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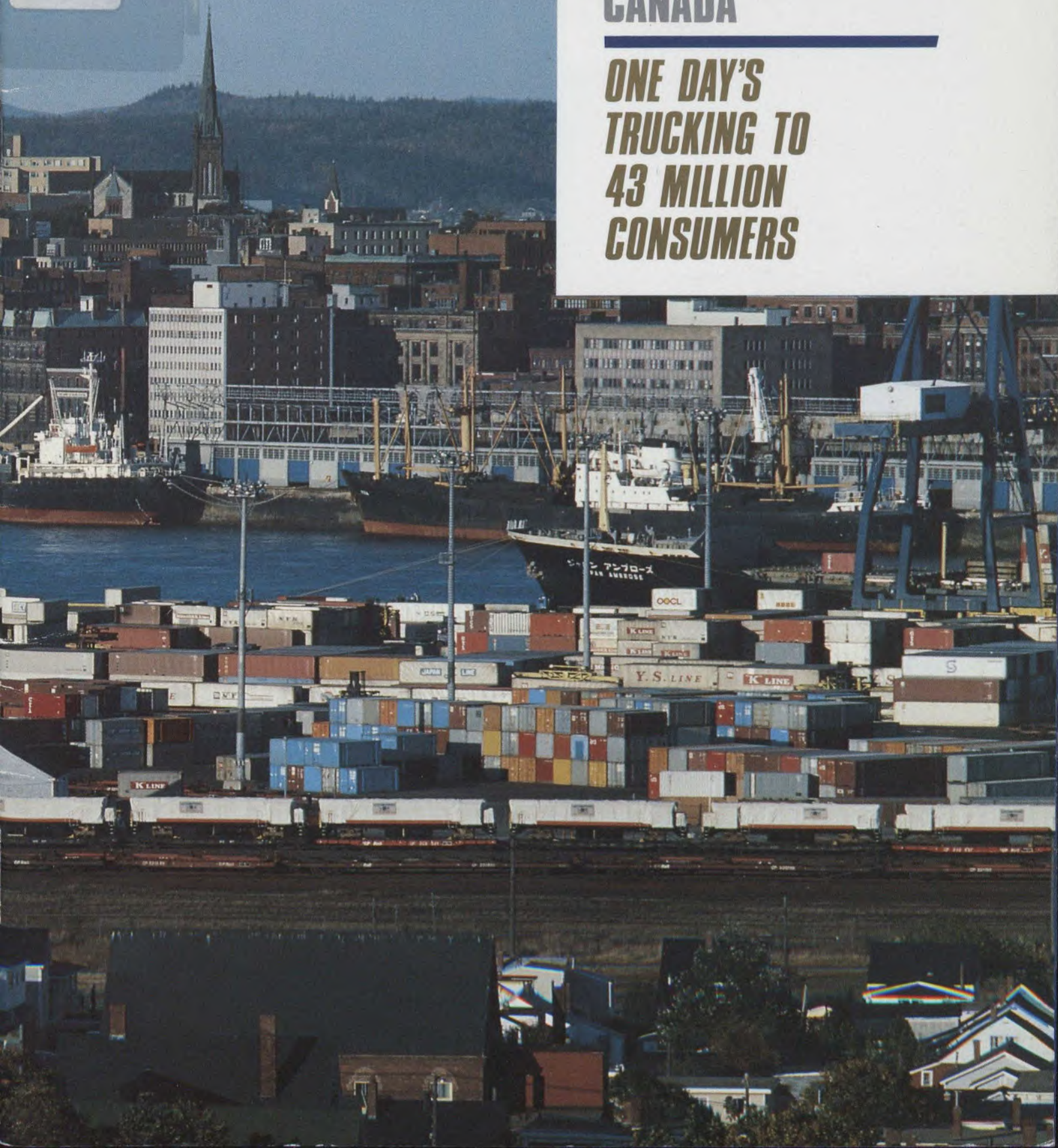
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FEB 13 1991



# NEW BRUNSWICK CANADA

*ONE DAY'S  
TRUCKING TO  
43 MILLION  
CONSUMERS*





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## Investing in New Brunswick, Canada

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This brochure provides information on **business and investment opportunities** in New Brunswick, 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 New Brunswick

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### **Now is an excellent time to invest and do business in New Brunswick, Canada:**

In addition to its own domestic market of C\$8.1 billion, New Brunswick offers direct road and rail access to the prime markets of Ontario, Québec, Atlantic Canada and the northeastern United States.

The province's strong resource extraction and processing industries are balanced by modern, diversified and rapidly growing manufacturing and service sectors.

New Brunswick's labour force is well-educated and remarkably stable, with a good supply in all professional and support occupations.

The province is officially bilingual (English and French) and more than one-quarter of the population speaks both languages. This places New Brunswick in the enviable position of being able to cater to both anglophone and francophone markets in Canada and around the world.

With a large and well-established export trade, New Brunswick offers ready penetration of prime US and overseas markets — and not just for the province's rich supply of raw materials and energy. Fully three-quarters of the province's exports are processed and manufactured goods.

In addition to supplies of virtually all major industrial raw materials from the rest of Canada, New Brunswick has an impressive natural resource base of its own. Energy is cheap and plentiful. The province welcomes investments which increase the value-added from resource processing of its key mineral, forestry, agricultural and fisheries resources. Major reserves of peat and potash remain to be fully exploited.

The province maintains efficient road and rail connections to the rest of Canada and the United States. At the same time, it boasts large and sophisticated seaport facilities, which provide ready access to markets in Europe, Asia, South & Central America and the American seaboard.

