phone: (306) 782-2833

Export Contact:

Mr. Ed Karpinski, President

Store-Rite Farm Systems produces the Unicone Hopper Floor. These bin bottoms are perfect for new or existing round steel bins. The easy to install fibreglass cone and concrete ring foundation gives all the benefits of a hopper at a lower cost.

Besides a manageable bin height, these hopper floors have many features that farmers like; they are clean and maintenance free, lightweight, and easy to install at a lot less expense.

Customers are served by a network of over 100 dealers across Western Canada.

Products Available for Export

Grain Storage Equipment

Sullivan Strong Scott Division, Strong Equipment Corp.

74 Wildcat Road
Downsview, Ontario
M3J 2V4

Phone: (416) 661-5880
Fax: (416) 661-5999
Telex: 06-22813

Export Contact:

Mr. Terry Evans, Project Manager

Sullivan Strong Scott has been in business for 40 years. Initially the company supplied grain handling equipment such as screw conveyors and bucket elevators. Through the years the product line has been extended to include belt conveyor systems for coal/aggregate and conveyors for the pulp and paper and potash industries.

Sullivan Strong Scott is the largest Canadian owned company in the material handling industry. Recent projects include supplying grain handling equipment for seven grain terminals in Algeria, the construction of a "Turn Key" feedmill in Trinidad, West Indies and the completion of two "Turn Key" feedmills in the People's Republic of China. Presently the company is finalizing another feedmill in China and one in Nassau, Bahamas.

The company is interested in the design and supply of any solids material handling project, feedmills, and grain storage projects. Site supervision for plant installation is available for offshore projects. The company is interested in projects of this nature worldwide.

Products Available for Export

Bucket Elevator, Screw Conveyors, Drag Chain Conveyors, Screening Machines, Grain Cleaners, Horizontal Batch Mixers, Feed Premix Plants, Computerized Feed Mill Control, Dust Control Systems, Pneumatic Conveying Systems, Hammermills, Pellet Mills, Vertical/Horizontal Pellet Coolers, Cyclones, Fans, Pellet Crumblers, Pellet Screeners, Manual/Pneumatic Slide Gates and Valves, Distributors, Spouting and Fittings, Bagging Equipment, Seed Cleaning Equipment

Sunnybrook Welding & Machine Shop Ltd.

Box 28
Sunnybrook, Alberta
T0C 2M0

Phone: (403) 789-3855
Fax: (403) 789-4192

Export Contact:

Mr. E. Njarheim, Office Manager

Founded in 1979, Sunnybrook Welding & Machine Shop Ltd. manufactures combine replacement parts, which include a wide variety of combine concaves and back beaters, as well as various modified replacement parts. These products are used by farmers for the harvesting of cereal grains and cash crops.

Sunnybrook has a well established research and development department. The company has established a reputation for high quality products that generate repeat business.

The company's products are marketed through a network of dealers and distributors throughout Western Canada and the United States, as well as by direct sales. With the implementation of the free trade agreement between Canada and the U.S.A., the company is forecasting a growth rate of approximately 40 per cent in the U.S. market.

While Sunnybrook Welding is interested in developing sales worldwide, the U.S.A. is a priority market. Inquiries regarding agent and distributor opportunities in these markets are welcome.

Products Available for Export

Agricultural Equipment Components

Superior Precast Division, Calvon Robinson Industries Ltd.

R.R. #2
P.O. Box 10
Shallow Lake, Ontario
N0H 2K0

Phone: (519) 935-2211
Fax: (519) 935-2174

Export Contact:

Mr. Eric Robinson, President

Superior Precast, a division of Calvon Robinson, was founded in 1972. The company has developed an energy free livestock waterer. The Superbowl, in use for five years in Canada, is an excellent example of Canadian technology at work.

Government testing, research and development were instrumental in the development stages of the Superbowl. This, combined with on-site testing and customer feedback, has given Superior Precast the knowledge and experience to handle even the most severe Canadian winters. The Superbowl is not limited to cold weather environments. This product delivers greater benefits in hot weather by providing cool, fresh water for livestock. Superior Precast is committed to providing livestock operators around the globe with the highest level of technology in livestock watering equipment.

The Superbowl is now in use in 10 countries around the world and efforts to expand its export market are increasing steadily. The company has found that the most successful export development has been through distributors that are already serving an extensive dealer organization. These distributors must be capable of purchasing in container load quantities to minimize freight charges per unit.

Products Available for Export

Livestock Equipment

Tansley Manufacturing Inc.

P.O. Box 5
Tourond, Manitoba
R0A 2G0

Phone: (204) 377-4962

Export Contact:

Mr. Jim Flattery, President

Tansley Manufacturing Inc. has served industry and agriculture as a custom manufacturer since 1977. During that time the company has earned an excellent reputation for quality products and services.

Tansley is a leading manufacturer of Grain Probes, Grain Bin Ports, Alley-Pit barn cleaning systems and 3 inch utility Augers. Grain Probes with integral temperature sensors are patented Tansley products and are exported to the U.S.A.

Tansley offers a full range of machine shop and fabrication facilities and continues to manufacture parts and components and finished products on a contract basis.

The firm actively seeks new production opportunities and licensing agreements. Tansley is seeking to expand in the U.S. market and extend sales to the European and U.S.S.R. markets. The staff at Tansley is committed to customer service and satisfaction, and can communicate in either English or German.

Products Available for Export

Agricultural Monitoring & Testing Equipment
Agricultural Equipment Components

Tardif et Frère Inc.

62, boulevard Cartier
Rivière-du-Loup, Québec
G5R 3Y4

Phone: (418) 862-7273
Telex: 051-2259

Export Contact:

Jean Roch Tardif, President

In business for 30 years, Tardif & Frère Inc manufactures peat moss production equipment. The company produces a range of machines, including:

Type V trencher	Extra rugged, makes it possible to work in different types of peateries.
Rotovator	Breaks up the surface and makes the soil more workable to make levelling easier.
Surface chopper	Chops up the surface vegetation.
Levelling augur	Permits proper levelling of fields and ensures maximum production even during rainy harvest season.
Rotary harrow	Breaks up and aerates the surface to permit more rapid drying. The peat is reduced to clumps, eliminating the dust caused by conventional harrowing methods.

Transported trencher

Tardif & Frère Inc has established a reputation among producers of peat moss, and particularly in the Canadian market, where they have had the most success. Over the years, they have always been able to satisfy their customers because of their ability to adapt their equipment to their specific production requirements and to keep up with the latest developments in technology.

