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Directory of Canadian Exporters of Food Processing Equipment

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Sectoral Liaison Secretariat
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March 1994

SECTORAL LIAISON SECRETARIAT (TOS)

MISSION STATEMENT

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

This directory was prepared in cooperation with Industry Canada

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Dept. of External Affairs
Min. des Affaires extérieures

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FOREWORD

The food processing and beverage industry is one of Canada's largest manufacturing industries, with reported annual shipments in excess of \$40 billion. Although primarily oriented to the domestic market, the industry has developed billion dollar export markets in the fish and meat sectors. Firms in the industry range from large multinational world leaders to small, more specialized companies.

Although growth in overall Canadian demand for food and beverage products tends to be modest, changes in demographics, work force shifts, new family structures and varying lifestyles are creating new challenges and opportunities for Canada's food processors. A trend to higher value-added products has been established. With time for grocery shopping and food preparation often at a premium, the home consumer is demanding products that not only taste good but add shelf life, offer a fresh image, and shorten cooking time. With the food service sector (hotels, restaurants and institutions) accounting for nearly 40 per cent of Canadian consumers' food expenditures (as compared with 18 per cent twenty-five years ago), food processors are actively pursuing opportunities to develop and market unique, portion-controlled, high quality, convenient-to-cook products that eliminate the need for highly trained cooks and chefs.

The introduction of these innovative products has often required food processors to acquire special equipment. Heightened interest in the North American food market has also stimulated capital spending in Canada by globally oriented companies wanting to position themselves for the Free Trade Agreement market and to diversify their sources of raw material. As a result, recent annual expenditures on machinery by Canada's food processing and beverage industry have been estimated at over a billion dollars.

Canada's food processing equipment industry has benefited from the growth in investment spending by Canada's food and beverage processors. Nevertheless, the industry remains highly oriented to export markets, export sales averaging 66 per cent of shipments. Recognition has been growing among machinery manufacturers of the need to specialize and to pursue on an international basis the opportunities to meet the specific needs of particular market segments. As a result, small to medium-sized firms account for 70 per cent of the industry's exports.

Canadian export capability lies in selective types of standard and custom-made machines aimed at niche markets. Areas of particularly strong capability include bakery equipment (ranging from pizza ovens to complete mobile bakeries for military field camps) and meat and poultry processing equipment (including such specialty machinery as smoke houses, meat cutting bandsaws and continuous sausage processing systems). In their specialty markets, Canadian products have gained wide international acceptance. They often feature distinct design advantages, carry out unique functions or serve very particular user needs, while offering good quality and a competitive price. A significant advantage of Canadian firms is their ability to respond quickly to changing market demands. Their flexibility and wealth of experience in providing custom-engineered products for particular applications has greatly contributed to their success at home and in international markets. Much of this experience has been accumulated by addressing the demanding requirements of food processors located in the United States. Bakery equipment sales have been developed on a wider international scale.

With strong links with customers located throughout North America, Canadian firms are well-attuned to the development of new food processing technologies involving, for example, ultrafiltration, gamma irradiation, micro-electronics, microwaveable food containers, and biotechnology. They are in a position to make an important contribution to the efforts of food processors everywhere to respond to changing consumer tastes, improve their productivity and attain higher quality and sanitary standards.

Abco Industries Limited

Address: P.O. Box 1120
Lunenburg, N.S.
B0J 2C0

Phone: 902-634-8821
Fax: 902-634-8583

Export Contact: Mr. Alec W. Gingell, Marketing Manager

Marketing Profile

Founded over 40 years ago, ABCO Industries Limited is a leading designer and manufacturer of fish and vegetable processing equipment for customers throughout the world. The company specializes in the design and construction of complete fish processing and handling systems, including processing area layouts in both new and existing facilities.

It also designs and manufactures a wide range of highly energy-efficient vegetable and french fry blanching systems. These machines are not only extremely cost effective in terms of capital cost recovery, but also show significant improvement in the retention of colour, nutrients and solids in processed vegetables.

ABCO Industries Limited offers technical assistance in start-up and after-sales service, plus in-house design capability using CAD systems.

The company is now exporting to Europe, Australasia and the United States, through a network of sales agents who are well connected to the fish and vegetable processing industries

The company is seeking to expand its coverage of the European market and other regions of the world.

Products/Services Available for Export:

Fruit Processing Equipment
Nut Processing Equipment
Vegetable Processing Equipment
Fish Processing Equipment
Rice Processing Equipment

Bedarco McGruer Inc.

Address: 5745 Place Turcot
Montreal, QUE, H4C 1W1

Phone: 514-933-7551

Fax: 514-932-2942

Export Contact: Mr. Wayne Bedard, Sales Manager

Marketing Profile

Founded over thirty years ago, Bedarco McGruer is a leading Canadian manufacturer of custom metal fabricated equipment. Based in Montreal, Quebec, the company manufactures a wide range of equipment for the major process industries. The company has a track record of performance and experience giving it a solid, well-established reputation with major multinational companies.

Typically, Bedarco McGruer's custom fabricated equipment includes pressure vessels, heat exchangers, process and storage tanks, process columns and evaporators. In addition, they offer specialized fabrication in sheet metal and also manufacture sanitary drums and aluminum pallets for the food and pharmaceutical industries. All work is customized to suit the application and process design requirements. The company has recently manufactured equipment for such companies as Cassco, Hiram Walker, Glaxo, Gillette, Health and Welfare Canada, and Pfizer, amongst others. The company often works as a subcontractor to the main consultant for the client but more often works for the client directly. Its technical staff is highly skilled in working with clients to assess their needs and requirements. The company is certified and approved to all major national codes including ASME, CWB, and CSA standards for quality control. ISO 9002 certification is in progress.

Presently, Bedarco McGruer is seeking to expand its export activities in the Middle East, Pacific Rim, and U.S. markets through joint ventures and/or licensing agreements with process engineering companies seeking a highly qualified metal fabricator to manufacture their process equipment.

Products/Services Available for Export:

| | |
|-------------------------------|-----------------------|
| Pressure Vessels | Alluminum Pellets |
| Heat Exchangers | Evaporators |
| Process Towers/Columns | Condensers |
| Tanks | Stainless Steel Drums |
| Storage Tanks (A.P.I.) | |
| Process Tanks | |
| Specialized Alloy Fabrication | |
| Silos | |

Bevco

Address: 9354 - 194th Street
Surrey, B.C.
V4N 4F9

Phone: 604-888-1455
Fax: 604-888-2887

Export Contact: Mr. T. O'Brien, Sales Manager

Marketing Profile

Founded in 1980, Bevco is a leading Canadian designer and manufacturer of conveyor systems and integrated equipment for the food and beverage industry.

Bevco specializes in stainless steel construction materials and it produces conveyor systems, gripper rinsers, elevator/lowerators, accumulation tables, zero pressure combiners, warmers/coolers/pasteurizers and bulk depalletizers for containers.

