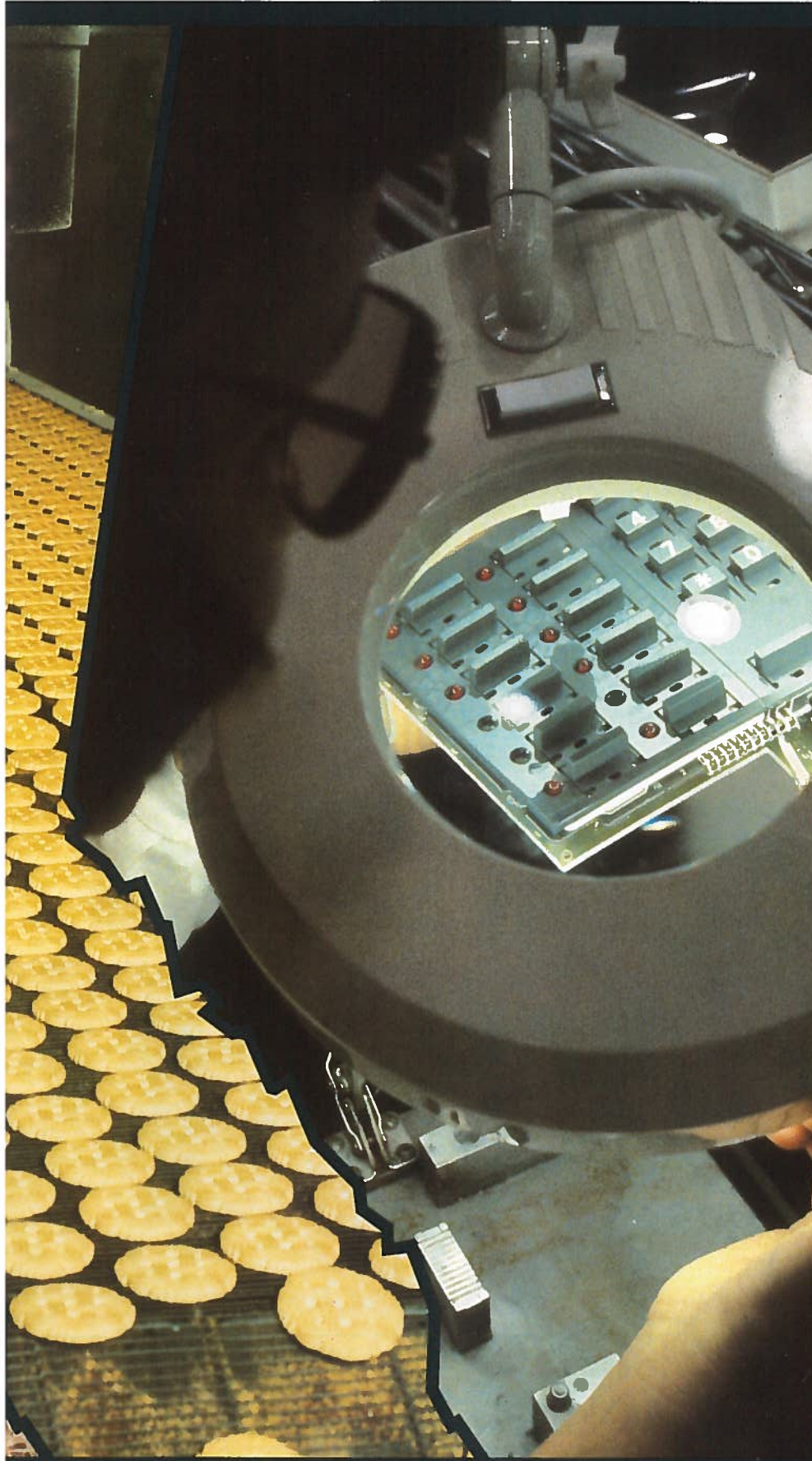


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Investment Opportunities in Alberta



Alberta Government Library
Commerce Place
5th Floor, 10155 - 102 Ave
Edmonton, Alberta



The Department of Economic Development has identified process and manufacturing industry development opportunities which are available for direct investment, joint venture and licensing arrangements in the Alberta industry. These opportunities are listed in this brochure.

Expansion and diversification of the process and manufacturing industry in Alberta is actively encouraged. It is Alberta Government policy to encourage local processing of resources to obtain maximum employment and investment benefits from resource up-grading as a means to achieve the goal of further diversification.

