

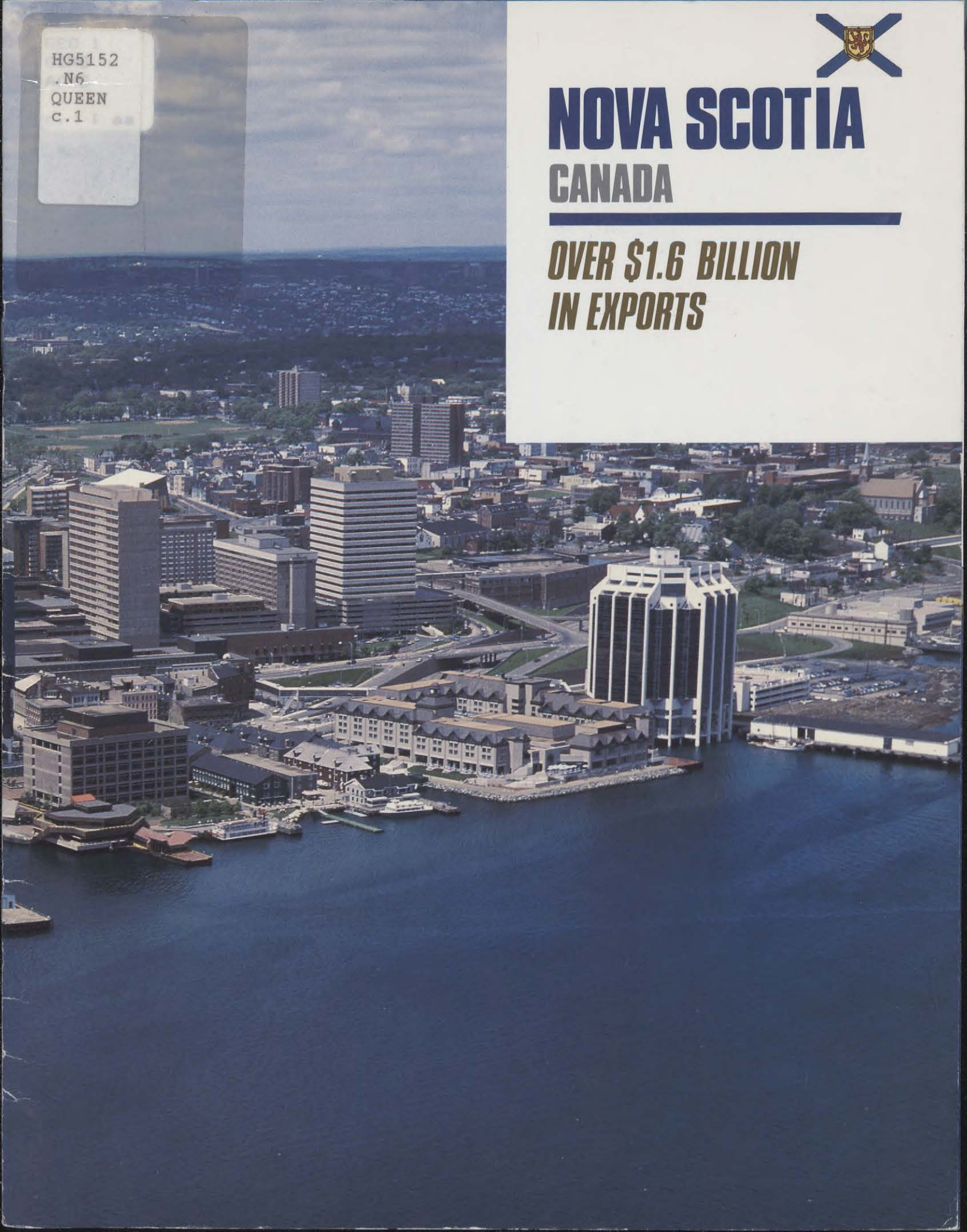
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NOVA SCOTIA

CANADA

***OVER \$1.6 BILLION
IN EXPORTS***



Investing in Nova Scotia, Canada

This brochure provides information on **business and investment opportunities** in Nova Scotia, Canada. It also indicates **where to get further information and advice** from Canadian government agencies, including:

information on **benefits** of investing in Canada, and the **procedures** involved

business and investment opportunities in **specific industry sectors** and in **other provinces and regions**

more detailed data on Nova Scotia

Now is an excellent time to invest and do business in Nova Scotia, Canada:

With a population of almost 900 000 people, Nova Scotia is the largest of Canada's four Atlantic provinces. Halifax, the province's capital city, is the largest urban centre in Atlantic Canada:

Gross provincial expenditures in the province totalled more than \$10 billion in 1984 — personal expenditures on consumer goods and services alone approached \$8 billion — making Nova Scotia a significant market in its own right. In addition, the province's modern and efficient road, air, marine and rail transportation systems provide Nova Scotia-based firms with direct access to major urban centres in Canada, the United States, and overseas countries.

Halifax Harbour operates two of the busiest container terminals in the world, and helped Nova Scotia to export more than \$1 1/2 billion in finished and unfinished goods to numerous countries.

Manufacturing industries in the province had total shipments in excess of \$4.8 billion in 1985, and play a key role in Nova Scotia's economy. The province's tourist industry has also been experiencing significant growth in recent years; many opportunities are available for further expansion in both of these key industry sectors.

