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Directory of Canadian Exporters of Agricultural Equipment

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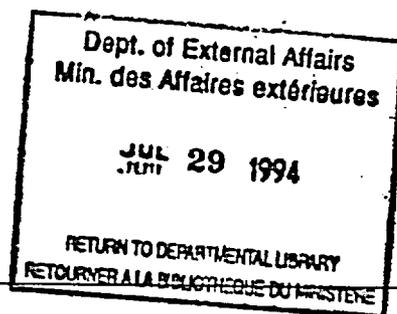
February 1994

SECTORAL LIAISON SECRETARIAT (TOS)

MISSION STATEMENT

**WE BUILD PARTNERSHIPS TO BRING INTERNATIONAL
BUSINESS OPPORTUNITIES TO CANADA AND HELP
CANADIANS COMPETE IN WORLD MARKETS**

Acknowledgements: We wish to gratefully acknowledge the contribution made to this Directory by associations and government departments



Disclaimer: "The Department of Foreign Affairs and International Trade (DFAIT) has taken the utmost care in preparing this Directory. However, as information in this Directory is gathered through mailed questionnaires, direct contact and other sources of public information, DFAIT cannot and does not guarantee the accuracy of the information, nor the absence of errors or omissions. Therefore, DFAIT assumes no liability for the contents of the Directory."

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FOREWORD

Being an agriculturally diversified country Canada has developed an agricultural machinery industry that is serving a wide base of crop and livestock producers at home and abroad.

Guided by the changing needs of the world's farming community Canada's agricultural machinery industry is constantly seeking to improve and expand its product line.

Thousands of visitors originating in Canada and abroad come and visit the annual Western Canada Farm Progress Show held in Regina, Saskatchewan to view and test the latest technology applied to agricultural machinery.

The opportunity to be included in this Directory was offered to all Canadian manufacturers of agricultural machinery known to us.

In order to make sure that the company presentations in this Directory would reflect the spirit of the individual approach to international marketing each manufacturer was asked to write its own.

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Westfield Industries Limited
Westward Parts Services Limited
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Ag Belting Inc.

Address: 489 Henderson Drive
Regina, SASK
S4N 5X1

Phone: 306-721-2020
Fax: 306-721-2388

Export Contact: Mr. John Verbeek, President

Marketing Profile

Ag Belting Inc. is the largest agricultural conveyor belt manufacturer 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.

Specialized manufacturing equipment enables the company to produce 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.

Ag Belting is very interested in pursuing and developing further markets in Australia and the United States and in new priority market development in New Zealand and Argentina through wholesale distributors and original equipment manufacturers.

Products/Services Available for Export:

- Swather Draper Belts
- Combine Pickup Belts
- Nylon Combine Pickup Teeth
- Round Baler Belts
- Forage Wagon Belts
- Tub Grinder Belts
- Windrow-Turner Belts
- Belt Fasteners

Ag Shield Manufacturing

Address: 170 Highway 83 N.
P.O. Box 9
Benito, MAN
R0L 0C0

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

Export Contact: Mr. Gary McCrea, President

Marketing Profile

Founded in 1975, Ag Shield Manufacturing is the leader in solving the worldwide problems of pesticide spray drift. The company provides a range of shielded spraying equipment ranging from lawn size to 100 foot field sprayers, as well as specialized equipment for custom applications 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 manufacturer. Patented Spray Shield technology and advanced wheel suspension systems are helping the company to effectively 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 has greatly reduced customers' need for after sales service to an absolute minimum. With the growing trend toward 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 initial sales in these territories have been handled directly from 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/Services Available for Export:

Sprayers and Attachments

Atom-Jet Industries Limited

Address: 2110 Park Avenue
Brandon, MAN
R7B 0R9

Phone: 204-728-8590
Fax: 204-726-5734

Export Contact: Mr. Ken Barclay, Marketing Director

Marketing Profile

Atom-Jet Industries Limited (AJIL) started business in 1963 as a general machining and hydraulic sales and service shop. AJIL is also a driveshaft sales and service centre for trucks, tractors and industrial equipment. The firm has been a Hayes-Dana (Spicer) distributor of driveshaft parts for 28 years. In the last few years the company has expanded into light manufacturing.

AJIL manufactures seeder openers for Zero-till (minimum till) and conventional till farming practices. These openers cut a very narrow opening in the soil and thus there is minimal soil disturbance. The cutting point has a carbide facing which far outlasts any other openers on the market today. AJIL manufactures a wide range of openers to suit most "brand-name" seeders.

Another farm related product being manufactured by the firm are roller scrapers for potato harvesting equipment. These scrapers reduce the dirt and potato vine build-up on the rollers. Their scrapers have a carbide facing on the scraper-edge which lasts at least three times as long as other scrapers on the market today. Conveyor rollers, which are used mainly in fertilizer conveyor systems is another line of products being manufactured at Atom-Jet. These rollers are available in a variety of sizes with either a plain or lagged surface.

Presently, the firm is concentrating sales efforts on the Canadian and U.S. markets. Atom-Jet has very little export experience, and does anticipate expanding slowly into other foreign markets (e.g. Europe, and Australia). Exporting to these markets would likely take place through sales representatives or licensing arrangements with firms in those areas. Atom-Jet expects them to carry some inventory when product requirements are established. Most of the firm's manufacturing sales have been to the end-user, but within the last year a few agricultural dealerships have become distributors of their products. Atom-Jet values the experience and opinions of its customers and understands the importance of providing goods and services tailored to meet their clients competitive needs. Through its computerized Data Base system, AJIL is able to keep in contact with all of its customers, to compile feedback on its products' performance and to advise customers of new products and services which may be of interest to them.

Products/Services Available for Export:

Zero-Till Seeder Openers
Roller Scrapers for Potato Harvesting Machines
Conveyor Rollers for Fertilizer Conveyor Systems

Australian Canadian Agricultural Machinery

Address: 1302-18 Avenue
Box 1477
Coaldale, ALTA
T0K 0L0

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

Export Contact: Mr. Jacen Abrey, Manager

Marketing Profile

Australian Canadian Agricultural Machinery Corp. is an associate of the 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 A.C.A.M. A.C.A.M services the following Western states: North and South Dakota, Montana, Idaho, Washington, and California. Canada, in particular, Saskatchewan and Alberta, has proven to be the most successful market thus far but the Montana/North and South Dakota markets are also developing.

The Hi-Tech Computer Sprayer is a typical unit reflecting the company's objective: to research and produce equipment that solves significant problems being experienced by farmers. It means looking for a better way of doing things which has resulted in the successful development and acceptance of the Computer Sprayer. The company prides itself in using the most up-to-date equipment in the manufacture of a number of components associated with the Computer Sprayer. The name Computer Sprayer, was coined because of the high degree of accuracy of the product. The drive computes or calculates automatically.

The group presently markets in the countries of Australia, New Zealand, Canada, U.S.A., United Kingdom, Russia, 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., 60 ft., and 80 ft. sizes.

Over the years the company has enjoyed steady growth, however, for the past four years the company has seen a slight reduction in volume 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 U.S.A. and consolidation in the Northern and North Western Regions.

Products/Services Available for Export:
Computer Sprayers

Bay Bronze Industries

Address: 2200 Logan Avenue
Winnipeg, MAN
R2R 0J2

Phone: 204-633-5650
Fax: 204-633-6119

Export Contact: Mr. Bill Mihaichuk, Export Manager

Marketing Profile

Founded in 1941, Bay Bronze Industries is a manufacturer of custom and captive products (BAYCO trade name) with in-house non-ferrous (aluminum, bronze, and zinc), machining and assembly capabilities. In addition to farm related products, BAYCO items include fuel and bulk transfer items for truck tankers, service station fittings, golf course accessories and cast metal plaques and other markets. The company exports mainly to the United States. However, its golf course products are marketed to fourteen European and Asian countries. Marketing is done primarily through distributors. Bay Bronze will obtain ISO 9002 certification by the end of 1993 and its communications ability is limited to English and Italian.

Bay Bronze Industries is interested in serving European, Asian and Central American markets and has existing technical literature/brochures, which can be translated. Bay Bronze Industries is also interested in offers for custom manufacturing (under license) of mechanical devices which employ non-ferrous castings for distribution across Canada and Central U.S.A. where BAYCO representation is available.

Products/Services Available for Export:

Fuel Tank Vents and Caps
Farm and Bulk Service Nozzles, Fuel
Cam and Groove Hose Couplers/Adapters
Hose Swivels
Pneumatic Equipment Pressure and Vacuum Air Relief Valves
Custom Manufacturing of Non-Ferrous Components

Behlen Industries

Address: 927 Douglas Street
Brandon, MAN
R7A 7B3

Phone: 204-728-1188
Fax: 204-725-4932

Export Contact: Mr. Larry Arnold, Export Manager

Marketing Profile

Behlen Industries commenced their Canadian operations in 1969 at Brandon, Manitoba.

At its 155,000 sq. ft. manufacturing plant in Brandon, and recently expanded operation in Calgary, Alberta, the company manufactures a full range of pre-engineered steel buildings, metal roofing and siding, grain tanks and building components.

Behlen's products are sold through a network of dealers across Canada and North Central United States. They have shipped grain tanks to Algeria, Egypt and most recently to Russia. The company's buildings can be found in Australia, Israel and the Arctic.

The company acts as a manufacturer of these products and does not participate in construction or design work. Its products are manufactured to meet the Canadian or American building codes with the engineering department developing the required procedures to meet CSA certification A660 for pre-engineered buildings. The Behlen facility is rated by the Canadian Welding Bureau as Division 1 CSA Standard W47.1 - 1983.

They are interested in expanding their sales into the United States for the following products: pre-engineered buildings in both rigid frame and stress skin for commercial, industrial, agricultural and recreational application, agricultural grain tanks from 2,000 to 25,000 bushels, and farm quonset storage buildings and straight wall shops.

Products/Services Available for Export:

Grain Storage Tanks
Quonset Farm Buildings
Rigid Frame Buildings
Stress Skin Steel Buildings

Beline Manufacturing Co. Limited

Address: P.O. Box 1840
Kindersley, SASK
S0L 1S0

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

Export Contact: Mr. John Bourne, President

Marketing Profile

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, nematicides, granular fertilizers and hay and forage preservatives.

The applicators fall into two broad categories i.e. 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 fertilizer via tubing to the plant, onto or into the soil.

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

The company's main market area is North America, through representatives, agents and stocking distributors.

Products/Services Available for Export:

Applicators for Granular Fertilizers and Granular Chemicals
Flow Meter for Farm Sprayers
Monitors for Sprayers
Fertilizer Spreaders
Crop Protection Machinery
Seeders for Grasses, Legumes, Canola, Mustard, Sorghum, Sunflowers,
and peas.
Tree Movers that attach to front end loaders
Track-Mounted Tendons That Are Used for Transporting and Handling
Seeds and Fertilizers

Brandt Industries Limited

Address: 705 Toronto Street
Regina, SASK
S4R 8G1

Phone: 306-791-7555
Fax: 306-525-9024

Export Contact: Mr. Gavin Semple, General Manager

Marketing Profile

Brandt Industries Ltd. is a manufacturer of agricultural grain handling and spraying equipment. The company also has a Custom Manufacturing and Machining Division. A third division distributes industrial trenches and commercial turf equipment within Saskatchewan. Brandt also distributes John Deere industrial products.

Brandt agricultural products are sold across Canada and throughout the U.S.A. through independent farm equipment dealers as well as cooperatives like Saskatchewan Wheat Pool. Agricultural products are also exported to the Ukraine, Kazakhstan, France and Saudi Arabia.

The company owns 20 acres of land and has 70,000 square feet of manufacturing and distribution facilities.

Brandt Industries Ltd. celebrated its 55th year in business in 1993.

Products/Services Available for Export:

Drill Fill Augers
Transport Augers
Swing Away Augers
Utility Augers
Weed Sprayers
Manual Fold Field Sprayers
Hydraulic Field Sprayers
Rotary Harrow
Road Rail Power Unit, Operates on Track or Highway

Canadian Agtechnology Partners Inc.

Address: 5037 - 50th Street
P.O. Box 2457
Olds, ALTA
TOM 1P0

Phone: 403-556-8779
Fax: 403-556-7799

Export Contact: Mr. A. (Sandy) Harvie, Marketing Director

Marketing Profile

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/Services Available for Export:

Solar Water Pumping Systems for Remote Areas
Wind Pumps
D.C. Pumps
Joint Venture and Turnkey Projects

Canadian Hydrogardens Limited

Address: 1386 Sandhill Drive
Ancaster, ON
L9G 4V5

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

Export Contact: Mr. R.C. Westendorf, Director of International Marketing

Marketing Profile

Incorporated in 1972, Canadian-Hydrogardens Limited specializes in the design and supply of greenhouse irrigation systems. The company has undertaken turnkey development of numerous off-shore projects encompassing several hectares of glasshouse and attendant support facilities. Presently a supplier to the established horticultural industry the company employs the latest technology from leading manufacturers. Company staff includes a horticulture advisor who heads a grower liaison program design to assist growers in familiarizing themselves with the peculiarities of various growing systems, the cultivar(s) being grown, the associated nutritional requirements, and the necessary cultural practices.

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/Services Available for Export:

Greenhouse Structures and Accessories
Greenhouse Computers and Climate Control Systems

Canadian Tool And Die Limited

Address: 1331 Chevrier Boulevard
Winnipeg, MAN
R3T 1Y4

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

Export Contact: Mr. Patick McManus, Sales Manager

Marketing Profile

Canadian Tool & Die Ltd. established in 1947, has developed into a leading manufacturer of hubs, wheels, spindles and hydraulic cylinders, fertilizer injection knives, and stamped and machined parts. With associate company, Integra Castings Inc., it markets raw and machined castings - grey, ductile, and high-chrome iron. The company supplies a broad range of manufacturers in Canada, the U.S.A. and Mexico. Prominent accounts include John Deer, 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 the highest possible quality and service.

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

About 40 percent 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 numerous language capabilities.

Products/Services Available for Export:

Agricultural Wheels, Hubs and Spindles
Utility Hubs, Wheels and Spindles
Hydraulic Cylinders (Welded-type)
Stamped and Machined Parts
Fertilizer Knives
Iron Casting, Grey, Ductile (nodular) and High Chrome
Electric Pallet Jacks
Implement Hitches

Cancade Company Limited

Address: 1651-12th Street
P.O. Box 698
Brandon, MAN
R7A 5Z8

Phone: 204-728-4450
Fax: 204-726-8795

Export Contact: Mr. L. Duncalfe, Accounting Manager

Marketing Profile

Cancade 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 agriculture related equipment on the Canadian prairies and the North Central U.S.A.

The firm's product and transportation scope consists primarily of grain transportation and handling equipment in the form of truck mounted grain boxes and hydraulic hoists with associated protective tarpaulins. It also includes hopper-bottom and end-dump grain trailers complete with unload augers, two styles of gravel boxes, construction platforms, and so on.

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 end-users, truck dealers and distributors.

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

Products/Services Available for Export:

Truck Mounted Grain Boxes
Hydraulic Hoists
Hopper Bottom and End Dump Grain Trailers

Cantec Industrial Technologies

Address: P.O. Box 705
Warman, SASK
S0K 4S0

Phone: 306-933-2875
Fax: 306-931-9222

Export Contact: Mr. Jake Meinema, President

Marketing Profile

Cantec Industrial Technologies Inc. is actively involved in exporting and international trade with many countries.

Cantec offers a full line of storage, handling, drying, and cleaning equipment for all grains, cereals, and pulse crops as well as complete lines for feed processing plants for hogs, poultry and cattle feed, and complete turnkey projects.

Cantec offers design work, consulting and supervision, and draws on over 40 years of experience with management staff in these areas.

To date, Cantec has supervised projects and sold goods into countries as Korea, Saudi Arabia, Russia, Thailand, Philippines, Malaysia, Nigeria, Trinidad, Slovakia, Mexico and the United States.

Cantec has capitalized in its many export experiences in the Canadian agriculture industry (through its parent company) to design systems for foreign markets as the requirements are remarkably similar, apart from climate considerations.

Cantec offers clients state-of-the-art technology. Presently, the company also has agents working in many of the countries to assist in its overall services (i.e. repairs, warranty work, and to carry an inventory on most items). The company handles its own freight forwarding through a very reliable freight forwarding company who also has many years of experience in export markets. The head office handles calls from foreign markets 24 hours a day, as this is very important when dealing with clients in many different time zones.

Cantec is currently bidding on projects in Russia, Europe and Asia.

Products/Services Available for Export:

Grain Handling Equipment
Storage Equipment
Grain Drying Equipment
Grain Cleaning Equipment

Carter Day Industries (Canada) Limited

Address: 1425 Whyte Avenue
P.O. Box 488
Winnipeg, MAN
R3C 2J6

Phone: 204-786-5781
Fax: 204-783-9404

Export Contact: Mr. Clarence Heckert, Sales Manager

Marketing Profile

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-flow, 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 six continents and is focusing its marketing efforts on developing agriculture economies.

Products/Services Available for Export:

Grain and Seed Separators

Commercial Industrial Manufacturing Limited

Address: Highway 5 and 3rd Street
Humboldt, SASK
S0K 2A0

Phone: 306-682-2505
Fax: 306-682-4516

Export Contact: Mr. Mark Seidel, Export Manager

Marketing Profile

Commercial Industrial Manufacturing (CIM) was established in September of 1985. The products at that time were steel grain boxes and steel light standards. The company has expanded the family of CIM products that today include gravel boxes which include 2 way dump, end dump and side dump in various sizes. The street light standard division also produces parking and decorating lighting.

The grain box division now produces silage and alfalfa boxes that dump sideways and also silage trailer end dumps.

In the environmental category CIM manufactures steel front, rear and side load waste containers with various lifting mechanisms.

CIM's latest production line additions are springs and harrow tines. The harrow tines are made for O.E.M. and replacement products.

Since CIM is still a young company and has many proven products, it is now interested in supplying the product to the U.S. or other countries.

Products/Services Available for Export:

Grain Boxes (Steel)
Grain Boxes (Side and Rear Dumps)
Hopper Bottoms
Garbage Containers - Front, Rear, Side Loads
Springs, Tines

Conservation Energy Systems

Address: 2525 Wente Avenue
Saskatoon, SASK
S7K 2K9

Phone: 306-242-3663
Fax: 306-242-3484

Export Contact: Mr. Todd Degelman, Marketing Manager

Marketing Profile

Conservation Energy Systems was established in 1981 by Richard Olmstead and Dick vanEE of Saskatoon, Saskatchewan. CES is a subsidiary of Venmar Ventillation of Drummondville, Quebec.