The province has adopted a vigorous and enthusiastic approach to attracting new businesses. Investments for the modernization and expansion of the existing industrial base are very welcome. Comprehensive financial services, superior R&D facilities and supportive government assistance programs provide a healthy climate for investment.



# THE PROVINCE OF NEW BRUNSWICK

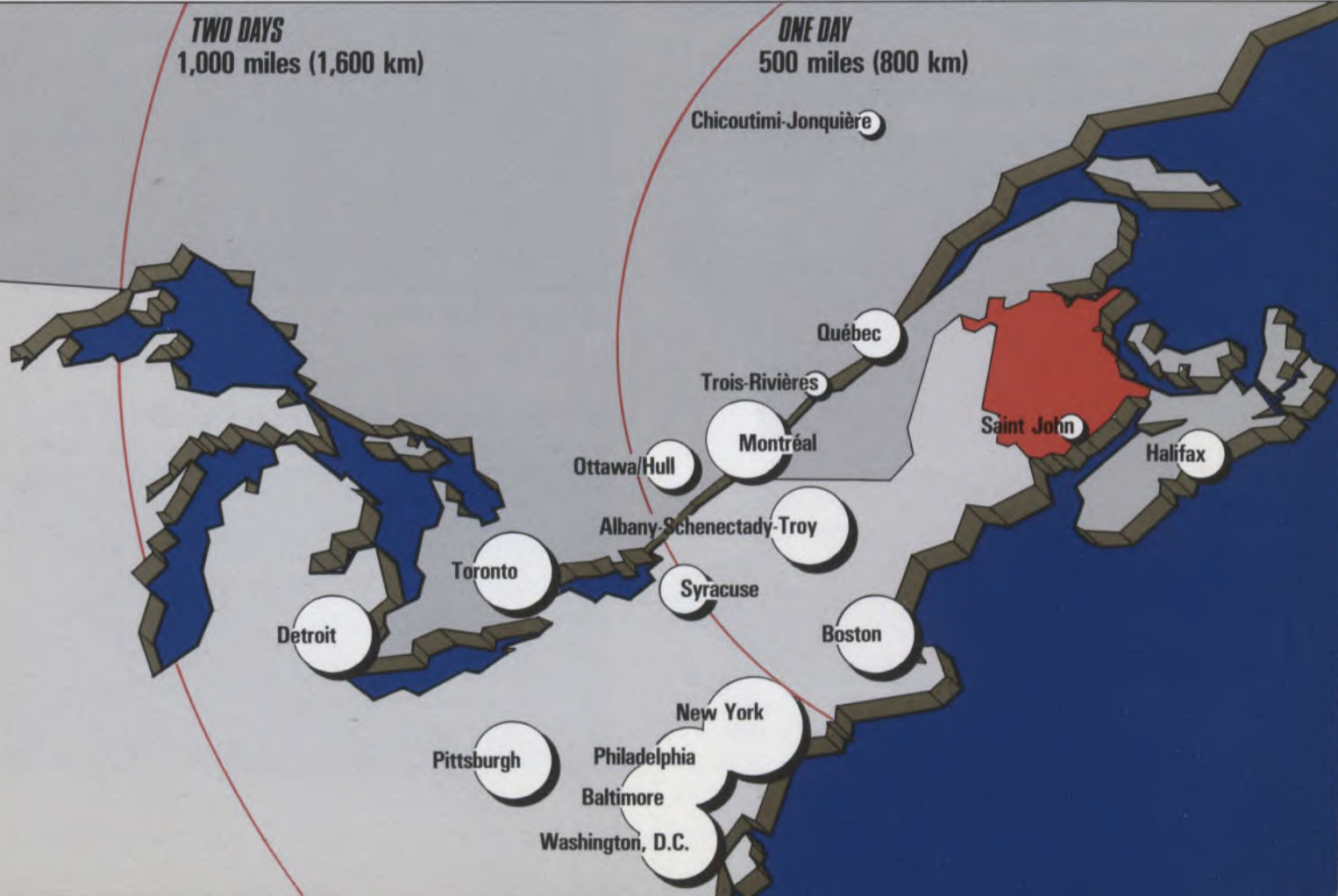


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New Brunswick is the second largest of Canada's four Atlantic provinces, in terms of both population size (719 200 as of 1985) and total land area (73 440 km<sup>2</sup>) (28 348 sq. mi.). New Brunswick is bounded by the provinces of Québec and Nova Scotia, the U.S. state of Maine, and approximately 1 524 km (946 miles) of Atlantic coastline. The province of Prince Edward Island is a scant 15 km (9 miles) off the New Brunswick shoreline at its closest point.

New Brunswick's strategic location gives it ready access to major markets in Atlantic Canada, Québec, Ontario, and the New England states. More than 43 million consumers are located with a **single day's trucking** of the New Brunswick border. Almost 100 million are situated within **two day's trucking**.





# Domestic Market Of \$8.1 Billion

■ New Brunswick's population by itself constitutes a sizeable market: 719 000 in 1985, including almost half a million adult consumers of working age (15-64 years).

■ The province's population has had **positive growth for the past six decades**, averaging 1.3% per year.