Bevco uses the latest in CAD technology and its engineering department is fully conversant in food/beverage product line technology. This enables Bevco to custom design its equipment to suit clients' specific applications.

In the last seven years Bevco has witnessed a steady growth in export sales with equipment and systems installed in the U.S.A., Australia, China, Ireland and Russia.

Customer satisfaction is the company's primary business mission, demonstrated by its equipment and systems quality and one year or 2000 hour service performance guarantee. Bevco has established a toll-free number 1-800-663-0090, which enables its clients direct access to the sales, service, and engineering departments for prompt action on their requests.

At present, Bevco is seeking to further develop its market potential in the U.S.A. Mexico and other Pacific Rim countries. They are interested in agents or distributors who are committed to selling quality products with a strong commitment to after-sales service.

Products/Services Available for Export:

Stainless Steel Table Top Conveyors
Gripper Type Container Rinsers
Gripper Type Lowerator/Elevator
Bottle/Can Single Fillers (Combiners)

Accumulation Tables
Warmer/Cooler/Pasteurizers
Bulk Depalletizer for Containers

Bloemhof Industries

Address: 12755 - 64th Street
Edmonton, ALTA
T5A 0X5

Phone: 403-476-2131

Fax: 403-476-7813

Export Contact: Mr. B. Bloemhof, General Manager, Sales

Marketing Profile

Bloemhof Industries Ltd. has been manufacturing quality bakery equipment since 1963. The company started out with one model - the B&B bread and roll moulder - and through continual R&D, they now manufacture a total of 13 different models. Bloemhof has built a reputation on high quality, reliability and competitive prices. The company represents one of the few manufacturers in Canada for this type of specialized equipment including bread and roll moulders, sheeter/moulders, pizza rollers, bench sheeters and air baggers.

A network of dealers has been established throughout Canada, certain parts of the United States, as well as Panama and Australia. In most instances, dealers are responsible for set-up and service. Replacement parts are well-stocked, are readily available, and can be despatched the same day by air parcel. Bloemhof equipment is designed for use in supermarket in-store bakeries, franchised bakeries, small to medium sized shops, and bakeries in large hotels and restaurants. Major clientele in Canada includes: Safeway, IGA, Save-On-Foods, Overwaite, Miracle Mart, Steinberg, Loblaw's, Oshawa Foods and other small chains. Hy-Vee stores in the American Mid-West, Meijer Stores in the American Great Lakes Region as well as the new Miracle hotel in Las Vegas are some of the major users in the United States.

Export marketing efforts are concentrated mainly on the U.S. where the company hopes to expand its dealer network to cover the entire country. Efforts include advertisements in the national trade magazines and participation in all major bakery trade shows. Sales to the U.S. market account for 50% of total sales. Sales to Latin American countries have increased significantly. Two B&B860 Bread and Roll Moulders and one Simplex 4-24TRA are now in use in Moscow. Contacts are also being pursued in China and Great Britain. Bloemhof is also interested in expanding market coverage to the Pacific Rim countries (A senior staff member is fluent in Chinese and has experience in doing business in that region).

Products/Services Available for Export:

| | |
|---------------------------|-------------------------|
| Bakery Products Equipment | Bread and Roll Moulders |
|---------------------------|-------------------------|

Campro Agra Limited

Address: 2233 Argentia Road
Suite 400
Mississauga, ON
L5N 2X7

Phone: 416-858-8010
Fax: 416-858-3332

Export Contact: Mr. S.M. Daniel, President

Marketing Profile

The Cambrian Engineering Group has been closely involved with developments in the Canadian oilseed industry since 1966. Having developed patented specialty equipment and processes, the company has successfully marketed the Campro line of equipment worldwide.

The Campro HDXC deodorizer/physical refiner horizontal configuration is available in standard design capacities ranging from 10 MTD (1,000 pounds per hour) to 300 MTD (27,500 pounds per hour). Custom designed units, vertical units, add-on units, distillate recovery, and special deaerators are available. Campro equipment is highly regarded for continued performance and ease of maintenance. There are special design features related to processing oils at low temperatures in order to prevent damage to sensitive feed stocks.

Products/Services Available for Export:

Edible Oil Refining and Processing Equipment

Charlottetown Metal Products Limited

Address: P.O. Box 323
Charlottetown, P.E.I., C1A 7K7

Phone: 902-566-3044

Fax: 902-628-1856

Export Contact: Mr. Wendell MacDonald, General Manager

Marketing Profile

Charlottetown Metal Products (CMP) is a well known and respected metal fabrication plant located in Atlantic Canada for the past 30 years. It traditionally has been involved in the fabrication of stainless steel products for various fish and food processing equipment applications and the manufacture of highway culverts. These products are sold to customers in the four Atlantic provinces. The company also provides products to the export market, primarily to the Caribbean area. In April of 1991, the operation was purchased by Maritime Steel and Foundries Limited of New Glasgow, Nova Scotia, and now operates as a division of Maritime Steel and Foundries Limited. Since its takeover, Maritime Steel and Foundries Limited have made a major commitment to support CMP in becoming one of the leading designers and manufacturers of food processing equipment in North America.

Its operational structure consists of three divisions which classify the production of equipment and products as follows: *Food Processing Equipment Division* is the fastest growing division of the company, which has recently concluded a joint venture agreement with Superior B.V. of Holland, a leading manufacturer of food processing equipment in Europe; *Fish Processing Equipment Division* is involved with the design, engineering and production of various equipment as well as turnkey fish processing lines; *Industrial Division* has the responsibility for the manufacturing of culverts, highway signs, guard rails and grader blades as well as other miscellaneous structural steel products.

The plant, located in Milton, Prince Edward Island, was built nine years ago and consists of a single building of 20,000 square feet. It is a modern facility fully equipped with up-to-date metal fabrication equipment. The plant has its own engineering department, providing production support through a CAD/CAM design and engineering system equipment for the fish and food processing industries.

Products/Services Available for Export:

| | |
|--|-----------------------------|
| Vibratory Equipment | Fish Processing Systems |
| Conveyors | Metal Highway Drainage Pipe |
| Automatic Filling and Packaging Machines | Multi Plate Archways |
| Sign Posts | Guard Rails |
| Grader Blades | |

Dipix Technologies Inc.

Address: The Baxter Centre
1050 Baxter Road
Ottawa, ON
K2C 3P1

Phone: 613-596-4942

Fax: 613-596-4914

Export Contact: Mr. V. Dub, Director Sales & Marketing

Marketing Profile

Dipix is recognized as a world leader in Electronic Imaging. It designs and manufactures an innovative line of imaging products for the vision market, ranging from imaging boards and software for PC's to large end-user system solutions.