For over 10 years CES has been leading the way in improved air quality in residential, commercial, institutional and industrial applications. With the addition of vanEE Heat Recovery Ventillation Systems indoor environments are kept naturally fresh year round, automatically. Air pollutants caused by building materials, cleaning products, lingering odours, and excess moisture are kept under control ensuring fresher, healthier indoor environments. With the added benefit of heat recovery energy savings and comfort levels can be substantially improved.

VanEE products are supported through a technical assistance network of skilled representatives who can answer any questions on ventillation system design, installation and service.

Products/Services Available for Export:

Heat Recovery Ventilators

Controlled Environments Limited

Address: 590 Berry Street
Winnipeg, MAN
R3H 0S1

Phone: 204-786-6451
Fax: 204-786-7736

Export Contact: Mr. M. Roumi, Export Sales Manager

Marketing Profile

Established in 1964 with the registered name "Convicon" 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. Convicon products can be found in research institutes and universities, as well as private industry in over 70 countries.

Convicon 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, Convicon 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. Convicon backs its products with a two year parts warranty.

Convicon has been a major contributor to the advancement of bio-technology 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/Services Available for Export:

Germination Appliances

Courtney Berg Industries

Address: 515 Central Avenue
Linden, ALTA
T0M 1J0

Phone: 403-546-3851
Fax: 403-546-2486

Export Contact: Mr. Jim A. Courtney, President

Marketing Profile

Courtney Berg Industries, a prominent leader in agricultural equipment manufacturing, was founded in 1976 in Linden, Alberta. The company has expanded to meet various needs within the agricultural industry but the application of its products extends beyond this area. Grain and gravel bodies are designed to meet the purchasers specifications and uses, along with hydraulic harsh hoists for lifting which enable the hauling of many different goods. Its hydra-dec bale handling system applies to many agricultural and commercial uses, and the company's well-stocked selection of replacement parts and various components fulfil the needs of many different sectors of industry.

The company's willingness to adapt its products to suit customers' needs attracts many buyers from other areas. The company's versatility in all areas of industry attracted consumers from many parts of Canada. Through dealerships the company has also expanded into Idaho, and Montana in the U.S. The company is interested in expanding into other foreign markets, particularly European countries. Although they have not established direct distribution in this area, they are certain that due to their adaptability to foreign standards, their products would be very well-suited to European needs.

Courtney Berg Industries offers its customers extensive after-sales service, quality products, and installation of its products on their premises by qualified staff.

Courtney Berg prides itself on offering a wide range of competitively-priced products, as well as being adaptable to meet the demands of various customers.

Products/Services Available for Export:

Hydra-Dec Bale Handlers
Grain Bodies
Cattle Chucks
Gravel Bodies
Hoists

Custom Built Ag Industries Limited

Address: P.O. Box 988
Gravelbourg, SASK
S0H 1X0

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

Export Contact: Mr. Brad Harvey, General Manager

Marketing Profile

Custom Built Ag Industries Ltd. has been in business for eight 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 24 staff including a full time industrial systems engineer.

The company manufactures round bale transports, header transports, swather transports, and the company's main product - flatdeck trailers. 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/Services Available for Export:

Custom Built Trailers
Combine Transports
Header Transports
Bale Transports

Dantec Electronics Limited

Address: 495 Dotzert Court
Waterloo, ON
N2L 6A7

Phone: 519-885-4301
Fax: 519-885-4300

Export Contact: Mr. Gerald G. Dubrick, President

Marketing Profile

Dantec has researched and developed the Dryer Master computerized grain drying control system which may be retro-fitted 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 with several ASEAN countries, China, and Mexico.

Products/Services Available for Export:

Grain Dryer Control System
Grain On-line Moisture Sensor

Degelman Industries Limited

Address: 272 Industrial Drive
Regina, SASK
S4P 3B1

Phone: 306-543-4447
Fax: 306-543-2140

Export Contact: Mr. Jack Degelman, Marketing Manager

Marketing Profile

Founded in 1965 Degelman Industries Ltd. is a quality manufacturer of farm equipment. The company specializes in rock removal equipment and agricultural bulldozer blades for rubber tire tractors. They share an allied agreement with John Deere for bulldozer blades and have worked with John Deere for over 20 years. Degelman is also on Ford's preferred attachment list for their tractors. Degelman Industries Ltd. is an original equipment manufacturer of bulldozer blades for White and has helped develop a bulldozer blade for the CAT Challenger 65.

The company has established distributors and manufacturing representatives in Canada and the United States, and is interested in exclusive distribution in other countries. Its entire product line of rock pickers, rakes and diggers, slurry blades, bulldozer blades, mounted harrows, harrow drawbars, land levellers and scrapers is available for export.

Degelman's exporting experience is quite extensive having shipped products to every continent. Last year, the company exported products to Jamaica, China, Qatar, Turkey, New Zealand, Panama, Australia, and the Philippines.

Degelman Industries Ltd., a 100% Canadian family-owned company based in Regina, Saskatchewan, takes pride in producing quality products for its customers around the globe.

Products/Services Available for Export:

- Bulldozer Blades
- Rock Pickers
- Rock Rakes
- Rock Diggers
- Land Levellers
- Land Scrapers
- Harrow Drawbars
- Slurry Blades
- Mounted Harrows

Del-Air Systems Limited

Address: P.O. Box 2500
1704 4th Avenue
Humboldt, SASK
S0K 2A0

Phone: 306-682-5011
Fax: 306-682-5559

Export Contact: Mr. Robert Hawkins, President

Marketing Profile

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 48 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 windhoofs. 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 and Japan. 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 distributors for the Northeastern United States.

Products/Services Available for Export:

Ventilation Equipment for Barns

Dika Industries Limited

Address: P.O. Box 117
Rycroft, ALTA
T0H 3A0

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

Export Contact: Mr. Greg Dika, Manager

Marketing Profile

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/Services Available for Export:

Land Rollers and Other Soil Prep or Cultivation Machinery

Don Mar Manufacturing Limited

Address: P.O. Box 56
D'Arcy, SASK
S0L 0N0

Phone: 306-379-2114
Fax: 306-379-4358

Export Contact: Mr. Don Wallis, President

Marketing Profile

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 also available 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/Services Available for Export:

Swathers and Windrowers

Dorssers Inc.

Address: P.O. Box 940
Blenheim, ON
N0P 1A0

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

Export Contact: Mr. Peter Timmermans, President

Marketing Profile

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 Dorssers 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 to Australia, Mexico, and South America.

The manufacturing plant also offers comprehensive facilities for all manners 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 and English.

Products/Services Available for Export:

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

Double T Equipment Manufacturing Limited

Address: #2 East Lake Way
P.O. Box 3637
Airdrie, ALTA
T4B 2B8

Phone: 403-948-5618
Fax: 403-948-4780

Export Contact: Mr. Rey Rawlins, Sales Manager

Marketing Profile

Double T Equipment Manufacturing Ltd. was formed in 1976 in order to design and build custom equipment to suit its customers' requirements. Over the years the company has had repeat sales on many of its original designs and it has developed a line of products that can be customized to meet individual application requirements.

Double T Equipment can provide design, engineering and fabrication on a large range of equipment including partial or complete fertilizer blending plants, partial or complete mushroom growing facilities, composting equipment and systems, industrial manufacturing machinery hydraulic and pneumatic systems and bulk material handling and storage facilities.

Double T Equipment prides itself on its flexibility and capability to "jump into" equipment applications, in which no two projects are alike. The company's plant, located in Airdrie Industrial Park in Airdrie, Alberta, is capable of machining, fabricating and assembling the most complex or the simplest pieces of equipment that its customers require.

Products/Services Available for Export:

Mushroom Growing Systems and Equipment:
Pre Wet Machines
Compost Turners
Head-filling Machines
Tunnel Composting Systems
Ventilation Systems
Fertilizer Blending and Storage Systems
Bulk Material Handling Systems
Windrow Turner
Tunnel Composting Systems

Durabelt Inc.

Address: Robertson Road
P.O. Box 1120
Montague, P.E.I.
C0A 1R0

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

Export Contact: Mr. Doug Sutherland, General Manager

Marketing Profile

For more than a quarter of a century, Durabelt has been the first choice of engineers, designers, and operators needing dependable, worry-free belted chain assemblies. Durabelt belted chain is found in a wide range of equipment, including agricultural harvesters (potato, sugar beet, carrot, onion, tomato, etc.), crop sizers, graders and sorting lines, rock pickers/separators, continuous 24 hour-a-day processing plants, and many other applications.

From the strongest belt made to durable rods, coverings, and flights, to precision-fit sprockets, rollers, and shakers, Durabelt belted chain has earned a reputation for excellent reliability and maintaining high crop quality with bruise-free handling. With its wide range of system components and in-house design capabilities, Durabelt can manufacture a conveyor system custom tailored to any application or piece of equipment.

Durabelt's products are sold through OEM's or established dealers who are able to assist customers with installation and after sales service. Present markets are mainly Canada and the United States, however the company is targeting established dealers outside these areas.

Products/Services Available for Export:

Belted Chain for all Vegetable Harvesters and Accessories

Dutch Industries Limited

Address: 705-1ST Avenue
Regina, SASK
S4N 4M4

Phone: 306-949-0003
Fax: 306-775-3346

Export Contact: Mr. Lionel Kambeitz, Marketing

Marketing Profile

Dutch Industries Limited first began business in 1952. They have grown over the years and expanded into a number of areas. Dutch Industries Limited employs over 120 employees with four locations. Throughout the 1980's and today the company has focused its research and development on environmentally friendly, soil conversion and energy related equipment. Dutch Industries Limited is committed to having the people of the world using its products to achieve economical production of food and water to feed the nations of the world and in the process save energy and conserve the world's ever diminishing precious natural resources.

The firm is a well established manufacturer of items such as conservation tillage tools, chemical cab filters, packer wheel systems, as well as a wind-powered water pumper, with a dealer network of more than 1,100 dealers throughout North America and Europe. It has a reputation of a manufacturer of quality products with provision of support and service to its customers.

Dutch Industries Limited currently exports to ranchers and farmers in the United States, New Mexico, Gulf of Mexico, Africa, Australia and coastal areas of the Caribbean. The company is actively soliciting dealers and buyers in these areas.

Dutch Industries Limited would like to target U.S. markets such as Texas, Oklahoma, and New Mexico as well as markets in Third World countries.

Products/Services Available for Export:

Sower Fertilizer Combinations
Soil Packers and Land Roller
Wind Powered Water Pumper
Kirby Chaff & Straw Spreader

Edwards Grain Guard

Address: 3102-5th Avenue N.
P.O. Box 995
Lethbridge, ALTA
T1J 4A2

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

Export Contact: Mr. Jim Edwards, Finance Manager

Marketing Profile

Edwards Grain Guard manufactures a wide range of equipment for the grain and livestock producers around the world, including natural air grain drying systems, air hoe drills, livestock waterers, rod weeders, rod weeder attachments, chisel ploughs, and a unique garbage bag holder called "The Bag Buddy". Manufacturing operations are carried out at the company's 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 potential in its conservation tillage hoe drills, grain drying systems, and Bag Buddy units.

Products/Services Available for Export:

Grain Drying Systems
Livestock Waterers
Hoe Drills
Rod Weeders
Chisel Ploughs
Bag Buddy - Garbage Bag Holder

Elmer's Welding Manufacturing Limited

Address: P.O. Box 908
Altona, MAN
R0G 0B0

Phone: 204-324-6263
Fax: 204-324-6729

Export Contact: Mr. Elmer Friesen, Owner

Marketing Profile

Elmer's Welding and Manufacturing Ltd. is a designer and manufacturer of quality agricultural equipment. The company, started in 1978, is continually adding new product lines. Elmer's products include row crop equipment specifically geared for the sugar beet and bean industry, seed-bidders which are a one step seed bed preparation tool, header transports, and estate cultivators. The company has established a solid reputation with custom built equipment designed to meet the needs of the individual farmer. The equipment is built with durability and versatility.

Over the past years, Elmer's Welding & Manufacturing Ltd. has reported approximately 80% of total sales to the United States. Experience in the export industry and communicating effectively with all levels of the industry has contributed to a reputation for supplying quality equipment.

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

Products/Services Available for Export:

Cultivators and Weeders
Sprayers
Tillage
Header Transport Trailers

Erie Industries (1987) Inc.

Address: 101 Edward Street
St. Thomas, ON
N5P 1Y8

Phone: 519-631-6680
Fax: 519-631-6699

Export Contact: Mr. C.M. Murray, President

Marketing Profile

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. They are manufacturers of wheelbarrows, all types, as well as fertilizer spreaders, ball bearing wheels, lawn rollers and a related line of wire products.

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

Their products meet the needs of their customers' requirements where quality is necessary to do the job. They are the largest manufacturers of wheelbarrows in Canada and enjoy a commanding market share in each of their three markets.

The company has been exporting for some years to the Caribbean market as well as the European marketplace. They are just starting to involve themselves in the U.S. marketplace.

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

Their requirement for the marketplace are agent representation or distributor representation.

Products/Services Available for Export:

Spreaders, Fertilizer, Non-Organic
Soil Packers and Land Rollers

Ezee-On Manufacturing

Address: 5110 - 62 Street
Vegreville, ALTA
T9C 1N6

Phone: 403-632-2126
Fax: 403-632-6221

Export Contact: Mr. Eugene Demkiw, General Manager

Marketing Profile

Ezee-On Manufacturing Limited is a leading Canadian manufacturer of agricultural implements, including a comprehensive line of chisel ploughs, heavy duty cultivators, air seeders, and medium to heavy duty disc harrows up to forty-seven feet, which can be customized to meet most soil conditions. Over its 30 year history Ezee-On has exported products to many parts of the world, including North Africa, Australia, Asia and the Caribbean as well as the United States, where Ezee-On maintains a warehouse in Billings, Montana.

Ezee-On actively seeks business from both its traditional sources, which continue to supply an active market, and from new sources of business in all parts of the world.

Products/Services Available for Export:

Loaders
Discs
Cultivators
Air Seeders
Post Drivers
Harrow

F.W. Sawazky (Western) Limited

Address: 531 Marion Street
Winnipeg, MAN
R2J 0J9

Phone: 204-233-1467
Fax: 204-233-0724

Export Contact: Mr. Lorne Evans, President

Marketing Profile

Founded in 1953, by 1988 the company had construction experience on industrial projects in four provinces and the Northwest Territories.

With the oncoming recession considered, the directors of the company moved to diversify in two different directions.

In November 1989 the company sent a representative to the then U.S.S.R. By 1991 they had registered two joint ventures and both are on-going today as viable, productive organizations. The company is specializing in construction and development work in Moscow.

At the same time, the company moved into the very specialized field of slip form concrete grain elevators. This is a total package provided by the firm from initial planning through design and construction to completion. Up until that time the market had been restricted to American firms and even today, they are the only wholly-owned Canadian firm operating in this field.

F.W. Sawazky (Western) Ltd. has now completed projects in the three Prairie Provinces for such firms as: Alberta Wheat Pool, Saskatchewan Wheat Pool, Paterson Grain, and United Grain Growers Limited.

All design and engineering is carried out in-house by the company's engineering department operating on the CAD system.

Products/Services Available for Export:

Grain Elevators
Grain Receiving and Shipping Facilities

Farm Land Specialty Products

Address: 4630 - 61ST Street
Red Deer, ALTA
T4N 2R2

Phone: 403-343-6342
Fax: 403-343-6112

Export Contact: Mrs. Lois Schimke, Specialty Products Manager

Marketing Profile

Farm Land Specialty Products, in Red Deer, Alberta, has been manufacturing and marketing a full line of fertilizer banding knives and seed boots since 1984. Demand from the air seeder industry and consumers' intent on soil conservation practices has led to the development of state-of-the-art products to adapt to virtually any seeding/tillage tool.

The company's products are marketed through a dealership network of fertilizer implement dealers in Western Canada and the North Central United States. Canadian orders as well as other sales and service inquiries are handled through the Red Deer office. Distributors in North Dakota and Montana are responsible for representing and shipping full product lines to the company's U.S. customers.

Products/Services Available for Export:

Fertilizer Banding Knives
Seed Boots

Farmco International Limited

Address: P.O. Box 29
Stewiacke, N.S.
B0N 2J0

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

Export Contact: Mr. Arthur Ormiston, Vice President

Marketing Profile

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 levellers, liquid manure spreader tankers, and 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/Services Available for Export:

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

Faroex Limited

Address: P.O. Box 1950
Gimli, MAN
R0C 1B0

Phone: 204-642-8897
Fax: 204-642-8226

Export Contact: Mr. Perry Dankochik, Sales Manager

Marketing Profile

Faroex has developed a unique material formula of advanced plastic and fibreglass resulting in an "iron strong" corrosion proof heat resistant and ultra convenient Polygrate flooring, support framing and penning system. Polygrate flooring comes in four sizes, 1' x 1' for nursing and weaning, 1' x 2' and 40cm x 40cm for farrowing and 1' x 2.5 size for grower and finishing stages.

Poly Heat R heating pads are a new addition to Faroex's line. These hot water heated pads are constructed from a unique blend of fibreglass reinforced plastic providing superior toughness and high impact resistance. Available in 38cm x 101 cm (15" x 40") single or 76cm x 101cm (30" x 40") double and a triangular shape 81cm x 81cm x 101cm (32" x 32" x 40").

Polyframe is very lightweight but possesses the strength and durability of fibreglass reinforced plastic. It is the permanent solution to corrosion. Polyframe systems are designed for the various flooring systems and come in four sizes.

Polypen is an exciting innovation in hog penning. Combining high strength and durability with convenience and easy maintenance. Polypen is increasing the efficiency and profitability of hog production.

Operating from manufacturing facilities in Gimli, Manitoba, Faroex takes pride in its reputation for quality and reliability. They stand behind every product that they produce. Faroex has distributors in the European and North American markets, they continue to expand and welcome distributors throughout the world.

