



Atlantic Canada – EU Trade Mission

Delegate profiles

Nova Scotia	
Provincial organizer	
Nova Scotia Business Inc.	<p>Nova Scotia Business Inc. is the private-sector led business development agency of Nova Scotia, Canada. We attract global investment to create new jobs across the province and work with companies in all communities to be more successful exporters. Our team of export experts, with sector and market know-how, is dedicated to helping Nova Scotia companies enter and continue to pursue growth in markets around the world.</p> <p><i>Contact</i> Pamela Rudolph, Export Development Executive Tel: 1-902-424-6042 Email: prudolph@nsbi.ca</p> <p>www.novascotiabusines.com</p>
Marwood Ltd./ Cape Cod Siding	<p>Tracing its roots back to the 1920s, Marwood continues to grow, evolve and meet the needs and wants of the market with innovative and cost-competitive products. With its experienced staff and efficient manufacturing plants, Marwood continually delivers high-quality pressure treated wood.</p> <p>Cape Cod Wood Siding, a division of Marwood, is one of North America’s only specialists in pre-finished natural wood sidings, trims and colour-matched accessories. With a wide range of siding options to complement your home’s design, Cape Cod gives you artistic reign that will add distinctive architectural detail to your home.</p> <p><i>Contact</i> Blair MacLeod, Director of Sales & Marketing Tel: 1-902-832-7505 Email: blair.macleod@marwoodltd.com</p> <p>www.marwoodltd.com</p>
Nova Scotia Community College	<p>With almost 25,000 students and 2000 employees across 13 campuses and four community-learning centres throughout Nova Scotia, Canada, Nova Scotia Community College (NSCC) provides programming in 125 different fields.</p>



	<p>NSCC specializes in areas including, business, IT, creative arts, health and human services, trade and technology and access to pathways learning, and benefits from 88% of graduates employed in their area of training.</p> <p><i>Contact</i> Dr. Jeffrey Taylor, Associate Vice-President of Applied Research & Innovation Tel: 1-902-491-5233 Email: jeffrey.taylor@nsc.ca www.nsc.ca</p>
<p>Screen Nova Scotia</p>	<p>Screen Nova Scotia is the first point of contact for any filmmaker, television producer or animation company interested in working in Nova Scotia. Screen Nova Scotia provides information on everything you need to make your project come to life including, experienced local producers, location services and information on federal and provincial production incentives.</p> <p>Located on Canada’s Atlantic coast, Nova Scotia offers diverse and spectacular locations. Whether your project requires urban sophistication, small town ambience or miles of unspoiled coastline, Nova Scotia has it all. The province has been an in-demand filming location for regional and international filmmakers for decades due to a suite of financial incentives, experienced local crews, suppliers and direct flights to Europe and select American cities.</p> <p>Contact Screen Nova Scotia to be connected to an experienced location officer and start envisioning the perfect look for your next project.</p> <p><i>Contact</i> Erika Beatty, Executive Director Tel: 1-902-229-1499 Email: erika@screennovascotia.com www.screennovascotia.com</p>
<p>SolutionInc</p>	<p>Founded in 1997 with the vision of providing access to the internet on public networks, SolutionInc now has over one million touch points worldwide.</p> <p>SolutionInc is an internet gateway provider and managed service company offering robust on-premise and cloud-based solutions for managing high demand public Wi-Fi and wired access in hotels, conference centres, parks, healthcare, multi-use buildings and more.</p> <p>Customers access the internet in over 50 countries worldwide everyday using SolutionInc’s patented software.</p>