■ Almost two-fifths (39%) of New Brunswick consumers are located in the province's three major urban market areas:

Saint John: 116 800

Moncton: 98 354

Fredericton (the province's capital city): 64 439



■ With a stable and prosperous economy, and a standard of living which ranks among the highest in the world, New Brunswick offers a rich market for a wide range of goods and services; in 1984 gross provincial expenditures (at market prices) amounted to \$8 074.0 million:

## Gross Provincial Expenditures, 1984

	\$ millions	
Personal Expenditures		
Consumer Goods	3 498.0	
Consumer Services	2 197.0	5 695.0
Government Current Expenditures on Goods and Services		2 525.0
Gross Fixed Capital Formation		
Government	413.0	
Business	1 197.0	1 610.0
Value of Physical Change in Inventories		51.0
Exports Plus Residual Error of Estimate		(1 807.0)
<b>TOTAL</b>		<b>\$8 074.0</b>

■ In the period 1974 to 1984, gross provincial expenditures increased at an average rate of **2.6% per year** in real terms, after adjustment for inflation.

■ The Government of Canada maintains **17 border crossings** between New Brunswick and the United States.

■ Five official ports of entry also facilitate the international flow of business travellers, tourists and export/import goods.



## A Robust And Diversified Economy

■ In 1983, the province's gross domestic product exceeded \$6.5 billion, including more than \$2.1 billion in goods-producing industries alone.\*

Goods-Producing Industries	C\$ millions 1983
Agriculture	100.1
Forestry	138.3
Fishing	55.2
Mining	83.2
Manufacturing	952.7
Construction	336.6
Electric Power, Gas & Water Utilities	437.6
Miscellaneous	0.6
Sub-Total	2 104.3

Other Industries	
Education & Related Services	506.4
Health & Welfare Services	479.8
Accommodation & Food	150.3
Provincial & Local Administration	408.5
Other Services	2 911.7
Sub-Total	4 456.7
TOTAL	\$6 561.0

■ In the **retail trade** sector alone, 1984 sales exceeded \$2.9 billion:

Retail Business	1984 Sales (C\$ millions)	% of Total New Brunswick Retail Trade
Motor Vehicle Dealers	529.3	18.2
Combination Stores (Groceries & Meats)	516.7	17.8
Service Stations	303.2	10.4
Department Stores	251.2	8.6
Pharmacies, Patent Medicine & Cosmetic Stores	141.5	4.9
Grocery, Confectionery & Sundry Stores	139.4	4.8
General Stores	110.1	3.8
All Other Retail Trades	918.5	32.6
TOTAL	2 909.9	100%

■ In 1984, total shipments in **manufacturing** industries exceeded \$4.2 billion:

Manufacturing Industry	1984 Shipments (C\$ millions)	% of Provincial Manufacturing Shipments
Food & Beverages	1 076	25.2
Wood	361	8.4
Furniture & Fixtures	16	0.4
Paper & Allied	998	23.4
Printing, Publishing & Allied	59	1.4
Metal Fabricating	92	2.2
Transportation Equipment	444	10.4
Other	1 226	28.7
TOTAL	4 274	100%

■ New Brunswick's strong economy and growth potential have attracted business interests from around the world, including investors, joint-venturers, licencees and business immigrants from such countries as Austria, Germany, Norway, the United States, the United Kingdom, China, Finland and Switzerland.

\* All financial data are expressed in Canadian dollars (C\$)

For conversion to US\$:

1983 C\$1.00 = US\$0.81

1984 C\$1.00 = US\$0.77

1985 C\$1.00 = US\$0.71



# A Bilingual Province And Work Force

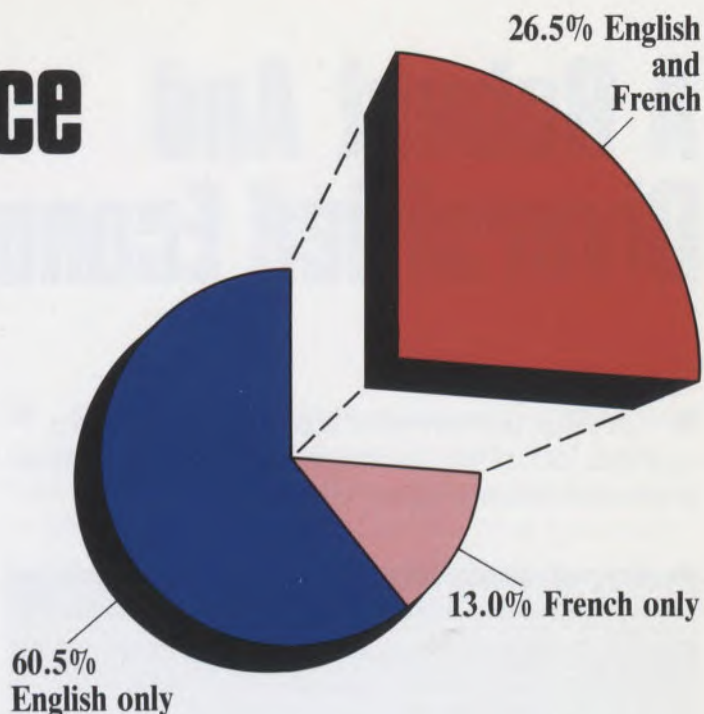
■ In 1969 New Brunswick became Canada's first officially bilingual province (English and French). Business and commerce may be conducted in **either** language; government services are available in **both** languages.

■ More than one-quarter (26.5%) of the population is bilingual and two-fifths (39.5%) is capable of speaking French: New Brunswick is therefore well-equipped to serve markets in Québec and elsewhere in Canada as well as France and other francophone countries around the world.