A high priority is placed on ensuring that Nova Scotia-based firms have access to state-of-the-art technology. In addition to world-class universities and research centres, the province has undertaken specific measures to ensure that advanced technology firms locating in Nova Scotia have access to fully-serviced industrial land.

The province is currently experiencing a growth in the number of firms using advanced technology in their production and research activities. These include firms using ocean science technology, defence-related firms, and numerous other manufacturing establishments.

The province's system of universities, vocational schools, and technical institutes, ensures that firms located in Nova Scotia have direct access to a large supply of well-educated workers. Labour-management relations have been very good in recent years; workers are motivated, and wages are competitive.

In addition to being virtually self-sufficient in electrical power, the province boasts an abundant supply of other natural resources, including large stocks of fish and a strong agriculture sector. Further expansion of resource-based industries is encouraged.

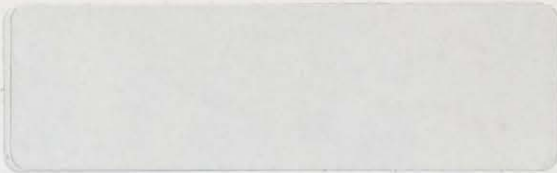
Nova Scotia welcomes and encourages new investment in its traditional and newly emerging industry sectors. The complete range of financial services, an advanced industrial infrastructure, and government incentive programs are already in place to assist individuals and businesses wishing to invest in the province.

Publié également en français.

THE PROVINCE OF NOVA SCOTIA



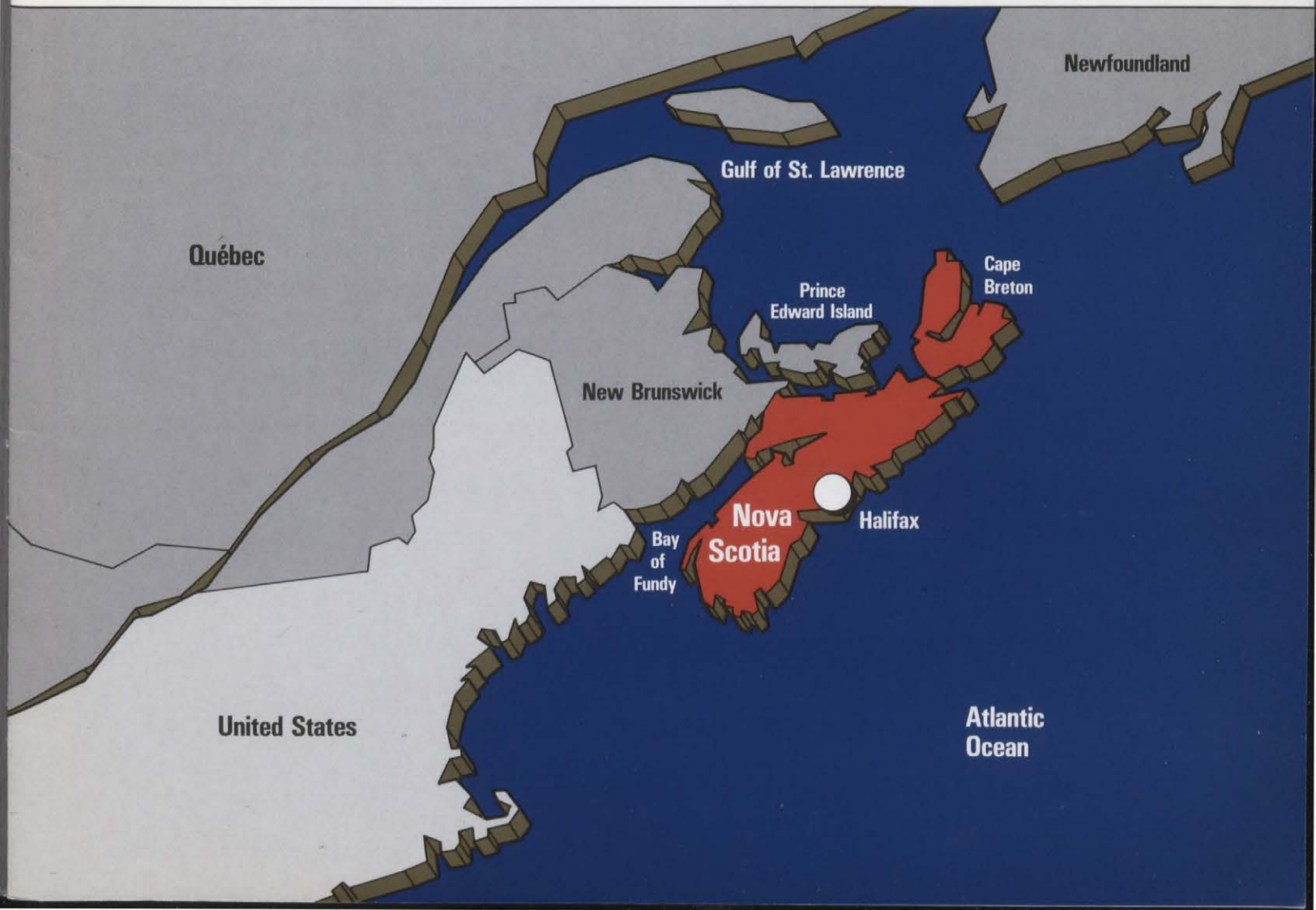
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The province of Nova Scotia is larger than the combined land area of the states of Massachusetts, Vermont and Rhode Island.