	<p><i>Contact</i> Karen Saunders Tel: 1-902-420-0077 ext. 307 Email: ksaunders@solutioninc.com</p> <p>www.solutioninc.com</p>
<p>Muwin Estate Wines</p>	<p>Muwin Estate Wines is an award-winning owner-operated craft cider and fruit wine producer known for its two key brands, Bulwark ciders and Red Barn fruit wines.</p> <p>Muwin’s handcrafted cider offers natural ingredients, exceptional taste and outstanding craftsmanship. Its quality fruits are harvested in Nova Scotia’s Annapolis Valley from fertile soil and a unique micro-climate. Muwin is also one of the few cideries in Canada that handle everything in-house. Apples that are brought to the cidery are juiced on site and slowly fermented, resulting in a natural cider that’s never made from concentrate.</p> <p><i>Contact</i> Germain Bergeron, Founder Tel: 1-902-681-1545 Email: germain@muwinestate.com</p> <p>www.bulwarkcider.com www.muwinestate.com</p>
<p>Shaw Brick (UK-only)</p>	<p>Shaw Brick has been producing high quality clay bricks in Nova Scotia for over 156 years.</p> <p>Shaw Brick’s primary export products include clay brick and concrete that are sold through dealers, commercial developers and home builders. The key benefits of their clay brick are the high compressive strength and low water absorption that allows the bricks to be placed in harsh environments with freeze thaws, wet locations and used as structural building material.</p> <p>There are very few brick manufacturers in the world that can match the quality of Shaw Brick.</p> <p><i>Contact</i> James Bond, General Manager Tel: 1-902-717-8078 Email: jbond@shawbrick.ca</p> <p>www.shawbrick.com</p>



<p>SimplyCast Interactive Marketing (UK-only)</p>	<p>A leading provider of interactive and multi-channel communication software for organizations, SimplyCast serves recognized brand names in over 175 countries worldwide.</p> <p>SimplyCast provides organizations the ability to effectively reach customers on their preferred mode of communication with platforms including EmergHub. This platform provides a common operating picture to manage real-time progress of response to an ongoing crisis or emergency. Within the platform is a suite of tools, including alerts via SMS, email, voice and fax; mapping of regions affected and alerts to those within the region; outbound teleconferencing to instantly gather stakeholders; live surveys to receive real-time on-the-ground feedback; ‘recall’ and ‘oncall’ channels to gather teams and individuals automatically, and ‘Blueprints’ for ongoing management of critical assets.</p> <p><i>Contact</i> Ariel Hopper, VP, Partnerships Tel: 1-902-835-8974 ext. 4 Email: ariel.hopper@simplycast.com</p> <p>www.simplycast.com</p>
<p>New Brunswick</p>	
<p>Provincial organizer</p>	
<p>Opportunities NB</p>	<p>Opportunities NB is New Brunswick’s lead business development organization driving economic growth and job creation in the province. Whether you’re currently operating in the province or considering us as part of your expansion plans, ONB invites you to get in touch. We:</p> <ul style="list-style-type: none"> • Offer support services to help New Brunswick business of all sizes grow and succeed. • Proactively pursue high growth opportunities through exports and foreign investment; and • Work with industry partners, economic development stakeholders and public sector partners to identify, build and support a portfolio of significant high growth opportunities both within and outside the province. <p><i>Contact:</i> Suzanne Turmel, Director, Export Development Opportunities New Brunswick 1-506-444-5107 Suzanne.Turmel@onbcanada.ca</p> <p>www.onbcanada.ca</p>



<p>Eastland Industries Limited (UK-only)</p>	<p>Company Background Based in New Brunswick on Canada’s Atlantic coastline, Eastland Industries added value wood products are designed and built in a state of the art facility by specialist cabinet makers. With over 50 years of experience Eastland Industries Limited provides high quality value-added wood cabinetry products for homes all over the world. Regardless of what clients are looking for in style preferences and requirements, Eastland Industries will help bring their vision to life with their extensive product selection, superior craftsmanship, and excellent customer support.</p> <p>Product/Service Eastland offers a full line of customized frames and frameless cabinets in a variety of styles from classic, traditional, rustic, to contemporary. Materials used in the cabinet construction include solid hardwoods, solid plywood, and melamine faces MDF with hardware supplied by German supplier Blum.</p> <p>Mission Objectives Eastland Industries aims to identify potential partners and to establish sales and distribution models through the following channels:</p> <ul style="list-style-type: none"> ○ Retail groups ○ Sales agencies ○ Buying groups ○ Large scale general contractors and architects ○ Community housing organizations <p>Contact John Faulkner UK and Europe Business development Manager 001 506-672-9855 john@eastlandkitchens.ca</p> <p>www.eastlandkitchens.ca</p>
<p>Corruven Inc.</p>	<p>Company Background Corruven, established in 2009, is a technological leader and eco-friendly company that designs and manufactures light weight and high performance engineered composite industrial packaging, architectural, furniture and construction solutions. The company is recognized for its patented <i>Corruven technologies</i>® that optimizes the natural strength of wood (a natural carbon fiber) to create hi-performance sustainable market game-changing solutions. Corruven’s business model is one of licensing the technology, bringing the manufacturing equipment to the partner. This reduces costs associated with logistics and creates a small carbon footprint for the products.</p>