■ At the same time, almost nine-tenths (87%) of New Brunswickers speak English — the major language of North America and the international business community.

■ As of October, 1985 the province had a labour force of almost 309 000:

males	187 000 (61%)
females	122 000 (39%)



■ New Brunswick has one of the most stable and reliable labour forces in Canada: in 1983 the province's labour force lost less than **two one-hundredths of one percent** of working time (that's 0.02%) due to strikes and lockouts — approximately one-tenth the Canadian average.

■ As of 1985, less than one-third (30.7%) of the province's labour force was unionized; among females, less than one-quarter (23.8%) were unionized.

■ New Brunswick's **labour costs** are very competitive: in 1984, the weekly wages and salaries paid to workers in firms with 20 or more employees averaged \$391.03 for all industries in New Brunswick — 11.5% lower than the Canadian average of \$441.72.

■ Over the period 1974 to 1984, the average weekly wages and salaries paid to New Brunswick workers increased only 11.6% in real terms (an average of less than 1.2% per year after adjustment for inflation), compared to a real growth in the gross domestic product of 19.1% in the same ten-year period.



■ The province boasts a highly sophisticated and experienced labour force: **almost one-quarter (23%) are in managerial and professional occupations**, while a further two-fifths (40%) are in clerical, sales and service occupations:

Occupation (October 1985)	Labour Force	Percentage
Managerial, Professional, etc.	71 000	23
Clerical	50 000	16
Sales	26 000	8
Service	48 000	16
Primary	21 000	7
Processing	34 000	11
Construction	29 000	9
Transportation	13 000	4
Materials Handling & Other Crafts	12 000	4
Other	5 000	2
TOTAL	309 000	100%

■ The New Brunswick population is well-educated: of those 15 years of age or over who were no longer in school in 1981:

almost three-quarters (72%) had completed elementary education (up to grade 8)

more than two-fifths (43%) had completed secondary education

one in ten (10%) had a university certificate, diploma or degree, while an additional one-fifth (17%) had a college certificate, diploma or equivalent

■ The province has **four degree-granting institutions** with a combined full and part-time enrollment in 1983/84 of 18 919: University of New Brunswick, Saint Thomas University, Mount Allison University and l'Université de Moncton.

■ The 10 local campuses of the New Brunswick Community College offer more than 90 registered courses of study (1983/84 full-time enrollment: 2 290).

■ A sample of **average hourly earnings**, including overtime (August, 1985):

Industry	Average Earnings (C\$/hour)	
	Salaried Employees	Employees Paid By the Hour
Forestry	\$12.71	\$11.39
Mining	17.11	14.13
Manufacturing	13.10	10.33
Construction	10.10	10.51
Transportation, Communications & Other Utilities	13.57	11.45
Trade	9.28	6.67
Finance, Insurance & Real Estate	10.48	7.66
Community, Business & Personal Services	11.87	8.21
Service Producing Industries	12.14	8.32
INDUSTRIAL AGGREGATE	12.25	9.18

# Exports Topped \$2.2 Billion In 1984

■ With direct land access to the United States markets, and excellent air and sea connections to other key markets around the world, New Brunswick is a major exporter.

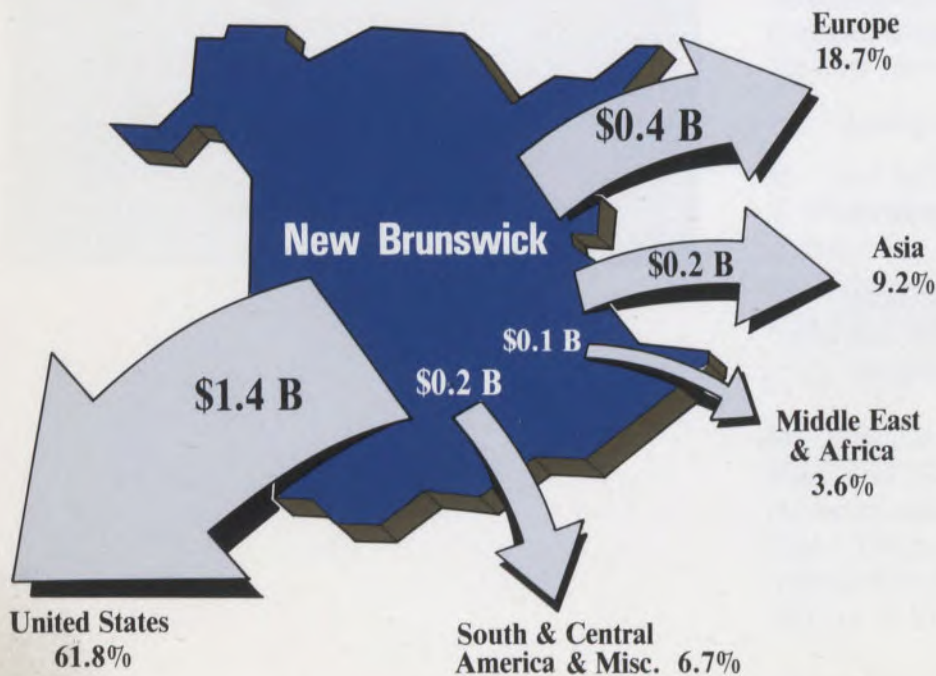
■ Total domestic exports from New Brunswick increased from \$1 448.6 million (\$s constant 1984) in 1974 to \$2 132.7 million in 1984 — an increase in real terms of 47.2% in the ten-year period (that's an **average** increase of almost 5% per year in real terms, after adjusting for inflation).