In the last three years, export sales have expanded in the European and American markets, in countries such as Norway, Ireland and the United States.

Even though the export market represents only a small percentage of their revenues, they want to expand it by developing (following the Symposium on Peat held in Quebec City) the European and Asian markets, especially Russia and China.

Products Available for Export

Peat Moss Production Equipment

Taylor Univision Industries Ltd.

P.O. Box 570
Humboldt, Saskatchewan
S0K 2A0

Phone: (306) 682-3372
Fax: (306) 682-2640

Export Contact:

Mr. Stan Larson, President

Taylor Univision is a 20 year old company that manufactures commercial transportation equipment and bulk storage facilities for the agricultural market.

Transportation products include flat deck, drop deck and grain trailer models. Bulk storage products include a round, all steel, welded hopper bin line and an all steel, welded, rectangular bin line. Both of the latter are used for seed, feed and fertilizer storage, and processing.

The company has built a solid reputation in Western Canada as a manufacturer of advanced design, high quality products. Marketing activities have primarily been focused on Western Canada but have recently been expanded to include the United States and Eastern Canada.

Because of the freight factor in marketing very bulky products to export markets, Taylor Univision seeks, when practical, to license the manufacture of its products to a local company which can do it more cost effectively.

Taylor Univision has accessed export markets in two ways: first, through exclusive territorial distributors and second, through OEM (original equipment manufacturer) private label arrangements.

Products Available for Export

Grain Storage Equipment

Traders Tec-Systems Controls Ltd.

P.O. Box 327
Bowden, Alberta
T0M 0K0

Phone: (403) 224-3666
Fax: (403) 224-3225

Export Contact:

Mr. E. Dwayne Tester, President

Traders Tec-Systems Controls Ltd. has been manufacturing the COMPU-BLEND, a leading auto-batching system since 1987. The COMPU-BLEND is an extremely versatile and adaptable computer-controlled system that provides a viable solution for any industry requiring accurate weighing and accumulation of separate ingredients to form a final mixed product.

The COMPU-BLEND has established a solid reputation in the agricultural industry by achieving dependable results in the production of animal feeds. Major operating cost reductions and rapid paybacks have been attributed to the COMPU-BLEND's speed, accuracy and its capability of being customized to the user's new or existing system.

Traders Tec-Systems Controls Ltd. combines skilled workmanship and quality materials in the building of this reliable unit, making it fully approved by the Canadian Standards Association. The COMPU-BLEND's dependability and proficiency in consistently yielding accurate batches has produced sales in both Canada and the United States. At present, a sales expansion to an overseas market is being sought. The firm employs knowledgeable, trained personnel to provide professional design, installation and after-sales service.

Products Available for Export

Mixers, Grinder-Mixers

Trail Rite Flatdecks Ltd.

P.O. Box 1718
Tisdale, Saskatchewan
S0E 1T0

Phone: (306) 873-4531
Fax: (306) 873-2252

Export Contact:

Mr. Ken Magnus, Sales Manager

Trail-Rite began operations in 1975 in Tisdale, Saskatchewan. Although it started with the fabrication of flatdeck trailers, the company soon recognized the potential of improved farm storage products and began to compete in this market.

Trail-Rite is now recognized as an innovator and leading manufacturer of hopper bottom bins, seed towers, blending units, and cone conversion bottoms for conventional flat-bottom bins.

Trail-Rite is well known and respected by the Western Canadian farmer. Aggressive promotion along with a proven commitment to service and quality backed by a full two year warranty has played a large part in the company's continuing success.

Trail-Rite products are distributed through the Saskatchewan Wheat Pool Farm Service Centres and over 50 independent dealers in Canada and the United States. The company's prime markets are in the Prairie Provinces and the Northern U.S.A.

Products Available for Export

Grain Storage Equipment

Trenton Machine Tool Inc.

1 Douglas Drive
P.O. Box 698
Trenton, Ontario
K8V 5W6

Phone: (613) 394-4861
Fax: (613) 394-6095

Export Contact:

Mr. Owen Kinmond, Sales Manager

Trenton Machine Tool is a custom machine and fabricating shop with the experience to fabricate and machine steels, stainless steel and aluminum for any custom requirement.

The company is currently located in Trenton and presently serves Central and Eastern Ontario. The company has been in business for over 40 years and now employs over 100 professional and production people to assist the customer in any custom machining or fabrication requirements.

Trenton manufactures dump trailers, mobile cattle feeders, grain handling bins, cattle weighing equipment and hay bale wagons. These products are sold mainly to beef and dairy farmers.

Trenton's products are well built, rugged, proven over fifteen years, accepted by farmers and competitively priced. The company provides after-sales service directly and through its dealer/distributor network.

Trenton's products are sold through dealers and distributors throughout the U. S. and Canada. The company's major export market is the United States. Other export markets include South America, Asia and Africa.

Products Available for Export

Rakes and Tedders
Grain Storage Equipment
Livestock Equipment
Forage Harvesting Equipment

Tundra Mechanical & Millwrighting (1988) Ltd.

Box 705
Warman, Saskatchewan
S0K 4S0

Phone: (306) 931-9222

Fax: (306) 931-9222

Export Contact:

Mr. Jacob Meinema, President

Tundra Mechanical & Millwrighting (1988) Ltd. offers design and consulting services to meet requirements of clients in the animal feed industry and grain cleaning and storage, including the handling of pulse and cereal crops. Tundra is able to draw on management's 40 years of experience in the feed and seed market, and the expertise developed in its own ten years of operations in Saskatchewan, to handle complete turnkey projects, upgrades and maintenance work, using state of the art technology.

The firm has capitalized on its experience in serving the needs of Canadian agricultural industries to design systems for foreign markets and found the requirements remarkably similar, apart from climatic considerations. Tundra has done feasibility studies in Africa, project work in Trinidad, and it actively quotes on projects in the Pacific Rim.

Products Available for Export

Consulting Services for Grain Elevators and Feed Mills

Ty-Crop Manufacturing Ltd.

48945 Yale Road East
Chilliwack, British Columbia
V2P 6H5

Phone: (604) 794-7078
Fax: (604) 794-3446

Export Contact:

Mr. Gary Teichrob, President

Over the past 12 years Ty-Crop has built a reputation for manufacturing high quality agricultural equipment for farmers in Western Canada and the United States. The company produces a premium line of forage dump boxes, wagons and truck mounted boxes that provide years of reliable service under demanding harvest conditions. Other products include feeder wagons, manure spreaders and fertilizer equipment. These products are complemented by the company's after-sales service division, Weldfast.