Products/Services Available for Export:

Penning Systems

Fell-Fab Products

Address: P.O. Box 3303, Station C
Hamilton, ON
L8H 7L6

Phone: 416-560-9230
Fax: 416-560-9846

Export Contact: Mr. Donald Fell, Chairman and C.E.O.

Marketing Profile

Fell-Fab Products is a privately held industrial textile manufacturer with approximately 200 employees in Hamilton, Ontario, established in 1952.

In 1978 Fell-Fab Products 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 multi-layer insulation for satellites, fire-blocking 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 material. A CAD/CAM system is unique for the sector and allows great flexibility of design coupled with rapid response to customer needs. A 2,000 sq. ft. clean room and quality assurance program to the requirement of ISO 9002 satisfies the needs of their customers.

As a direct result of investment in the development of proprietary products, Fell-Fab exports over 60% of its production, primarily to the U.S.A. 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/Services Available for Export:

Quick Bin Grain Bin Storage System
Liquid Bladders for Transportation and Storage of Fluids

Field Technologies (1989) Limited

Address: 2414 Koyl Avenue
Saskatoon, SASK
S7L 7C5

Phone: 306-664-6600
Fax: 306-664-6688

Export Contact: Mr. Glen Pask, General Manager

Marketing Profile

Field Technologies designs, manufactures and distributes electronic instrumentation and control products for mobile agricultural equipment. The origin of Field Technologies' product line goes back to the late 1960's when SED Systems was formed to develop and market commercial technologies originating from research programs at the University of Saskatchewan. In 1976 SED established a division to focus on industrial products, including agricultural electronics. The first products were a grain drill monitor and a grain loss monitor. The business prospered in the late 1970's and early 1980's. Product development activity achieved successful use of microprocessors within the agricultural environment and major companies including John Deere and International Harvester became customers. By 1986 the nature of the business of the SED Systems had changed to the point that a significant reorganization was undertaken. The agricultural instrumentation business was acquired by Field Technologies to operate as a stand alone company focused on the farm equipment industry. In 1989 Field Technologies in turn reorganized to become a subsidiary company of Flexi-Coil Ltd. a major farm implement manufacturer. The relationship with Flexi-Coil provides Field Technologies with a strong financial base and a strong market focus from which to develop and market further electronic technologies for the farm equipment industry.

Field Technologies has recently committed a significant resource to the design and development of a new generation of monitor and control products for use on future agricultural seeding and chemical application equipment. The new Field Technologies product will benefit production economics and the environment through improved accuracy, precision, and efficiency of application of seeds and chemicals by implements on which it will be used.

The manufacturing facility in place provides product to established Field Technologies customers in Canada, the United States and other specific markets offshore. A line of after-market products is distributed dealer-direct to more than 500 established farm equipment retailers in North America. Further custom designed products are produced OEM for major farm equipment manufacturers. This manufacturing facility is planned to grow in phase with the production requirements presented by new product and new market undertakings.

Products/Services Available for Export:

Air Seed Monitors	Grain Loss Monitors
Sprayer Monitors	Grain Blockage Monitors
Shaft and Bin Monitors	

Flexahopper Plastics Limited

Address:

2530 - 39th Street North
Lethbridge, ALTA
T1H 5J2

Phone:

403-328-8146

Fax:

403-328-8476

Export Contact:

Mr. James G. Spenceley, President

Marketing Profile

Flexahopper Plastics 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 holding 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 distributor 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/Services Available for Export:

Grain Handling Accessories

Flexi-Coil Limited

Address: P.O. Box 1928
Saskatoon, SASK
S7K 3S5

Phone: 306-934-3500
Fax: 306-664-7680

Export Contact: Mr. Kent Anderson, Vice-President

Marketing Profile

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 20 Series Air Cart contains the latest innovations in pneumatic seeding. Features include 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. When coupled with the 5000 Press Wheel Drill or 820 Cultivator, the seeding unit is ideal for mid to large dry land farms and is suitable for conventional, minimal or no till applications.

Flexi Coil's field cultivators and chisel ploughs are available with built-in flexibility which 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 other parts of the world.

The field sprayers are 50 to 130 feet 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 sold and distributed by Flexi-Coil through its corporate office in Saskatoon, Saskatchewan, Canada.

Products/Services Available for Export:

- Air Seeding Systems
- Chisel Ploughs
- Cultivators and Weeders
- Deep Tillage Cultivators
- Field Sprayers
- Grain Drills
- Soil Packers and Land Rollers

G&C Bechard Sales And Services Limited

Address: 27 Plank Road N.
P.O. Box 28
Staffordville, ON
N0J 1Y0

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

Export Contact: Ms. Cathy Bechard, Secretary-Treasurer

Marketing Profile

G&C Bechard Sales and Service 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 compliments 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 made of 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/Services Available for Export:

Tobacco Harvesting Machinery

G.P. Fibreglass Limited

Address: Boc 3400
Melfort, SASK
S0E 1A0

Phone: 306-752-3813
Fax: 306-752-3813

Export Contact: Mr. Greg Phillips, President

Marketing Profile

Founded over ten years ago G.P. Fibreglass Ltd. is a leading designer and manufacturer of fibreglass products. The company produces a wide range of fibreglass products for the agricultural industry such as 30" diameter corrugated well casing, CSA approved sewage septic and holding tanks, cisterns and water hauling tanks. For the industrial sector G.P. Fibreglass manufactures transformer bases, aircraft warning markers, P.C.B. covers, forest fire tower observation cupolas, weather instrumentation boxes, etc. For the recreational sector they manufacture Pac-A-Way truck campers and ski-rack utility pods.

Its principal customers are Saskatchewan Power Corporation, Saskatchewan Property Management, Saskatchewan Department of Natural Resources and Saskatchewan Wheat Pool.

The company custom designs and manufactures many fibreglass products to suit the requirements of its customers, using in-house resources. Current manufacturing processes are hand layup, sprayup, filament winding, rotational sprayup, centrifugal casting and resin transfer molding (RTM).

The company's quality products accommodate a wide range of customers and markets. At present, G.P. Fibreglass is seeking to increase its sales to the United States. It wishes to penetrate the Mexican, European and Asian markets through sales or licensing arrangements and is interested in agents and distributors in these areas.

Products/Services Available for Export:

Corrugated Well Casing
Well Caps (30" diameter)
Sewage Septic & Holding Tanks (250-2000 Gallons)
Burial and Above-Ground Cisterns (25-2000 Gallons)
Water Hauling Tanks (25-1700 Gallons)
Forest Fire Tower Observation Cupola
Pac-A-Way Camper for Short Box Trucks
Transformer Bases and Extensions for Transformer Bases
Baffle Liners for repair of cement septic tanks

Aircraft Warning Markers
P.C.B. Covers
Weather Instrument Boxes

GEN Manufacturing Limited

Address: 2002-20 Street
P.O. Box 560
Coaldale, ALTA
TIM 1M5

Phone: 403-345-3414
Fax: 403-345-3413

Export Contact: Mr. Henry Bergen, Export Manager

Marketing Profile

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, thus making tillage tools more durable. 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. i.e. 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 arrangements with distribution firms in Europe and Asia.

Products/Services Available for Export:

Castings

Gibson Welding

Address: General Delivery
Alma, ON
N0B 1A0

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

Export Contact: Mrs. Pearl A. Gibson, Secretary-Treasurer

Marketing Profile

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 sales and service of the above products based on their ability to customize their product to meet specific demands 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 representatives or dealership arrangement.

Products/Services Available for Export:

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

Golden Grain Inc.

Address: P.O. Box 359
Beausejour, MAN
R0E 0C0

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

Export Contact: Mr. Bruce Barkman, Sales Manager

Marketing Profile

Golden Grain Inc. was incorporated in February 1987. Since then, 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-lock 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/Services Available for Export:

Grain Dryers and Accessories
Grain Storage Equipment

Green Drop Equipment Limited

Address: 1230 Meridian Road N.E.
Calgary, ALTA
T2A 2N9

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

Export Contact: Mr. Jake Williams, President

Marketing Profile

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" 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 consist 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 larger percentage of the market.

Green Drop has been most successful on 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/Services Available for Export:

Liquid Fertilizer Applicators

H. Kuntz Manufacturing Inc.

Address: 46 Isabella Street
P.O. Box 173
St. Jacobs, ON
N0B 2N0

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

Export Contact: Mr. H. Kuntz, President

Marketing Profile

H. Kuntz Manufacturing Inc. was founded in 1974 as a service company. It began manufacturing in 1976. The company manufactures tractor loader attachments for moving both large round and square hay bales, non-mechanical hay feeders patented in Canada and the U.S., Bluebird water fountains for poultry and Ezee-Roll wagons for work and play.

Its Bluebird fountains operate on a float system on either high or low pressure with the water supply flowing through the inside to reduce contamination from circulating dust in poultry houses. The company is presently looking for representatives to service Mexico and Latin America and distributors serving the U.S.A. and other world markets.

The company's patented Haysaver feeders are marketed throughout Canada and the Mid-Western United States. H. Kuntz Manufacturing is looking for distributors and manufacturers interested in licensing arrangements in other areas.

Products/Services Available for Export:

Water Fountain for Poultry
Tractor Loader Attachments
Hay Feeders, non-mechanized
Wagons for Work or Play

Halross Instrument Corp.

Address: 1168 - 167 Lombard Avenue
Winnipeg, MAN
R3B 0V3

Phone: 204-943-6037
Fax: 204-947-9199

Export Contact: Ms. A. McRae, President

Marketing Profile

Founded 20 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/Services Available for Export:

Monitoring & Testing Equipment

Hanover Door Systems Inc.

Address: 105 Commerce Drive
Steinbach, MAN
R0A 2A0

Phone: 800-667-3667
Fax: 204-623-5302

Export Contact: Mr. Garry Hiebert, Sales Manager

Marketing Profile

Hanover Door Systems Inc. is a well-established Manitoba manufacturer of sectional overhead doors. The company, started up in 1979, produces a wide array of door products for general purpose use (insulated overhead doors, sliding barn doors) and also specialty applications (hog barn loading doors, potato storage building doors). Door products are sold to all levels of the marketplace: end-user, wholesaler, and distributor. A full range of related products and services are also available, including repair and maintenance.

Export experience to date has been limited to isolated direct sales to end users in the northern U.S. Sales personnel can communicate in English and German and the Hanover product line is entirely compatible with door hardware and electric operator systems of other countries. Hanover's door sections have been independently tested by the Canadian National Research Council (R-Value) and are approved for use by the Canadian Construction Materials Board.

The ideal foreign distributor for Hanover Doors would be a viable door company which is seeking to purchase door sections and is capable of providing all other components.

Products/Services Available for Export:

Insulated Sectional Overhead Doors
Insulated Sliding Doors (Barn Doors)
Insulated Sectional Hog Barn Loading Doors
Insulated Sectional (Potato Storage) Overhead Doors

Harmon International Industries Inc.

Address: Box 1444, 2401 Millar Avenue
Saskatoon, SASK
S7K 3P7

Phone: 306-931-1161
Fax: 306-934-0424

Export Contact: Mr. Dan Bokshowan, Sales Manager

Marketing Profile

For over thirty years Harmon International Industries Inc. has been manufacturing a variety of agricultural machinery products including rock pickers, air seeders, air seeding drills, tillage equipment, field packing equipment, field sprayers and power tree weeders.

Blanchard Foundry, a division of Harmon, has been in the metal casting business for over 70 years, pouring a variety of metals including Gray and Ductile Iron Castings, as well as specialty alloys such as NiHard, NiResist, and High Chrome Irons.

The company's export marketing is in almost all cases done by a distributor or agent. They currently export to the United States, Australia, France and Japan.

The company feels it has a product line which is diversified enough to suit other foreign markets in the future. Particular areas of interest at the present time are Eastern Europe and Main Land China.

Products/Services Available for Export:

Rock Pickers
Air Seeders
Air Seeding Drills
Tillage Equipment
Field Packing Equipment
Field Sprayers
Power Tree Weeders
Castings

Haukaas Manufacturing Limited

Address: Box 8
Hortlach, SASK
S0H 3E0

Phone: 306-355-2718
Fax: 306-355-2553

Export Contact: Mr. Greg Haukaas, President

Marketing Profile

Haukaas Manufacturing Ltd. started business in 1980 and became incorporated in June of 1982. The company was started as a way to diversify on the farm for the winter months but has since grown to a year round business employing nine to 12 people depending on the season.

At the present time Haukaas Manufacturing Ltd. is exporting a side arm field marker for air-seeders, air-drills and cultivators. The markers have been exported into North Dakota, South Dakota, Minnesota, Idaho and Illinois. The company has been following the air-seeding industry as to where they are marketing their product. The markers are sold through main line dealers.

The markers are shipped 95% assembled and are usually mounted onto the machinery by the dealer selling to the customer. The markers come in four different sizes and can be mounted onto many different companies' implements.

At the present time, Haukaas Manufacturing Ltd. is well recognized with companies like John Deere, Flexi-Coil, Bourgault, Morris, Concord, and Case IHC.

The company has set up one U.S. warehouse and two U.S. distribution points for its markers and two in Canada. The company would be willing to export into other foreign countries as markets open.

Products/Services Available for Export:

Side Arm Field Marker
Swather Side Draft Kit

Hauser's Machinery Limited

Address: P.O. Box 509, Highway 15 West
Melville, SASK
S0A 2P0

Phone: 306-728-2101
Fax: 306-728-5049

Export Contact: Mr. Keith Hauser, Partner

Marketing Profile

Hauser's Machinery Ltd. manufactures a wide range of farm equipment originating with grain augers and stone pickers to harrow drawbars, grain hopper boxes and custom built trailers. Their most successful product to date, the patented round bale transporter, features low purchase price, low maintenance, and top efficiency in the transporting and unloading of large round bales.

Hauser's Machinery Ltd. has been manufacturing affordable quality farm equipment for over 40 years from its 5,400 sq. ft. production facility in Melville, Saskatchewan, Canada. A fully equipped machine shop including versatile metal fabrication capabilities enables the company to produce a diversified range of products.

Their existing market area includes Manitoba, Saskatchewan and Alberta with some interest and sales to the North Central United States.

The marketing strategy of Hauser's Machinery Ltd. has in the past focused primarily on factory direct sales. Considering themselves a progressive and competitive company they would be interested in expanding sales to the U.S.A. and welcome any other proposals that may be of mutual benefit.

Products/Services Available for Export:

Round Bale Transporter - 5 models
Large Rock Removal Equipment (Stone Digger/Trans.)

Hi-Hog Farm & Ranch Equipment Limited

Address: P.O. Box 4 Site 18 R.R. #6
Calgary, ALTA
T2M 4L5

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

Export Contact: Mr. Loren Seitz, Sales Manager

Marketing Profile

Hi-Hog Farm & Ranch Equipment Ltd. was established in May of 1974 and initially specialized in hog equipment. Since that time the business has 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 states of Montana and North Dakota.

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/Services Available for Export:

Livestock Handling Equipment

Hi-Qual Manufacturing Limited

Address: P.O. Box 158 St. Boniface
Winnipeg, MAN
R2H 3B4

Phone: 204-224-3269
Fax: 204-224-1350

Export Contact: Mr. A. Aikens, President

Marketing Profile

Founded 15 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. The 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/Services Available for Export:

Livestock Handling Equipment

Hill Agra Sales

Address: R.R. # 3
Shelbourne, ON
L0N 1J0

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

Export Contact: Mr. Jim Hill, President

Marketing Profile

Founded over 40 years ago, Hill Agra Sales is a leading designer and manufacturer of bulk harvesting, storage, washing and packing systems for customers throughout North America, and now in the Middle East, Jordan in particular. The company produces a wide range of root harvesting machines for all root crop vegetables. The harvesters range from one-row, one-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 down-time. Hill Agra Sales 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/Services Available for Export:

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

Holland Equipment Limited

Address: P.O. Box 339
20 Phoebe Street
Norwich, ON
N0J 1P0

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

Export Contact: Mr. Tom Stockmann, Manager

Marketing Profile

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. The company has five plants in the U.S.A., three in Canada, one in Australia and one in West Germany.

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/Services Available for Export:

Harrows
Scarifiers
Hoes
Grain Drills
Air Seeders

Honey Bee Manufacturing Limited

Address: P.O. Box 120
Frontier, SASK
S0N 0W0

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

Export Contact: Mr. Rick Norheim, Sales Manager

Marketing Profile

Honey Bee Manufacturing Ltd. was incorporated in 1979 as a result of the growing demand for the Rod-weeder 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 for the Ford/Versatile 256 and 276 bi-directional tractor. The most recent addition to the Honey Bee product line is the Grain Belt Header. This is a draper style combine header designed for maximizing combine performance. The Grain Belt Header is available for most makes and models of combines in 21', 25', 30' and 24' lengths.

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 dealers and provide improved after-sales support and service to its customers.

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

Products/Services Available for Export:

Swathers and Windrowers
Rod-weeder Attachments
Combine Headers

Husky Farm Equipment Limited

Address: RR #2
Alma, ON
N0B 1A0

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

Export Contact: Mr. Ray Grose, President

Marketing Profile

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 sq. ft.) 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 populated with livestock.

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 111.9kW (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 in size from 4,500 L (1,000 Imp. gallons) to 18,000 L (4,000 Imp. gallons). They are designed for use on farm tractors and can also be truck-mounted.

Husky also does custom laser cutting in steel, stainless, and other material with state-of-the-art CO₂ laser machines. Husky put special effort into designing quality equipment that is rugged and durable.

Products/Services Available for Export:

Manure Spreaders, Liquid or Tank Type
Manure Pumps

Inland Steel and Forgings Limited

Address: 675 Washington Avenue
Winnipeg, MAN
R2K 1M4

Phone: 204-667-7854
Fax: 204-669-2599

Export Contact: Mr. Glen Anderson, President

Marketing Profile

Inland Steel and Forgings Ltd. manufactures a broad range of agricultural equipment from tillage and chemical applications, to hauling equipment, snow removal, and pole line hardware at its plant in Winnipeg, Manitoba. The company was incorporated in 1939 and has grown to 60,000 sq. ft. plant situated on 7.5 acres of land. The company markets its product through a dealer/distributor network. The company also distributes land levelling and 3 point hitch tillage and mowing equipment. The company will custom manufacture products for other businesses.

The company is currently exporting its product to the U.S. market. Approximately 10% of Inland's total sales are derived from exports with an anticipated growth to 20%. The products are currently marketed through a manufacturer's agent and a dealer network.