The company is structured into three divisions: the *Vision Products Division* sells high performance imaging boards to OEM's and VAR's active in the field of industrial inspection, machine vision and medical imaging; the *Custom Vision Division* customizes vision products for specific customer needs - imaging instrument products for quality assurance in the flour and food industries are produced in this division; *Industrial Imaging Systems Division* develops unique vision solutions for end-users, such as the recent Machine Vision Package developed for the Bank of Canada to inspect bank notes.

Products/Services Available for Export:

Cereal Milling/Working Equipment Exclusive of Farm Types
Bakery Products Equipment
Brewery Equipment
Pasta Products Equipment
Food Processing Instrumentation

Diversified Metal Engineering Limited

Address: Unit 4, 1st Avenue
West Royal Industrial Park
Charlottown, P.E.I.
C0A 1T0

Phone: 902-628-6900
Fax: 902-628-1313

Export Contact: Mr. Barry MacLeod, Marketing and Sales Director

Marketing Profile

Diversified Metal Engineering Ltd., (DME), is an engineering and manufacturing firm of specialty food processing equipment. All equipment is fabricated to the highest in food level tolerances.

The priority products exported by DME are Pub and Micro turnkey Brewing Systems, vessels, tanks, etc. DME also has world-wide patents on root vegetable cutting technology, and markets 2 vegetable shaping models worldwide. Expertise in sanitary stainless steel tankage for beverage companies distilleries, wineries and pharmaceutical application, as well as specialty seafood processing equipment rounds out DME's line.

Professionally engineered, constructed and installed with local distribution follow-up, compliment all DME's equipment. Equipment is customized to each customer's specific budget and technical requirements. DME has sole to customers in the following countries, USA, UK, Russia, Japan, Caribbean, France and South Africa. DME now has plans to become more aggressive in the European market place, through expanded distribution coverage. The U.S.A. and U.K. markets have traditionally dominated DME's sales base.

Products/Services Available for Export:

Pub and Micro turnkey Brewing Systems
Beverage Conveyor Systems
Seafood Processing Equipment
Vegetable Shaping Equipment
Stainless Steel Tanks
Stainless Steel Food Processing Equipment

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Directory of Canadian Exporters of Food Processing Equipment*



Electrolyser Corporation Limited (The)

Address: 122 The West Mall
Etobicoke, ON
M9C 1B9

Phone: 416-621-9410
Fax: 416-621-9830

Export Contact: Mr. Conyers Baker, Vice President, Marketing

Marketing Profile

The Electrolyser Corporation Ltd. manufactures and supplies electrolytic hydrogen plants. Since the founding of the company in 1947, Electrolyser has in excess of 850 installations in 90 countries. Electrolyser hydrogarden plants are used for the on-site supply of hydrogen as a chemical feedstock. Of particular interest in the food industry us hydrogen for the hydrogenation of edible oils for the manufacture of such products as soap, margarine, shortening etc.

The company has in excess of 100 hydrogen plants and can provide full installation services. Electrolyser also offers a comprehensive after-sales service to its customers. Among the many customers worldwide, they have a number of installations at various Unilever sites. Most of the major international engineering firms engaged in the design and supply of edible oil refineries such as Desmet of Belgium, CMB or Gianazza of Italy, Simon Rose Downs of England, Wurster and Sanger or EMU in the U.S., Alfa Laval in Sweden have used Electrolyser's plants in conjunction with their refinery. Electrolyser offers worldwide marketing and technical support through a network of associated subsidiary companies, joint ventures or agents. At the present time, Electrolyser supplies in excess of 50% of the electrolytic hydrogen plant world market. Electrolyser is well positioned and fully equipped to respond to any potential customer requirement.

Products/Services Available for Export:

Electrolytic Hydrogen Plants

Equipment Doyon Inc.

Address: 1255 Principale Street
Linire, Beauce, QUE
G0M 1J0

Phone: 418-685-3431

Fax: 418-685-3948

Export Contact: Mr. Maurice Doyon, President

Marketing Profile

Equipment Doyon Inc. is a manufacturer of cooking, bakery and food service equipment which has been in business since 1950. Doyon jet-air ovens are recognized the world over for their quality, efficiency and durability. They offer over 20 different models to suit every type of business in the food industry. The company's after-sales and distribution services in Canada and the U.S. guarantee access to parts and service for its clients.

Equipment Doyon Inc.'s toll-free telephone numbers are:

In Canada 1-800-463-1636
In the U.S. 1-800-772-1299

Equipment Doyon Inc. is the leading supplier of all major food chains in Canada and the U.S., including Provigo, IGA, Mike's Restaurants, Subway, Miami Subs, Walmart and Flemming. More than 50% of the company's output is exported to numerous countries around the world: the United States, Russia, Chile, Mexico, Australia, and Cameroon to name a few.

The company's qualified staff and the adaptability of its products to the foreign market provide outstanding opportunities for the company on world markets. Opening new manufacturing plants in the Orient and South America under technology transfer agreements or joint ventures would contribute significantly to the expansion of the company.

Products/Services Available for Export:

| | |
|--|-------------------------------------|
| Oven, Jet Air, Bakery and Pastry | Dough Sheeter for Pizza, Pies, etc. |
| Oven, Proofer, Combination | Bread Slicer |
| Pizza Ovens, Jet-Air Deck and Conveyor | Dough Mixers |
| Oven, Rotisserie, Chicken and Meat | Bakery and Pastry Accessories |
| Rack Oven | |
| Racks, Cabinet | |
| Bread Pans | |

ETMW Enterprises Limited

Address: 1025 Cabana Street
P.O. Box 535
Sherbrooke, QUE
J1K 2M4

Phone: 819-563-3111
Fax: 819-821-2832

Export Contact: Mr. Armand Thibodeaux, General Manager

Marketing Profile

Founded in 1946, ETMW Enterprises Ltd. is a leader in designing, manufacturing and remanufacturing bakery equipment. The machinery is designed for use in large industrial bakeries, from the bulk flour system to the packaging area.

The firm's engineering department works in cooperation with the customer to prepare layouts for bakeries, customize equipment to customer specifications, and acts as a consultant in the bakery field. The company has approximately 20 technicians constantly travelling to install equipment, complete plants and also repair equipment on customer request. This year ETMW will be developing and implementing a computerized program to manage bakery production activities. It will be designed to provide ingredients, and drive and control the process machinery according to the product quantities required by the bakery's sales department.

The company has customers in most of the states and many large cities of the U.S.A. It has a sales office in Wilmington, North Carolina and recently opened an office in New York to serve the eastern region. The firm also exports to nearly 30 different countries in Latin America, the Caribbean, Europe, and Australasia. In China, ETMW has supplied seven small industrial bakers with North American and European bread recipes, and has provided training in the operation and maintenance of the equipment.