As Canada's easternmost mainland province, Nova Scotia is a full day's sailing closer to Europe than any other North American mainland location, and is ideally-located to serve the eastern markets of Canada and the

United States. Nova Scotia's strategic location, adjacent to the major trade routes of the North Atlantic, is ideal for export-oriented industries. In 1984, over \$1.6 billion in goods were exported from Nova Scotia, including \$1 billion to the US.



A Major Shipping Centre

■ With a population of 880 700 in 1985, Nova Scotia is the largest of Canada's four Atlantic provinces and accounts for over one-third (38%) of the more than two million people in the broad market of the Atlantic provinces. Two-thirds of Nova Scotia's population are adult consumers between the ages of 15-64 years.

■ Nova Scotia's capital city of Halifax is a modern regional centre of almost 300 000 people (290 600 in 1985). Halifax is the largest urban centre in Atlantic Canada and accounts for one-third of the province's total population. Other urban centres (Census Agglomerations) in the province include:

1981 Population



■ Over the decade 1974 to 1984, the gross provincial expenditures of Nova Scotia increased from C\$7 940 million (\$s constant 1984) to C\$10 444 million — **an average increase of 3.2% per year in real terms** (i.e. after adjustment for inflation).

■ Federal **Sales Tax** applicable to all provinces in Canada is 10 percent. The Provincial Sales Tax in Nova Scotia is also 10 percent.

■ Nova Scotia's world-class shipping facilities provide direct access to the eastern coast of the United States and major European markets. With approximately 1.9 million tonnes of container cargo handled in 1984, the **Halifax port is the second largest container port in Canada.**

■ Nova Scotia's economy produces a wide range of goods and services, over one-quarter (28%) of the province's gross domestic product was in goods-producing industries. The manufacturing sector alone accounted for over \$1 billion:

Gross Domestic Product by Industry, 1983

Goods-Producing Industries	\$ millions
Agriculture	119.0
Forestry	27.0
Fishing	192.2
Hunting and Trapping	0.6
Mines	131.8
Manufacturing	1 099.3
Construction	517.3
Electric Power, Gas and Water Utilities	328.2
Sub-Total	2 415.4
Other Industries	
Education and Related Services	763.0
Health and Welfare Services	642.3
Accommodation and Food Services	205.2
Provincial and Local Administration	447.3
Miscellaneous Industries	4 117.8
Sub-Total	6 175.6
TOTAL	\$8 591.0

■ Nova Scotia's sizeable manufacturing sector has rebounded successfully from the world-wide recession of the early 1980s. The province's total manufacturing shipments reached \$4 775 million in 1985.

■ Each of the province's seven major industry sectors had shipments in 1985 of \$83 million or more. Food industries alone accounted for almost one-quarter (21.7%) of total shipments (or \$1 billion) followed by paper and allied products industries and the transportation equipment sector:

Manufacturing Industry Shipments, 1985

Manufacturing Industry	1985 Shipments \$ Millions	% of Provincial Manufacturing Shipments
Food Industries	1 033.9	21.7
Paper and Allied Industry	448.1	9.4
Transportation Equipment Industry	293.7	6.2
Wood Industries	116.1	2.4
Fabricated Metal Products Industries	112.9	2.4
Printing, Publishing and Allied Industries	102.0	2.1
Non-Metallic Mineral Products Industries	83.2	1.7
Other	2 585.0	54.1
TOTAL	4 774.9	100%

■ **Regular ferry services** connect Nova Scotia to each of the neighbouring Atlantic provinces and major US markets along the eastern seaboard.

■ **Regular direct flights** connect the **Halifax International Airport** to major urban centres in Canada, the U.S., and overseas countries:

Amsterdam	Montréal
Bermuda	New York
Boston	Ottawa
Calgary	Rome
Charlottetown	Saint John, N.B.
Fredericton	St. John's, Nfld.
Glasgow	Toronto
Lisbon	Vancouver
London	Winnipeg
Milan	

■ Approximately 43 million consumers are located within 1 600 km (1 000 miles) of the province.

■ Official ports of entry at Sydney, Halifax and Yarmouth facilitate the international flow of business travellers, tourists and export/import goods.

Well-Trained Workers

■ Nova Scotia's labour force of nearly 400 000 workers is heavily concentrated in the service-based occupations. Almost one-quarter (24%) of the province's labour force is active in managerial and professional occupations, and an additional one-sixth (16%) work in service occupations. At the same time, the province also possesses an impressive work force experienced in the manufacturing sector; 48 000 workers are active in processing occupations:

■ With more universities per capita than any other province in Canada, Nova Scotia has a well-educated population.

■ Nova Scotia's **10 degree-granting universities** had a combined enrollment of almost 30 000 full and part-time undergraduate and graduate students in 1983/84.

■ An additional **13 vocational schools and technical institutes** with a full-time enrollment of 2 909 provide a complete range of technical and professional programs.