Inland Steel and Forgings is actively pursuing dealers in the U.S. market. The company would like to begin exporting to the European market. Any advice regarding agents/distributors would be appreciated. The company has had some interest from England, Europe, and Australia for some of its product.

Inland Steel and Forgings is interested in joint venture arrangements and would consider participating in technology transfers both for their own manufacturing improvements or as a resource for selling their own technology in either Canada or abroad. The company would consider foreign investment to expand their product line.

Products/Services Available for Export:

Large Round Bale Wagons
Snowblowers
Post Hole Augers, Hydraulic
Tine Harrows

J.F. Borak Manufacturing Limited

Address: 34252 Industrial Way
Abbotsford, B.C.
V2S 4N2

Phone: 604-859-6514
Fax: 604-850-5950

Export Contact: Mr. Josef Borak, President

Marketing Profile

J.F. Borak Manufacturing 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 control waterline bacteria and algae prevents or reduces diarrhoea incidence in weaning pigs. Applied to manure pits, the product dramatically reduces ammonia, hydrogen sulphide, and other deleterious barn gases. Used as directed, SCI products enhance the nutritional value of manure and plants.

Products/Services Available for Export:

Rabbit Equipment
SCI 82, Ammonia, Algae, and Bacteria Control

J.I. Case

Address: 450 Sherman Avenue N.
P.O. Box 2083
Hamilton, ON
L8N 4C4

Phone: 416-548-3662
Fax: 416-548-3683

Export Contact: Mr. R.J. Bulmer, Project Manager

Marketing Profile

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 ploughs, disk harrows, mouldboard ploughs, 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 ploughs, and disk blades.

Products/Services Available for Export:

Mouldboard Ploughs
Chisel Ploughs
Disc/Harrows
Cultivators and Weeders
Deep Tillage Cultivators
Grain Drills and Air Seeders
Farm Loaders, Attachment for Tractors
Harrow, Scarifiers, Hoes

J.K. Reid Manufacturing & Sales Limited

Address: R.R. #1
Moorefield, ON
N0G 2K0

Phone: 519-638-3551
Fax: 519-638-3128

Export Contact: Mr. Keith Reid, President

Marketing Profile

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/Services Available for Export:

Livestock Handling Equipment

John Buhler Inc.

Address: 1201 Regent Avenue W.
P.O. Box 1003
Winnipeg, MAN
R3C 2W5

Phone: 204-661-8711
Fax: 204-654-2503

Export Contact: Mr. Larry Schroeder, Vice President, Marketing

Marketing Profile

John Buhler 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. They manufacture products under three brand names: Allied (front end loaders, snowblowers, bale elevators, grain dryers, agricultural equipment components); John Buhler (grain augers, snowblowers, drawbars and harrows, rotary cutters, grain cleaners and grain rollers, rotary tillers, finishing mowers); 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. Ten territory managers maintain 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 from Oregon to New York and Texas.

Annual sales for John Buhler have been in the range of \$18 to \$24 million.

Products/Services Available for Export:

Front End Loaders (Tractor Mounted)
Grain Dryers and Accessories
Rollermills, Hammermills
Grain Augers and Elevators
Grain Screeners
Finishing Mowers
Rotary Tillers

John Deere Welland Works Of John Deere

Address: Canal Bank Road
Welland, ON
L3B 3N3

Phone: 416-734-4501
Fax: 416-734-6151

Export Contact: Mr. G.R. Wallace, Manager, Factory Marketing

Marketing Profile

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 lawn and grounds care equipment.

Products/Services Available for Export:

Farm Loaders (Attachments for Tractors)
Rotary Cutters
Manure Spreaders
Rear Blades
Wagon Gear
Utility Vehicles

Keho Alta Products Limited

Address: P.O. Box 70
Barons, ALTA
T0L 0G0

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

Export Contact: Mr. Leon Gullickson, General Manager

Marketing Profile

Keho has been involved in the agricultural industry for over 15 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 "airsweeps" the crop into the cutting bar, saving as much as 6 bushels or 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. 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/Services Available for Export:

Grain Dryers and Accessories
Combine Header Attachment - Vortex Reel

Ketchum Manufacturing Sales Limited

Address: 396 Berkley Ave
Ottawa, ON
K2A 2G6

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

Export Contact: Mr. Peter R. Gilman, Secretary/Treasurer

Marketing Profile

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 aluminium 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/Services Available for Export:

Identification Equipment

Kingsbury Canada Inc.

Address: 3385 Mainway
Burlington, ON
L7M 1A6

Phone: 416-335-6000
Fax: 416-335-3142

Export Contact: Mr. Roger Baker, Sales Manager

Marketing Profile

Kingsbury Canada Inc. founded in the early 1970's to service the Canadian market is a division of the Kingsbury Corporation of Keene, New Hampshire.

The 40,000 sq. ft. facility is located in Burlington, Ontario and employs a total of 60 people.

The Company specializes in the design and manufacture of special purpose equipment used in the automotive, agricultural and appliance industries. Primarily in the high volume production requirement market, the equipment can range from sophisticated computer controlled, fully automatic complex systems down to the basic semi-automatic manually controlled machines.

The complete design (mechanical and electrical), assembly, build and run-off is completed in the Burlington facility. The company offers a complete turnkey operation.

Kingsbury Canada Inc. has increased its exports to the U.S. and actively pursues markets not serviced by its U.S. parent company. Kingsbury utilizes CAD systems for both electrical and mechanical engineering.

Products/Services Available for Export:

- Automatic Assembly Systems
- Rotary Index Machines
- Transfer Systems (In-line and Rotary)
- Special Purpose Machinery
- Metal Cutting Systems
- Vertical Turning Centres (Single and Twin Spindle)
- Drilling, Milling, Tapping Machines
- Non-Synchronous Palletized Systems
- Automatic Radiator Core Assembly Machines

Kipp Kelly

Address: 1 - 400 Dovercourt Drive
Winnipeg, MAN
R3Y 1L7

Phone: 204-489-5824
Fax: 204-489-0972

Export Contact: Mr. Jan Moolman, Chairman

Marketing Profile

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 such as cereal manufacturers and bakeries, and other seed cleaning and handling equipment such as bucket elevators. The company has sold over 4,000 machines in 100 countries over the past 40 years.

The equipment has a superior reputation for simplicity of operation and maintenance, high quality and reliability with a reasonable purchase price. 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 technical assistance and maintenance parts readily available through its manufacturing plant. Seed cleaners, specialty mines, food processors and the recycling industry are its main target markets.

A dramatic increase in sales has resulted from recent quality improvements, product enhancements and an aggressive marketing strategy. Countries with active agricultural seed or food processing or recycling programs are a prime target market. The firm is fluent in English, French, German, Spanish, and Russian.

Products/Services Available for Export:

Grain and Seed Cleaning and Handling Equipment

Kirchner Machine Limited

Address: 2419 - 2 Avenue North
Lethbridge, ALTA
T1H 0C1

Phone: 403-328-5568
Fax: 403-328-3883

Export Contact: Mr. Jerry Kirchner, Operations Manager

Marketing Profile

Kirchner Machine Ltd. had its beginnings in 1944 when brothers Harold and Earl Kirchner built a sweep stacker for use on their farm. For the next two years they had their sweep stackers built by another company and then built their first shop in Lethbridge in 1947. They began building farm equipment for the needs of farmers in the Lethbridge area and Western Canada. They built ditchers, land levellers and front-end loaders and then started building sugar beet equipment. They first did it with thinners and then with sugar beet toppers and harvesters.

The company now sells and have available for export row crop cultivators, row crop sprayers, dry bean butters and rods, sugar beet harvest equipment, ditchers, levellers, scrapers, sub-soilers, swath fluffers and bale equipment.

They currently sell their products on a retail basis in the immediate area around Lethbridge and distribute products in the four western provinces through farm machinery dealerships. The company sells its products in 10 North West states in the U.S.A. Through farm equipment dealers and with the assistance of factory representatives in some areas, they have been exporting to the U.S. since 1950 and in a few cases have exported machines to other countries.

The company feels confident that its equipment could be adapted to most agricultural areas of the world.

Kirchner Machine Limited is definitely interested in pursuing additional markets.

Products/Services Available for Export:

- Swath Fluffers
- Bale Forks
- Pitchers
- Scrapers
- Row Crop Cultivators
- Row Crop Sprayers
- Bean Rods
- Bean Cutters

Kongskilde Limited

Address: 231 Thames Road E.
Exeter, ON
N0M 1S3

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

Export Contact: Mr. George Poole, General Manager

Marketing Profile

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 for accuracy of depth and uniformity of seedbed texture. More recently Kongskilde has introduced the new Conser-tine with improved residue 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 in commercial installations around the world.

Kongskilde's modern manufacturing plant is located at its North American headquarters in Exeter, Ontario. 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/Services Available for Export:

Grain Loaders and Elevators
Mouldboard Ploughs
Cultivators and Weeders
Cleaning Machines - Grains
Grain and Seed Separators

Kuelker's Manufacturing Limited

Address: 1805-19th st.
P.O. Box 160
Didsbury, ALTA
TOM 0W0

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

Export Contact: Ms. Linda Buschert, Purchasing Agent

Marketing Profile

Kuelker's Manufacturing Ltd. in business since 1959 manufactures Jiffy-Line 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 (hy-dumps and blo-decks), and hay moving equipment (bale handlers). Over the past four years Kuelker's has designed a baler to compress hay for export to Pacific Rim countries. 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 micro switches which operate the entire machine.

Kuelker's Manufacturing 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 exports, and these sales are increasing. The company has an agent in new York who fully serves that region of the U.S. Other areas of the U.S. and Canada are covered by dealers.

Products/Services Available for Export:

Silage Conveyance Systems
Hay Moving Equipment

Leon-Ram Enterprises Inc.

Address: P.O. Box 5002
Yorkton, SASK
S3N 3Z4

Phone: 306-786-2600
Fax: 306-782-1884

Export Contact: Mr. Ray Malinowski, Executive Vice-President

Marketing Profile

Leon-Ram Enterprises Inc. is a Canadian company with a history that dates back over 40 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 worldwide basis, Ram Hydraulics and Components Division manufactures hydraulic and pneumatic cylinders and components primarily for the OEM 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/Services 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 Equipments Hardy Inc.

Address: 100, St-Arthur
Porteneuf Station, QUE
G0A 2Z0

Phone: 418-286-6621

Fax: 418-286-3733

Export Contact: Mr. Yvon Hardy, CEO

Marketing Profile

Les Equipments Hardy Inc. has been in existence since 1975 specializing in the design, manufacture and sale of loaders, excavators and grapple loaders for farm tractors of between 20 and 105 hp.

The company also does plant installations. In Quebec, Ontario and the Maritimes, its products are sold through tractor dealers. Its main market is in Quebec.

Les Equipments Hardy products are known for their adaptability and quality of design and manufacture.

The company plans to expand mainly in the Northeastern U.S.A.

Products/Services Available for Export:

Loaders

Excavators

Accessories for Farm Tractors

Loewen Welding & Manufacturing Limited

Address: P.O. Box 66
33655 Harris Road
Matsqui, B.C.
VOX 1S0

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

Export Contact: Mr. Ernest Loewen, President

Marketing Profile

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, sub-soilers, 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 farmers represents the company's main product line. Exports into Washington State are also steadily increasing.

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 superior service and manufacturing the type of equipment that the customer wants.

Products/Services Available for Export:

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

M.K. Rittenhouse & Sons Limited

Address: R.R. #3
1402 Fourth Avenue
St. Catharines, ON
L2R 6P9

Phone: 416-684-8122
Fax: 416-684-1382

Export Contact: Mr. Edward M. Dywan, General Manager

Marketing Profile

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, its products are competitively priced.

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

Products/Services Available for Export:

Sprayers and Attachments for Orchards, Vineyards, Vegetables, Greenhouses and Christmas Trees

MacDon Industries Limited

Address: 680 Moray Street
Winnipeg, MAN
R3J 3S3

Phone: 204-885-5590
Fax: 204-832-7749

Export Contact: Mr. N. Scott MacDonald, Vice-President

Marketing Profile

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 such as wheat and other cereal grains, alfalfa, rice, grass seed, canola, soybeans and other specialty crops.

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 3.7 to 15 meters in size. Subsequently, a line of forage-harvesting equipment has been developed which includes both self-propelled and pull-type units ranging from 2.8 to 5 meters 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 swathing unit.

MacDon currently produces equipment for large North American original equipment manufacturers, as well as under MacDon's 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, and England. Working relationships have also been developed with such diverse countries as Russia and China.

As MacDon continues to expand its product offering, it looks forward to expanding export marketing activities through additional marketing relationships and technology transfers.

Products/Services Available for Export:

- Swathers and Windrowers
- Hay Crimpers
- Windrower and Hay Conditioner
- Mower Conditioners
- Haying Machines
- Forage Harvesting Machinery
- Combine Headers

Melet Plastics Inc.

Address: 670 Golspie Street
Winnipeg, MAN
R2K 2V1

Phone: 204-667-6635
Fax: 204-663-9395

Export Contact: Mr. Edward Shinewald, President

Marketing Profile

Melet Plastics is a 25 year old company which primarily is a custom injecting moulder. The company both designs and manufactures its own injection molds (starting with its in-house CAD system) and produces parts for customers using these molds. Melet has a solid reputation with its customers who count on them for in-time delivery.

The company has made great strides in the past several years which have lead to dealing with customers on a Just-In-Time basis. They have developed a great deal of flexibility which enables them to deliver orders of all sizes. The company has within the last year received ISO certification and they are currently upgrading that certification.

Melet Plastics has a very wide range of expertise, serving many manufacturing segments. The company also manufactures a proprietary line of canes (both orthopaedic and mobility canes for the visually impaired). These canes, sold under the AmbuTech name are sold in Canada, U.S.A. and Europe. Melet is expecting to be introducing new commercial products in the last part of 1993 which will give access to larger U.S. sales.

Products/Services Available for Export:

Custom Injection Moulding Components for Agricultural Equipment
Manufacturers (Including Mould Making)

Monarch Industries Limited

Address: 889 Erin Street
Winnipeg, MAN
R3C 3E4

Phone: 204-786-7921
Fax: 204-889-9120

Export Contact: Mr. A.M. Weselake, Director of Marketing

Marketing Profile

Monarch Industries Limited has been renowned as a manufacturer of high quality pumps, cement mixers, hydraulic cylinders as well as grey and ductile iron castings since 1935. Monarch is a vertically integrated, world class company with three manufacturing plants including a state-of-the-art foundry.

Monarch's pump encompasses a full range of water systems, pump, effluent, and sewage pumps, end suction centrifugal, and self priming pumps, as well as trash, dewatering and diaphragm pumps. Monarch's tie rod hydraulic cylinder line is regarded as the industry leader. This is due to quality and innovations, such as a new 3000 PSI offering. Monarch also manufactures a utility cement mixer that is the dominant force in the North American Do-It-Yourself and agricultural markets. Monarch's Metal Castings Division develops castings from the pattern stage to a cast, machined, painted and assembled component. It is highly competitive in medium to high volume sand castings weighing up to 80 pounds and in low to medium volume "no-bake" castings up to 1,500 pounds.

Monarch's major accounts in the agricultural area include Fiat, Ford New Holland, Agco, Case-IH, Flexi-Coil, Central Tractor, Bourgault, and Great Plains. These customers utilize Monarch Cylinders, utility cement mixers and/or custom machined castings. A focus on quality has earned Monarch several awards including FIAT's Quality Award, FORD's Q1 Rating, and SEARS Certified Quality Supplier.

About half of Monarch's sales are exported mostly to the United States as well as to the Middle East, Africa, Mexico, Central and South America. In the United States Monarch markets through sales representatives and it has five warehouses in the U.S. While interested in developing sales worldwide, Mexico, Central and South America will be the primary focus for exports outside the U.S. Although not actively pursuing joint ventures, licensing arrangements or acquisitions, Monarch would entertain interesting proposals.

Products/Services Available for Export:

Hydraulic Cylinders	Ductile Iron Casting
Irrigation Pumps	Utility Cement Mixers
Chemical Transfer Pumps	
Grey Iron Casting	

Morris Industries Limited

Address: 85 York Road
Yorkton, SASK
S3N 2X2

Phone: 306-783-8585
Fax: 306-782-5250

Export Contact: Mr. John Wach, General Sales Manager

Marketing Profile

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 products to the U.S.A., Australia, France, Russia, China, Saudi Arabia, Sudan, Jordan, Tanzania, and 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/Services Available for Export:

Double Disc Press Drills
Hoe/Press Drills
Hoe Drills (Seed-Rite)
Air Seeders
Granular Herbicide Applicators
Air Drills (precision seeders)
Tillage-Heavy Cultivators/Deep Tillage
Light Field Cultivators
Rod Weeders
Harrow Draw Bars
Mounted Tine Harrows
Packer Harrow Bars
Tandem Disc, Mouldboard Ploughs
Hayhikers (Large Bale Picker and Carrier)
Contract Manufacturing

Munckhof Manufacturing

Address: Highway 97 South
Oliver, B.C.
V0H 1T0

Phone: 604-498-4426
Fax: 604-498-3288

Export Contact: Mr. Gerald Van Den Munckhof, Proprietor

Marketing Profile

Founded more than a decade ago Munckhof Manufacturing is a modern, up-to-date Canadian company intent on manufacturing machinery for fruit growers and silvi-cultures with a quality that leaves nothing to spare. With century-old roots in the fruit-equipment business the name Munckhof is well-known in Holland, England, Italy, Spain, France, Canada and since the last decade also in the U.S.

With staff fluent in English, German, and Dutch the company is well equipped to look after foreign customers.

Munckhof Manufacturing specializes in sprayers of which it offers a wide variety, as well as in grape-growing equipment like leaf-trimmers, bin-lifts, and is well able to customize equipment in this field to meet the requirements of its customers.

Another specialized field that has been growing rapidly over the last 5 years is that of equipment for silvi-cultures. Munckhof's automatic track irrigation system is being used in greenhouses for silvi-culture all over B.C. including government research stations and University of B.C. equipment. Sorting and seeding equipment are customized to fit each company's needs.

Though the company is pleased by the growing U.S. market over the last few years, Munckhof Manufacturing recently turned down an offer to start a plant in the U.S. It prefers to remain a small firm that handles its sales directly as well as through dealers that will service its products for years to come.