With a creative team of designers experienced in using CAD systems, the company has successfully developed agricultural equipment applications to satisfy many customer requirements in many diverse regions.

Ty-Crop has marketed agricultural equipment in the United States and the Soviet Union. The company is aggressively seeking to expand its export markets through the development of a network of business partners in the United States, Europe and Asia.

Products Available for Export

Forage Harvesting Equipment
Manure Spreaders, Box Type, Power Take-Off
Manure Spreaders, Liquid or Tank Type
Self-Unloading Boxes
Manure Carriers
Agricultural Equipment & Implements NES

Van Eyl Farm Supply

87 Elora
Clifford, Ontario
N0G 1M0

Phone: (519) 327-8045

Export Contact:

Mr. Casey Van Eyl, Proprietor

Van Eyl Farm Supply was established over 30 years ago. The company produces a uniquely designed farm dump trailer which can be attached to the back of any tractor, and comes in a range of sizes from 1/2 ton to 10 ton. This trailer has a wide range of uses for hauling a variety of materials. Removable grain sides are available.

The company strives to produce a quality product, while keeping costs to the minimum. This is an ideal product for use in developing countries.

Van Eyl's major markets are in Ontario and the Atlantic Provinces. The product is sold directly to farmers and through dealers. The company is actively pursuing export opportunities in the U.S.A. and is inviting inquiries from interested sales representatives and wholesalers.

Products Available for Export

Soil Packers and Land Rollers
Cultivators
Deep Tillage Cultivators
Snowblowers in sizes 4' to 8' 6"

Vansco Electronics Ltd.

1305 Clarence Avenue
Winnipeg, Manitoba
R3T 1T4

Phone: (204) 452-6776
Fax: (204) 452-7156

Export Contact:

Mr. Gino Kost, Marketing Manager

Vansco Electronics Ltd. was started 12 years ago. It is a leader in the development and manufacture of custom electronic instrumentation and controls for agricultural machines. These products are sold to machinery manufacturers. Machines using Vansco's controls and instruments have been exported by Vansco's customers to more than 70 countries around the world. The most successful products are those on machines geared for large farms.

Vansco is committed to developing and manufacturing products and providing services that consistently meet or exceed customers' specifications in reliability, performance and on time delivery. To stay ahead of the rapid pace of technological advancement, it is committed to reducing field defects and in process defects by 30 per cent per year. A competitive advantage is maintained through its technical strength and its attention to quality and cost effectiveness.

Direct export experience is limited to the United States, but Australia and Russia are seen as key potential markets. Sales have grown at more than 40 per cent per year for the last three years. OEM customers include Ford New Holland and John Deere.

Products Available for Export

Agricultural Monitoring & Testing Equipment

Vary Industries (1982) Ltd.

317 South Service Road
P.O. Box 160
Grimsby, Ontario
L3M 4NG

Phone: (416) 945-9691
Fax: (416) 945-2313

Export Contact:

Mr. Don Fleischer, President

Vary Industries was founded approximately 30 years ago as one of the first greenhouse manufacturing companies in the Niagara Peninsula Region of Southern Ontario. Over the past 30 years Vary Industries has continuously been expanding and upgrading its product lines to meet the increasing demand of the commercial growers in North America. Products include commercial greenhouse structures as well as ancillary products or systems required inside the greenhouse to effect efficient and profitable growing practices for the greenhouse owner.

The majority of sales are to commercial greenhouse growers. Educational institutions and all levels of Governments (e.g. provincial forestry nurseries growing tree seedlings for re-forestation) are also important markets.

Vary Industries markets its products throughout Canada either directly or through dealers. Since 1983 the company has consistently increased its sales volumes as well as its distribution network in the United States. At this point, Vary is represented throughout the United States by one national greenhouse seed and hard goods distributor as well as regional dealers who have specific geographic trading areas. During the past 10 years Vary Industries has also exported its products into the Caribbean, the Middle East and China. Except for the sale to China, Vary products have been sold directly. In general however, company management feels a strong bias towards local representation in specific geographical trading areas.

Vary Industries wishes to expand into those markets which show a good potential for long term steady growth and which have climates similar to those experienced in Canada and the United States.

Products Available for Export

Greenhouses & Components

Vicon Manufacturing Inc.

1000 6th Avenue N.E.
P.O. Box 3200
Portage La Prairie, Manitoba
R1N 3R3

Phone: (204) 239-7011

Fax: (204) 239-6487

Export Contact:

Mr. Tom Wilson, Technical Services Manager

Vicon Manufacturing Inc. manufactures a wide range of agricultural implements including seeding, air seeding, conservation tillage, windrowing, harvesting, hay tools, spraying and fertilizing equipment. Product lines have histories dating back to the 1920's and 30's and have been tested and proven over time. Vicon is a pioneer and innovator in the development of conservation tillage, windrowers, air seeding and minimum till seeding equipment.

Vicon's equipment is suited to arid climates and prairie or plains agriculture on a large scale. The company has exported seeding equipment to Africa, windrowing equipment to the European Community, harvesting equipment to Mexico and conservation equipment to Australia.

Vicon possesses a capable and diversified in-house engineering group, providing it with the capability to meet export requirements.

Vicon Manufacturing supports a dealer network across the Western Canadian Plains and the High Plains area of the U. S. A., the Dakotas and Montana.

Vicon is a growing company and looks forward to increasing export business.

Products Available for Export

Agricultural Sprayers and Attachments
Chisel Ploughs
Cultivators and Weeders
Harrow, Scarifiers, Hoes
Deep Tillage Cultivators
Rod Weeders
Grain Drills and Air Seeders
Mowers-Conditioners
Rakes and Tedders
Swathers and Windrowers
Hay Crimpers
Combines/Reaper/Thresher

Walinga Inc.

R.R. No. 5
Guelph, Ontario
N1H 6J2

Phone: 519-824-8520
Fax: 519-824-5651

Export Contact

Mr. Ken Swaving, General Manager, Pneumatics Division

Walinga Inc. began operation in 1954 in Fergus, Ontario, offering a general line of truck bodies for a broad range of applications. Major expansion and relocation occurred in 1967. Their main factory and executive offices are now located on a 12 acre site on Highway #6, three miles north of Guelph.

The company's major thrust is the distribution of engineered transportation equipment across Canada and in the U.S.A. They employ sales agents, servicing dealers and distributors.

The Agri-Vac line is, in the main, handled by distributors and dealers all across the U.S., Australia and Canada.

Walinga is a family owned Canadian operation with employment presently at the 125+ level.