■ In 1982/83 the province's educational system produced 4 049 bachelor's and first professional degrees; 566 master's degrees, and 29 earned doctorates.

■ A sample of average hourly earnings:

Labour Force (October 1985) (000s)		
Labour Force by Occupation	Labour Force	Percentage
Managerial, Professional, etc.	95	24.0
Clerical	58	14.7
Sales	37	9.4
Service	63	16.0
Primary	28	7.1
Processing	48	12.2
Construction	31	7.8
Transportation	17	4.3
Materials Handling and Other Crafts	14	3.5
Unclassified	4	1.0
TOTAL	395	100%

Average Earnings (August 1985) (\$/hour)		
Industry	Salaried Employees	Employees Paid by the Hour
Forestry	\$12.26	\$ 8.89
Mining	15.96	12.12
Manufacturing	13.26	9.89
Construction	11.64	10.39
Transportation, Communication and Other Utilities	13.10	11.32
Trade	9.30	6.57
Finance, Insurance and Real Estate	10.98	6.94
Community, Business and Personal Services	13.81	7.49
Service Producing Industries	12.62	7.96
INDUSTRIAL AGGREGATE	12.69	8.80

■ Males and Females are both actively involved in Nova Scotia's labour force:

Males **227 000 (57%)**
Females **168 000 (43%)**

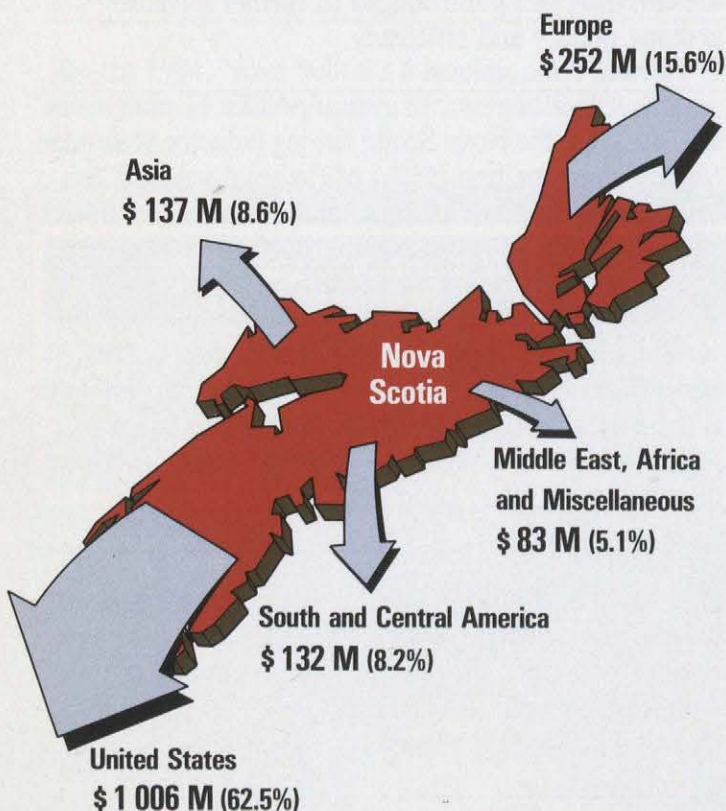
■ In 1980, slightly more than one-quarter (28%) of Nova Scotia's labour force was unionized; 17% of unionized workers were employed in the manufacturing sector.

Direct Access To The Eastern United States & European Countries

■ Nova Scotia is an active exporter. The \$1 610 million worth of goods exported from Nova Scotia in 1984 are equal to 17% of the province's entire gross domestic product for that year.

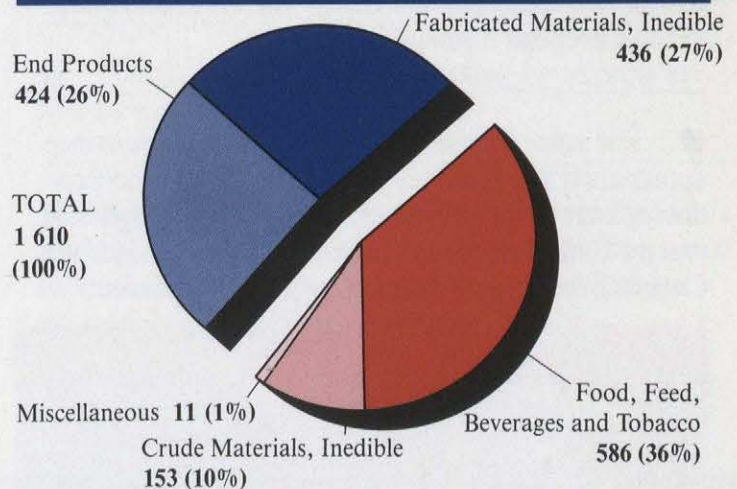
■ Although the largest proportion of the province's exports are destined for US markets, almost two-fifths of Nova Scotia's export trade is with overseas countries:

Total Exports in 1984: \$1.6 Billion

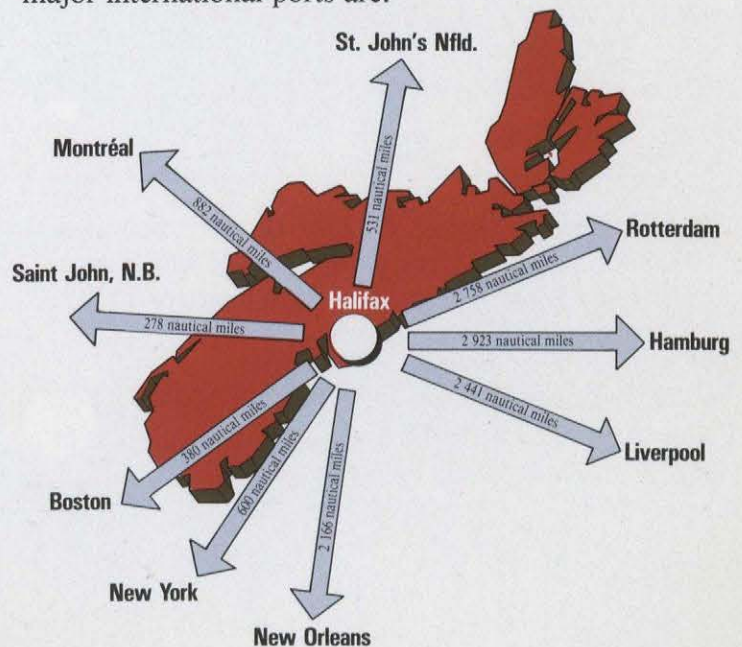


■ More than one-half (53%) of Nova Scotia's exports were fabricated materials and end products:

Types of Exports, 1984
(\$ millions)



■ Approximate distances by sea from Halifax to major international ports are:



Diversified Resource Base

■ Nova Scotia's large quantities of mineral reserves and consistently high levels of production have helped Canada achieve the ranking of **best among 28 OECD and other industrial nations** in terms of availability and cost of raw materials and energy for 1985, according to the **European Management Forum**.

■ The value of **mineral production** in the province approached \$300 million in 1984. In addition to producing over \$160 million worth of coal (4th highest among Canadian provinces in 1984), the province was Canada's leading producer of gypsum and barite:

Mineral Production, 1984

Mineral	\$000s	%
Coal	162 600	56
Gypsum	43 677	15
Sand and Gravel	21 600	7
Cement	17 084	6
Stone	9 400	3
Clay Products	6 700	2
Barite	2 302	1
Peat	530	<1
Other	28 140	10
TOTAL	293 033	100%

■ Nova Scotia has 41 000 km², or more than 10 million acres, of **forest reserves**, all of which are inventoried. Forests cover over three-quarters (81%) of the province's total land area.

■ The total volume of wood cut in Nova Scotia in 1981 was 4 million m³.

■ There are **5 pulp and paper mills and 350 sawmills** in the province. In 1981, the total value of shipments from **sawmill and planing mill industries** was \$48 million.

■ Nova Scotia's **fishing industry** plays an important role in the provincial economy. In 1985, the total value of fish landings in the province was estimated to be \$309 million, representing 450 509 metric tonnes of fish. The fishery is in a period of modernization and transition. Large sophisticated factory freezer trawlers are currently being introduced to further increase product quality and efficiency.

■ In 1981, the Nova Scotia fishing industry accounted for just over one-half (51%) of the total value of fish landings achieved by all four Atlantic provinces combined.

■ Nova Scotia has 1.2 million hectares (2.8 million acres) of land with good to excellent capability for **agriculture**. Among the Atlantic provinces, Nova Scotia is the major producer of fruits, floriculture and a variety of livestock products, and is a leading producer of cattle, hogs, dairy products, and eggs.

■ Nova Scotia is virtually self-sufficient in **electrical power**. The province produced 6 763 million kW·h of electricity in 1985, the vast majority of which came from conventional thermal sources (i.e. coal); other electrical power is produced from hydro sources.

A Fully Integrated System

■ Nova Scotia's transportation linkages embrace oceans and continents. Integrated with the arrival and departure of container ships are special container trains which daily link Halifax with inland terminals of Montréal and Toronto. From there cargo is transported by road and rail to Detroit, Chicago, Winnipeg, Vancouver and other major North American cities.

■ **Halifax Harbour**, one of Nova Scotia's year-round, ice-free, deep-water harbours, operates two of the busiest and most sophisticated container terminals in the world.

■ In 1984, Nova Scotia's **6 leading ports handled more than 11 million tonnes** of international seaborne cargo.