	<p>Product/Service Corruven’s mission goes beyond manufacturing advanced materials! Uniting a network of game changing leaders and partners dedicated to innovation that makes a difference, it is a pioneer in innovation that creates products that are 75% lighter, 61 times stronger, and who are capable of capturing 2 times more CO2 than traditional products. By doing so, Corruven enables its partners and customers to significantly and swiftly improve their competitiveness. Their market solutions include:</p> <ul style="list-style-type: none"> • Freshsleep bed platforms <ul style="list-style-type: none"> ○ Key benefits: product improves mattress life, reduces logistics costs, provides healthy sleeping environment • 3D architectural panels (wall panels) <ul style="list-style-type: none"> ○ Key benefits: product offers texture option, tactile sensation, unique design, • V-corr sandwich panels (concrete forms and raised floors) <ul style="list-style-type: none"> ○ Key benefits: higher productivity, easier recruitment of workforce, reduce logistics costs <p>Mission Objectives Corruven aims to establish sales and distribution partners for their product lines.</p> <p>Contact Alain Belanger President 001 506 802-7022 alainb@corruven.com www.corruven.com</p>
<p>Jensens Powertrain</p>	<p>Company Background Established over 40 years ago by David and Kathryn Jensen, with a commitment to quality that still remains their focus today. Located in Fredericton, New Brunswick, with a dedicated staff of 30 employees in 3 locations, Jensen’s Powertrain is dedicated to servicing the automotive and industrial drive train markets. Customers can expect the highest quality in products, service, and warranty. As experienced exporters, they have supplied Allison transmissions and torque converters world-wide through several contractors in USA, Mexico, South America, Africa, China, Mongolia, Russia and Italy.</p> <p>Product/Service An ISO 9001 certified supplier, they are an authorized manufacturer of Allison transmissions and torque converters for the automotive, truck, and industrial markets. With a commitment to quality since their inception, they</p>



	<p>not only supply excellent products to their customers, they also do so at a good price and warranty.</p> <p>Mission Objectives Jensen’s Powertrain is looking to build on its current business and establish sales, distribution and possible investment capital overseas.</p> <p>Contact David Jensen Sr President 001 506 447-7525 davesr@jensenspowertrain.com</p> <p>www.jensenspowertrain.com</p>
<p>Resilia Inc.</p>	<p>Company Background Resilia Inc. is a New Brunswick based Corporation, with its head office in Shediac. It was formed in June 2014 when a group of investors came together and purchased the intellectual property for Uresta. The company now manufactures and sells the clinically proven Uresta medical devices . Created by Dr. Farrell, head of the Urogynaecology Division in the Department of Obstetrics and Gynecology at Dalhousie University in Nova Scotia, the product is now manufactured under contract by Southmedic, a company specializing in injection molded medical devices for global export.</p> <p>Product/Service Uresta, is the only reusable, self-managed medical device for female stress urinary incontinence that has been clinically proven to eliminate or significantly reduce the involuntary loss of urine. The product offers a new treatment option to females suffering from stress urinary incontinence. A bladder support device that is inserted vaginally, Uresta doesn’t absorb leaks but rather places gentle pressure on the vaginal wall to support the urethra and prevent leakage from happening.</p> <p>Mission Objectives Resilia aims to drive sales of Uresta by expanding sales outside of Canada and seek distributors in Europe.</p> <p>Contact Jenny Bosien Controller 001 506 333-5855 jbosien@resiliainc.com</p> <p>www.uresta.com</p>