■ Exports to the United States alone accounted for \$1 406 million in 1984 (61.8% of total New Brunswick exports).

■ Leading overseas export destinations (excluding U.S.A.) in 1984:

	C\$ millions
United Kingdom	156.3
Japan	139.2
West Germany	67.1
Belgium/Luxembourg	59.2
Netherlands	48.3
Algeria	48.0
Cuba	36.5
Italy	21.8

Total Exports in 1984: \$2.2 billion

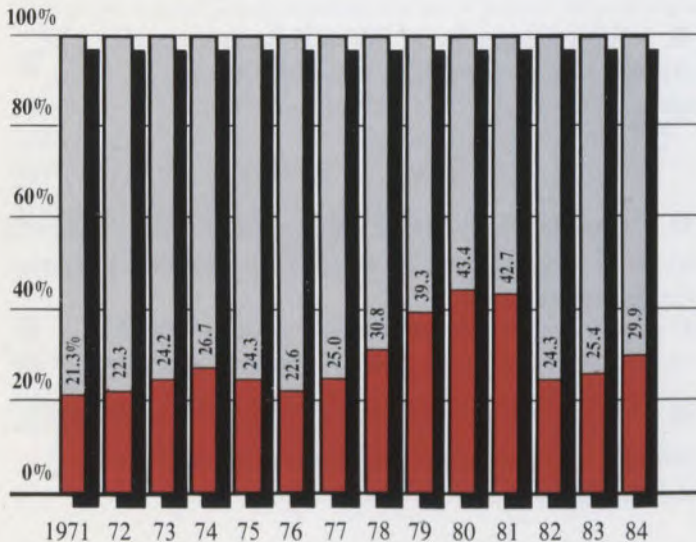




■ New Brunswick's top 10 commodity exports in 1984:

	CS millions	% of Canadian Exports of Commodity
1. Wood Pulp and Similar Pulp	568.8	14.5
2. Newsprint Paper	348.8	7.3
3. Electricity	333.7	24.2
4. Petroleum and Coal Products	162.5	5.1
5. Shellfish (e.g. Lobsters, Crabs)	126.6	25.8
6. Wheat, Other Unmilled Cereals, Hard Spring Wheat Flour and Other Milled Cereals	107.0	1.9
7. Zinc	106.2	37.2
8. Softwood Lumber	64.1	1.5
9. Beverages Excluding Whiskey	44.1	22.6
10. Paperboard	40.7	18.2

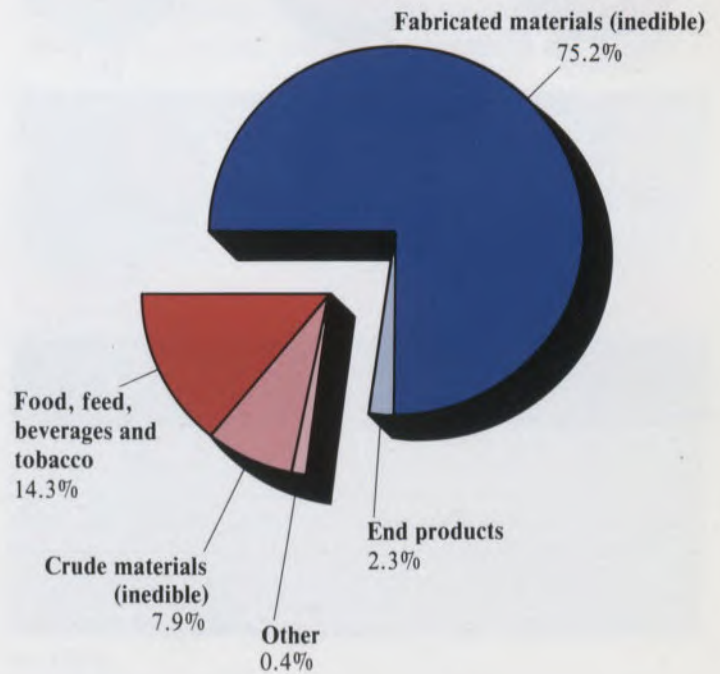
■ Export orientation of New Brunswick economy (% Gross Domestic Product destined for export):



■ In the period 1971 to 1984, **not less than one-fifth (21%)** of New Brunswick's total gross domestic product has been destined for export; in some years it has exceeded two-fifths.

■ New Brunswick's export profile reflects the province's mature and well-balanced economy: **more than three-quarters (77.5%)** of exports in 1984 were for fabricated materials and end products.

Types of Exports, 1984

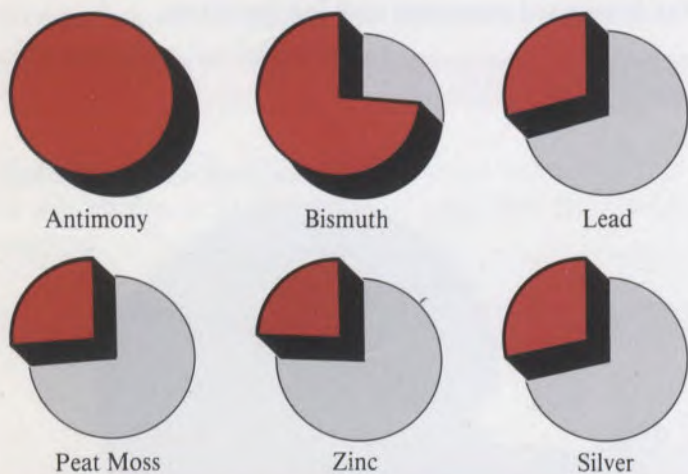




# Rich Resource Base

■ New Brunswick's mineral reserves and 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**:

## Mineral Production % of Total Canadian Production



Mineral Production	Ranking among Provinces	% of Total Canadian Production
Antimony	1	100
Bismuth	1	74
Lead	2	29
Peat Moss	2	26
Zinc	2	24
Silver	3	29
Copper	5	2

■ In 1984, mineral production in New Brunswick amounted to \$590.4 million.