Products/Services Available for Export:

Sprayers (Orchard, Field)
Bin-lifts (for Tractor Mounts)
Silvi-Culture Irrigation Systems
Silvi-Culture Seeding and Sorting Lines
Grape Growing Equipment

Nord-Sen Metal Industries Limited

Address: 5 Chester Street
Winnipeg, MAN
R2L 1W5

Phone: 204-667-1553
Fax: 204-663-8497

Export Contact: Mr. Jim Campbell, Export Manager

Marketing Profile

Nord-Sen Metal Industries Ltd. originated in the early 1950's. The company operates a 35,000 square foot manufacturing plant in Winnipeg with approximately fifty to sixty employees.

Nord-Sen Metal Industries Ltd. manufactures and supplies bulk material handling and conveying equipment including bucket elevators, rail car progressioners and other associated equipment. The company also designs and produces hydraulic cylinders, telescopic cylinders and underbody hydraulic truck hoists. Nord-Sen's products trade under the name Nordic.

Nordic products are designed by the company's own engineering department. Nord-Sen strives to continually improve its products with better, more innovative designs which provide for more functional and cost-efficient equipment.

Nord-Sen Metal Industries Ltd. has for many years provided bulk material handling equipment to a wide range of industries including the complete systems producers. Its customers are as varied as its products ranging from the feed and grain sectors to mining, fertilizer, and pulp and paper markets.

Nord-Sen's accounting, sales and plant operations, including job processing, job costing and inventory are computer network linked with the engineering department which uses a CAD-CAM computer system for programming and design.

Nord-Sen Metal Industries Ltd. has the engineering staff, financial ability, plant capacity, fabricating capability and trained staff necessary to provide quality products at competitive prices.

Products/Services Available for Export:

- Bucket Elevators
- Belt Conveyors
- Drag Chain Conveyors
- Rail Car Progressioners
- Hydraulic Cylinders
- Telescopic Cylinders
- Underbody Hydraulic Truck Hoists

Northland Superior Supply Company Limited

Address: 1131 Central Avenue
Thunder Bay, ON
P7C 4V8

Phone: 807-345-1234
Fax: 807-345-6570

Export Contact: Mr. Ed Buchik, President

Marketing Profile

In July 1991 Daycon purchased the contracting, manufacturing assets and business of Thunder Bay Northland Machinery (1987) Limited which manufactured grain and seed cleaning and sizing equipment and contracted for its installation and related sheet metal work.

The original predecessor of Thunder Bay Northland, Northland Machinery & Supply Co., commenced operations in the 1920's and was the original distributor in Canada of the Superior brand of grain cleaners. This brand was used exclusively in Canada's grain export terminal elevators until 1963, when Simon Day sold its first grain cleaner to an export terminal. In 1979, Berglund Industrial Supply Company (BISCO) was licensed to manufacture the Superior product after the U.S. manufacturer withdrew from the market. In 1987, Thunder Bay Northland purchased assets of BISCO.

Daycon's acquisition of the Thunder Bay Northland assets was carried out through Northland Superior and the Numbered Company. Northland Superior was incorporated under the Canada Business Corporations Act, and the Numbered Company under the Ontario Business Corporations Act in August 1991.

Products/Services Available for Export:

Indented Grain Cleaners
Rotary Grain Cleaners
Seed Cleaners
Grain Scalperators
Dust Control Cyclones
Air Pollution Filters

Parkland Plastic Manufacturing

Address: 231 Service Road East
Shellbrook, SASK
S0I 2E0

Phone: 306-747-2550
Fax: 306-747-2167

Export Contact: Mr. Curtis Martin, Export Manager

Marketing Profile

Parkland Plastics began three years ago, with a patented heavy duty air filter washing machine, that was designed and manufactured by the company itself. They have sold this unit in Canada, but are currently in negotiations with a firm out of Australia, the Dana Corporation. Filters that are cleaned by this machine are agricultural air filters and industrial filters. They also have an automatic parts washer that skims oil off the water making it environmentally friendly for disposing of waste oil.

Over the past three years the company has designed and moulded several different agriculture products, an energy efficient water bowl, mineral feeders, cattle stations, hog feeders, and most recently the Super Hut for calves. All products are rotationally poly moulded and are manufactured at the Shellbrook, Saskatchewan plant.

They also do custom molding and manufacturing for firms on a contractual basis.

The company has only begun to advance into the rotational molding industry. They have computerized CAD systems and they are starting to draw more attention by the quality of work they are sending out. Parkland Plastic Manufacturing strives very hard to satisfy its customers with its custom designs, and believes that it is capable of handling exports as it has two ovens that can operate on a 24 hour basis if need be.

Products/Services Available for Export:

Rite-Way Filter Cleaning System (Industrial)
Parts Cleaner (Industrial)
Energy Efficient Watering Bowl (Agricultural - Livestock)
Super Hut (Agricultural - Calves)
Easy Slide (Sleigh - Agricultural - Rec.)

Penner Distributing Inc.

Address: P.O. Box 1900
Altona, MAN
R0G 0B0

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

Export Contact: Mr. Melvin Penner, Vice-President

Marketing Profile

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 moulded plastic compartment at the top for the storage of gloves and other related safety equipment. It has a spigot for washing hands and a break away hose for a quick eye flush. The unit comes with a mounting cradle adaptable to any sprayer of 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 percent of the sales are made to the U.S.A. the company would like to expand its product distribution base.

Products/Services Available for Export:

Sprayers and Attachments

Phason

Address: 12 Rothwell Road
Winnipeg, MAN
R3P 2H7

Phone: 204-489-4672
Fax: 204-488-1398

Export Contact: Mr. Ed Restau, Export Manager

Marketing Profile

Reorganized in 1989 Phason is a leading designer and manufacturer of electric ventilation and heating controls for confinement livestock buildings as well as horticultural buildings and commercial and industrial warehouses. Phason Controls are at the leading edge of current technology and Phason is prepared to maintain this position in the future.

Phason has established a solid reputation with livestock equipment companies in the hog and poultry industries for its product and for offering a convenient warranty kit exchange as well as having customer service personnel to answer customer service phone calls.

Phason has primarily marketed its products through O.E.M. fan and ventilation manufacturing companies in both Canada and the U.S.

Over the past two years Phason's export sales have shown steady growth. Phason's primary focus is to pursue the U.S. market more aggressively to obtain an acceptable market share through attracting additional O.E.M. customers. Phason is also seeking to extend its penetration into Mexico and Europe through distributors who would service these areas.

Products/Services Available for Export:

Electronic Ventilation and Heating Controls
Electric Fencer Energizers

Plastic Rotational Kontainers Limited

Address: #3 - 805 56th Street East
Saskatoon, SASK
S7K 5Y9

Phone: 306-934-2664
Fax: 306-934-6988

Export Contact: Mr. Glen D. Hamilton, Vice President

Marketing Profile

K L Plastic Rotational Kontainers Ltd. has been in business in Saskatchewan for just over three years and produces a wide variety of plastic products using an open flame rotational mould process. Plastic Rotational Kontainers products are built with fittings that are customized to fit the requirements and specifications of each customer. They also create and design new moulds for any and all products their customers desire. The company guarantees all of its products against UV radiation for a period of 5-8 years and has factory direct pricing for farmers and small business owners.

In Canada PRKL's products are sold to businesses such as: Saskatchewan Wheat Pool, Water Group Canada, Wilson's Grain Cleaning, Cameco, Crestline Coach, Flaman Stores, United Grain Growers, Northeast Bee Supplies and Weyerhaeuser Canada to name a few. The company manufactures plastic products for farmers (grain hopper bottoms, auger down-spouts, and crop sprayer tanks), cottage owners, pulp and paper mills (storage barrels), bee suppliers, ambulance manufacturers (interior van components only), go-cart tracks (impact barriers), and refined water suppliers (waste tanks).

PRKL employs technical staff that are highly trained and experienced in using computer technology including CAD systems, Database Management systems, and Desktop Publishing/Graphic Arts and Accounting programs. At present PRKL in Saskatoon does not export anything outside Canada but is looking at expanding into the United States through sales or licensing arrangements and is interested in agents/distributors with service/sales capability.

Products/Services Available for Export:

Open Flame Rotational Moulding Equipment
Moulds for Rotational Moulding

Ralph McKay (Canada) Limited

Address: 130 Hodsman Road
Regina, SASK
S4N 5X4

Phone: 306-721-9292
Fax: 306-721-9622

Export Contact: Mr. Ralph Gaastra, President

Marketing Profile

In the highly sophisticated and competitive field of agricultural marketing the name Ralph McKay is highly respected. The story began in 1932 with Ralph McKay manufacturing disc blades and coulters in a rented factory in Ascot Vale in Victoria, Australia. Two years later he enlarged his facilities and transferred his operations to the present head office site in Melbourne.

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 research and development activities for Ralph McKay are located in Regina where extensive testing continues. The innovative concepts have been a trademark of McKay. This has given the company a leading edge in the production of new tools. All McKay products are manufactured from high grade steel and heat treated for extra toughness.

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.

In January, 1985, the Empire Plow Company was acquired by Ralph McKay.

This has resulted in 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/Services Available for Export:

Tillage Tool Including:
cultivator shovels
chisels, spikes, furrowers
drill shoes, coulters and disc blades

Ram-Bull Limited

Address: P.O. Box 189
Barons, ALTA
T0L 0G0

Phone: 403-757-3744
Fax: 403-575-2733

Export Contact: Mr. Geoff DeBoer, President

Marketing Profile

Ram-Bull Ltd. is a privately owned firm which was incorporated in 1987 and deals exclusively in livestock related items. The company holds the Canadian distribution rights for several lines of products including permanent and temporary livestock identification, veterinary equipment, gate hardware and fence anchors.

Ram-Bull Ltd. also designed, and has manufactured a calf-tipping table which is used for restraining animals of up to 210 kg. (450 lbs.). This table is well-received due to its safe and simple design which helps eliminate stress for both the animal and the handler. The company sells more of these in Canada than all other competitors in the marketplace.

The company's major Canadian buyers are the Federated Co-op stores and their affiliates. Ram-Bull Ltd. has also exported the calf tables to the Mid-Western United States from its manufacturer in Saskatchewan. The two export markets at which the company is currently looking are the U.K. and Australia. Ram-Bull is exploring the possibility of setting up distributors which could market the calf table to livestock producers in their respective countries.

Products/Services Available for Export:

Calf Tipping Table - "Calf Roper"

Rea's Welding & Steel Supplies Limited

Address: King Street
P.O. Box 17
Rathwell, MAN
R0G 1S0

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

Export Contact: Mr. David R. Rea, President

Marketing Profile

Rea's Welding & Steel Supplies Ltd. has been in operation for over 15 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 head-gates and livestock handling systems.

The company also manufactures a line of farm trailers, including flatdeck trailers for hay moving, and bumper hitch and goose neck 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/Services Available for Export:

Hay Feeders
Feeder Panels
Corral Pannels and Gates
Tractor Forks for Hay Moving
Head-Gates
Livestock Handling Systems

Rem Manufacturing Limited

Address: P.O. Box 1207
Swift Current, SASK
S9H 3X4

Phone: 306-773-0644
Fax: 306-773-1188

Export Contact: Mr. Bob Sonntag, Vice President

Marketing Profile

Founded over 25 years ago, Rem Manufacturing Ltd. is a manufacturer and exporter of farm equipment and farm equipment components for customers throughout Canada and the world.

Rem's equipment division manufactures grain vacuums and blowers, while the wire division manufactures springs and tines for parts distribution and original equipment manufacturers. Rem Manufacturing Ltd. is the largest manufacturer of agricultural springs and wireforms in Canada, and has developed a reputation for high quality and reliability with parts dealers, distributors and O.E.M. manufacturers throughout North America, Australia and Mexico. Rem Manufacturing Ltd. guarantees all its products and provides after-sales parts and service for all equipment it manufactures.

Rem's toll-free line is 1-800-667-7420. Rem's U.S. warehouse is located in Minot, ND and provides second day delivery of all stock items via UPS. At present, Rem is expanding its wireform sales in the United States, Mexico, and Australia and is interested in pursuing sales of its equipment products such as the Grain Vac into Europe and the Middle East.

Products/Services Available for Export:

Chaff Spreader
Grain Vacuums
Maintainer
Utility Spades
Flexible Harrow
Wireform
Coil Springs

Rite Way Manufacturing Company Limited

Address: 1891 Albert Street
P.O. Box 3344
Regina, SASK
S4P 3H1

Phone: 306-543-6777
Fax: 306-775-0447

Export Contact: Mr. Al Rodenbush, Manager

Marketing Profile

Established twenty years ago Rite Way Manufacturing 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 practised.

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

Products/Services 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

Rogers Innovative Inc.

Address: 626 - 47th Street E.
Saskatoon, SASK
S7K 5X3

Phone: 306-975-0500
Fax: 306-975-0499

Export Contact: Mr. R.B. Rogers, President

Marketing Profile

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.

Rogers 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 agricultural applications.

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 company 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 and turf distributors in Asia, Australia, South America and Europe.

Products/Services Available for Export:

Sprayers and Attachments
Turf, and Research Equipment

Rotheisler Equipment Limited

Address: R.R. # 1
Oliver, B.C.
V0H 1T0

Phone: 604-498-2506
Fax: 604-498-2506

Export Contact: Mr. E. Rotheisler, President

Marketing Profile

Rotheisler Equipment has been manufacturing self-propelled hydraulic platforms for 20 years, and its Kangaroo model has earned an excellent reputation as a sturdy, compact machine that works reliably and efficiently.

The Kangaroo is self-propelled with a 10.4 or 13.4 kw (14 or 20 hp) engine. It is built in dynamic balance for an exceptionally smooth operation. The hydraulic pump is mounted on the engine with belt drive so that full rubber engine mountings can be used to endure vibration-free operation.

All six Kangaroo models are equipped with a foot control leaving both hands free. This is accomplished by a master and slave system. The machine is built with a sturdy tube main frame, A-frame and boom. The basket stays between the rear wheels to prevent side-tipping.

The patented lift design allows the basket to travel straight up and down, maintaining maximum balance. The Kangaroo's hydrostatic drive gives it unlimited manoeuvrability. Farmers may choose available options to customize the Kangaroo to meet their individual needs. Options include: single hose, electric-hydraulic pruner, disc brakes (positive hold on hillsides), electric push-button 2 speed, two bar and box racks.

Products/Services Available for Export:

Kangaroo Orchard Machines (Cherry Pickers)

Royal Trailer (New) Limited

Address: Highway #512 E.
R.R. #8 Site 26 Box 6
Lethbridge, ALTA
T1J 4P4

Phone: 403-328-5835
Fax: 403-328-0772

Export Contact: Mr. Roy Androkovich, President

Marketing Profile

Royal Trailer Ltd. designs and manufactures all types of horse and stock trailers in satin-coat rust resistant steel, stainless steel, and aluminum. It also produces flatdeck and utility trailers.

The company's 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 Trailer Ltd. is interested in expanding exports in the U.S.A. and to other foreign markets.

Products/Services Available for Export:

Horse and Stock Trailers
Flatdecks and Utility Trailers

S.P.I.

Address: R.R. # 2
P.O. Box 10
Shallow Lake, ON
N0H 2K0

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

Export Contact: Mr. Eric Robinson, President

Marketing Profile

S.P.I. (formerly Superiour Precast), a division of Calvin Robinson, was founded in 1972. The company has developed an energy free livestock waterer. The Superbowl has been in use for five years in Canada and 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.

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/Services Available for Export:

Livestock Watering Equipment

Sagal Brothers Sales Limited

Address: 9th Avenue N.W. & #1 Highway
Box 1357
Moose Jaw, SASK
S6H 4R3

Phone: 306-692-7844
Fax: 306-694-0454

Export Contact: Mr. Eddie Sagal, President

Marketing Profile

Sagal Bros. Sales Ltd. has been selling new and used farm machinery in Western Canada for 52 years, first as a Massey Ferguson dealer, and now as a Ford New Holland Dealer. During that period, they have established themselves as a reputable and dependable business to both customers and suppliers.

Since 1982, the company has been supplying used seeding equipment to a niche market in the Democratic Republic of Sudan. Their reconditioned like-new Massey Ferguson Discers have gained wide acceptance with Sudanese farmers because of the quality low-priced alternative they offer to new machinery. The company's expertise could also extend to other used agricultural equipment that is sold and used in Western Canada and is adaptable for use in developing countries. As in the past they are able to offer on-site assistance for whatever they supply.

Sagal Bros. would like to enter into negotiations and discussions with anyone who is looking for a high-quality, dependable, low cost alternative to new farm machinery. They can also supply references that confirm the quality of their product, as well as the ability to deliver the product on a timely basis.

Products/Services Available for Export:

Used Seeding Equipment

Sass Manufacturing Co. Limited

Address: 114 Sass Road
R.R.#4
Chatham, ON
N7M 5J4

Phone: 519-352-0600
Fax: 519-352-6730

Export Contact: Mr. Ron Newberry, V.P. Sales and Marketing

Marketing Profile

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 45% in 1992.

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/Services Available for Export:

Grain or Hay Dryers and Accessories
Grain Storage Facilities

Schuh Distributors

Address: Box 40
Dilke, SASK
S0G 1C0

Phone: 306-488-4334
Fax: 306-488-4337

Export Contact: Mr. Stan Tait, Manager

Marketing Profile

Schuh Distributors was started in 1963 manufacturing the Watermaster Pump. The pump is used to drain sloughs, pools, dugouts or for flood irrigation. They are sold to farmers for draining sloughs, ranchers for filling dugouts, villages for draining water spots, fire-fighters in small towns or highway people for filling tankers. They have many other applications. The company builds and services the pumps also in Dilke, Saskatchewan.

Schuh Distributors sells directly to its customers right from Dilke. It also sells through Flaman Sales, Harmon International, and UFA in Alberta.

The Grain Vac is also manufactured in Dilke, Saskatchewan. It is used to move grain, corn, etc. from bins to trucks, ships and so on.