<p>Prelam Enterprises Ltd.</p>	<p>Company Background In operation since 1999, Prelam Enterprises has managed to secure a niche market in the air care sector, appealing to retailers and consumers alike. A category innovator in the household/chemical, consumer retail goods sector, the company competes among all-powerful multi-nationals like S.C. Johnson and Proctor & Gamble. They sell branded and private label products in big box retail chains like WalMart, Walgreens, Target, Home Depot, and Loblaws and have sold millions of bottles of their products in a number of countries such as the US, Canada, Ireland, Japan, United Arab Emirates, Barbados, South Africa, Mexico and South America.</p> <p>Product/Service</p> <ul style="list-style-type: none"> • Prelam’s, Just’a Spray product, is a new iteration of their original Just’a Drop deodorizer that can be sprayed in the bowl before you go, helping people eliminate their embarrassing personal odours. • Prelam has produced products for an international air care company under a private label with innovative formulas sold in Belgium, Netherlands, and Luxembourg, and just recently the USA. • Prelam has medical products line aimed for hospitals, healthcare, long term care facilities, and pharmacies to help with odour control for patient rooms and Ostomy patients. • Prelam also offers a line of high-quality essential products for men with their LUKY for Men line. <p>Mission Objectives Prelam aims to find qualified retailers, private label clients to produce formulas under their brand, and find distributors for their Just’a Spray, Prelam Medical, and LUKY for Men lines.</p> <p>Contact Luc Jalbert VP/Co-founder 001 506 857-0499 ext 2222 lucjalbert@prelam.com www.prelam.com</p>
<p>Masitek</p>	<p>Company Background Masitek (www.masitek.com) is the largest supplier globally of in-line smart sensing technology. The advanced quality control solution for industrial packaging and bottling applications sold under the company’s MMAZZ brand has well over 300 installations across 33 countries around the world. Used to pinpoint the exact location of damage to fragile products like glass containers, soda cans, and food jars, the solution’s user base includes food</p>



	<p>and packaging industry giants, ABInBev, Nestle, Pepsi, Coca-Cola, Diageo, Unilever, Carlsberg and others.</p> <p>Product/Service Sold under their MMAAZZ brand, Masitek has solutions in world class manufacturing plants around the globe, with a proven ROI in a short amount of time.</p> <ul style="list-style-type: none"> • ShockQC™: Measures impact in IPS and G-force to reduce damage, waste and improve line efficiencies. • PressureQC™: Measures the squeeze load to reduce damage, scuffing, label tearing, and breakage. • VerticalQC™: Increase processing speed with real-time vertical load data to simplify calibration & reduce breakage. • SeamerQC™: Measures downward pressure for canning operations to reduce damage and ensure proper sealing. <p>Mission Objectives Masitek aims to meet with new potential customers to demonstrate their products to further grow their European market presence.</p> <p>Contact Pablo Asiron EVP Global Sales 001 506 850-7715 pablo@masitek.com</p> <p>www.masitek.com</p>
Prince Edward Island	
Provincial organizer	
Innovation PEI	<p>Innovation PEI is focused on accelerating economic development in Prince Edward Island by investing in people, innovation, and infrastructure. We are targeting key sectors that have displayed a high potential for economic growth within the province.</p> <p>These sectors include advanced manufacturing and processing (including value-added food development and production), aerospace and defense, bioscience (including agriculture and fisheries), information and communications technology, financial services and renewable energy.</p> <p>Innovation PEI's Global Trade Services division is mandated to grow revenue created from export sales and to help Prince Edward Island companies become export ready. The division offers training and support for market entry activities and market-specific information.</p>



	<p>Vision: We ensure the Island economy continually grows and all residents benefit from global trade by empowering and challenging businesses to seek new opportunities for their products and services around the world.</p> <p>Mission: To be the leading source for information, resources, tools and access to networks that will measurably increase the performance of companies engaged in global trade.</p> <p>Contact Scott Ferris, Director – Global Trade Services scferris@gov.pe.ca 902-368-5952</p>
<p>UPEI School of Sustainable Design Engineering</p>	<p><u><i>Company Background</i></u> UPEI’s School of Sustainable Design Engineering (SSDE) is a unique, design-focused/industry focused engineering program offering degree and the undergraduate and graduate level. Students study along three thematic lines: Bioresources, Renewable Energy, and Mechatronics. During each year of the program, students participate in hands-on, design focused projects with industry and community partners. Grouped into small teams, students work on designing solutions to real problems for real clients. The end result is industry ready engineers. The by-product is amazing prototypes that can assist our industry partners in increasing revenue and/or reducing operating costs.</p> <p>SSDE’s main customers are the students we graduate from the program – we focus on both domestic and international markets. We look for students that want a unique engineering education experience – one that is more horizontally focused across engineering disciplines versus one that is vertically positioned along one path.</p> <p>The program has been designed to address a key industry concern that engineers were not industry ready upon graduation. The market demand for this type of engineer is well beyond what we can accept into our program. As such, we will cap our annual intake at 160 students. That said, we are looking for the top students with most creative minds that can work effectively in small teams to achieve outstanding results.</p> <p><u><i>Product/Service</i></u> The SSDE program is an extremely unique engineering program offered by very universities globally. Not only is it design focused and industry connected but it involves project based learning in an experiential environment. Students are supported by a team of staff technicians and</p>