■ New Brunswick has **Canada's largest known reserves of silver, lead and zinc ore**, representing approximately half of the country's proven reserves of these minerals.

■ The province supplies **4% of the world's zinc**, and is the only producer of antimony in North America.

■ In 1984, New Brunswick became the **only province apart from Saskatchewan to produce potash**, and is now responsible for 20% of Canadian production.

■ New Brunswick's **oil refining capacity** in 1982 was 13.8 million m<sup>3</sup> per year — accounting for 10.8% of the country's capacity.

■ With a capacity of 300 000 barrels per day, the Irving Oil Ltd. oil refinery in New Brunswick is the largest in Canada.

■ **Commercially-viable reserves of coal** are estimated to be 45 million tons, of which half a million tons are produced annually.

■ The province's **reserves of peat** — used for horticultural and fuel purposes — are estimated to be 2.1 billion m<sup>3</sup>.



■ New Brunswick has more than **1.3 million hectares (3.2 million acres) of land with good to excellent capability for agriculture** — an average of 1.8 hectares (4.5 acres) per capita in 1985 — second highest among provinces east of Manitoba.

■ 85% of New Brunswick's 73 500 km<sup>2</sup> are covered in forests — amounting to more than **1.8 million acres of forest lands**.

■ Among Canada's provinces, New Brunswick ranks fourth behind British Columbia, Quebec and Ontario in total volume of wood cut per year: since 1971, the province's production has ranged from 6.3 to 8.8 million m<sup>3</sup> per year — second highest per capita in Canada, after British Columbia.

■ In 1983, the total value of shipments of lumber and other sawmill and planing mill products in New Brunswick was \$166.9 million — an average of more than \$235 per capita in the province — second only to B.C. shipments of lumber per capita.

■ New Brunswick supplies **more than one-fifth (21%) of Canada's total potato production**, and is home to the world's largest producer of frozen potato products.

■ The province has the **world's largest lobster pound and sardine cannery**, and Canada's only tuna processing plant.

■ New Brunswick's silvicultural treatment of forest lands (4.1 hectares treated per 1000 hectares of productive forest land) compares favourably with world-leading Sweden (6), and is well ahead of Ontario (1.5), British Columbia (1.0) and the U.S.S.R. (1.0).

■ As of October 31, 1985 **energy costs in New Brunswick averaged among the lowest in the world:**

Fuel (including taxes)	(cents per litre)
Regular Leaded Gasoline (Retail)	53.0
Regular Unleaded Gasoline (Retail)	55.1
Retail Domestic Heating Oil	38.8
Automotive Diesel Fuel	53.0
Electricity (including taxes)	(cents per kWh)
Residential (Monthly Consumption 1,000 kWh)	6.40
Commercial (Monthly Consumption 500,000 kWh)	6.42
Industrial (Monthly Consumption 3,100,100 kWh)	4.18

■ The province has an abundant supply of domestically-produced electricity, providing virtually all of its own industrial requirements, and **exporting to the United States excess capacity of 5 657 million kW·h in 1984**.

■ With 1984 production of 5 000 million kW·h, New Brunswick is **second only to Ontario** in generation of electricity from **nuclear sources**.



# 7 1/2 Million Tonnes Of Cargo Handled In 8 Leading Ports

■ New Brunswick's modern and well-maintained transportation and telecommunications facilities link it directly to other commercial centres across North America and around the world.



■ New Brunswick's three largest airports of Saint John, Moncton and Fredericton rank among the top 25 in Canada in terms of total flights and total number of passengers handled; Saint John airport ranks 24th in Canada in terms of total cargo handled.

■ Total volume of air traffic at Saint John, Moncton and Fredericton airports combined, 1983:

flights	14 171
passengers	537 300
mail	2 866 000 kg.
cargo	2 341 000 kg.

■ New Brunswick's eight leading ports handled more than 7 1/2 million tonnes of cargo in 1984:

## International Seaborne Cargo Handled, 1984

	(metric tonnes)	Features
Saint John	6 150 591	Deep Water; Year-Round
Dalhousie	593 470	Deep Water; Year-Round
Belledune	438 417	Deep Water; Year-Round
Newcastle	250 441	Icebreaker Service on Request
St. Andrews	42 756	
Bayside	35 389	Deep Water; Year-Round
Chatham	11 814	Icebreaker Service on Request
Bathurst	7 740	

■ With almost 1 million (938 268) tonnes of **container cargo** handled in 1984, Saint John is Canada's **4th largest container port**; only Montréal and Halifax in eastern Canada, and Vancouver on the west coast handle more container cargo.

■ New Brunswick is served by Canada's **two national railways**, which provide connections to the entire North American mainland systems.