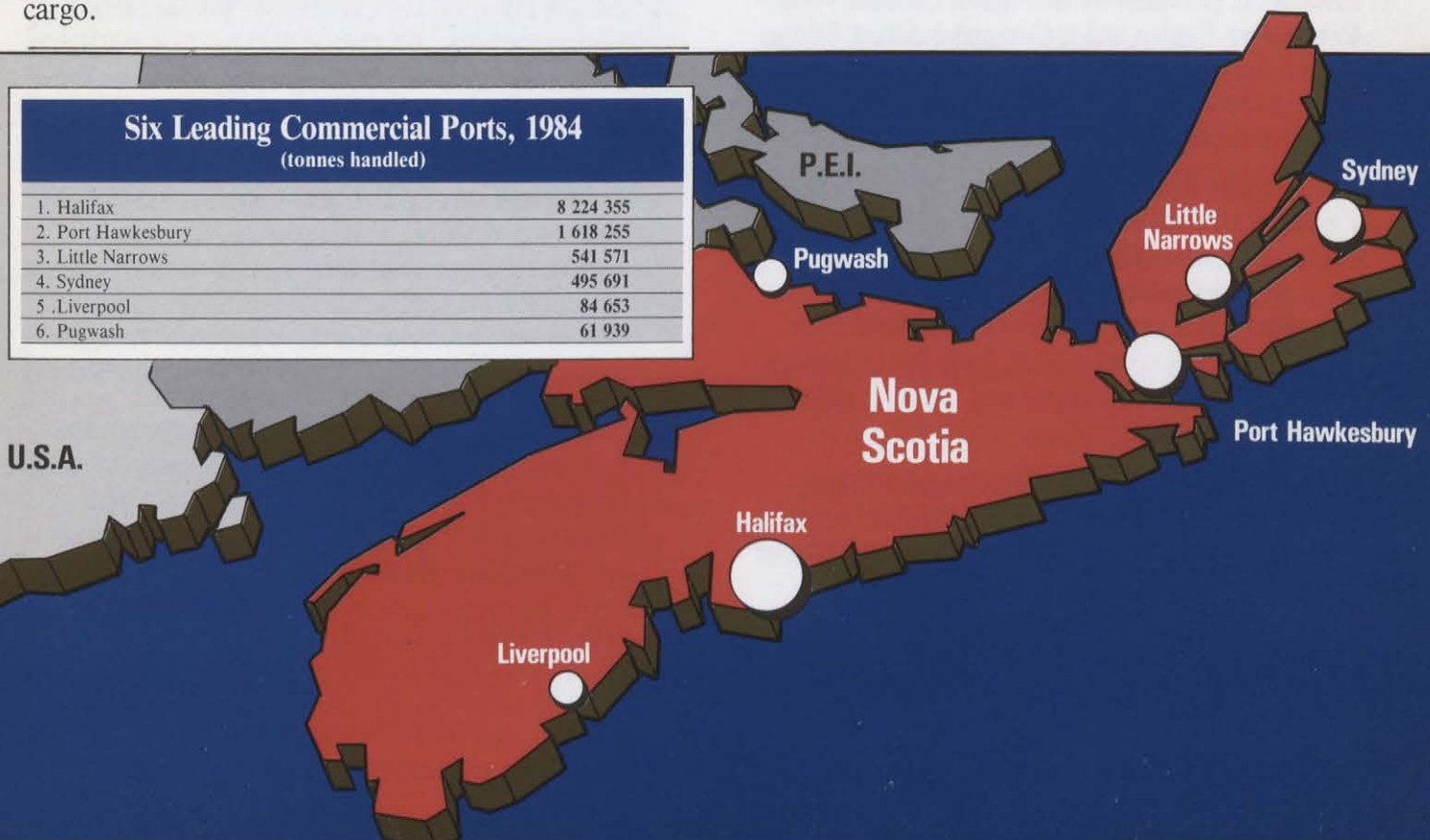
■ **Halifax International Airport** is the largest airport in Atlantic Canada, and ranked 8th in Canada in terms of number of flights, cargo handled and number of passengers.

■ Additional air service is provided by airports at Sydney and Yarmouth.

■ Nova Scotia is completely integrated with Canada's world-class **telecommunications networks**, which provide sophisticated voice, image and data communications via satellite and microwave systems.

Six Leading Commercial Ports, 1984
(tonnes handled)

1. Halifax	8 224 355
2. Port Hawkesbury	1 618 255
3. Little Narrows	541 571
4. Sydney	495 691
5. Liverpool	84 653
6. Pugwash	61 939



An Advanced Infrastructure

■ Nova Scotia's **degree-granting universities and colleges** provide a stream of well-trained graduates with technical expertise as well as a range of sophisticated research facilities. There are **31 technology centres or research institutes** sponsored by federal government departments, the provincial government and/or universities and colleges. Some of the many organizations conducting research, and their area(s) of specialization, include:

The **Applied Microelectronics Institute**, a non-profit organization created in 1981 to serve as a focus for new industrial developments in the province and Atlantic region. Technical activities of the Institute are carried out in two broad areas — industrial projects, and research. Technical support for these activities is provided by two major facilities — a **Computing Centre** and a **Computer Aided Design System** supporting printed circuit board manufacturing technology. A comprehensive electronics and digital design laboratory is also available.

The **Atlantic Research Laboratory** of the National Research Council is situated on the campus of Dalhousie University in Halifax and operates an Aquaculture Research Station on the shore of the Atlantic Ocean, near Sambro, N.S. Research in the laboratory is conducted in the fields of biology, biochemistry, biotechnology and organic, physical and analytical chemistry.

The **Bedford Institute of Oceanography (BIO)**, founded in 1962 as Canada's first research centre, is devoted to the field of oceanography. At the present time the Institute is the principal oceanographic institution in Canada, ranking alongside the Scripps and Woods Hole institutions in the USA.