	<p>professional engineers in each prototype build and challenged/mentored by a Faculty from around the world.</p> <p>The tuition for a similar program is approximately 70K USD – tuition for the SSDE program is 16K CAD, making it a great value.</p> <p>We do not view other academic institutions as competitors – if a potential student wishes to study a more traditional engineering discipline, we direct them towards another program. Universities that offer design engineering are viewed as collaborators, not competitors.</p> <p><u>Mission Objectives</u> Investigate potential partners along the lines of the bio-economy, precision agriculture, and advanced manufacturing. Also, wish to connect with academic institutions offering similar programs (Imperial College Dyson School of Design and HAWK University in Germany)</p> <p><u>Contact</u> Susan Hughes Business Development Engineer 1-902-388-7333 slhughes@upei.ca</p> <p>http://www.upei.ca/engineering/welcome</p>
<p>Aspin Kemp & Associates</p>	<p><u>Company Background</u> Aspin Kemp and Associates is a pioneer in the propulsion and power systems for large industrial marine vessels. Our achievements include the world’s first hybrid powered harbor tug boat, world’s first hybrid offshore drilling system, and world’s first power plant to be certified to operate DP3 Closed Bus. AKA has shifted the paradigm for fuel efficiency in offshore drilling with proven fuel savings. Our systems result in a highly reliable power plants and new levels of fuel efficiency on the vessel. We are now adapting these technologies to provide similar fuel efficiency gains in onshore micro-grid applications.</p> <p><u>Product/Service</u> AKA will demonstrate fuel savings and efficiency gains by our marine propulsion and micro grid power technology as well as our manufacturing and design capability.</p> <p>We will promote our ability to design and build hybrid power and propulsion systems for marine vessels or shore based applications. We will also recommend our subject matter experts for consulting in the areas of reliability, energy system efficiency, and future energy systems. Given that</p>



	<p>Rotterdam is a leading center for marine companies and technologies, we will be able to promote our skills to a broad audience.</p> <p><i>Mission Objectives</i></p> <p>Our objective is to identify potential clients who will benefit from our expertise in delivering energy efficiency to industrial power assets (focusing on Marine Assets in Netherlands). We will promote our specialty in industrial micro grids, island power, and marine power and propulsion systems, emphasizing reliability and efficiency.</p> <p>Contact Tobia Wiedemer Business Development Associate 902 620 4882 sales@aka-group.com https://www.aka-group.com/</p>
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Newfoundland and Labrador

Provincial organizer	
<p>Government of Newfoundland and Labrador Department of Tourism, Culture, Industry and Innovation</p>	<p>The department of Tourism, Culture, Industry and Innovation (TCII) is the lead for the economic, culture, and innovation agenda of the Provincial Government. TCII's mandate extends to a number of province-wide agendas including business growth, cultural development, social enterprise, and innovation, all of which support the larger economic agenda of prosperity and growth in Newfoundland and Labrador. While the department is one of the province's largest operators of tourism, culture, and heritage facilities, we also provide insight, intelligence, innovation, and investment services for businesses and communities to create a strong, vibrant business community and diversified regional economies.</p> <p>Government of Newfoundland and Labrador Department of Tourism, Culture, Industry and Innovation 2nd Floor, West Block Confederation Building P.O. Box 8700 St. John's, NL Canada A1B 4J6 Tel: (709) 729-7000 1-800-563-2299 Email: tcii@gov.nl.ca http://www.tcii.gov.nl.ca</p>