■ In 1983, rail freight traffic originating in New Brunswick approached 3 million metric tonnes (2 987 336):

Destination	Volume (metric tonnes)	% of Total Freight Originating in New Brunswick
New Brunswick	1 214 294	40.6
Other Provinces	945 396	31.6
United States by Rail	246 434	8.2
Marine Export	581 212	19.5
TOTAL	2 987 336	100%

■ Over 1 200 individuals and companies in New Brunswick are licenced to haul goods and services; **85% of these have the right to transport inter-provincially.**

■ In 1982, there were 100 219 trucks and buses registered in the province; in the same year, for-hire carriers of freight and private truckers in the province operated more than 13 000 pieces of motor carrier equipment:

Trucking Equipment		
	For-Hire Carriers	Private Truckers
Trucks	309	7 000
Tractors	712	1 200
Trailers	2 150	1 700
TOTAL	3 171	9 900

■ In 1983, **for-hire truckers** in New Brunswick handled almost 5 million metric tonnes (4 972 000) of goods originating from New Brunswick; almost one-quarter (23.2%) of that was destined for other provinces (1 157 000 metric tonnes).

■ **Regular ferry services** link New Brunswick to the province of Prince Edward Island.

■ New Brunswick is directly connected to Canada's state-of-the-art national and international telecommunications networks, including sophisticated voice, image and data facilities.

■ In 1982, there were 110 870 business telephones in operation in the province; combined with an additional 300 323 residential phones, that's an average of 58.2 telephones per 100 population.



# World Class Financial Services

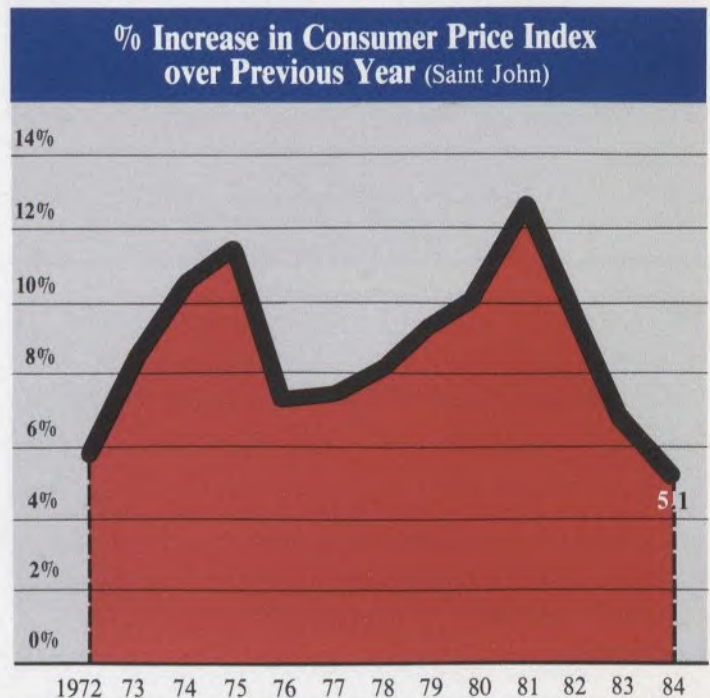
■ New Brunswick is directly connected to Canada's national and international banking and financial network (1984 assets of C\$ 572 600 million), which provides ready access to investment capital and other financial services to meet all business and industrial needs.

■ As of 1982, there were 183 branches of Canadian chartered banks providing services to communities within the province; an additional 130 local credit unions chartered within the province provide financial services to their 220 000 members.

■ New Brunswick's modern and aggressive financial system helped place Canada **third among 28 OECD and other industrialized countries** in terms of "financial dynamism" (the variety and availability of finance and the freedom to move capital) in 1985, according to the **European Management Forum**.

■ New Brunswick also helped Canada win a ranking of fourth among the leading industrialized countries in terms of **industry/bank relations** (measuring the degree of assistance given by the banking sector to industry) and fifth in terms of **availability of risk capital**.

■ Inflation is well under control in New Brunswick; **in 1984 the consumer price index in Saint John registered its smallest annual increase since 1971:**





# Partners In Industrial Excellence

■ New Brunswick maintains several **R&D agencies** and **centres of excellence** designed to support industrial research and development:

**Research and Productivity Council:** a provincial research and development agency committed to promoting continuing improvement in productivity, efficiency and expansion in the various sectors of the New Brunswick economy. The agency works in close co-operation with the National Research Council of Canada.

**CADMI Microelectronics:** a joint venture of government and the academic community; Canada's only bilingual microelectronics research centre designed to transfer experimental technology from the classroom to industry.

**Manufacturing Technology Centre:** an innovative approach to bringing new manufacturing technology (Computer Aided Design/Computer Aided Manufacturing) to business by combining the resources of the community college system, the province's four universities, the provincial **Research and Productivity Council**, the federal and provincial governments, and the private sector.

**Hugh John Flemming Forestry Centre:** a research and training complex combining the technical expertise of the federal and provincial governments and the academic community to carry out R&D in support of silviculture and forest management.

**Peat Research and Development Centre:** a specialized centre of excellence to promote expansion of the province's peat processing industry which presently accounts for 20% of Canada's annual production.

**Huntsman Marine Laboratory:** a research and educational institute specializing in coastal and marine research, with expertise in marine biology and aquaculture.

**Physical Distribution Advisory Service:** a Moncton-based non-profit organization providing expert advice to industry associations and individual companies operating in Atlantic Canada on problems related to distribution and transportation.

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■ In 1984, the government of New Brunswick spent \$15.0 million on science programs, including \$5.6 million in support of R&D.