Nova Scotia Research Foundation Corporation was established in 1946 by the province to use science and technology to assist in economic development. Three operating divisions — Applied Science, Industry Services and Product Development — carry out approximately 4 000 assignments each year for 600 companies and government departments

Dalhousie University, the largest university in the Maritimes, has a wealth of resources which are available for use by the private and public sectors in conducting research and development. The University's centres and institutes include: Institute for Resource and Environmental Studies, Trace Analysis Research Centre, Dalhousie Ocean Studies Programme, Centre for International Business Studies, Canadian Marine Transportation Centre, Institute of Oceanography, and the Centre for Research in Sensory Psychology and Medical Physics.

The **Nova Scotia CAD/CAM Centre** at the **Technical University of Nova Scotia** plays a lead role in stimulating cooperation between universities, industry and federal and provincial agencies concerned with the use of computers in design and manufacturing.

The **Nova Scotia Institute of Technology** recently received \$11 million from the federal and provincial governments to expand its training facilities, including the purchase of **Flexible and Computer Integrated Manufacturing Systems** equipment.

The **Atlantic Institute of Biotechnology** focuses the abilities of university scientists on problems faced by industry. This independent research centre will bring new bio-processes to companies allowing them more efficient methods of production.

New Investments In High Technology

■ The business and government sectors in Nova Scotia are dedicated to making the necessary investments to keep pace with technological change and industrial needs. In 1985, capital and repair expenditures to acquire, expand, modernize and upkeep plants and equipment in the province exceeded \$3.6 billion:

Capital and Repair Expenditures, 1985

Industry	Capital Expenditures (\$ millions)	Repair Expenditures (\$ millions)	Total (\$ millions)	%
Primary	927.4	108.0	1 035.4	29
Manufacturing	175.9	127.5	303.4	8
Utilities	301.7	162.6	464.3	13
Trade, Finance and Commercial	397.1	58.8	455.9	13
Institutions and Government Departments	529.3	182.6	711.9	20
Housing	542.3	116.8	659.1	18
TOTAL	2 873.7	756.3	3 630.0	100%

■ Nova Scotia's **Venture Capital Program** encourages the creation of venture capital corporations which will provide equity investments and management expertise to eligible small and medium-sized businesses. The provincial government participates in the risk by lending the venture capital company an amount of money equal to 50 percent of the eligible investment, interest free for ten years.

■ Nova Scotia's many **industrial parks** provide industry with the infrastructure and amenities required to compete in both domestic and international markets. Since the 1960s, industrial parks in Nova Scotia have become home for more than 100 new manufacturing firms. Many are supported by foreign investment from around the world, including the United Kingdom, Germany, France, Sweden and the United States.

■ The industrial park at Burnside, Nova Scotia is the largest in Atlantic Canada, and currently accommodates more than 600 companies employing over 7 000 workers.

■ The **Aerotech Business Park**, a newly established high technology industrial park in Halifax, has been financed by the federal government and the municipal government of the County of Halifax, to provide high-technology and other industries with fully serviced industrial land. Over \$20 million will be invested in basic infrastructure including roads, sewerage, water systems and landscaping. Direct access will be available from Aerotech park to the Halifax International Airport. The park is intended to serve as the cornerstone for long term development of aerospace, electronics and related industries in Nova Scotia.

■ Recent examples of major investments in Nova Scotia's industrial infrastructure provide evidence of industry confidence in the province as a place to invest:

Michelin Tire (Canada) Ltd., Nova Scotia's single largest exporter, has recently invested over \$500 million to construct a third tire plant at Waterville and to expand its Granton and Bridgewater facilities.

Pratt and Whitney (Canada) Inc. is establishing a major plant at the Aerotech Business Park in Halifax County. When complete, the facility is expected to employ in excess of 1 000 workers. The flexible manufacturing system to be utilized in the plant will contain sophisticated, automated technology in which all plant systems, from book-keeping to machine functions, will be computer controlled. The plant is part of Pratt and Whitney's comprehensive expansion and modernization program that is designed to ensure the company retains its leading competitive position in world markets.

■ In addition, the large number of new initiatives in the **high technology field** are evidence of Nova Scotia's attractiveness as a place to research, develop and promote advanced technologies — especially those related to **ocean and marine-based industries:**

Can-Dive Services Ltd., Dartmouth, Nova Scotia, Canada's largest underwater diving contractor, has participated in numerous scientific studies and R&D projects in the area of arctic diving, diving medicine and one-atmosphere diving. With the assistance of the federal government, the company recently successfully completed the development of a small one-man submersible, and is now undertaking research into the development of a one-atmosphere armoured diving suit.

Focal Marine Ltd., Bedford, Nova Scotia, a fibre optic engineering company providing products and services to the marine and offshore industries, is currently conducting research into the application of fibre optics in marine systems and products for potential use in military, marine, scientific, and offshore oil and gas activities.

K.B. Electronics Ltd. recently completed an expansion and modernization of its Bedford facility. The company has purchased and installed new production and testing equipment, which will enable it to manufacture to the exacting standards required by the defence industry. K.B. Electronics is involved in the design, development, production and distribution of high technology products for the marine, industrial, military, utility and aviation markets.

Micronav Ltd. was established in 1981 in Sydney, Nova Scotia to design and manufacture Microwave Landing Systems (ground transmitting equipment) for domestic and international markets. Micronav has been selected to provide MLS for Port Hawkesbury airport in Nova Scotia and Pemberton Airport in British Columbia.