Walinga has established a solid reputation, based on its ability to customize its equipment to meet the requirements of its customers. Bag/Bulk truck bodies and semi-trailers; and Hopper tank truck bodies and semi-trailers are available for feed, seed and grain transport. (also applicable for transport of dry, flowable bulk material where pneumatic and/or auger discharge system can be utilized.) Agri-Vac pneumatic transfer systems for on-farm and commercial grain and feed transfer, as well as plastics, are also manufactured by Walinga. Walinga's newest line is the Recycling trucks for the purpose of collecting paper, metal cans and glass to be recycled.

Products Available for Export

Grain Loaders and Elevators
Pneumatic Planter Filling Unit

Westbrook Greenhouse Systems Ltd.

270 Hunter Road
P.O. Box 99
Grimsby, Ontario
L3M 4G1

Phone: (416) 945-4111
Fax: (416) 945-6564

Export Contact:

Mr. John Bergshoeff, Manager

Westbrook Greenhouse Systems Limited was founded in the 1950's when other growers began enquiring about the unique greenhouses and related systems the company had designed and built for its own needs. Over the last three decades the company has evolved into a full line manufacturer of greenhouses and greenhouse equipment. Westbrook manufactures greenhouses in 18, 21, 24, 25, 30, 36, and 42 foot widths. Poly, polycarbonate, acrylic or tempered glass may be selected for roof and sidewall cladding.

The company also produces a complete line of shade, heat retention, humidity and black out curtains, as well as grow and display carts, rolling and stationary benches, heating systems, grow lights, ventilation, fogging, irrigation, coolpad and material handling systems.

The company has built a solid reputation for products and services that meet the specific needs of each customer. From computer assisted drawings to robotic welding, the design and manufacturing process is state-of-the-art. The company's planning specialists can help customers make cost effective decisions when planning their next projects.

Some Westbrook customers build their greenhouses themselves, using the company's comprehensive consulting service. Other customers use the company's total turnkey service.

Westbrook supplies growers throughout North America and the Caribbean.

Products Available for Export

Greenhouses & Components

Westeel Division of Jannock Steel Fabricating

450 Desautels Street
P.O. Box 792
Winnipeg, Manitoba
R3C 2N5

Phone: (204) 233-7133
Fax: (204) 235-0796

Export Contact:

Mr. Harry Harms, Mktg. & Eng. Manager, Agricultural Products

Westeel had its start over 100 years ago by supplying basic protective storage. It has grown with the agricultural industry and has expanded into grain conditioning and handling, as well as into storage tanks for fertilizer, petroleum and propane.

Westeel specializes in grain storage and conditioning. The product range is impressive. The Yellow Top series is world renowned and over 200,000 bins have been produced in the last 10 years. They now represent the standard for farm storage in Canada. The Wide Corr line provides a state-of-the-art, easy to assemble bin for farm and commercial uses. Designed in 1982 as the extension of the original storage line, it is available in a wide range of sizes in both flat bottomed and hopped configurations. The Super Corr line provides mammoth storage (up to 9500 tonnes) for grain elevators and port facilities. Westeel also produces specialized bulk feed tanks and hopped bins for wet holding seed and fertilizer.

Westeel has been involved in major grain storage projects offshore for over 15 years. Recent projects all over the world have ranged from 210 to 33,000 tonnes capacity, and involved a variety of cereal crops.

Products Available for Export

Grain Storage Equipment

Westfield Industries Ltd.

Hwy. 205 East
P.O. Box 39
Rosenort, Manitoba
R0G 1W0

Phone: (204) 746-2396
Fax: (204) 746-2679

Export Contact:

Mr. Frank Plett, President

A family owned and operated business founded 38 years ago, Westfield Industries Ltd. is a leading manufacturer of grain augers and other grain handling equipment in North America. The company produces quality grain augers designed and engineered to suit the needs of every agricultural and/or custom grain moving application. Westfield has earned its credibility and reputation on the basis of product reliability, value for investment, and dependable supply and delivery of inventory and customer service.

Westfield's export sales have more than doubled over the past 10 years, and now account for a significant portion of company sales. Currently products are exported to six different countries. To support the export sales activities, the company has established a network of sale agents trained to work closely with customers in identifying their grain handling requirements.

At present Westfield is seeking to expand its agricultural product markets in the United States and other countries. Westfield Industries Ltd. has the resources in people and modern technology to supply the machinery for any grain handling requirement.

Products Available for Export

Screw Type Grain Augers

Westland Plastics Ltd.

12 Rothwell Road
Winnipeg, Manitoba
R3P 2H7

Phone: (204) 488-6075

Fax: (204) 488-2376

Export Contact:

Mr. Steve Bonner, Sales Manager

Founded 10 years ago, Westland Plastics Ltd. (Prairie Pride Enterprises) has become a leader in several market areas. The company supplies rotationally moulded products and a wide range of products used in animal husbandry, grain storage, sewage applications, ventilation and more recently the health care sector.

Westland plastics has acquired a reputation for supplying top quality products, both proprietary and customized, to the end user.

In the past several years, Westland's export sales have increased, creating the need for expansion of facilities into the U.S.A. North America is the company's primary market. The company is seeking to extend its market to Europe and the Middle East through sales or licensing arrangements.

Products Available for Export

Agricultural Equipment Components
Grain Storage Equipment

Westward Parts Services Ltd.

6517 - 67 Street
Red Deer, Alberta
T4P 1A3

Phone: (403) 342-5510
Fax: (403) 342-5020

Export Contact:

Mr. Gary Harris, President

Founded over 17 years ago, Westward Parts Services Ltd. manufactures a rubber apron windrow pickup (a combine attachment). This pickup is one of North America's leading pickups, and fits virtually all combines manufactured in North America and Europe. The pickup is popular with farmers who grow small grain crops, pulse crops and other specialty crops that are windrowed.

Westward offers competitive pricing and terms to importers/distributors and is interested in expanding its sales representation of the pickup to new markets. It also hopes to develop new applications for the pickup in specialty crops or for special applications.

The products are sold through farm equipment distributors and dealers. Westward's pickup sales are strongest in the Prairie Provinces of Western Canada and the Northern Plains States of the United States. The pickup has been exported to Australia, Africa and Jordan.

Westward also offers mounted spring tooth harrows, hay spikes for handling round bales and a Danish style S-tine cultivator to importers and distributors.

Products Available for Export

Pickups, Combine, Windrow, Forage Harvester

Wheatheart Hydrostatic & Machine

855 - 60th Street East
Saskatoon, Saskatchewan
S7K 5Z7

Phone: (306) 934-0611
Fax: (306) 934-6020

Export Contact:

Mr. David Quick, Secretary/Director

Wheatheart is a hands-on farm equipment manufacturer that got its start on dry land farms in Saskatchewan. The company's products reflect this beginning since they are all thoroughly tested in real farming conditions in Western Canada.