Products/Services Available for Export:

Bakery Products Equipment

Falco Stainless Steel Equipment Limited

Address: 125-B St-Joseph
Lachine, QUE
H8S 2L2

Phone: 514-634-3541

Fax: 514-636-0350

Export Contact: Mr. Agostino Penta, General Manager

Marketing Profile

Falco Stainless Steel Equipment Ltd. is a fully Canadian owned company established in 1975 to manufacture equipment for the food, beverage, dairy, chemical, pulp and paper, and brewing industries. Innovation and integrity have made Falco a leader in the manufacturing of stainless steel equipment.

Its products include storage vessels of up to 100,000 Imperial Gallons, pressure vessels, fermenters, reactors, all types of cheese making equipment, processors, mixers, and brew-house equipment. The company offers a full range of customized services such as installation, on site fabrication, warranty and after-sales service.

The company's long list of customers include such firms as Labatt, Molson, Bird Escher Wyss, Abott Laboratories, Ayerst, Kraft General Foods, McCain, Ault Foods, Nabisco, Coke, S.N.C. and Cellier.

The company has recently expanded its export sales and representation staff, and exports now represent about 50% of its total business.

The company's technical staff is able to communicate in English, Spanish, French, and Portuguese. Falco is presently looking for aggressive distributors or agents to handle its product lines in the South Western United States, China, and the Pacific Basin.

Products/Services Available for Export:

Processors
Brewery Equipment
Cheese Shredders
Farm Tanks

Fishmore Inc

Address: P.O. Box 2101
Windsor, ON
N8Y 4R5

Phone: 519-977-5993

Fax: 519-977-0922

Export Contact: Mr. Al Sebastian, President

Marketing Profile

Fishmore Inc. is the exclusive manufacturer of SIMOR fish processing equipment, including automatic fish scalers, glazing tables, heading/eviscerating machines for shoal fish (including smelt, herring, anchovy, sardine, capelin and muikku, a Finnish species), conveyor systems, orientator/feeders, smoke racks, and cutting tables.

SIMOR fish processing equipment has been manufactured for 30 years, and has been exported to 20 different countries worldwide. The equipment is well-known for quality workmanship, durability, affordability and quick payback. Fishmore has an excellent reputation for standing behind its product after the initial installation.

Products/Services Available for Export:

Fish Processing Equipment

Franken N.A. Equipment Limited

Address: 230 Wyse Road
Dartmouth, N.S., B3A 1M9

Phone: 902-464-5505
Fax: 902-464-3931

Export Contact: Mrs. Francine Wallace, Vice President and General Manager

Marketing Profile

Founded in 1988, Franken N.A. Equipment Ltd. is a joint venture between a Nova Scotia company and a Dutch company. Those two companies combine 40 years of specialty manufacturing and designing equipment to automate the shellfish industry.

Franken N.A. supplies equipment to the shellfish industry for cultivating, harvesting, processing shellfish either for sale on the fresh market, or for secondary processing of meats. The company has installed equipment on board a U.S. wild mussel dragger, in a P.E.I. farmed mussel processing plant, and in large U.S. processing plants for hard clams/ocean quahogs.

Franken is the primary supplier of equipment to Atlantic Mussel Growers, the largest processor of farmed mussels in Atlantic Canada. Two of Franken's U.S. clients are exclusive suppliers of clam products to Campbell Soup; they are Blount Seafood of Rhode Island, and J.H. Miles of Virginia. Franken N.A. has supplied these firms with equipment to wash/mature the shell-stock, cookers, and shell/sand/meat separators. U.S. exports now account for 87% of the company's total sales volume.

Technical and sales support is provided by the Franken N.A.'s Dutch partners who have accumulated more than 30 years of experience working with various species of shellfish all over the world. Franken offers a complete range of services such as: on-site engineering, supervision of installation, detailed specifications, 24-hour telephone availability, excellent on-site, after sale follow-up. All of Franken's equipment can be customized to meet client requirements.

Products/Services Available for Export:

- Farmed Shellfish harvesters
- Re-watering or Wet Storage Systems for Shellfish
- Shellfish Spat Graders, Sock Filling units, Sock Strippers
- Farmed Scallop Ear Piercing/Hanging Machine
- Shell-stock Cleaning, Grading Machines, Weighing Systems
- Mussel Declumping, Grading, Debyssing Machines
- Shellfish Meat Processing Machinery

G. Cinelli Manufacturing Corporation

Address: 380 Chrislea Road
Woodbridge, ON
L4L 8A8

Phone: 416-850-1800
Fax: 416-850-2989

Export Contact: Mr. Domenico Russo, Sales Manager

Marketing Profile

G. Cinelli Manufacturing Corporation was established and incorporated in 1981. The company's main function is manufacturing bakery and restaurant equipment. In addition to manufacturing, the company is able to offer a full range of services, including layout and design, testing, consulting, and after-sales service.

To meet a growing demand for the company's equipment in the U.S., a subsidiary company, Esperia Bakery, was formed to cater to the specific needs of the U.S. west coast states. G. Cinelli Manufacturing Corporation has been selling to the U.S. market for many years, mainly through dealers, and their equipment can be found throughout the United States.

Products/Services Available for Export:

Bakery Products Equipment

Garland Commercial Ranges

Address: 1177 Kamato Road
Mississauga, ON
L4W 1X4

Phone: 416-624-0260
Fax: 416-624-5669

Export Contact: Mr. Claudio Baldinelli, International Sales Representative

Marketing Profile

In 1952, Garland, a name well-known in the U.S.A. as a maker of commercial cooking equipment, was making little progress in Canada. To capitalize on the prospects of an expanding Canadian economy, arrangements were made to establish a Canadian operation. The initial business, which was essentially confined to sales, was centred in a converted store in Toronto. The basement and public warehouse facilities carried stock imported from the United States. The business grew quickly and within a year, 1,100 sq. meters of space was obtained and manufacturing was started. To meet the growing demand for Garland products, in 1957 manufacturing was increased to a new plant. Complete lines of both Garland gas and electric commercial cooking equipment were produced and with growing public acceptance in Canada and overseas, the plant was expanded twice to a final area of 6,400 sq. meters. In 1973, the company began manufacturing a complete line of ventilation equipment for the food-service industry.

The company moved to a new, bigger plant in Mississauga in 1975. In 1980, 4,000 sq. meters were added, including a porcelain enamel facility. Late in 1985, the company opened a second plant at Brivek Place in Mississauga to accommodate the growth in ventilation equipment. This new facility has 3,000 sq. meters and is located three blocks from the main plant. Today, Garland, as a specialist in the Food-service industry, has 17,500 sq. meters devoted entirely to the design, manufacture and sale of commercial equipment for the Canadian market as well as a large export trade.

In 1992, Garland made the acquisition of the Vent Master division of Industrial Industries, Inc., Houston, Texas. Vent Master is a major force in the commercial kitchen ventilation market throughout the U.S.A. All products manufactured or distributed by Garland and Vent Master are used by the food-service industry - hotels, hospitals, restaurants, institutions, clubs, churches - in fact, wherever food is cooked in mass quantities.