Nautical Electronic Laboratories Ltd., Hackett's Cove, Nova Scotia, is a world leader in research, development and manufacture of high power, totally solid state radio transmitters.

Crockett, McConnell Inc., Bridgewater, Nova Scotia is one of Canada's fastest growing boat building companies and has recently added robot technology to its production facility. The company is considered a leader in the application of Computer Aided Design/Computer Aided Manufacturing.

■ The Nova Scotia Provincial Income Tax Act is identical in wording to that of the Canadian Federal Income Tax Act. The **corporation income tax** levied by the Province of Nova Scotia is currently 15 percent of taxable income unless the *Small Business Deduction* is claimed, upon which the Provincial rate is reduced to 10% of taxable income. The basic federal tax rate is 46%. A 10% abatement is allowed for income earned in a province, bringing the rate down to 36%. This rate may be further reduced by several tax provisions, including provisions related to firms located in Cape Breton.

■ All provinces of Canada are subject to the same federal **personal income tax** rates, and the same income tax laws (with certain special exceptions in Québec). The Nova Scotia provincial income tax rate is 56.5% of the Federal Basic Tax.

Continued Growth And Diversification

Ocean science technology and ocean related industries have been identified as among the most promising investment opportunities in the province. The Nova Scotia fishery is in a period of transition as factory freezer trawlers and new processes are being adopted to strengthen the international competitiveness of the industry. In addition to a rejuvenated ocean fishery, **aquaculture** is also projected to assume increasing importance as one of the major growth sectors in the future.

Ocean industry development in Nova Scotia is also driven by spin-offs from **offshore oil and gas projects**. Exploration efforts have resulted in discoveries of hydrocarbons. Gas production from offshore is currently in the planning stage. The project is anticipated to have a capital cost of approximately three billion dollars including a major subsea pipeline and several offshore production platforms.

Another area of major emphasis in Nova Scotia's ocean industry sector is **research and development**. The province has sophisticated scientific and educational organizations with a concentration on ocean related applications and is at the forefront of advanced technology in this area.

The **development and growth of advanced technologies** in Nova Scotia is another area where new investment is being encouraged. Symbolic of this are two multi-year agreements totalling \$64 million which were recently signed by the federal and provincial governments to provide Nova Scotian industry with the most advanced technological tools available — from CAD/CAM and flexible manufacturing systems training to a super-computer. Steps have been taken to accelerate the commercial application of new technologies within the province's small and medium size businesses and to ensure that there is a skilled workforce available to operate them effectively.

As home of Canada's Maritime Command, Nova Scotia benefits from the **economic spin-offs derived from military and defence spending**. The Department of National Defence employs more than 21 000 people in Nova Scotia and has an annual operating budget in the hundreds of millions of dollars. This results in an economic impact on the provincial economy of an estimated \$1.8 billion annually. More development is expected in the next five to ten years as the Government of Canada undertakes major procurement programs for projects such as Low Level Air Defence (LLAD), Microwave Landing Systems (MLS), Tactical Command, Control and Communication Systems (TCCCS) and the Radar Modernization Program (RAMP).

As "Canada's Ocean Playground" Nova Scotia benefits from a booming **tourist industry**. Each year the province hosts more than one million visitors who come to enjoy the refreshing maritime climate, spectacular coastal scenery and easy-going way of life. The recent opening of the **World Trade & Convention Centre** has drawn attention to Halifax as a most attractive location for convention business.

Nova Scotia's **coal industry** is also an attractive area for investment. Two new coal mine developments, the promise of commercial feasibility of the carbogel coal based fuel process, and the development of coal export markets indicate a strong future for coal. Exploration for new minerals is at an all-time high.

The **forestry sector** is also an area where future expansion is likely. Production from Nova Scotia's 10 million acre forest area supports five mills producing pulp, paper, hardboard and other related wood products. Christmas tree production is a growing part of the forest industry with sales now valued at more than \$10 million annually.

The **Department of Regional Industrial Expansion** is a department of the Government of Canada devoted to serving the needs of Canadian businesses, as well as foreign businesses operating or wishing to invest in Canada. These range from single-person enterprises to large multinationals. The department has more than 30 offices to serve businesses in every province and territory in Canada. In addition, the department works in close cooperation with international offices of External Affairs Canada and Investment Canada.

The objectives of Regional Industrial Expansion are to promote and support the productivity, profitability and competitiveness of Canadian businesses in a manner which respects the different business opportunities and conditions in each region of the country.

Regional Industrial Expansion helps businesses to gain access to information, advice and money needed to meet their business and investment objectives. Assistance and support is available for businesses at any stage in the business cycle, from setting up operations to expanding or modernizing facilities.

The Government of Canada has placed special emphasis on **Cape Breton**, where three specific initiatives have been put in place to encourage business investment. **Investment grants** of up to 60% of total capital investments are available to qualified firms, as is a 60% **investment tax credit**. In addition, **Enterprise Cape Breton** has been created to promote investment in the region, and to assist firms wishing to invest in Cape Breton.

For Further Information, Contact The Nearest Canadian Embassy Or Consulate.

Or:

GOVERNMENT OF CANADA

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

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GOVERNMENT OF NOVA SCOTIA

NOVA SCOTIA DEPARTMENT OF DEVELOPMENT

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