The Hydrostatic Binsweep is ideally suited for cleaning grain out of all configurations of flat bottom bins. The Post Hole Auger is hydraulically driven and is bucket mounted. It offers a 5 foot bit, a reverse feature and digs in the hardest conditions because of down pressure from the bucket on the tractor, payloader or skid steer loader. Other products manufactured center around equipment for grain augers and grain handling.

In eight years Wheatheart has grown from a farm shop to a modern manufacturing plant in a major city in Western Canada. Along with technological advancement in manufacturing, marketing has advanced from direct sales to farm neighbours to long term agreements for distribution in the United States and Australia.

Products Available for Export

Grain Loaders and Elevators
Post Hole Augers

Wic Inc.

784, rue Principale
Wickham, Québec
J0C 1S0

Phone: (819) 398-6822
Fax: (819) 398-5227

Export Contact:

Mr. Marcel Lemire, Director General of Sales and Distribution

Founded in 1970, WIC Inc. is a specialist in feeding equipment. Proud of its position as an industry leader and well-known for its innovations and the quality of its service, the company designs and manufactures a wide range of products and equipment designed to distribute feed to livestock.

Inventor of the bedding chopper now sold throughout the world, WIC demonstrates its concern for excellence through constant research and development aimed at improving existing products and offering new ones.

Their products include manual and motorized feed distribution equipment. WIC Inc has also accepted the challenge of electronics and has used new technologies in the development of a range of feed production and distribution systems.

Thanks to its roller mill, computer-controlled mixing mill and computer-controlled automated individual feeding system, WIC gives farmers access to the era of the computerized farm. These new products present numerous advantages, including a more profitable farm as a result of optimum production and lower labour costs.

Many factors contribute to WIC's success: the quality and safety of its products; the company's research and development; and its dynamic sales team and excellent sales network, which ensure the distribution of its products throughout the world.

Products Available for Export

Mixers, Grinders-Mixers
Livestock Equipment

Wilger Industries Ltd.

2409 Thayer Avenue
Saskatoon, Saskatchewan
S7L 5Y1

Phone: (306) 242-4121
Fax: (306) 242-4494

Export Contact:

Mr. Wilfred H. Wilger, President

In 1976, Wilger Industries Ltd. began production of a new model of sprayers to accommodate new farm chemical herbicides requiring higher application rates. Wilger field sprayers are designed to be tough and durable and to carry the spraying nozzle as smoothly and accurately as possible, a feature which is especially important at the higher application rates.

Since its introduction, new innovations have been added to the original design. A large 800 gallon tank fabricated of stainless steel was made available, doubling the capacity of the original tank. Remote electric control for the flow and pressure to the spray boom was made available to operate the sprayer from inside the tractor cab. A boom end trip release was added providing protection from breakage on contact with an obstacle at the extremities of the boom. In recent years a unique spring and shock absorber suspension system for the boom wheels has been made standard equipment on all models.

Wilger has its new Series III line of sprayers in production, based on the successful features of the original line, but also incorporating the newest necessary features. Part of this new trend will be plastic rotationally moulded tanks to replace the expensive stainless steel tanks previously manufactured and used. The company has created a new division to produce these tanks in house, as well as doing custom rotational moulding.

Products Available for Export

Agricultural Sprayers and Attachments

Yeadon Fabric Structures Ltd.

550 Imperial Road North
Guelph, Ontario
N1H 6R1

Phone: (519) 821-9301
Fax: (519) 821-9010

Export Contact:

Mr. Andrew M. King, P.Eng., Secretary-Treasurer

Yeadon Fabric Structures Ltd. designs, engineers, manufactures and installs air supported fabric structures. The company was incorporated in 1984 and has made installations from coast to coast in Canada. In 1987 Yeadon Fabric Domes Inc. was established for sales and marketing in the U.S.A. This figure is expected to grow in 1991. The first international contract has just been signed for an installation in Beijing, China in September 1990 with another one pending in Hong Kong.

Although air structures are more typically used for recreation, they have also been used for bulk storage, warehousing and horse arenas, all uses which are of potential benefit to the agricultural community.

Yeadon has a sales office in St. Paul, Minnesota and representation in other parts of the U.S.A. It also has sales representation in Hong Kong and Australia. Sales to other parts of the world would be made from the head office in Guelph, Ontario.

Products Available for Export

Air Supported Fabric Structures

INDEX

Companies by Product Organized by HS Heading

Dryers for Agricultural Products

1. Grain or Hay Dryers and Accessories

Dantec Electronics Limited, Waterloo, Ontario
Dorssers Inc., Blenheim, Ontario
Edwards Grain Guard, Lethbridge, Alberta
Farm King Allied Inc., Winnipeg, Manitoba
Golden Grain Granaries Corporation, Beausejour, Manitoba
Keho Alta Products Ltd., Barons, Alberta
Sass Manufacturing Co. Ltd., Chatham, Ontario

Mech Apparatus for Field Sprayers

1. Agricultural Sprayers and Attachments

Australlian Canadian Agricultural Machinery Corp., Coaldale, Alberta
Gean Agricultural Manufacturing Ltd., Champion, Alberta
Innovative Equipment Inc., Saskatoon, Saskatchewan
M.K. Rittenhouse & Sons Limited, St. Catharines, Ontario
McCrea Farms Ltd., operating as AG Shield Manufacturing, Benito, Manitoba
New Noble Distributors Inc., Nobleford, Alberta
Okanagan Turbo Sprayers Ltd., Penticton, British Columbia
Penner Distributing Inc., Altona, Manitoba
Precision Industries Inc., Aylmer West, Ontario
Rite-Way Mfg. Co. Ltd., Regina, Saskatchewan
Vicon Manufacturing Inc., Portage La Prairie, Manitoba
Wilger Industries Ltd., Saskatoon, Saskatchewan

2. Irrigation Systems

Cadman Power Equipment Limited, Courtland, Ontario
Ecklund Drive Thru Gates Ltd., Broadview, Saskatchewan
LH Resource Management Inc., Walton, Ontario
Les Industries Harnois Inc., St-Thomas de Joliette, Québec

3. Sprinklers

4. Monitors for Sprayers

Baker Electronic Enterprises Inc., Edmonton, Alberta
Beline Manufacturing Co. Ltd., Kindersley, Saskatchewan
Field Technologies (1989) Ltd., Saskatoon, Saskatchewan