Manufacturing volume has risen steadily over the past decade, particularly in sectors such as petroleum refining, chemical and chemical products, metal fabrication/machinery, food processing and beverage sectors where expansion has closely related to energy resources development, new construction and population growth in the Province. The foundation for further diversification of the Alberta industry has been established. Furthermore, Alberta is also at the centre of the growing Western Canadian market and is located favourably to supply the north-western United States markets.

Process Industry Development

Chemicals

Petrochemicals:

Alberta already has a moderate sized petrochemical industry based on plentiful supplies of hydrocarbon resources. This industry is competitive in international markets and offers future investment opportunities for the manufacture of additional ethylene derivatives. These could be made from ethylene purchased from existing and expected world scale crackers based on ethane or from captive facilities built in conjunction with derivative plants. Significant volumes of other natural gas liquids and refinery off-gases offer other upgrading opportunities.

Alberta's position as Canada's major source of natural gas and as the world's largest source of export sulphur has led to the development of a large fertilizer industry which serves most of Western Canada and much of the U.S. Northwest. These strengths, and markets that are expected to continue to grow, will place Alberta in an increasingly advantageous position for fertilizer manufacture.



CIL Inc. Edmonton

Non-Commodity Chemicals:

Western Canada's resource based economy coupled with the availability of products and by-products from Alberta's petrochemical industry suggest some attractive opportunities for non-commodity chemical manufacture. Surfactants based on Ethylene oxide, products based on sulphur, agricultural chemicals, amines and styrene derivatives are examples of products that could benefit from the availability within Alberta of raw materials, skilled personnel and infrastructure that have developed as a consequence of Alberta's petrochemical, refinery and oil and gas industries. Western Canadian

markets for these and other specialty products in the oil and gas, agricultural, pulp and paper and mining industries are currently largely served by imported products and represent excellent opportunities for local Alberta manufacturers.

Energy

Abundant supplies of low cost energy and fuel products makes Alberta a favoured location for coal mining and research, coal gasification or liquefaction, development/use of coal methanol, methyl tertiary butyl ether (MTBE) for fuel and oil sands research and development.



Cardinal River Coals Ltd., Luscar



Suncor Inc., Fort McMurray

Metals and Minerals

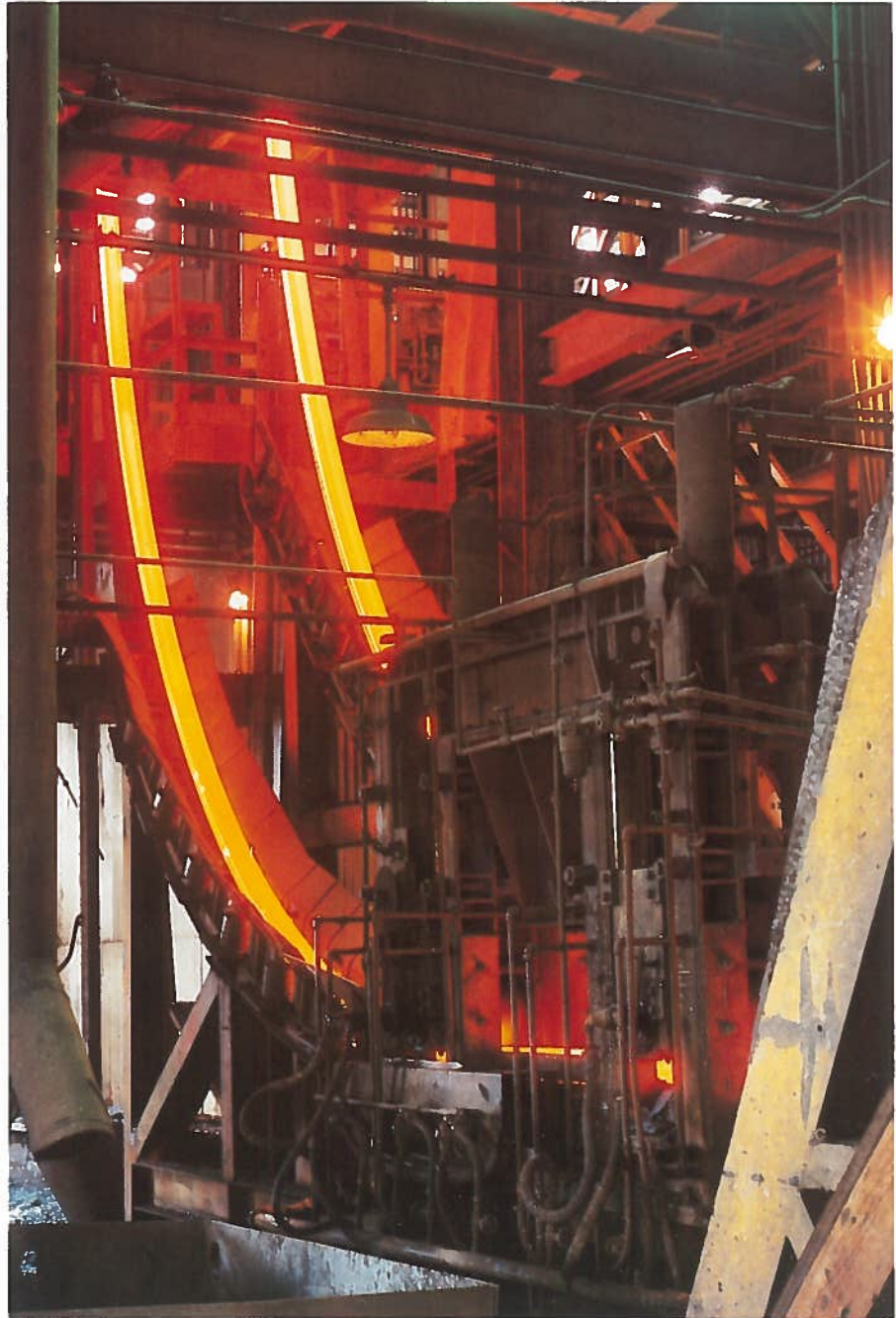
Recommended areas of development opportunity for the metal and minerals industry in Alberta include catalyst, heavy metals, alloy and special steels, flat rolled steel products (hot or cold rolled, galvanized or coated), structural shapes, wire rod, specialty pipe, manganese/abrasion resistant steel castings and valve and pump.