Products/Services Available for Export:

| | |
|--|----------------------|
| Gas and Electric Cooking Ranges/Fryers/Bratt Pans/Pizza | Ovens/Steamers |
| Gas and Electric Counter Cooking Equipment/Broilers/Convection Ovens | Ventillation Systems |

GEDCO Controls

Address: 273 Gore Street West
Thunder Bay, ON
P7E 3R5

Phone: 807-475-4700
Fax: 807-475-8866

Export Contact: Mr. Frederic S. Fucile, C.E.O.

Marketing Profile

Founded in 1984, General Electronics Devices Development Corporation (GEDCO), is a leading designer and manufacturer of material, (fluids, granular and solids), point level and continuous level controls and auxiliary electronic controls.

GEDCO produces a unique and complete range of instrumentation material level transmitters and controllers. Each is designed and manufactured to ensure reliability, cost savings and rapid payback through more efficient material handling and increased operating efficiencies. Based on GEDCO's ability to customize the controllers and transmitters to meet the specific requirements of its customers, GEDCO has established a solid reputation with both National and International companies in the grain, chemical, petroleum, and food processing industries.

Since its beginning, GEDCO has experienced substantial steady growth throughout Canada and the United States by establishing a network of stocking distributors and sales agents who are trained to work closely with the customers in identifying their specific control requirements.

At present GEDCO is seeking to expand its penetration of North America, Europe and Asia through sales or licensing arrangements. GEDCO has an experienced staff who are fluent in the following languages: English, French, Chinese, Italian, Spanish, Russian and German.

Products/Services Available for Export:

Food Processing Instrumentation

GL&V Ontario

Address: 174 West Street South
Orillia, ON
L3V 6L4

Phone: 705-325-6181
Fax: 705-325-3363

Export Contact: Mr. Virenda K. Mody, Manager

Marketing Profile

In September of 1990, Groupe Lappierre & Verrault Inc. (GL&V) bought the assets of Dorr-Oliver Canada and Became a licensee of Dorr-Oliver Inc. Since then, Dorr-Oliver Canada has been known as GL&V Ontario. GL&V Ontario has its own marketing, engineering, and manufacturing facilities in Orillia, Ontario where Dorr-Oliver licensed products, as well as other GL&V products are being manufactured with 90% plus Canadian content.

GL&V Ontario is now a major supplier of process equipment and systems for corn wet milling, of process equipment for the sugar industry and of filtering and screening devices for the beverages and food industries.

Products/Services Available for Export:

DSM Screens
Cyclones
Vacuum Filters
Thickeners
Clarifiers
Pumps
Process Equipment for Wet Corn Milling
Process Equipment for Sugar Producing Plants
Filtering and Clarification Equipment for Beverages/Wines/Cider
Producing Plants
Equipment for Waste Water Treatment

K-Flex Systems Division of Aero Tool Inc.

Address: 2150 Winston Park Dr.
Unit 13-15
Oakville, ON
L6H 5V1

Phone: 416-855-2121
Fax: 416-855-2718

Export Contact: Mr. Balbir Singh, President

Marketing Profile

K-Flex Systems has been a custom manufacturer of material handling systems (conveyors) for over 20 years. Each system sold is designed to the specific needs of the customer, using the most advanced technologies possible (eg. CAD/CAM).

The company provides for all the needs of its customers, from design, through manufacturing, to installation. After-sales service particularly distinguishes K-FLEX from its competitors. Whether the customer is based nationally or internationally, the firm will provide the best possible service to ensure customer satisfaction.

K-Flex has successfully marketed its products worldwide to a variety of customers. Such distinguished business organizations as Quantas Airlines, British Airways, the Sheraton Hotel in Peru, Nabisco Brands, and Nielsen's Dairy use its systems.

In recent years the company has greatly increased its sales in the food services industry, notably in hospital cafeteria tray handling and flight kitchen systems. To broaden its market, the firm is now focusing on the food processing and general industrial material handling systems. To secure these markets, K-Flex would be interested in licensing or other international business arrangements.

Products/Services Available for Export:

Specialized Conveyor Systems

Knud Simonsen Industries Limited

Address: 11 Dansk Court
Rexdale, ON
M9W 5N6

Phone: 416-675-6166
Fax: 416-675-6810

Export Contact: Mr. Lyle W. Norrie, President

Marketing Profile

Knud Simonsen Industries Ltd. has been in business since 1961, and is now one of the world's leading manufacturers of modern equipment for the meat industry. The company has established its reputation based on solid engineering, quality equipment, reliable performance, and dependable and rapid after-sales service.

Knud Simonsen Industries Ltd. manufactures a wide range of machinery for various processing phases, such as machines for slaughtering beef, hogs, sheep; for meat cutting and boning; meat curing; and for processing various by-products. Its most successful products are continuous thermal processing systems, i.e., continuous smokehouses, which are specially engineered for mass production of processed meat products such as sausages, ham and bacon.

Many installations are in operation in leading meat plants in Canada, U.S.A., Japan, Latin America, Western Europe, and most recently in Bulgaria, where a second project is presently being implemented on a turn-key basis.

Products/Services Available for Export:

Meat Processing Equipment
Stainless Steel Vessels
Continuous Action Elevators and Conveyors for Goods or Materials
Food Processing Instrumentation

Les Industries M.K.E. (1984) Inc.

Address: 183, boulevard Montcalm Nord
Candiac, QUE
J5R 3L6

Phone: 514-659-6531
Fax: 514-659-2248

Export Contact: Mr. Karl Stanek, Export Manager

Marketing Profile

In business for 50 years and known as Modern Kitchen Equipment, the company was incorporated in December 1983 as M.K.E. Industries (1984) Inc.

The company manufactures a wide range of quality, standard and custom products at a very competitive price. It has established a solid reputation as a manufacturer in the food processing industry, primarily manufacturing cooking and refrigeration equipment for restaurants, hotels, and public services markets. All of the company's equipment is CSA and CGA approved.

Its customers are serviced by a professional distributor network. In addition to having a distributor network throughout Canada, the company exports to the U.S.A., Cuba, Africa, and England. New and additional markets are being sought in different foreign countries.

Regular visits to its customers ensure continuous contact and ensure a high level of customer satisfaction.

All correspondence is bilingual, French and English. The company's catalogue and price list are updated each year and are available in both languages.

Products/Services Available for Export:

| | |
|----------------------------|------------------|
| Deep Fryers | Kettle Sinks |
| Refrigerated Counters | Work Tables |
| Pizza Ovens | Utility Cabinets |
| Burners | |
| Refrigerators/Freezers | |
| Counter Cooking Equipment | |
| Hot/Cold Food Tables | |
| Refrigerated Dessert Units | |
| Bar Sinks | |

Lumar Ideal (1981) Inc.