Pneumatic Elevators and Conveyors

1. Grain Loaders and Elevators

Cascade Company, Brandon, Manitoba
Dorssers Inc., Blenheim, Ontario
Farm King Allied Inc., Winnipeg, Manitoba
Kongskilde Ltd., Exeter, Ontario
Sullivan Strong Scott Division, Strong Equipment Corp., Downsview, Ontario
Walinga Inc., Guelph, Ontario
Westfield Industries Ltd., Rosenort, Manitoba
Wheatheart Hydrostatic & Machine, Saskatoon, Saskatchewan

Continuous Action Elevators/Conveyors for Goods/Mat Belt Type

1. Bale Elevator

Dorssers Inc., Blenheim, Ontario
M.K. Martin Enterprise Inc., Elmira, Ontario

2. Belting

Dorssers Inc., Blenheim, Ontario

Buckets, Shovels, Grapples and Grips of Excavating Machinery

1. Farm Loaders, Attachments for Tractors

Cascade Company, Brandon, Manitoba
Equipements Hardy Inc., Portneuf, Québec
J.I. Case, Hamilton, Ontario
John Deere Welland Works, Grimsby, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia

2. Skid Steer Loaders

Leon-Ram Enterprises Inc., Yorkton, Saskatchewan

Ploughs

1. Moldboard Ploughs

J.I. Case, Hamilton, Ontario
Kongskilde Ltd., Exeter, Ontario
Morris Industries Ltd., Yorkton, Saskatchewan

2. Chisel Ploughs

Flexi-Coil Ltd., Saskatoon, Saskatchewan
J.I. Case, Hamilton, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Morris Industries Ltd., Yorkton, Saskatchewan
Rite Way Mfg. Co. Ltd., Regina, Saskatchewan
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

Disc/Harrows

Cazes and Heppner Forest Service Ltd., Clearbrook, British Columbia
J.I. Case, Hamilton, Ontario

Scarifiers, Cultivators, Weeders and Hoes

1. Cultivators and Weeders

Elmer's Welding & Manufacturing Ltd., Altona, Alberta
Flexi-Coil Ltd., Saskatoon, Saskatchewan
J.I. Case, Hamilton, Ontario
Kongskilde Ltd., Exeter, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Morris Industries Ltd., Yorkton, Saskatchewan
New Noble Distributors Inc., Nobleford, Alberta
Rite Way Mfg. Co. Ltd., Regina, Saskatchewan
Schulte Industries Ltd., Englefield, Saskatchewan
Van Eyl Farm Supply, Clifford, Ontario
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

2. Harrows, Scarifiers, Hoes

Cazes and Heppner Forest Service Ltd., Clearbrook, British Columbia
Flexi-Coil Ltd., Saskatoon, Saskatchewan
Holland Equipment Ltd., Norwich, Ontario
J.I. Case, Hamilton, Ontario
Kongskilde Ltd., Exeter, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Morris Industries Ltd., Yorkton, Saskatchewan
New Noble Distributors Inc., Nobleford, Alberta
Rite Way Mfg. Co. Ltd., Regina, Saskatchewan
Schulte Industries Ltd., Englefield, Saskatchewan
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

3. Deep Tillage Cultivators

Cazes and Heppner Forest Service Ltd., Clearbrook, British Columbia
Edwards Grain Guard, Lethbridge, Alberta
Flexi-Coil Ltd., Saskatoon, Saskatchewan
J.I. Case, Hamilton, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Morris Industries Ltd., Yorkton, Saskatchewan
Rite Way Mfg. Co. Ltd., Regina, Saskatchewan
Schulte Industries Ltd., Englefield, Saskatchewan
Van Eyl Farm Supply, Clifford, Ontario
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

4. Rotary Tillers

Douglas Mfg. Inc., Subsidiary of Triple E Canada Ltd., Winkler, Manitoba

5. Rod Weeders

Coaldale Iron Products Ltd., Coaldale, Alberta
Edwards Grain Guard, Lethbridge, Alberta
Honey Bee Manufacturing Ltd., Frontier, Saskatchewan
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Morris Industries Ltd., Yorkton, Saskatchewan
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

Seeders, Planters and Transplanters

1. Manually Operated Portable Seeders

2. Grain Drills and Air Seeders

Edwards Grain Guard, Lethbridge, Alberta
Flexi-Coil Ltd., Saskatoon, Saskatchewan
Holland Equipment Ltd., Norwich, Ontario
J.I. Case, Hamilton, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Morris Industries Ltd., Yorkton, Saskatchewan
New Noble Distributors Inc, Nobleford, Alberta
Rite-Way Mfg. Co. Ltd., Regina, Saskatchewan
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

3. Seed Broadcasters

4. Corn/Row Crop Planters

5. Transplanters

6. Monitors for Seeders

Ne-De Systems, Riverhurst, Saskatchewan

Manure Spreaders and Fertilizer Distributing

1. Manure Spreaders, Box Type, Power Take-Off

Farmco International Ltd., Stewiacke, Nova Scotia
John Deere Welland Works, Grimsby, Ontario
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia
Ty-Crop Manufacturing Ltd., Chilliwack, British Columbia

2. Manure Spreaders, Liquid or Tank Type

Gibson Welding, A Division of 425242 Ontario Inc., Alma, Ontario
Husky Farm Equipment Limited, Alma, Ontario
LH Resource Management Inc., Walton, Ontario
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia
Ty-Crop Manufacturing Ltd., Chilliwack, British Columbia

3. Fertilizer Spreaders

Beline Manufacturing Co. Ltd., Kindersley, Saskatchewan
Dutch Industries, Regina, Saskatchewan
Erie Industries (1987) Inc., St. Thomas, Ontario
Farm Land Agro Supply (Red Deer) Ltd., Red Deer, Alberta
Green Drop Equipment Ltd., Calgary, Alberta
Rite-Way Mfg. Co. Ltd., Regina, Saskatchewan

Rollers, Stone Removers and Other Soil Prep or Cultivation Machinery

1. Rock Pickers

Dika Industries Ltd., Rycroft, Alberta
Geres Sales & Service, Neilburg, Saskatchewan
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Rite Way Mfg. Co. Ltd., Regina, Saskatchewan
Schulte Industries Ltd., Englefield, Saskatchewan