Products/Services Available for Export:

Turb O K Vac (Grain Vacuum)
Watermaster Floating Pump

Schulte Industries Limited

Address: Box 70
Englefeld, SASK
S0K 1N0

Phone: 306-287-3155
Fax: 306-287-3355

Export Contact: Mr. James Carnago, Export Manager

Marketing Profile

Company president, John Schulte began in the blacksmith business with his father in 1932. In 1938 he took over sole ownership of the business and began a dealership for "Oliver" farm machinery. In the early years the majority of work involved repair of farm machinery. In 1942 the business started to manufacture brush cutting and cleaning equipment. In 1948 John Schulte developed and tested his first front mounted snow blower. Four employees were hired and a small production run was completed in the winter of 1949. Snow blower sales steadily increased and in 1963 the Schulte conveyor type rock picker was designed and patented by John Schulte. The front mounted snow blower and conveyor type rock picker would prove to be the main stay of the company for years to come.

In 1964 the family business was incorporated under the title of Schulte Welding and Machine Ltd. 1964 saw the company go into full scale production of rock picker, front mounted snow blowers and hydraulic earth scrapers. An agreement was signed in 1967 which saw the newly formed Rockelator Sales Ltd. receive the selling rights to all Schulte products. Through the efforts of Rockelator Sales Ltd. contracts were obtained with farm machinery distributors in the U.S.A. and a good export market began to develop. As years passed new Canadian and U.S.A. distributors for Schulte products were added and distribution increased to include many overseas countries.

The company name was changed in 1972 from Schulte Welding and Machine Ltd. to Schulte Industries Ltd. By this time the company work force had increased to fifty full time shop and production personnel and seven front office and sales staff. Part time employees pushed the number of production personnel to 75 in the winter months. Schulte industries Ltd. moved to a new 30,000 sq. ft. production and office facility in 1976 with additional warehouse space added two years later.

The years since 1976 saw the addition of many new products to Schulte's line of equipment as well as the up-dating of John Schulte's original designs. New products added to the Schulte line of equipment have included a rock windrower, a new line of hydraulic earth scrapers, a new line of twin stage rotary snow blowers, a reel type rock picker, and a series of heavy duty mid-range cultivators. In 1985 Rockelator Sales Ltd., the sole marketing arm of Schulte Industries Ltd. changed its name to Schulte Sales Ltd. to more closely identify with the increasingly diversified line of Schulte products. In 1983 work was begun on the design and testing of an oil field pumping unit which culminated in sales of the units to major Saskatchewan oil producers. A line of road-side maintenance rotary cutters

was introduced in 1987 and successfully marketed throughout North America.

In 1988 the company came out with an agricultural line of 15' and 10.5' rotary cutters, designed to work in the agricultural sector. These units have been successfully used for cutting corn stalks, cotton, grass of various varieties, stubble and brush. In 1990 the company introduced a heavy duty 6' rigid deck rotary cutter to its line of products as well as shallow angle furrows, typically found in citrus groves.

In 1992, the company introduced a 26' five rotor rotary cutter to its line of cutting equipment, the largest manufactured in North America. The 26' cutter will allow for row crop cutting of ten rows on 30 inch spacing making it an ideal implement for the large producer.

The present day sees Schulte Industries Ltd. with a diverse line of equipment for the farm, oil, industrial, and commercial sectors. Schulte's products are sold throughout Canada and the United States as well as in overseas countries such as Australia, Italy, Saudi Arabia, Syria, Switzerland, Mexico and Germany.

Products/Services Available for Export:

Schulte Rock Removal Equipment
Schulte Snow Removal Equipment
Schulte Rotary Cutters

Sellick Equipment Limited

Address: 358 Erie Street North
P.O. Box 1000
Harrow, ON
N0R 1G0

Phone: 519-738-2255
Fax: 519-738-3477

Export Contact: Mr. David Sellick, Vice-President

Marketing Profile

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. They provide a quality machine at a fair price.

Sellick's fork lifts are sold 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 rotating carriage that keeps cages level.

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.

The company also manufactures a diesel powered mobile fan system. Primarily designed to cool chickens in live haul operations, the fan system can also be used to create air current for prevention of frost and control of environmental hazards.

Products/Services Available for Export:

Rough Terrain Forklift
Mobile Fan Systems

Spray Tech Systems

Address: Box 290
Vonda, SASK
S0K 4N0

Phone: 306-258-2175
Fax: 306-258-2176

Export Contact: Mr. Amie Bussire, Export Manager

Marketing Profile

Spray-Tech Systems Ltd. is a manufacturer of steel and plastic products. The company is family owned and operated. The products include agriculture spraying equipment, park and golf course spraying equipment, seed treatment applicators, and windscreen Boom Kits.

A new product for Spray-Tech Systems is the Windscreen Boom Kit. This product allows farmers to retrofit their existing field sprayer with a windscreen allowing them to spray on windy days while controlling the spray drift.

The company is very diverse and innovative. Its custom fabrication in steel, rotational plastic molding, and thermal plastic forming has led its engineers and employees to be great leaders in the industry.

At present 95% of Spray Tech sales are in Canada. The company's products are marketed through 3 distributors and 236 dealers in Canada. 5% of sales go into the U.S. through a smaller dealer network.

Spray-Tech is wanting to pursue and develop markets still within Canada. Priority markets have been identified within a number of regions of the United States, Australia, Europe and the Pacific Rim.

Products/Services Available for Export:

- Estate Sprayers
- Truck Mounted Sprayers
- Custom Spraying Equipment
- Wind-Screen Kit for Installing on Existing Sprayers
- Enclosed Wheelchair Carrier
- Custom Mould Making (Rotational Moulds)

Standen's Limited

Address: 1222-58th Avenue South East
P.O. Box 67, Station "T"
Calgary, ALTA
T2H 2G7

Phone: 403-258-7800
Fax: 403-258-7802

Export Contact: Mr. Douglas C. Kilbourne, Vice President, Marketing

Marketing Profile

Standen's founded in 1919 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 and Australia. Standen's has exports going all over North America as well as off-shore to Australia, Russia 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, and Canadian Foremost to name a few.

Standen's specializes not only in manufacturing to customer specifications but also in 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 finished part or product for the vehicle.

Products/Services Available for Export:

Agricultural Equipment Components: Cultivator Shanks, Points,
Furrowers
Leaf Springs from Light Trailers to Heavy Trucks from Conventional to
Parabolic Tapered

Sullivan Strong Scott

Address: 74 Wildcat Road
Downsview, ON
M3J 2V4

Phone: 416-661-5880
Fax: 416-661-5999

Export Contact: Mr. John Fitzpatrick, General Manager

Marketing Profile

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 turnkey feedmill in Trinidad, West Indies and the completion of two turnkey 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/Services Available for Export:

Bucket Elevators; 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

Tardif et Frère Inc.

Address: 62, boulevard Cartier
Rivière-du-Loup, QUE
G5R 3Y5

Phone: 418-862-7273
Fax: 418-862-7390

Export Contact: M. Jean Roch Tardif, President

Marketing Profile

In business for 30 years Tardif & Frère Inc. manufactures peatmoss production equipment. The company produces a range of machines including type-V trencher (extra rugged, making it possible to working different types of peateries), rotovator (breaks up the surface, making the soil more workable for easier levelling), surface chopper (chops up the surface vegetation), levelling auger (permits proper levelling of fields and ensures maximum production even during rainy harvest season), rotary harrow (breaks up and aerates the surface permitting more rapid drying). The peat is reduced to clumps, eliminating the dust caused by conventional harrowing methods.

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/Services Available for Export:

Peat Moss Production Equipment
Tubular Wrapper

Traders Tec-Systems Controls Limited

Address: P.O. Box 327
Bowden, ALTA
TOM OKO

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

Export Contact: Mr. Dave Siemens, President

Marketing Profile

Trader 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/Services Available for Export:

Mixers, Grinder Mixers

Trenton Machine Tool Inc.

Address: P.O. Box 698
Douglas Drive
Trenton, ON
K8V 5W6

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

Export Contact: Mr. Owen Kinmond, President

Marketing Profile

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

The company is located in Trenton, Ontario (2 plants) with a C.N.C. machining plant, Brawley Industries in Mississauga. The company has been in business for over 45 years, now employing approximately 150 people.

Trenton Machine Tool manufactures bale racks, cattle squeezes, weigh scales, drum wagons, log splitters and trailers for the agricultural market. All these items can be exported, and presently are distributed internationally through a dealer network.

Trenton Machine Tool has dealers for its equipment in Canada, U.S.A. and a limited number in the Pacific Rim and Australia.

Products/Services Available for Export:

Bale Racks
Cattle Squeezes
Weigh Scales
Drum Wagons
Log Splitters
Trailers

Ty-Crop Manufacturing Limited

Address: 48945 Yale Road East
Chilliwack, B.C.
V2P 6H4

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

Export Contact: Mr. Gary Teichrob, President

Marketing Profile

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.

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 Russia. 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/Services Available for Export:

Forage Harvesting Equipment
Manure Spreaders, Box Type, Power Takeoff
Manure Spreaders, Liquid or Tank Type
Self-Unloading Boxes
Manure Carriers

Valmar Airflo Inc.

Address: Box 100
Elie, MAN
R0H 0H0

Phone: 204-353-2782
Fax: 204-353-2864

Export Contact: Mr. Gary Dunbar, Sales Manager

Marketing Profile

Valmar Airflo was incorporated in August of 1982. Since the first Airflo was put to use, the company has been the leader in the design and manufacture of pneumatic granular equipment.

The Valmar line is primarily used by the agriculture industry for precise application and placement of all types of granular pesticides, fertilizer and seed. The equipment is used by producers, custom applicators, agricultural research departments and as rental equipment by chemical and fertilizer dealers. Because of the simple design and operation, installation and service are usually handled by the dealer or end user.

Valmar's basic design allows easy modification for other uses. Manufacturers have adapted its equipment for use on golf courses, orchards and air seeders on specialized applications.

Domestically the product is purchased by all the major grain companies and Federated Cooperative Limited. On the export side, Valmar supplies companies such as Cenex Land 'O' Lakes, Wilbur Ellis and Simplot. The company has also provided technology for corporations including Loral and Willmar Manufacturing.

Valmar Airflo's principal export market is the United States where they sell direct to the dealers. Valmar utilizes independent factory representatives to call on dealers, collect accounts, and attend industry trade shows. Expanded markets have also included Russia, Africa and Australia. They can also provide service in French.

A recently registered granular herbicide in Australia has potential to develop a market for Valmar products. Valmar is interested to pursue export markets through licensing agreements and agents who will monitor sales, inventory and service.

Products/Services Available for Export:

Pneumatic Granular Pesticide Applicators
Pneumatic Granular Fertilizer Spreaders
Bulk Granular Herbicide Handling Equipment

Van Eyl Farm Supply

Address: 87 Elora
Clifford, ON
N0G 1M0

Phone: 519-327-8045
Fax: 519-327-8046

Export Contact: Mr. Casey Van Eyl, Owner

Marketing Profile

Van Eyl Farm Supply was established over 30 years ago. The company produces 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. Van Eyl Farm Supply also manufactures removable grain sides.

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/Services Available for Export:

Soil Packers and Land Rollers
Cultivators
Deep Tillage Cultivators
Snowblowers in sizes 4' to 8'6"
Road Trailer
Livestock Trailers
Utility Trailers

Vansco Electronics Limited

Address: 1305 Clarence Avenue
Winnipeg, MAN
R3T 1T4

Phone: 204-452-6776

Fax: 204-452-7156

Export Contact: Mr. John R. Lion, Marketing Manager

Marketing Profile

Vansco Electronics Ltd. specializes in custom built electronic and electro-mechanical assemblies. Fifteen years of experience in the electronics field has given Vansco the expertise needed to be a world class leader. Its 26 person engineering staff can tackle virtually any request for electronic, electro-mechanical, and computer systems design.

Vansco products are being used in equipment shipped to over 70 countries around the world. They develop and manufacture products used in the agricultural, transportation, medical and scientific fields. They supply products and services to customers such as Ford New Holland, J.I. Case Corporation, and John Deere.

Vansco Electronics Ltd. can provide services such as board stuffing, wire harness assemblies, electronic and electro-mechanical assemblies, R&D, plus detailed product design. Some of its agricultural products include monitoring systems for air seeders, acreage counters, and sprayer controls. The company has also developed and currently produces dash board instrumentation clusters, transmission controls, and gear shifters for the tractor industry. The company used only the latest in production equipment technology. Vansco's equipment list includes surface mount pick and place robots, a Teradyne in circuit tester, and wave soldering equipment.

Although its direct export experience is limited to the United States, the company would be interested in reviewing any business opportunity from around the world.

Products/Services Available for Export:

- Air Seeder Monitoring Systems
- Agricultural Equipment Controls
- Board Stuffing (Custom)
- Wire Harnesses (Custom)
- Engineering Design
- Turn Signal Flashers
- Custom Electronic and Electro-Mechanical Assemblies
- Acreage Counters
- Grain Dryer Controllers
- Combine Monitors

Wal Dor Industries Limited

Address: 202 Bleams Road
New Hamburg, ON
N0B 2G0

Phone: 519-662-2820
Fax: 519-662-2820

Export Contact: Mr. Waldron Eckstein, President

Marketing Profile

In 1979, Wal-Dor Industries Limited, located in New Hamburg, Ontario, began manufacturing a horizontal designed continuous flow dryer/cooler. In-plant research and development and extensive product testing makes the Vers-A-Belt Dryer/Cooler adaptable to a wide range of products which require moisture removal for long term storage, recycling or further processing.

To date, the company has manufactured 100 dryer/coolers of various sizes and models, many being custom designed for a wide range of products. Its manufacturing facilities cover 20,000 square feet of space.

Vers-A-Belt Dryers are being used for fruit dehydration (e.g. sliced apples, pitted prunes, pitted cherries, bananas). Vegetables and varieties of spices can have moisture removed for further processing and long term storage. Wal Dor's test dryer is being used extensively to design production models using multiple designs in relation to products weight and density.

Hi-low limit temperature switches provide safety shut-down caused by operation failure. A brush and washing system can be installed on the product conveyor belt.

All dryers are built to Canadian Gas Association Standards. Foreign Standards would require research and would be adapted during the manufacturing process. Heat source is variable, the burner selection matching fuel or bio-mass supply. Electrical motor voltage is adaptable to the area of installation.

All correspondence and brochures are in English.

Inquiries for licensing or technological collaborations are welcome. Any foreign distributor/agent would be required to have on-the-job training in repair servicing.

The company has a limited amount of export experience. Wal Dor does not offer installation services, however a technician is available for on-site start-up adjustments and operations training.

Products/Services Available for Export:
Vers-A-Belt Dryer/Cooler

Westbrook Greenhouse Systems Limited

Address: P.O. Box 99
270 Hunter Road
Grimsby, ON
L3M 4G1

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

Export Contact: Mr. John Bergshoeff, Manager

Marketing Profile

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 feet 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 Westbrook Greenhouse Systems Limited manufactures grow and display carts, rolling and stationary benches, heating systems, grow lights, ventilation, fogging, irrigation, cool pad 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, while others use the company's total turnkey service.

Westbrook supplies growers throughout North America and the Caribbean.

Products/Services Available for Export:

Greenhouses and Components

Westeel Division of Jannock Steel Fabrication Co.

Address: 450 Desautels Street
P.O. Box 792
Winnipeg, MAN
R3C 2N5

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

Export Contact: Mr. Harry Harms, Marketing and Engineering Manager

Marketing Profile

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 past 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 9,500 tonnes) for grain elevators 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/Services Available for Export:

Grain Storage Equipment

Westfield Industries Limited

Address: Highway 205 East
P.O. Box 39
Rosenort, MAN
R0G 1W0

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

Export Contact: Mr. Frank Plett, President

Marketing Profile

A family owned and operated business founded 41 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, dependable supply 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 sales 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/Services Available for Export:

Screw Type Grain Augers

Westward Parts Services Limited

Address: 6517 - 67 Street
Red Deer, ALTA
T4P 1A3

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

Export Contact: Mr. Gary Harris, President

Marketing Profile

Founded over 20 years ago, Westward Parts Services Ltd. manufactures a rubber apron windrow pickup model 388 (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 a 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.

Westward also manufactures a drum-type windrows pickup model 980, which is popular with farmers who grow dry edible beans.

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 hay spikes for handling round bales and a Danish style S-tine cultivator to importers and distributors.

Products/Services Available for Export:

Pickups
Windrow
Hay Spikes
S-Tine Cultivator

Wheatheart Hydrostatic and Machine

Address: 3455 Idylwyld Drive North
Saskatoon, SASK
S7L 6B5

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

Export Contact: Mr. David Quick, Secretary Director

Marketing Profile

This prairie based manufacturer is an innovator of products related to the dry land farming practices of Central North America. In the company's 12 year history they have become specialists in grain handling most intensively in the use and customizing of grain augers. In the last five years, two other products have been introduced for fencing equipment.

Much of the company's success is tied to its close association with agriculture marketers such as Federal Co-op, United Farmers of Alberta, Saskatchewan, Wheat Pool, Peavy Mart Industries and CentEx in the U.S.A.. The company's dealers are supplied by regional warehouses in all states and provinces and managed by a territory representative to each area.

At present, Wheatheart's trading areas include Saskatchewan, Manitoba, Alberta, North and South Dakota and Montana. Western Australia is a small consumer and is the only offshore market to date.

Wheatheart relies heavily on dealer level sales. To that end distributors who make a commitment to demonstrate and display products are more successful both to their own financial reward and to Wheatheart's. Present marketing strategy directs marketing attempts further south in the United States and then into Mexico. The Post Pounder, the Post Hole Auger and the Wheatheart Transfer Auger are the products most likely to succeed in the southern U.S. and Mexico.

Products/Services Available for Export:

SP Auger Transport
Wheatheart Hydrostatic Binsweep
"Heavy Hitter" Post Pounder, Wagon Type
Post Hole Auger - Bucket, Tractor Mounted
Transfer Auger (Belly Bump Grain Trailers)

Wilger Industries Limited

Address: Group Box 280, RR4
Saskatoon, SASK
S7K 3J7

Phone: 306-242-4121
Fax: 306-242-4121

Export Contact: Mr. Wilfred H. Wilger, President

Marketing Profile

Wilger Industries Ltd. was founded in 1976 to manufacture and market a new design of a tractor drawn field sprayer. Numerous progressive innovations have kept the company a leader in its field for many years. In 1985 Wilger Industries Ltd. introduced its own dual head swivel nozzle bodies for its sprayers and also began to sell these to competitive manufacturers. This component manufacturing sector grew to become the dominant part of the business and with the recent introduction of the Combo-Jet line of complete nozzle assemblies has become the exclusive manufacturing thrust of the company.