Address: 1280 rue Ontario Est
Montreal, QUE
H2L 1R6

Phone: 514-527-8504
Fax: 514-521-9589

Export Contact: M. J.C. Faucher, President

Marketing Profile

Founded in 1967, Lumar Ideal is a designer and manufacturer of mechanical machinery (manual or electric) for meat tenderizing. These machines allow butchers, supermarkets and restaurants to transform tough pieces of meat into tender cuts and to maximize their profits.

The company has built a solid reputation for itself among multinational and independent firms. In Quebec, 90 per cent of the butchers and supermarkets own an ideal tenderizer. The variety of products offered responds well to the needs of a diverse clientele. Quality, dependability and after-sales service are the factors that put the firm in a leading position in Quebec and Canada for sales. Among the firm's clients are Provigo, Steinberg, Metro, Loeb and IGA.

Export sales have more than doubled over the past five years. European sales have grown rapidly with the establishment of a distributor in Holland. Distributors in Los Angeles, Sacramento, Phoenix, Michigan and Minneapolis provide both sales and after-sales service to the U.S. market. Negotiations for distribution in Mexico and South America are in progress.

Products/Services Available for Export:

Meat Processing Equipment

Mar-Con Wire Belt Inc.

Address: 2431 Vauxhall Place
Richmond, B.C.
V6V 1Z5

Phone: 604-278-8922
Fax: 604-278-8938

Export Contact: Mr. Michael H.L. Chiu, President

Marketing Profile

Mar-Con Wire Belt Inc., founded over 16 years ago, is a leading manufacturer of wire mesh conveyor belting and conveying systems for food processing industries. One of the company's division, Advanced Equipment Inc., makes spiral freezers and IQF (individually quick frozen) freezing equipment for meat, vegetable and fish processing industries. The firm can draw upon over 25 years of experience in the food processing industries in design, manufacturing and, most important, quality control and service.

The company is well established in the industry, especially in the U.S.A. The firm exports 80 percent of its product to major U.S. food processors and manufacturers of food processing equipment. At present, Mar-Con Wire Belt Inc. is seeking to extend its penetration of the Pacific Rim markets in spiral freezers, IQF freezing equipment and various other customized food processing equipment.

Products/Services Available for Export:

Wire Mesh Conveyor Belting and Conveyor Systems
Spiral Freezers & IQF Freezing Equipment

Neptune Dynamics Limited

Address: #180 - 6751 Graybar Road
Richmond, B.C., V6W 1H3

Phone: 604-244-9836

Fax: 604-244-9771

Export Contact: Mr. J. Richard Green, P. Eng., President

Marketing Profile

Neptune Dynamics was formed in 1975 specifically to design and manufacture specialized equipment and machinery for the fish and food processing industry. In recent years, the company has specialized in the development of machinery for the herring roe industry and, since 1987, has sold over 125 Neptune HD1S Herring Sex-Sorting Machines in Canada and abroad. Neptune has also developed automated equipment to assist in the detection of defective cans through the screening lines instituted by Canadian salmon canning companies and most of the canned salmon exported from Canada has been inspected using Neptune equipment. This experience has been extended to other low-acid foods, such as canned mushrooms, and in 1992 several machines were delivered to the People's Republic of China for canned mushroom inspection.

Neptune equipment is assembled and test run at the Neptune shop prior to shipment to the customer. The company technical staff provide extensive start-up assistance and training. Neptune has agents in Holland, the U.K., Japan and Eastern Canada. In 1991, Neptune started the development of a new automatic roe herring removal machine. The machine has since proven itself and orders have been received for more than 20 machines which will be in operation for the 1994 season in British Columbia. The company plans to sell this machine overseas, specifically Japan and the U.K.

Neptune has devised a number of custom machines to improve individual customer's processing operations, including such diverse areas as shrimp cooking, oyster culture handling, salmon butchering equipment, asparagus orientation equipment and a system to pack fish in target weight boxes. Neptune maintains an intensive R&D program with particular emphasis on computer control of simple machinery for more efficient production. A networked CAD system, computerized manufacturing controls and a small but efficient machine shop all contribute to Neptune's rapid introduction of modern technology to the fish and food processing industries worldwide.

Products/Services Available for Export:
Herring Sex Sorter (HD1S)
Automated Herring Roe Extractor (RHO)
Computerized Can Scanner (CCS)

Nordion International Inc.

Address: 447 March Road
P.O. Box 13500
Kanata, ON
K2K 1X8

Phone: 613-592-2790
Fax: 613-592-0440

Export Contact: Mr. Frank Fraser, Vice-President

Marketing Profile

Nordion International Inc (N.I.I) was formerly the Radio-Chemical Division of Atomic Energy of Canada Ltd. and was founded in 1952. N.I.I. is the leading supplier of commercial irradiators in more than 40 countries, and over 800 research and clinical irradiators around the world. N.I.I. produces cobalt 60 for the sterilization of disposable medical products, disinfection and preservation of fruits and vegetables, pathogen reduction in meats and fish, and for waste treatment facilities.

The company is the leading producer and supplier of radioscope products serving the health care industry. Over 700 employees, located in Kanata and Vancouver Canada, Nordion Europe and Medgenics Diagnostics in Belgium and a sales office in Hong Kong provide highly skilled professional, technicians and tradespeople proficient in over 20 languages. Some of Nordion's major customers are Johnson & Johnson, Becton Dickinson, Gammaster B.V., Isomedix and Vindicator Florida.

N.I.I. is seeking to increase sales of food irradiation and waste treatment facilities, particularly in developing countries experiencing food storage disinfestation and preservation problems.

Products/Services Available for Export:

Gammacell 220 High Dose Research Irradiator
Gammacell 40 Low Dose Research Irradiator
Tote Box Commercial Irradiators
Pallet Commercial Irradiator
Carrier Commercial Irradiator
Cobalt 60 Sources

PMI Food Equipment Group Canada

Address: 190 Rainside Road
North York, ON
M3A 1B1

Phone: 416-447-6432
Fax: 416-447-4909

Export Contact: Mr. Greg Hotta, Product Director

Marketing Profile

PMI Food Equipment Group Canada is a leading manufacturer of commercial food service equipment throughout the world. In Canada the company's products are marketed under the trade names Hobart, Vulcan Hart, and Foster Refrigeration.

Products manufactured are food machines, ware-washing/waste equipment, weigh/wrap systems, cooking/steam products, and refrigeration.

Specifically, these products are targeted toward food retail customers, i.e. supermarkets, delis, and butcher shops, as well as food service organizations, such as restaurants, hospitals, fast food and hotels.

Products are marketed through an authorized dealer network across Canada.

These dealers are serviced by the company's 11 nationwide branch sales/service offices. Over 150 factory trained technicians service the complete line of products in Canada.