<p>Fonemed</p>	<p>Award winning Fonemed recognized the need for improved healthcare worldwide. The company provides innovative evidence-based medical advice and information, available around the clock via telephone and internet, delivered remotely by clinicians under the highest standards of quality and privacy.</p> <p>Fonemed also recognized the increase in the incidence and prevalence of various chronic diseases associated with a rapidly aging population. The resultant pressures placed on the health care system throughout the world were overwhelming. The company decided to capitalize on its core telemedicine competencies to support the current system. With the support of the Canadian Government and after two years of intense research and development, the company’s clinical experts and software engineers rolled out their Health Management Technology Platform. The company is now poised to provide care focused on those patients suffering from heart failure, diabetes, COPD, asthma and various behavioral health conditions. Their technology has been designed to seamlessly add clinical algorithms to manage any disease state in any part of the world.</p> <p>Fonemed’s objective is to identify and establish relationships with local partner firms/organizations and offer their back-end technology, clinical algorithms, monitoring and telemedicine services.</p> <p>Today, FONEMED provides telehealth solutions in the US, Canada, Haiti, Puerto Rico, Dominican Republic, Venezuela and Peru and are a recognized world leader in Population Health Management. Their clinicians have handled over 2 million clinical calls with no adverse outcome. Over 10 million individuals have access to Fonemed’s services.</p> <p>Charlene Brophy, CEO 1-800-366-3633 Ext. 2112 cbrophy@fonemed.com http://fonemed.com/</p>
<p>Compusult (UK-only)</p>	<p>Compusult is an established, 32-year old IT and electronics company with a proven track record in Canada and internationally. They are a technical leader in: Web-based and mobile geospatial applications software; Web-based software for IoT and sensor data management and electronics for sensor interfacing; Web, Windows, and mobile systems for asset tracking, check-in/out, and inventory control; and Assistive Technology products for persons with disabilities, focusing on education, computer access, and workplace accommodation.</p> <p>Compusult’s primary objectives are to identify and establish relationships with local partner firms/organizations and obtain contracts in areas relevant</p>

	<p>to their highly robust, cost-effective and unique state-of-the-art IT solutions such as: Web Enterprise Suite (WES) software and services, now including new WES Internet of Things (IoT) Platform and WES SensorHub; Assistive Technology (AT) products for persons with disabilities; School Lunch Program System; FasseTrack software products and services for item tracking solutions; and software development services (especially Web-based and mobile device applications), including provision of Software as a Service (SaaS) and cloud-based applications.</p> <p>Paul Mitten, Vice President Office: +1 709 745 7914, ext. 219 Mobile: +1 709 749 2565 mitten@compusult.net www.compusult.net</p>
<p>Terra Nova Ventures (UK-only)</p>	<p>Terra Nova Venture Partners (TNVP) is seeking out development partners to collaborate in bringing its VR products to market. The company's rendering product is called PATHWAY which captures interior spaces & objects therein and converts them into hyper-accurate 3-D models. Pathway automatically computes and reconstructs architectural elements including fixed and movable objects for use in merged virtual reality and augmented reality applications. The platform has uses in a variety of sectors including architecture (design, wayfinding, and emergency egress), gaming and training.</p> <p>TNVP's primary objectives are to seek out strategic marketing partners and technology development companies in Western Europe to both facilitate product development and market access in the broader VR/AR sector. We are seeking to establish relationships with partner organizations and are open to joint ventures with firms possessing complementary technologies and the ability to cooperate on developing two-way customer relationships in Europe and North America.</p> <p>Terra Nova Venture Partners will be participating in the VR/AR Expo June 12-15, conducting site visits and meetings with several UK companies in the Greater London region that are active in the industry.</p> <p>Roger Power, Managing Partner 709-746-0226 rpower@gmail.com</p>
<p>MUN Internationalization Office (UK-only)</p>	<p>Memorial's Internationalization office is responsible for the oversight and support of all international activities including student recruitment, institutional partnerships for research and exchange, projects and technical assistance, and now utilizing its Harlow campus. Harlow is centrally located, midway between London and Cambridge and close to Stansted airport.</p>