The new Combo-Jet nozzle system offers farmers a simple and unique new approach to the attachment and filtration systems of field sprayer nozzles. The ease and convenience of the new design is expected to draw many new customers.

Over the past eight years Wilger Industries Ltd. has sold its nozzle bodies to many major sprayer manufacturers including Flexi-Coil Ltd. and Bourgault Industries Ltd. in Canada and Willmar Manufacturing and Summers Manufacturing in the U.S.A.. With the introduction of the new components the company is expanding its marketing in North America and looking forward to respond to interest in its innovative products worldwide. Company personnel are capable of response and service in English, Spanish, French, Italian and German.

Products/Services Available for Export:

Agricultural Field Sprayer Nozzles and Accessories

Yeadon Fabric Structures Limited

Address: 550 Imperial Road N.
Guelph, ON
N1H 6R1

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

Export Contact: Mr. Peter Donoghue, Secretary-Treasurer

Marketing Profile

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/Services Available for Export:

Air-Supported Fabric Structures

Zeebest Plastics of Canada Inc.

Address: 12920 Yellowhead Trail
Edmonton, ALTA
T5L 3C1

Phone: 403-447-5222
Fax: 403-447-9448

Export Contact: Mr. Derek Nielsen, President

Marketing Profile

Zeebest Plastics of Canada Inc. manufactures a wide range of rotationally-moulded, FDA-approved polyethylene containers. Due to in-house mould making facilities, the company is able to continually expand its line of top quality, innovative products, which presently include: barrels, sprayer tanks, loaf, domestic and many other styles of tanks for water storage and transport, as well as custom products for special applications.

These products have been used in agriculture, construction, oilfield, and chemical industries. Zeebest Plastics is currently developing several products for landscaping, recreation and environmental use and plans to target these markets as well as various government departments, real estate, forestry, fishery and other industry sectors not yet reached.

The unique ability of polyethylene to withstand cold temperatures without cracking or breaking makes it ideal for northern climates. Its resistance to many chemicals makes it appropriate for almost any application.

Zeebest Plastics' products are currently being marketed in Western Canada, the Yukon and N.W.T. In 1992, the only exports were \$50,000 worth of products shipped to Russia. Although expanding and marketing its products in Western Canada are priorities for Zeebest Plastics, the company also recognizes opportunities for expansion into the U.S. and other foreign markets.

Products/Services Available for Export:

- Open Top Cylindrical Tanks
- Chemical Solution Retention Tanks
- Domestic Tanks
- Loaf Tanks
- Rectangular Tanks
- Sprayer Tanks
- Livestock Tanks and Feed Troughs
- RV Trailers
- Sump Tanks
- Sewage Holding Tanks
- Tote Boxes and Trays

PRODUCT INDEX

- ACREAGE COUNTERS**
VANSO ELECTRONICS LIMITED
- AIR SEEDERS**
EZEE-ON MANUFACTURING
MORRIS INDUSTRIES LIMITED
HARMON INTERNATIONAL INDUSTRIES INC.
HOLLAND EQUIPMENT
J.I. CASE
LEON-RAM ENTERPRISES INC.
RITE-WAY MANUFACTURING COMPANY
LIMITED
- AIR SEEDING DRILLS**
HARMON INTERNATIONAL INDUSTRIES INC.
MORRIS INDUSTRIES LIMITED
- AIR SEEDING SYSTEMS**
FLEXI-COIL LIMITED
- AIRCRAFT WARNING MARKERS**
G.P. FIBERGLASS LIMITED
- AMMONIA, ALGAE, AND BACTERIA CONTROL SYSTEMS**
J.F. BORAK MANUFACTURING LIMITED
- AUGER TRANSPORTS**
WHEATHEART HYDROSTATIC AND MACHINE
- AUGERS, POST HOLE HYDRAULIC**
INLAND STEEL AND FORGINGS LIMITED
- AUTOMATIC ASSEMBLY SYSTEMS**
KINGSBURY CANADA INC.
- BAFFLE LINERS (FOR REPAIR OF CEMENT SEPTIC TANKS)**
G.P. FIBERGLASS LIMITED
- BAGGING EQUIPMENT**
SULLIVAN STRONG SCOTT
- BALE HANDLERS, HYDRA-DEC**
COURTNEY BERG INDUSTRIES
- BALE TRANSPORTS**
CUSTOM BUILT AG. INDUSTRIES LIMITED
- BALE ELEVATOR**
DORSSERS INC.
- BALE FORKS**
KIRCHNER MACHINE LIMITED
- BALE RACKS**
TRENTON MACHINE TOOL INC.
- BEAN RODS**
KIRCHNER MACHINE LIMITED
- BEAN CUTTERS**
- KIRCHNER MACHINE LIMITED**
- BELT CONVEYORS**
NORD-SEN METAL INDUSTRIES LIMITED
- BELT FASTENERS**
AG BELTING INC.
- BELTING**
AG BELTING INC.
DORSSERS INC.
DURABELT INC
- BINLIFTS (FOR TRACTOR MOUNTS)**
MUNCKHOF MANUFACTURING
- BINSWEEPS**
WHEATHEART HYDROSTATIC AND MACHINE
- BOARD STUFFING (CUSTOM)**
VANSO ELECTRONICS LIMITED
- BUCKET ELEVATORS**
NORD-SEN METAL INDUSTRIES LIMITED
SULLIVAN STRONG SCOTT
- BULK MATERIAL HANDLING SYSTEMS**
DOUBLE T EQUIPMENT MANUFACTURING
LIMITED
- BULLDOZER BLADES**
DEGELMAN INDUSTRIES LIMITED
- CALF TIPPING TABLE**
RAM-BULL LIMITED
- CAMPER FOR SHORT BOX TRUCKS**
G.P. FIBERGLASS LIMITED
- CASTINGS**
GEN MANUFACTURING LIMITED
HARMON INTERNATIONAL INDUSTRIES INC.
- CATTLE CHUKS**
COURTNEY BERG INDUSTRIES
- CATTLE SQUEEZES**
TRENTON MACHINE TOOL INC.
- CHAFF & STRAW SPREADER**
DUTCH INDUSTRIES LIMITED
REM MANUFACTURING LIMITED
- CHERRY PICKERS**
ROTHEISLER EQUIPMENT LIMITED
- CHISEL PLOUGHS**
EDWARDS GRAIN GUARD
FLEXI-COIL LIMITED
J.I. CASE
LEON-RAM ENTERPRISES INC.
RITE WAY MANUFACTURING COMPANY LTD.

CHISELS, SPIKES, FURROWERS RALPH MCKAY (CANADA) LIMITED	CUSTOM INJECTION MOULDING COMPONENTS FOR AGRICULTURAL EQUIPMENT MELET PLASTICS INC.
CISTERNS, BURIAL AND ABOVE-GROUND G.P. FIBERGLASS LIMITED	CYLINDERS, HYDRAULIC NORD-SEN METAL INDUSTRIES LIMITED
CLEANING MACHINE, FRUIT AND VEGETABLE HILL AGRA SALES	CYLINDERS, TELESCOPIC NORD-SEN METAL INDUSTRIES LIMITED
COIL SPRINGS REM MANUFACTURING LIMITED	DEEP TILLAGE CULTIVATORS EZEE-ON MANUFACTURING FLEXI-COIL LIMITED J.I. CASE LEON-RAM ENTERPRISES INC. MORRIS INDUSTRIES LIMITED VAN EYL FARM SUPPLY
COMBINE PICKUP TEETH, NYLON AG BELTING INC.	DISCS EZEE-ON MANUFACTURING J.I. CASE
COMBINE HEADERS HONEY BEE MANUFACTURING LIMITED MACDON INDUSTRIES LIMITED	DOORS, INSULATED SLIDING (BARN DOORS) HANOVER DOOR SYSTEMS INC.
COMBINE HEADER ATTACHMENT - VORTEX REEL KEHO ALTA PRODUCTS LIMITED	DOORS, INSULATED SECTIONAL (POTATO STORAGE) OVERHEAD HANOVER DOOR SYSTEMS INC.
COMBINE TRANSPORTS CUSTOM BUILT AG. INDUSTRIES LIMITED	DOORS, INSULATED SECTIONAL HOG BARN LOADING HANOVER DOOR SYSTEMS INC.
COMPOST TURNERS DOUBLE T EQUIPMENT MANUFACTURING LIMITED	DOORS, INSULATED SECTIONAL OVERHEAD HANOVER DOOR SYSTEMS INC.
CONTROLS, AGRICULTURAL EQUIPMENT VANSCO ELECTRONICS LIMITED	DOUBLE DISC PRESS DRILLS MORRIS INDUSTRIES LIMITED
CONVEYOR ROLLERS ATOM-JET INDUSTRIES LIMITED	DRAWBARS, HARROWS DEGELMAN INDUSTRIES LIMITED
CONVEYORS NORD-SEN METAL INDUSTRIES LIMITED SULLIVAN STRONG SCOTT	DRILL FILL AUGERS BRANDT INDUSTRIES LIMITED
CORRAL PANELS AND GATES REA'S WELDING AND STEEL SUPPLIES LIMITED	DRILL SHOES, COULTERS AND DISC BLADES RALPH MCKAY (CANADA) LIMITED
CROP PROTECTION MACHINERY BELINE MANUFACTURING CO. LIMITED	DRILLING, MILLING, TAPPING MACHINES KINGSBURY CANADA INC.
CULTIVATORS AND WEEDERS ELMER'S WELDING MANUFACTURING LIMITED FLEXI-COIL LIMITED J.I. CASE KONGSKILDE LIMITED LEON-RAM ENTERPRISES INC. MORRIS INDUSTRIES LIMITED RITE WAY MANUFACTURING COMPANY LIMITED VAN EYL FARM SUPPLY	DRYER/COOLER WAL DOR INDUSTRIES LIMITED
CUSTOM ELECTRONIC AND ELECTRO-MECHANICAL ASSEMBLIES VANSCO ELECTRONICS LIMITED	DUCTILE IRON CASTING MONARCH INDUSTRIES LIMITED
CUSTOM MOULD MAKING (ROTATIONAL MOULDS) SPRAY TECH SYSTEMS	DUST CONTROL CYCLONES NORTHLAND SUPERIOR SUPPLY COMPANY LIMITED
	ELECTRIC FENCE ENERGIZERS FOR ELECTRIC FENCES PHASON

EXCAVATORS

LES EQUIPMENTS HARDY INC.

FARM TRACTOR ACCESSORIES

LES EQUIPMENTS HARDY INC.

FARM BUILDINGS

BEHLEN INDUSTRIES

FEEDER PANELS

REA'S WELDING & STEEL SUPPLIES LIMITED

FEEDMILL EQUIPMENT

SULLIVAN STRONG SCOTT

FERTILIZER SPREADERSBELINE MANUFACTURING CO. LIMITED
GREEN DROP EQUIPMENT LIMITED
RITE WAY MANUFACTURING COMPANY
LIMITED
BELINE MANUFACTURING CO. LIMITED
VALMAR AIRFLO INC.**FERTILIZER BANDING KNIVES**CANADIAN TOOL AND DIE LIMITED
FARM LAND SPECIALTY PRODUCTS**FERTILIZER BLENDING AND STORAGE SYSTEMS**DOUBLE T EQUIPMENT MANUFACTURING
LIMITED**FIELD PACKING EQUIPMENT**

HARMON INTERNATIONAL INDUSTRIES INC.

FILTER CLEANING SYSTEM (INDUSTRIAL)

PARKLAND PLASTIC MANUFACTURING

FILTERS, AIR POLLUTIONNORTHLAND SUPERIOR SUPPLY COMPANY
LIMITED**FINISHING MOWERS**

JOHN BUHLER INC.

FLATDECKS

ROYAL TRAILER (NEW) LIMITED

FORAGE HARVESTING EQUIPMENTFARMCO INTERNATIONAL LTD
MACDON INDUSTRIES LIMITED
TY-CROP MANUFACTURING LIMITED**FOREST FIRE TOWER OBSERVATION CUPOLA**

G.P. FIBERGLASS LIMITED

FORKLIFT, ROUGH TERRAIN

SELICK EQUIPMENT LIMITED

FORKS, TRACTOR, FOR HAY MOVINGREA'S WELDING AND STEEL SUPPLIES
LIMITED**FRONT-END LOADERS (TRACTOR MOUNTED)**

JOHN BUHLER INC.

FUEL TANK VENTS AND CAPS

BAY BRONZE INDUSTRIES

FUEL NOZZLES, FARM AND BULK SERVICE

BAY BRONZE INDUSTRIES

GARBAGE CONTAINERS (FRONT, REAR, SIDE LOADS)COMMERCIAL INDUSTRIAL
MANUFACTURING LIMITED**GARBAGE BAG HOLDER**

EDWARDS GRAIN GUARD

GATES, HEADREA'S WELDING AND STEEL SUPPLIES
LIMITED**GERMINATION APPLIANCES**

CONTROLLED ENVIRONMENTS LIMITED

GRAIN AND SEED SEPARATORSCARTER DAY INDUSTRIES (CANADA)
LIMITED
KIPP KELLY
KONGSKILDE LIMITED**GRAIN AUGERS**JOHN BUHLER INC.
WESTFIELD INDUSTRIES LIMITED**GRAIN BIN STORAGE SYSTEM**

FELL-FAB PRODUCTS

GRAIN BODIES

COURTNEY BERG INDUSTRIES

GRAIN BOXESCOMMERCIAL INDUSTRIAL
MANUFACTURING LIMITED
CANCADE COMPANY LIMITED**GRAIN CLEANING EQUIPMENT**CANTEC INDUSTRIAL TECHNOLOGIES
KONGSKILDE LIMITED
NORTHLAND SUPERIOR SUPPLY COMPANY
LIMITED
SULLIVAN STRONG SCOTT**GRAIN DRILLS**FLEXI-COIL LIMITED
J.I. CASE
HOLLAND EQUIPMENT
RITE-WAY MANUFACTURING COMPANY
LIMITED**GRAIN DRYING EQUIPMENT**CANTEC INDUSTRIAL TECHNOLOGIES
DANTEC ELECTRONICS LIMITED
DORSSERS INC.
EDWARDS GRAIN GUARD
GOLDEN GRAIN INC.
JOHN BUHLER INC.
KEHO ALTA PRODUCTS LIMITED
SASS MANUFACTURING CO. LIMITED
VANSCO ELECTRONICS LIMITED

GRAIN HANDLING EQUIPMENT
 CANTEC INDUSTRIAL TECHNOLOGIES
 FLEXAHOPPER PLASTICS LIMITED
 KIPP KELLY
 SULLIVAN STRONG SCOTT

GRAIN LOADERS AND ELEVATORS
 DORSSERS INC.
 F.W. SAWAZKY (WESTERN) LIMITED
 JOHN BUHLER INC.
 KONGSKILDE LIMITED

GRAIN ON-LINE MOISTURE SENSOR
 DANTEC ELECTRONICS LIMITED

GRAIN RECEIVING AND SHIPPING FACILITIES
 F.W. SAWARTZKY (WESTERN) LIMITED

GRAIN SCALPERATORS
 NORTHLAND SUPERIOR SUPPLY COMPANY
 LIMITED

GRAIN SCREENERS
 JOHN BUHLER INC.

GRAIN STORAGE TANKS/EQUIPMENT
 BEHLEN INDUSTRIES
 DORSSERS INC.
 F.W. SAWAZKY (WESTERN) LIMITED
 GOLDEN GRAIN INC.
 SASS MANUFACTURING CO. LIMITED
 WESTEEL DIV. OF JANNOCK STEEL FABR. CO.

GRAIN TRAILERS, HOPPER BOTTOM AND END DUMP
 CANCADE COMPANY LIMITED

GRAIN VACUUMS
 REM MANUFACTURING LIMITED
 SCHUH DISTRIBUTORS

GRANULAR HERBICIDE APPLICATORS
 MORRIS INDUSTRIES LIMITED

GRANULAR CHEMICALS APPLICATORS
 BELINE MANUFACTURING CO. LIMITED

GRAPE GROWING EQUIPMENT
 MUNCKHOF MANUFACTURING

GRAVEL BODIES
 COURTNEY BERG INDUSTRIES

GREENHOUSE COMPUTERS AND CLIMATE CONTROL SYSTEMS
 CANADIAN HYDROGARDENS LIMITED

GREENHOUSE STRUCTURES AND ACCESSORIES
 CANADIAN HYDROGARDENS LIMITED
 WESTBROOK GREENHOUSE SYSTEMS
 LIMITED

HARROW BARS
 MORRIS INDUSTRIES LIMITED
 DEGELMAN INDUSTRIES LIMITED

HARROWS, SCARIFIERS, HOES
 EZEE-ON MANUFACTURING
 HOLLAND EQUIPMENT LIMITED
 J.I. CASE
 KONGSKILDE LIMITED
 LEON-RAM ENTERPRISES INC.
 REM MANUFACTURING LIMITED
 RITE WAY MANUFACTURING COMPANY
 LIMITED

HARVESTING EQUIPMENT, FRUIT AND OTHER VEGETABLE
 HILL AGRA SALES

HAY FEEDERS, NON-MECHANIZED
 H. KUNTZ MANUFACTURING INC.
 REA'S WELDING AND STEEL SUPPLIES
 LIMITED

HAY CRIMPERS
 MACDON INDUSTRIES LIMITED

HAY SPIKES
 WESTWARD PARTS SERVICES LIMITED

HAYHIKERS (LARGE BALE PICKER AND CARRIER)
 MORRIS INDUSTRIES LIMITED

HAYING MACHINES
 KUELKER'S MANUFACTURING LIMITED
 MACDON INDUSTRIES LIMITED

HEADER TRANSPORT TRAILERS
 CUSTOM BUILT AG. INDUSTRIES LIMITED
 ELMER'S WELDING MANUFACTURING
 LIMITED

HEADFILLING MACHINES
 DOUBLE T EQUIPMENT MANUFACTURING
 LIMITED

HERBICIDE HANDLING EQUIPMENT, BULK GRANULAR
 VALMAR AIRFLO INC.