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# A Well-Maintained And Expanding Industrial Infrastructure

■ The public and private sectors are keeping pace with technological change and industrial needs: in 1984, capital and repair expenditures to acquire, expand, modernize and upkeep plants and equipment in New Brunswick exceeded \$2.2 billion:

Industry	Capital Expenditures (\$ millions)	Repair Expenditures (\$ millions)	Total (\$ millions)	%
Primary	267.3	105.2	372.5	17
Manufacturing	146.7	136.3	283.0	13
Utilities	243.2	177.3	420.5	19
Trade, Finance and Commercial	184.0	37.3	221.3	10
Institutions and Government Departments	444.7	120.8	565.5	25
Housing	260.1	81.6	341.7	16
<b>TOTAL</b>	<b>1 546.0</b>	<b>658.5</b>	<b>2 204.5</b>	<b>100%</b>

■ Some examples of recent major investments in New Brunswick's industrial and public infrastructure attest to the province's dynamism and entrepreneurial spirit:

*More than \$500 million has been invested in the modernization of the province's **pulp and paper** industry, including a \$229 million project launched in 1985 to establish a state-of-the-art coated paper facility at Newcastle.*

*The **potash** industry has recently invested more than \$500 million to open new mines.*

*The **Saint John Shipbuilding and Dry Dock Co. Ltd.** was recently awarded complete responsibility for contract engineering, administration and quality control for Canada's \$3.8 billion Canadian Patrol Frigate Program, including construction of three of the six new frigates commissioned by the Government of Canada.*

*1983 saw the official opening of the new **Market Square in Saint John**, a \$116 million harbourfront redevelopment project consisting of new hotel and shopping facilities and a world-class convention centre.*

*In 1984, the province's **food and beverage** industry invested more than \$30 million in new facilities and expansions.*

*In 1985, construction was started on the new **Hugh John Flemming Forestry Centre**, a \$79 million facility consisting of a forest ranger school, academic facilities and accommodation for the Government of Canada's regional Canadian Forestry Service operations.*

*Multi-million dollar **downtown redevelopment projects** are underway in all major urban centres.*

*The **New Brunswick Electric Power Commission** is proceeding with a \$33 million boiler system to burn coal and oil shale from New Brunswick fields in the production of electricity at a Chatham plant.*

*A Chatham firm reactivated its **waferboard mill** facilities with a capital investment of \$7 million in 1985.*

*In 1985 **Process Technology Ltd.** of Oromocto won a Canadian Export Award and two Canadian Awards For Excellence (Gold Medal in Entrepreneurship and Silver Medal for Marketing); the leading-edge technology firm manufactures process equipment used in production of integrated circuits.*



# Attractive Prospects...

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New Brunswick's resource-based industries have traditionally been the backbone of the province's economy, and some opportunities remain for investment in the resource sectors. In all sectors, there are opportunities to extend the province's value-added processing of material prior to shipment outside of New Brunswick. Some major examples include:

Development of a **chemical industry** for the production of fertilizer, saltcake, hydrochloric acid and calcium chloride

Establishment of a **zinc reduction plant** and modernization of a **lead smelter**

Modernization, adaptation of new technologies, expansion, and market diversification in the **forestry and fish processing sectors**

The non-resource based industries offer even more significant opportunities for growth. A major thrust of industrial development policy in the province is to strengthen, expand and diversify the industrial base, while stressing technological advancement and innovative product and process development.

Some examples of opportunities in the non-resource based sectors include:

**Machinery and metal fabrication** industries, including marine hardware as well as mining, fishing, forestry and construction-related machinery & equipment

**Shipbuilding and repair industries**, including support for the Canadian Patrol Frigate Program and offshore oil and gas activities as well as related spin-offs (e.g. Arctic-class vessels, LNG carriers and semi-submersible drilling platforms)

**Industrial services**, including advanced engineering, prototype design and development services; technically-advanced equipment repair and maintenance; and other innovation-related services

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The **Department of Regional Industrial Expansion** is a department of the Government of Canada devoted to serving needs of Canadian businesses, as well as foreign businesses operating or wishing to invest in Canada. These range from single-person enterprises to large multi-nationals. 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. In many cases, special support is available for targeted industry sectors and regions of the country in support of Canadian and provincial industrial development strategies.

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

**Or:**

**GOVERNMENT OF CANADA**

**DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION**

770 Main Street  
P.O. Box 1210  
Moncton, New Brunswick E1C 8P9  
Canada  
Tel: (506) 857-6400  
Telex: 014-2200

**INVESTMENT CANADA**

235 Queen Street, 5th Floor West  
P.O. Box 2800, Station 'D'  
Ottawa, Ontario K1P 6A5  
Canada  
Tel: (613) 267-0490  
1-800-267-0490 (Toll Free in Canada and United States,  
excluding Alaska and Hawaii)  
Telex: 053-4450

**GOVERNMENT OF NEW BRUNSWICK**

**DEPARTMENT OF COMMERCE AND TECHNOLOGY**

P.O. Box 6000  
Fredericton, New Brunswick E3B 5H1  
Canada  
Tel: (506) 453-3981  
Telex: 014-46100



HG5152 .N4 QUEEN c.1  
New Brunswick Canada : one  
day's trucking to 43 millio  
n consumers

**DATE DUE - DATE DE RETOUR**

DATE DUE - DATE DE RETOUR

ISTC 1551 (2/90)

INDUSTRY CANADA/INDUSTRIE CANADA



64048

Cover: Saint John harbour, fourth largest container  
port in Canada



# Welcome to the Trading Nation: Canada



Government  
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du Canada

Regional Industrial  
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Expansion industrielle  
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