Exports are currently being handled through the company's Canadian dealers. Export markets presently include Somalia and Saudi Arabia.

Products/Services Available for Export:

Commercial Mixers
Commercial Slicers
Commercial Saws
Walk-In Refrigeration
Reach-In Refrigeration

Sandvik Process Systems Canada

Address: 510 Governors Road
Guelph, ON
N1K 1E3

Phone: 519-836-4322
Fax: 519-836-2177

Export Contact: Mr. Larry Charbonneau, Export Manager

Marketing Profile

Sandvik Process Systems Canada, a Division of Sandvik Canada Inc., has been in business since 1964. Products include steel belt coolers, freezers, dryers and material handling conveyors. The steel belt coolers and freezers serve as heat exchangers to remove the required heat from a product and convey it at the same time. Sandvik offers a full range of services including design, manufacturing, installation and after sales service.

The company's IQF (individually quick frozen) freezers are sold to seafood, meat and poultry processing companies; its dryers to vegetable processors; and its material handling conveyors to chocolate processing companies. The most successful markets have been seafood and vegetable producers.

Sandvik's reputation is based on Swedish steel belt technology along with freezing and drying technology. All Sandvik steel belt food processing units can be customized to meet customer special requirements and incorporate the latest state-of-the-art technology in the design and manufacturing process.

Sandvik Process Systems exports to markets worldwide. Several of the company's freezers were recently shipped to Thailand and China.

Products/Services Available for Export:

I.Q.F. Freezers for Seafood
Dryers for food Preparation Industry
Other Continuous - Conveyors, for Goods or Materials Confectionary,
Cocoa/chocolate Equipment
Steel Belt Coolers for Chemical Industry

Schmidt Manufacturing Inc.

Address: Maple Creek
P.O. Box 99
Maple Creek, SASK
S0N 1N0

Phone: 306-666-4800
Fax: 306-666-4838

Export Contact: Mr. Arnold Schmidt, President

Marketing Profile

Schmidt Manufacturing is a designer and manufacturer of milling equipment. The company has spent the last seven years involved in the research, development and testing of an innovative flour mill. The Schmidt Flour Mill is a small, compact unit that can mill a variety of grains and produce a high output. It also costs less than other equipment with the same capacity. Housing requirements for this mill are substantially smaller than those of roller mills.

The company is committed to installing all machines that it sells, testing them on-site, providing training in the operation of the equipment, and maintaining close after-sales contact with its customers. Presently the firm is enhancing its ability to deliver turn-key systems by constructing a pilot turn-key unit, complete with grain cleaning, milling and bagging equipment.

The company has a trading house looking after its interests in the African market, including a sale to Ghana presently under negotiation. In view of the enquiries received from all over the world, Schmidt Manufacturing is also interested in opportunities for sales representation, licensing arrangements and technology transfers in other regions.

Products/Services Available for Export:

Flour Mills
Grain Handling and Bagging Equipment
Multipurpose Whole Grain Flour Milling Equipment

Semco Systems Limited

Address: 6355 Kestrel Road
Mississauga, ON
L5T 1Z5

Phone: 416-670-9301
Fax: 416-670-9376

Export Contact: Mr. John Paskon, P.Eng., Sales Manager

Marketing Profile

Founded in Canada over 20 years ago, Semco Systems Limited is a leading designer and manufacturer of bulk powder material handling and processing systems throughout the world. The company provides a complete range of products and services including design, engineering, manufacturing, installation, start-up and training. Semco has established a solid reputation for providing customized equipment to meet specific requirements for its customers.

In the food industry, Semco specializes in the storage, transfer and processing of major bulk powder materials such as flour, sugar and starch, as well as a wide range of minor ingredients such as spices, salts and preservatives.

Semco's head office is located in Mississauga, Ontario with branch offices located in Montreal, Quebec and Buffalo, New York. Over the past five years, Semco's export sales have more than doubled. At present, Semco is seeking to extend its penetration in the Pacific Rim and South American markets, possibly through sales agents who can work closely with export customers to identify their individual requirements.

Products/Services Available for Export:

Vessels Exceeding 300 Litres of any Material
Other Continuous - Action Elevators and Conveyors for Goods or
Material
Bakery Products Equipment

Separator Engineering Limited

Address: 2220 Midland Avenue
Unit 85
Scarborough, ON
M1P 3E6

Phone: 416-292-8822
Fax: 416-292-3882

Export Contact: Mr. MacKenzie Dickson, President

Marketing Profile

Founded in 1956, Separator Engineering Ltd. has been making standard and customized screening equipment for food processing and waste treatment since 1961. The company began exporting from its plants in Montreal, Quebec, and within a short time set up licensees in many countries. Some of those relationships (e.g. with Australia and Japan) have continued to this day. Later, a second factory was established in the USA under the name Kason Corp. While Separator exports little directly from Canada, it participates as a major shareholder, in exports from Kason Corp. and in royalties from licensees in Japan, Australia, Singapore and Egypt. Kason Europe, Stoke-on-Trent, England serves Europe through a network of sales representatives. Post-sale technical services are available from these and other reps in major countries worldwide. Staff are available to speak Chinese, Russian, Arabic, Hindi, French etc. Inquiries can be directed to Separator for details as to appropriate office to deal with particular situations.

Kason Vibro-screens are used to sift dry materials (e.g. breakfast cereals, nuts), to grade by size (eg. salt, cut dates), to separate (e.g. excess sugar from raisins), and to coat (eg. croutons with spices). Vibro-screens also screen wet materials to pre-clarify (e.g. vegetable oil, fish press liquor), to clarify (e.g. chocolate, beet cooker water, frying oil), to separate (e.g. crab shell from chitin extract), and to wash (e.g. sand from winkles).

Kason Centri-Sifters sift free-flowing to coherent powders (e.g. whole egg powder, starch, baking aids) to scalp lumps, to separate (e.g. candy debris/moulding starch, pea hull/starch), and to classify (e.g. stone ground flours in closed circuit with mill). Kason Cross-Flo Sieves and Vibro-screens clarify effluent from fruit and vegetable processors, abattoirs, and so on. The company has operations on all the continents and Oceania.

Products/Services Available for Export:

| | |
|------------------------------|------------------|
| Vibroscreens (dry materials) | Centri-Sifters |
| Vibroscreens (wet materials) | Cross-Flo Sieves |

Southwind Manufacturing Limited

Address: 739 Beaverbank, Windsor Junction Cross Road
Lower Sackville, N.S., B4E 1X9

Phone: 902-865-4700

Fax: 902-865-4421

Export Contact: Mr. Clarence Hubbard, Export Sales Manager

Marketing Profile

Southwind Manufacturing Ltd. is a Nova Scotia based company specializing in the design, manufacture and installation of innovative refrigeration and dehumidification systems for the storage and processing needs of the lumber, fishing and fruit industries. For over 40 years, Clarence Hubbard, founder and former president of Southwind has developed refrigeration based equipment for on-shore processing as well as on board applications. Southwind recently developed a super refrigeration apparatus for military testing of submarine welds.