HITCHES
 CANADIAN TOOL AND DIE LIMITED

HOE DRILLS
 EDWARDS GRAIN GUARD
 MORRIS INDUSTRIES LIMITED

HOISTS
 COURTNEY BERG INDUSTRIES

HOPPER BOTTOMS
 COMMERCIAL INDUSTRIAL
 MANUFACTURING LIMITED

HOSE COUPLERS/ADAPTERS, CAM AND GROVE
 BAY BRONZE INDUSTRIES

HOSE SWIVELS
 BAY BRONZE INDUSTRIES

HYDRAULIC HOISTS

CANCADE COMPANY LIMITED
NORD-SEN METAL INDUSTRIES LIMITED

HYDRAULIC CYLINDERS

CANADIAN TOOL AND DIE LIMITED
COURTNEY BERG INDUSTRIES
LEON-RAM ENTERPRISES INC.
MONARCH INDUSTRIES LIMITED

IDENTIFICATION EQUIPMENT

KETCHUM MANUFACTURING SALES LIMITED

IRON CASTING, GREY, DUCTILE (NODULAR) AND HIGH CHROME

CANADIAN TOOL AND DIE LIMITED
MONARCH INDUSTRIES LIMITED

IRRIGATION SYSTEMS

MUNCKHOF MANUFACTURING

JACKS, ELECTRIC, PALLET

CANADIAN TOOL AND DIE LIMITED

LAND SCRAPERS

DEGELMAN INDUSTRIES LIMITED

LAND ROLLERS

DIKA INDUSTRIES LIMITED

LAND LEVELERS

DEGELMAN INDUSTRIES LIMITED
LEON-RAM ENTERPRISES INC.

LEAF SPRINGS

STANDEN'S LIMITED

LIQUID BLADDERS FOR TRANSPORTATION AND STORAGE OF FLUIDS

FELL-FAB PRODUCTS

LIQUID FERTILIZERS

GREEN DROP EQUIPMENT LIMITED

LIVESTOCK HANDLING EQUIPMENT

REA'S WELDING & STEEL SUPPLIES LIMITED
HI-QUAL MANUFACTURING LIMITED
HI-HOG FARM & RANCH EQUIPMENT LIMITED
J.K. REID MANUFACTURING & SALES LIMITED

LIVESTOCK WATERING EQUIPMENT

EDWARDS GRAIN GUARD
S.P.I.

LOADERS, ATTACHMENTS FOR TRACTORS

EZEE-ON MANUFACTURING
H. KUNTZ MANUFACTURING INC.
J.I. CASE
JOHN DEERE WELLAND WORKS OF JOHN DEERE
LEON-RAM ENTERPRISES INC.
LES EQUIPMENTS HARDY INC.
LOEWEN WELDING & MFG LIMITED

LOG SPLITTERS

TRENTON MACHINE TOOL INC.

MAINTAINER

REM MANUFACTURING LIMITED

MANURE SPREADERS, LIQUID/TANK/BOX TYPE

FARMCO INTERNATIONAL LTD
GIBSON WELDING
HUSKY FARM EQUIPMENT LIMITED
JOHN DEERE WELLAND WORKS OF JOHN DEERE
LOEWEN WELDING & MFG LIMITED
TY-CROP MANUFACTURING LIMITED

MANURE CARRIERS

TY-CROP MANUFACTURING LIMITED

MANURE PUMPS

HUSKY FARM EQUIPMENT LIMITED

METAL CUTTING SYSTEMS

KINGSBURY CANADA INC.

MIXERS

LOEWEN WELDING & MFG LIMITED
TRADERS TEC-SYSTEMS CONTROLS LIMITED
SULLIVAN STRONG SCOTT

MOBILE FAN SYSTEMS

SELICK EQUIPMENT LIMITED

MOISTURE SENSORS, GRAIN, ON-LINE

DANTEC ELECTRONICS LIMITED

MONITORS

BELINE MANUFACTURING CO. LIMITED
FIELD TECHNOLOGIES (1989) LIMITED
HALROSS INSTRUMENT CORP.
VANSO ELECTRONICS LIMITED

MOULDBOARD PLOUGHS

J.I. CASE
KONGSKILDE LIMITED
MORRIS INDUSTRIES LIMITED

MOULDS FOR ROTATIONAL MOULDING

PLASTIC ROTATIONAL KONTAINERS LIMITED

MOUNTED TINE HARROWS

DEGELMAN INDUSTRIES LIMITED
MORRIS INDUSTRIES LIMITED

MOWER CONDITIONERS

MACDON INDUSTRIES LIMITED

MUSHROOM GROWING SYSTEMS AND EQUIPMENT

DOUBLE T EQUIPMENT MANUFACTURING LIMITED

OPEN TOP CYLINDRICAL TANKS

ZEEBEST PLASTICS OF CANADA INC.

P.C.B. COVERS

G.P. FIBERGLASS LIMITED

PALLETIZED SYSTEMS, NON-SYNCHRONOUS
 KINGSBURY CANADA INC.

PARTS CLEANER (INDUSTRIAL)
 PARKLAND PLASTIC MANUFACTURING

PENNING SYSTEMS
 FAROEX LIMITED

PEAT MOSS PRODUCTION EQUIPMENT
 TARDIF ET FRERE

PESTICIDE APPLICATORS, PNEUMATIC GRANULAR
 VALMAR AIRFLO INC.

PICKUPS
 WESTWARD PARTS SERVICES LIMITED

PITCHERS
 KIRCHNER MACHINE LIMITED

PLASTIC MOULDING
 MELET PLASTICS INC.

POLISHING MACHINE, FRUIT AND VEGETABLE
 HILL AGRA SALES

POST HOLE AUGER - BUCKET, TRACTOR MOUNTED
 WHEATHEART HYDROSTATIC AND MACHINE

POST DRIVERS
 EZEE-ON MANUFACTURING
 WHEATHEART HYDROSTATIC AND MACHINE

POWER UNIT, ROAD/RAIL
 BRANDT INDUSTRIES LIMITED

PRE-WET MACHINES
 DOUBLE T EQUIPMENT MANUFACTURING
 LIMITED

**PUMPING SYSTEMS (IRRIGATION),
 SOLAR/WIND/D.C.-POWERED**
 CANADIAN AGTECHNOLOGY PARTNERS INC.
 DUTCH INDUSTRIES LIMITED
 MONARCH INDUSTRIES LIMITED
 SCHUH DISTRIBUTORS

PUMPS, CHEMICAL TRANSFER
 MONARCH INDUSTRIES LIMITED

RABBIT EQUIPMENT
 J.F. BORAK MANUFACTURING LIMITED

**RADIATOR CORE ASSEMBLY MACHINES,
 AUTOMATIC**
 KINGSBURY CANADA INC.

RAIL CAR PROGRESSIONERS
 NORD-SEN METAL INDUSTRIES LIMITED

REAR BLADES
 JOHN DEERE WELLAND WORKS OF JOHN
 DEERE

RESEARCH EQUIPMENT
 ROGERS INNOVATIVE INC.

ROCK PICKERS
 DEGELMAN INDUSTRIES LIMITED
 HARMON INTERNATIONAL INDUSTRIES INC.
 HAUSER'S MACHINERY LIMITED
 LEON-RAM ENTERPRISES INC.
 RITE WAY MANUFACTURING COMPANY
 LIMITED
 SCHULTE INDUSTRIES LIMITED

ROCK DIGGERS
 DEGELMAN INDUSTRIES LIMITED

ROCK RAKES
 DEGELMAN INDUSTRIES LIMITED

ROD-WEEDERS
 EDWARDS GRAIN GUARD
 LEON-RAM ENTERPRISES INC.
 MORRIS INDUSTRIES LIMITED

ROD-WEEDER ATTACHMENTS
 HONEY BEE MANUFACTURING LIMITED

**ROLLER SCRAPERS FOR POTATO HARVESTING
 MACHINES**
 ATOM-JET INDUSTRIES LIMITED

ROLLERMILLS, HAMMERMILLS
 JOHN BUHLER INC.

ROTARY CUTTERS
 JOHN DEERE WELLAND WORKS OF JOHN
 DEERE
 SCHULTE INDUSTRIES LIMITED

ROTARY HARROWS
 BRANDT INDUSTRIES LIMITED

ROTARY TILLERS
 JOHN BUHLER INC.

ROTARY INDEX MACHINES
 KINGSBURY CANADA INC.

**ROTATIONAL MOULDING EQUIPMENT, OPEN FLAME
 PLASTIC ROTATIONAL KONTAINERS LIMITED**

ROUND BALE TRANSPORTERS
 HAUSER'S MACHINERY LIMITED

ROW CROP SPRAYERS
 KIRCHNER MACHINE LIMITED

ROW CROP CULTIVATORS
 KIRCHNER MACHINE LIMITED

S-TINE CULTIVATORS
 WESTWARD PARTS SERVICES LIMITED

SCRAPERS
 ATOM-JET INDUSTRIES LIMITED

KIRCHNER MACHINE LIMITED
LEON-RAM ENTERPRISES INC.
LOEWEN WELDING & MFG LIMITED

SCREENING MACHINES

SULLIVAN STRONG SCOTT

SEED BOOTS

FARM LAND SPECIALTY PRODUCTS

SEED CLEANERS

NORTHLAND SUPERIOR SUPPLY COMPANY
LIMITED

SEEDER OPENERS

ATOM-JET INDUSTRIES LIMITED

SEEDING AND SORTING EQUIPMENT

BELINE MANUFACTURING CO. LIMITED
MUNCKHOF MANUFACTURING
SAGAL BROS. SALES LIMITED

SELF-UNLOADING BOXES

TY-CROP MANUFACTURING LIMITED

SEWAGE SEPTIC & HOLDING TANKS

G.P. FIBERGLASS LIMITED

SHANKS/POINTS/FURROWERS, CULTIVATOR

STANDEN'S LIMITED

SHOVELS, CULTIVATOR

RALPH MCKAY (CANADA) LIMITED

SIDE ARM FIELD MARKER

HAUKAAS MANUFACTURING LIMITED

SILEAGE CONVEYANCE SYSTEMS

KUELKER'S MANUFACTURING LIMITED

SKID STEER LOADERS

LEON-RAM ENTERPRISES INC.

SLEIGH, AGRICULTURAL

PARKLAND PLASTIC MANUFACTURING

SLURRY BLADES

DEGELMAN INDUSTRIES LIMITED

SNOWBLOWERS

INLAND STEEL AND FORGINGS LIMITED
SCHULTE INDUSTRIES LIMITED
VAN EYL FARM SUPPLY

SOIL PACKERS AND LAND ROLLERS

DUTCH INDUSTRIES LIMITED
ERIE INDUSTRIES (1987) INC.
FLEXI-COIL LIMITED
GIBSON WELDING
LOEWEN WELDING & MFG LIMITED
RITE WAY MANUFACTURING COMPANY
LIMITED
VAN EYL FARM SUPPLY

SOWER FERTILIZER COMBINATIONS

DUTCH INDUSTRIES LIMITED

SPECIAL PURPOSE MACHINERY

KINGSBURY CANADA INC.

SPRAYER NOZZLES AND ACCESSORIES, FIELD

WILGER INDUSTRIES LIMITED

SPRAYERS AND ATTACHMENTS

AG SHIELD MANUFACTURING
AUSTRALIAN CANADIAN AGRICULTURAL
MACH.
BELINE MANUFACTURING CO. LIMITED
BRANDT INDUSTRIES LIMITED
ELMER'S WELDING MANUFACTURING
LIMITED
FLEXI-COIL LIMITED
HARMON INTERNATIONAL INDUSTRIES INC.
M.K. RITTENHOUSE & SONS LIMITED
MUNCKHOF MANUFACTURING
PENNER DISTRIBUTING INC.
RITE WAY MANUFACTURING COMPANY
LIMITED
ROGERS INNOVATIVE INC.
SPRAY TECH SYSTEMS

SPREADERS, FERTILIZER, NON-ORGANIC

ERIE INDUSTRIES (1987) INC.

SPRINGS, TYNES

COMMERCIAL INDUSTRIAL
MANUFACTURING LIMITED

STAMPED AND MACHINED PARTS

CANADIAN TOOL AND DIE LIMITED

STORAGE EQUIPMENT

CANTEC INDUSTRIAL TECHNOLOGIES

STRUCTURES, AIR-SUPPORTED FABRIC

YEADON FABRIC STRUCTURES LIMITED

SUBSOILERS

LOEWEN WELDING & MFG LIMITED

SUPER HUT (CALVES)

PARKLAND PLASTIC MANUFACTURING

SWATH FLUFFERS

KIRCHNER MACHINE LIMITED

SWATHER SIDE DRAFT KIT

HAUKAAS MANUFACTURING LIMITED

SWATHERS AND WINDROWERS

DON MAR MANUFACTURING LIMITED
HONEY BEE MANUFACTURING LIMITED
MACDON INDUSTRIES LIMITED

SWING AWAY AUGERS

BRANDT INDUSTRIES LIMITED

TANDEM DISCS

MORRIS INDUSTRIES LIMITED

TANKS, LOAF
ZEEBEST PLASTICS OF CANADA INC.

TANKS, RECTANGULAR
ZEEBEST PLASTICS OF CANADA INC.

TANKS, SUMP
ZEEBEST PLASTICS OF CANADA INC.

TANKS, SEWAGE HOLDING
ZEEBEST PLASTICS OF CANADA INC.

TANKS, LIVESTOCK AND FEED TROUGHS
ZEEBEST PLASTICS OF CANADA INC.

TANKS, CHEMICAL SOLUTION RETENTION
ZEEBEST PLASTICS OF CANADA INC.

TANKS, DOMESTIC
ZEEBEST PLASTICS OF CANADA INC.

TANKS, SPRAYER
ZEEBEST PLASTICS OF CANADA INC.

TENDORS, TRACK-MOUNTED, SEEDS AND
FERTILIZERS TRANSPORTATION
BELINE MANUFACTURING CO. LIMITED

TESTING EQUIPMENT
HALROSS INSTRUMENT CORP.

TILLAGE EQUIPMENT
ELMER'S WELDING MANUFACTURING
LIMITED
HARMON INTERNATIONAL INDUSTRIES INC.

TOBACCO HARVESTING MACHINERY
G&C BECHARD SALES AND SERVICES
LIMITED

TOTE BOXES AND TRAYS
ZEEBEST PLASTICS OF CANADA INC.

TRAILERS, ALL TYPES
CUSTOM BUILT AG. INDUSTRIES LIMITED
ROYAL TRAILER (NEW) LIMITED
TRENTON MACHINE TOOL INC.
VAN EYL FARM SUPPLY
ZEEBEST PLASTICS OF CANADA INC.

TRANSFER SYSTEMS (INLINE AND ROTARY)
KINGSBURY CANADA INC.

TRANSFER AUGERS (BELLY BUMP GRAIN TRAILERS)
WHEATHEART HYDROSTATIC AND MACHINE

TRANSFORMER BASES AND EXTENSIONS
G.P. FIBERGLASS LIMITED

TRANSPORT AUGERS
BRANDT INDUSTRIES LIMITED

TREE MOVERS
BELINE MANUFACTURING CO. LIMITED

TREE WEEDERS
BELINE MANUFACTURING CO. LIMITED
HARMON INTERNATIONAL INDUSTRIES INC.

TUBULAR WRAPPER
TARDIF ET FRERE INC.

TUNNEL COMPOSTING SYSTEMS
DOUBLE T EQUIPMENT MANUFACTURING
LIMITED

TURF EQUIPMENT
ROGERS INNOVATIVE INC.

TURN SIGNAL FLASHERS
VANSCO ELECTRONICS LIMITED

TINE HARROWS
INLAND STEEL AND FORGINGS LIMITED

UTILITY CEMENT MIXERS
MONARCH INDUSTRIES LIMITED

UTILITY AUGERS
BRANDT INDUSTRIES LIMITED

UTILITY SPADES
REM MANUFACTURING LIMITED

UTILITY TRAILERS
VAN EYL FARM SUPPLY

UTILITY VEHICLES
JOHN DEERE WELLAND WORKS OF JOHN
DEERE

VACUUM AIR RELIEF VALVES
BAY BRONZE INDUSTRIES

VENTILATION AND HEATING CONTROL SYSTEMS
CONSERVATION ENERGY SYSTEMS
DEL-AIR SYSTEMS LIMITED
DOUBLE T EQUIPMENT MANUFACTURING
LIMITED
PHASON

VERTICAL TURNING CENTRES (SINGLE AND TWIN
SPINDLE)
KINGSBURY CANADA INC.

WAGON GEAR
JOHN DEERE WELLAND WORKS OF JOHN
DEERE

WAGONS, ALL TYPES
H. KUNTZ MANUFACTURING INC.
INLAND STEEL AND FORGINGS LIMITED
TRENTON MACHINE TOOL INC.

WATER HAULING TANKS
G.P. FIBERGLASS LIMITED

WATER FOUNTAIN FOR POULTRY
H. KUNTZ MANUFACTURING INC.

WATERING BOWL, ENERGY EFFICIENT (LIVESTOCK)
PARKLAND PLASTIC MANUFACTURING

WEATHER INSTRUMENT BOXES
G.P. FIBERGLASS LIMITED

WEEDERS
ELMER'S WELDING MANUFACTURING
LIMITED
FLEXI-COIL LIMITED
J.I. CASE
KONGSKILDE LIMITED
LEON-RAM ENTERPRISES INC.
RITE-WAY MANUFACUTRING COMPANY
LIMITED

WEIGH SCALES
LOEWEN WELDING & MFG LIMITED
TRENTON MACHINE TOOL INC.

WELL CAPS
G.P. FIBERGLASS LIMITED

WELL CASING, CORRUGATED
G.P. FIBERGLASS LIMITED

WHEELS, HUBS AND SPINDLES, AGRICULTURAL
CANADIAN TOOL AND DIE LIMITED

**WIND-SCREEN KIT FOR INSTALLING ON EXISTING
SPRAYERS**
SPRAY TECH SYSTEMS

WINDROW TURNER
DOUBLE T EQUIPMENT MANUFACTURING
LIMITED

WINDROWS AND HAY CONDITIONERS
MACDON INDUSTRIES LIMITED
WESTWARD PARTS SERVICES LIMITED

WIREFORM
REM MANUFACTURING LIMITED

WIRF HARNESES (CUSTOM)
VANSCO ELECTRONICS LIMITED

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