	<p>While fallout from the ongoing Brexit negotiations will have broad impacts on the UK and EU, Memorial’s campus in Harlow remains geographically ideally located as a center for promotion and business development both in the UK and the EU. Nearby Essex will take another step towards rivalling America’s famous Silicon Valley with the signing of a multi-million pound deal for a new medical technology center in Harlow.</p> <p>Memorial’s objectives for the mission are to investigate the opportunities in the Essex region’s new ecosystem. Specifically, how the Harlow Campus can take advantage of this region’s growth, identification of potential work term placements for a variety of co-op programs and development and promotion of the Harlow Campus and what it has to offer. The following opportunities have been identified as possible meetings during the mission time frame: Essex Development Agency, Chamber of Commerce, Similar Universities for a range of graduate programs in the vicinity (e.g. Luton) for collaboration and or exchange, Port of Essex, Cambridge Innovation Centre and any IFI partnerships.</p> <p>Sonja Knutson, Director 709 697 5636 sknutson@mun.ca</p> <p>www.mun.ca/international</p>
<p>Seashore Consultants Ltd.</p>	<p>Seashore Maritime Services Ltd was established in 1992 and became incorporated in June 2012 where it has been operating as a trade name under MIR Ltd. Both, MIR Ltd and Seashore Maritime Services Ltd are solely owned by Jeff Walsh. The companies are involved in many aspects of the marine industry including mechanical, electrical, and fabrication installations, repair and maintenance. Our customers have come to depend on us in the marine management and consulting on their vessels during inspection and refit.</p> <p>Seashore Consulting Ltd./Seashore Maritime Services Ltd. undertakes marine insurance warranty surveys, vessel casualties, and suitability and on-hire surveys, technical representation, safety management systems, marine integrity review and audits, and third party flag state inspection for Vanuatu.</p> <p>They use methods for tracking operational to project costs (through our licensed software product – LINXPOT) to creating new and innovative ways of delivering Marine Safety Management solutions through our own software product VSMS. They have sold their VSMS product to the Canadian Government and are currently implementing five (5) software licenses. Their marine based product and service offering ranges from project management to shipyards and vessel owners, training personal on quality control, refit</p>



	<p>management, vessel and equipment monitoring and marine survey and inspection.</p> <p>Seashore’s primary objectives are gain more exposure and gauge competitiveness to the EU market and sell their software advanced enterprise and vessel management information system as well as their other professional marine services.</p> <p>Jeff Walsh, President 709-682-2893 709-722-3199 jeff@seashoreltd.com</p> <p>www.seashoreconsultants.com</p>
Auk Island Winery	<p>Auk Island Winery was founded in 1997 in Twillingate, Newfoundland, Canada. The winery building was the former academy school of Durrell, Twillingate. From its humble beginnings of a cottage winery it is quickly becoming an export facility, mapping out new territories and countries throughout the world. It makes a variety of fruit and berry wines, using Iceberg water as their source of water for some blends. The winery is owned by Grant Young, and the main label is Notre Dame Wine. For their wines, they use local partridgeberries, bake apples, and blueberries, all free of pesticides and chemical fertilizers. The berries are picked by hand by the locals and often hand delivered directly to the winery.</p> <p>Auk Island Winery works with GVLK Trading (Asia and BC), The Beverage Baron (NL), and Innovative Beverages (Maritimes). All of these companies specialize in exporting, and the distribution on liquor and other beverages. Products include a variety of berry based wines, cider, wine flavored ice cream and other treats. Auk Island Winery’s goals and objectives are to identify and establish relationships with local partners, agents, or distributors and seek specialty food retail and food service buyers to obtain contracts.</p> <p>Grant Young, President 709-746-4222 grant@downhomelife.com</p> <p>www.aukislandwinery.com</p>
Berg Water	<p>Berg Water is a luxury brand of iceberg bottled water produced in Newfoundland and Labrador marketed and wholesaled to distributors in the Middle East, Asia and the USA. The brand was created in 2006 as a high end product to be primarily positioned in the premium sector in markets overseas. At this point the company has established distributors in the USA,</p>



Saudi Arabia, Qatar, South Korea, Taiwan, China, St. John's and the Toronto area.

Berg Water is defined by what it is not, as much as what it actually is. Berg does not compete against the mass market bottled water products. It is not sold in the same places either. Berg is marketed to fine restaurants, spas, hotels, health clubs, cafes, bars or even home delivery. Customers rarely are presented with a choice to order Berg or Aquafina while dining out. Berg is one of the very few premium iceberg waters targeted at the high end market. There are glacier, spring, artesian, mineral and other types of water but very few if any other iceberg water.

Berg Water is looking for distributors who can carry the product in most of the EU countries. Berg Water products are ideal for restaurants, hotels, high end supermarket chains and clubs.

Tony Kenny
President
Berg Water
1171 Topsail Road
Mount Pearl, NL
Canada A1N 5G2
Tel 1 (709) 364 7524
Fax 1 (709) 364 8752
Cel 1 (709) 690 1585
Web www.bergwater.ca
email tkenny@bergwater.ca