In the early 1970's Southwind developed a drying system for salt-fish based upon the principals of the heat pump. Since then the Southwind heat pump has become an industry standard. It is used in the majority of the major salt-fish plants in the Maritimes, and has been exported to Europe, the Caribbean, Asia, Africa, Thailand and Latin America.

The Southwind heat pump dryers are very efficient, using less than fifty percent of the energy required by conventional fuel fired dryers. They are independent of the ambient weather conditions and can be operated all year-round. The heat pump dryers produce a consistently high-quality product maximizing returns to plant operators. Competitors have yet to achieve the Southwind results of low operating costs, moderate capital costs and long-term reliability. Southwind has developed unique capabilities in drying. In response to clients' requests, the company has successfully adapted the heat pump to drying lumber, fruit, spice, leather, potatoes, squid, gravel, fish gelatin, various sea weeds and stock fish.

A few of Southwind's export customers are Armindao Rodriques, Portugal; Cottage Industries Ltd., Jamaica; Organic Produce Ltd., Guyana; and Nile Caribbean Foods Ltd., Grenada. They are currently building two fruit dryers for export to Singapore. Southwind Dryers are a Canadian technology of international standards.

Products/Services Available for Export:

Industrial Heat Pumps (Custom)
Lumber Dryers

Fish Dryers
Fruit Dryers

St. Lawrence Technologies Inc.

Address: Bruce Energy Centre, RR#3
Tiverton, ON
N0G 2T0

Phone: 519-368-4987
Fax: 519-368-4976

Export Contact: Mr. Roger M. Cook, President

Marketing Profile

Founded over 10 years ago, St. Lawrence Technologies Inc. (formerly St. Lawrence Reactors Ltd.) manufactures and markets proprietary continuous plug-flow reactor equipment for the acid hydrolysis of starch and cellulose containing raw materials. The equipment is used for the production of sugar syrups, either for direct application in the food and beverage industry as sweeteners or for subsequent fermentation to alcohol. The St. Lawrence reactor offers very rapid processing with precise control for reaction conditions and minimizes the formation of unwanted degradation products. Major customers include the starch sweetener industry and alcohol producers.

St. Lawrence Technologies have enjoyed significant export sales, particularly in the USA and several South American countries. To date, all export orders have been handled through St. Lawrence Technologies' Canadian office. The company would like to expand its export potential by engaging sales agents to systematically market the equipment to clients in Europe and the USA.

Products/Services Available for Export:

Continuous Plug-Flow Reactor for Starch and Cellulose Hydrolysis

Sunwell Engineering Company Limited

Address: 180 Caster Avenue
Woodbridge, ON, L4L 5Y7

Phone: 905-856-0400
Fax: 905-856-1935

Export Contact: Mr. Terry Allum, International Sales Manager

Marketing Profile

Sunwell Engineering Company Limited (Sunwell) was founded in 1978 and has since evolved into one of the world's most innovative manufacturers of commercial ice manufacturing equipment (ice generators) and thermal storage systems. Its unique patented "Soft Ice" process produces a pumpable ice slurry that has a much greater cooling capacity than other compatible systems while providing large power consumption savings in a space efficient package. Sunwell products provide reliable performance, require low maintenance, have a long service life and are fully modular. Products are sold throughout Canada, U.S.A., Japan, Taiwan, Norway, Belgium and France.

Sunwell's products are most commonly used in the fishing, shrimping, poultry, fruit and vegetable processing and building industries. Popularity in the food industry is due to the reduction of bacterial contamination and the elimination of bruising since the ice is soft and completely encompasses the product holding heat and air out and providing for a much longer shelf life. Fishing boats can utilize the system on-board to produce freshwater ice from sea water.

Sunwell's bio-thermal storage system is in use extensively in Japan and Taiwan due to its' ability to reduce refrigeration system requirements to 1/3 conventional HVAC systems through the utilization of Thermal Storage. Most production is exported and all products are adaptable to meet the specialized requirements of the customers' needs. Sunwell has an office and manufacturing facilities in Japan servicing the Far East market and currently sells through a network of sales agents via sales or licensing arrangements in other parts of the world. The company invests heavily in R&D activities in Canada and Japan to sustain the company's competitive technological advantage. Additional markets are being sought in Western U.S.A., Northern and Central Mexico, Central Europe, Eastern Europe and Latin America through agency/distributor arrangements. Service capability is of utmost importance to uphold Sunwell's reputation for high quality products.

Products/Services Available for Export:

Ice Manufacturing Equipment for Fishing Vessels/Fish Processing
Plants/Produce Industry/Shrimp Farmers and Processors/Poultry
Thermal Cool Storage Systems for Building Cooling

Processors

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 horizontal designed continuous flow dryer/cooler. In-plant research and development and extensive product testing led to the development of 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, Wal-Dor has manufactured 100 dryer/coolers of various sizes and models, many being custom designed for a wide range of products. Wal-Dor manufacturing facilities cover 20,000 square feet. Vers-A-Belt Dryers are being used for fruit dehydration - i.e. sliced apples, pitted cherries, bananas. Vegetables and varieties of spices can have moisture removed for further processing and long-term storage.

The company'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 operations 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 to 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. Negotiations regarding licensing or technological collaborations would be considered. Any foreign distributor/agent would be required to have on-job training in repair and servicing. The company has a limited amount of export experience, all previous sales have been processed by the Canadian purchasers. Although they do not offer installation services, a technician is available for on-site start-up adjustments and operations training.

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

Zeton Inc.

Address: 5325 Fairview Street
Burlington, ON
L7L 5K4

Phone: 416-632-3123
Fax: 416-632-0301

Export Contact: Mr. D. Beckman, Vice-President

Marketing Profile

Established in 1986, Zeton Inc. has already established a reputation in North and South America, Europe, and Asia, as a supplier of specialty engineered skid-mounted plants for a variety of processing industries. Many of these plants are pilot plants for research, product development or catalyst evaluation and tend to be uniquely designed for each client's requirements.

Zeton exports over 70% of its plant production world-wide. Zeton's plants are competitive on the basis of quality of design and workmanship, on responsiveness to each client's specific needs, and on the price and delivery. Most of Zeton's plants are fully automated and computer controlled, and make extensive use of stainless steel materials.

Zeton sells principally to the polymers, oil refining, specialty chemicals, environmental, and related industries, and to research centres. The company's capabilities also include the ability to build systems for high purity, clean-in-place operations, such as those required for food processing, either at pilot plants or small volume production scales.

Zeton has recently appointed three sales representatives in the United States and is presently represented in over thirty countries.

Products/Services Available for Export:

Fermentation Systems
Skid Mounted Complete Processing Plants

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