2. Contouring Equipment

Big 'O' Inc., Exeter, Ontario

3. Soil Packers and Land Rollers

Dika Industries Ltd., Rycroft, Alberta
Dutch Industries, Regina, Saskatchewan
Erie Industries (1987) Inc., St. Thomas, Ontario
Flexi-Coil Ltd., Saskatoon, Saskatchewan
Gibson Welding, A Division of 425242 Ontario Inc., Alma, Ontario
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia
Morris Industries Ltd., Yorkton, Saskatchewan
Rite-Way Mfg. Co. Ltd., Regina, Saskatchewan
Van Eyl Farm Supply, Clifford, Ontario

4. Levellers

Assie Industries Ltd., St. Brieux, Saskatchewan
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan

5. Scrapers

Douglas Manufacturing Inc., Subsidiary of Triple E. Canada Ltd., Winkler, Manitoba
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia
Precision Industries Inc., Aylmer West, Ontario
Schulte Industries Ltd., Englefield, Saskatchewan

6. Subsoilers

Dika Industries Ltd., Rycroft, Alberta
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia

Mowers (excluding Hay)

1. Rotary Cutters

Douglas Mfg. Inc., Subsidiary of Triple E Canada Ltd., Winkler, Manitoba
John Deere Welland Works, Grimsby, Ontario
Schulte Industries Ltd., Englefield, Saskatchewan

Mowers for Hay, etc including Cutter Bars for Tractor Mounting

1. Mowers

2. Mowers-Conditioners

MacDon Industries Ltd., Winnipeg, Manitoba
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

3. Hay Bale Stokers

4. Haying Machinery NES

Custom Built Ag Industries Ltd., Gravelbourg, Saskatchewan
MacDon Industries Ltd., Winnipeg, Manitoba
New Noble Distributors Inc., Nobleford, Alberta

5. Rakes and Tedders

Trenton Machine Tool Inc., Trenton, Ontario
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

Hay Tedders, Rakes and other Hay Making Machinery

1. Swathers and Windrowers

Don Mar Mfg. Ltd., D'Arcy, Saskatchewan
Honey Bee Manufacturing Ltd., Frontier, Saskatchewan
J.I. Case, Hamilton, Ontario
John Deere Welland Works, Grimsby, Ontario
MacDon Industries Ltd., Winnipeg, Manitoba
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

2. Hay Crimpers

MacDon Industries Ltd., Winnipeg, Manitoba
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

3. Hay Stackers

Morris Industries Ltd., Yorkton, Saskatchewan

4. Windrower and Hay Conditioner

MacDon Industries Ltd., Winnipeg, Manitoba
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

5. **Pickups, Combine, Windrow, Forage Harvester**

Ag Belting Inc., Regina, Saskatchewan
B.&R. Choinière Ltée., Boisbriand, Québec
MacDon Industries Ltd., Winnipeg, Manitoba
New Noble Distributors Inc., Nobleford, Alberta
Westward Parts Services Ltd., Red Deer, Alberta

6. **Combine Screens**

7. **Other Hay Making Equipment**

Shur-Lift Industries Limited, Winnipeg, Manitoba

Straw or Fodder Balers, including Pick-up Balers

Ag Belting Inc., Regina, Saskatchewan

Combine Harvester - Threshers

1. **Combines, Self-propelled**

2. **Combines/Reaper/Thresher**

Ag Belting Inc., Regina, Saskatchewan
Vicon Manufacturing Inc., Portage La Prairie, Manitoba

Harvesting and Threshing Machinery NES

1. **Potato Harvesters**

PEI Farm Equipment, Summerside, Prince Edward Island

2. **Beet Harvesters**

3. **Fruit and other Vegetable Harvesting Equipment**

Hill Machinery Sales Corp., Shelburne, Ontario
PEI Farm Equipment, Summerside, Prince Edward Island

Harvesting Machinery NES

1. **Forage Harvesting Equipment**

B. & R. Choinière Ltée., Boisbriand, Québec
Farmco International Ltd., Stewiacke, Nova Scotia
Kuelker's Mfg. Ltd., Didsbury, Alberta
M.K. Martin Enterprise Inc., Elmira, Ontario
MacDon Industries Ltd., Winnipeg, Manitoba
Trenton Machine Tool Inc., Trenton, Ontario
Ty-Crop Manufacturing Ltd., Chilliwack, British Columbia

2. Tobacco Harvesting Machinery

G&C Bechard Sales and Services Limited, Straffordville, Ontario

3. Forage Choppers

B. & R. Choinière Ltée., Boisbriand, Québec

4. Corn Pickers

5. Root Topping Machines

Machines for Cleaning/Sorting/Grading Eggs/Fruit/other Produce

1. Cleaning Machine, Fruit and Vegetable

Hill Machinery Sales Corp., Shelburne, Ontario

2. Polishing Machine, Fruit and Vegetable

Hill Machinery Sales Corp., Shelburne, Ontario

3. Washing Machine, Fruit and Vegetable

4. Egg Processing Machinery

Milking Machines

1. Milking Machines

2. Milk Coolers

3. Milking Machines NES

A-L Stainless Inc., Peterborough, Ontario

Machinery for Preparing Animal Feed

Dorssers Inc., Blenheim, Ontario

1. Feed Cutters, Crushers, Grinders

Concise Technik Ltd., Winnipeg, Manitoba
Farm King Allied Inc., Winnipeg, Manitoba

2. Mixers, Grinder-Mixers

Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia
Traders Tec-Systems Controls Ltd., Bowden, Alberta
Wic Inc., Wickham, Quebec

3. Grain Vibrators

4. Grain and Seed Separators

BISCO Divn, Thunder Bay Northland Machinery (1987) Ltd., Thunder Bay, Ontario
Carter Day Industries (Canada) Ltd., Winnipeg, Manitoba
Farm King Allied Inc., Winnipeg, Manitoba
Kipp Kelly, Winnipeg, Manitoba
Kongskilde Ltd., Exeter, Ontario
Kustom Stainless Steel Equipment Inc., Winnipeg, Manitoba

Brooders & Incubators, Agricultural

Poultry Keeping Machinery

1. Poultry Feeder

Ford Dickison Industries Limited, Mitchell, Ontario

2. Egg Gathering Systems

Ford Dickison Industries Limited, Mitchell, Ontario

3. Poultry Waters

Ford Dickison Industries Limited, Mitchell, Ontario
H. Kuntz Manufacturing Inc., St. Jacobs, Ontario

4. Poultry Equipment NES

Ford Dickison Industries Limited, Mitchell, Ontario

Agricultural Equipment NES

1. Crop Protection Machinery NES

Beline Manufacturing Co. Ltd., Kindersley, Saskatchewan

2. Gutter Cleaners

3. Feeders, Feed Cookers & Tankheaters

4. Sod Cutter

5. Self-Unloading Boxes

B.&R. Choinière Ltée, Boisbriand, Québec
Ty-Crop Manufacturing Ltd., Chilliwack, British Columbia

6. Bale Carriers

Elias Manufacturing Ltd., North Battleford, Saskatchewan

7. Manure Carriers

Ty-Crop Manufacturing Ltd., Chilliwack, British Columbia

8. Clippers, Dehomers, Mechanical

9. Corn Detasslers

10. Germination Appliances

Advanced Growth Systems Inc., Edmonton, Alberta
Controlled Environments Limited, Winnipeg, Manitoba

11. Maple Syrup Making Machinery

12. Apiary Machinery & Equipment

13. Electrical Fence Equipment

Baker Electronic Enterprises Inc., Edmonton, Alberta

14. Livestock Equipment

Baker Electronic Enterprises Inc., Edmonton, Alberta
Bridgeview Manufacturing Inc., Gerald, Saskatchewan
Canadian Agtechnology Partners Inc., Olds, Alberta
Del-Air Systems Ltd., Humboldt, Saskatchewan
Ecklund Drive Thru Gates Ltd., Broadview, Saskatchewan
Elias Manufacturing Ltd., North Battleford, Saskatchewan
Equipements de ferme Bodco Inc., St-François Xavier de Brompton, Québec
Faroex Ltd., Gimli, Manitoba
Hi-Hog Farm & Ranch Equipment Limited, Calgary, Alberta
Hi-Quai Manufacturing Ltd., Winnipeg, Manitoba
Holland Equipment Ltd., Norwich, Ontario
Husky Farm Equipment Limited, Alma, Ontario
J.K. Reid Manufacturing & Sales Ltd., Moorefield, Ontario
Rea's Welding & Steel Supplies Ltd. (Real Industries Ltd.), Rothwell, Manitoba
Royal Trailer Co. Ltd., Lethbridge, Alberta
Superior Precast Division, Calvin Robinson Industries Ltd., Shallow Lake, Ontario
Trenton Machine Tool Inc., Trenton, Ontario
Wic Inc., Wickham, Quebec

15. Agricultural Monitoring & Testing Equipment

Baker Electronic Enterprises Inc., Edmonton, Alberta
Brehon Agrisystems Inc., Saskatoon, Saskatchewan
Field Technologies (1989) Ltd., Saskatoon, Saskatchewan
Halross Instrument Corp (1976) Ltd. (Labtronics), Winnipeg, Manitoba
Ne-De Systems, Riverhurst, Saskatchewan
S.R.S. Technologies Inc., Saskatoon, Saskatchewan
Tansley Manufacturing Inc., Tourond, Manitoba
Vansco Electronics Ltd., Winnipeg, Manitoba

16. Agricultural Equipment Components

Bonar Inc., Winnipeg, Manitoba
Canadian Tool & Die Ltd., Winnipeg, Manitoba
Conestoga Tire & Rim Inc., Waterloo, Ontario
Durabelt Inc., Montague, Prince Edward Island
Farm King Allied Inc., Winnipeg, Manitoba
Farm Land Agro Supply (Red Deer) Ltd., Red Deer, Alberta
Flexahopper Plastics Ltd., Lethbridge, Alberta
GEN Manufacturing Limited, Coaldale, Alberta
H. Kuntz Manufacturing Inc., St. Jacobs, Ontario
J.I. Case, Hamilton, Ontario
Keho Alta Products Ltd., Barons, Alberta
Ketchum Manufacturing Sales Ltd., Ottawa, Ontario
Kongskilde Ltd., Exeter, Ontario
Leon-Ram Enterprises Inc., Yorkton, Saskatchewan
Naicam Industries Ltd., Nalcam, Saskatchewan
N.W. Clayton Company Limited, Guelph, Ontario
PEI Farm Equipment, Summerside, Prince Edward Island
Ralph McKay (Canada) Ltd., Regina, Saskatchewan
Standen's Limited, Calgary, Alberta
Sunnybrook Welding & Machine Shop Ltd., Sunnybrook, Alberta
Tansley Manufacturing Inc., Tourond, Manitoba
Westland Plastics Ltd., Winnipeg, Manitoba

17. Scales for Agricultural Use

Elias Manufacturing Ltd., North Battleford, Saskatchewan
Loewen Welding & Manufacturing Ltd., Matsqui, British Columbia
S.R.S. Technologies Inc., Saskatoon, Saskatchewan

18. Rabbit Equipment

J.F. Borak Mfg. Ltd., Abbotsford, British Columbia

19. Tractor Cabs (Rops)

Jodale Perry Corporation, Winkler, Manitoba

20. Grain Storage Equipment

Baker Electronic Enterprises Inc., Edmonton, Alberta
Dorsers Inc., Blemheim, Ontario
Fell-Fab International Inc., Hamilton, Ontario
Golden Grain Graineries Corporation, Beausejour, Manitoba
Naicam Industries Ltd., Nalcam, Saskatchewan
Sass Manufacturing Co. Ltd., Chatham, Ontario
Store-Rite Farm Systems Inc., Yorkton, Saskatchewan
Taylor Univision Industries Ltd., Humboldt, Saskatchewan
Trail Rite Flatdecks Ltd., Tisdale, Saskatchewan
Trenton Machine Tool Inc., Trenton, Ontario
Tundra Mechanical & Millwrighting (1988) Ltd., Warman, Saskatchewan
Westeel Division of Jannock Steel Fabricating, Winnipeg, Manitoba
Westland Plastics Ltd., Winnipeg, Manitoba
Yeadon Fabric Structures Ltd., Guelph, Ontario

21. Greenhouses & Components

Canadian Hydrogardens Limited, Ancaster, Ontario
Les Industries Harnois Inc., St-Thomas de Jollette, Quebec
Vary Industries (1982) Ltd., Grimsby, Ontario
Westbrook Greenhouse Systems Ltd., Grimsby, Ontario

22. Agricultural Equipment & Implements NES

Dutch Industries, Regina, Saskatchewan
Kongsilde Ltd., Exeter, Ontario
LH Resource Management Inc., Walton, Ontario
Les Equipements Tardif Inc., Saint-Antonin, Quebec
Magikist Limited, Winnipeg, Manitoba
Sellick Equipment Limited, Harrow, Ontario
Tardif et Frère Inc., Rivière-du-Loup, Québec
Ty-Crop Manufacturing Ltd., Chilliwack, British Columbia
Wheatheart Hydrostatic & Machine, Saskatoon, Saskatchewan