Canada Cement Lafarge Ltd., Exshaw



Sherritt Gordon Mines Ltd., Fort Sask.



Stelco Ltd., Edmonton



Food Industry

The food and beverage industry is the dominant industry in Alberta manufacturing, accounting for over \$3.3 billion in 1982, more than one-quarter of Alberta's total manufacturing. There are opportunities for further development of the food processing industry in Alberta due to Alberta's solid base of agricultural resources, the strong Alberta economy, growing Western Canadian food markets and favourable transportation factors in serving the Western market.

Further development of the food processing industry in Alberta is encouraged by the Provincial Government as part of its strategy to diversify and strengthen the Alberta economy. Following are suggested areas for development in the secondary and tertiary food subsectors of the Alberta industry:

Frozen Foods:

Prepared poultry, prepared meat entrées, potato products, bakery products, baked desserts, breakfast items, prepared complete dinners, pasta dishes, gourmet oriented foods.

Specialty Foods:

Meat products (flaked meats, fabricated meat, specialty sausages, paté, prepared meat products for food service markets), snack foods, specialty and dehydrated vegetables, specialty cheeses, salads, dressings, spreads, soups, condiments, ethnic foods, vegetable oil products, vegetable protein items, biscuits, confectionary, beverages.



Canbra Foods Ltd., Lethbridge



Products of Alberta's food industry



Labatt's Alberta Brewery, Edmonton

Forest Industry

Due to the large volume of uncommitted timber in Alberta, opportunities for joint venture manufacturing in the forest industry are numerous. Coniferous species of spruce and pine with large quantities of deciduous poplar species offer attractive development potentials. Specific areas of opportunity include utilization of aspen for the production of forest products, newsprint and coated printing paper, sawmills for hard and softwood

lumber, boards and furniture dimensions, softwood and hardwood board plants, laminated veneer lumber mills, medium density fibreboard and hardboard mills, household furniture, kitchen cabinets, upholstered furniture and bedding, factory built houses (including mobile, modular, prefabricated and closed panel houses), pallets and other material handling systems, industrial shelters and camps and preserved and fire retardent wood products.

Health Care Products

Alberta offers several important advantages to research and scientific related investments. The Alberta Heritage Foundation for Medical Research is responsible for attracting world class scientific researchers providing a high level of investigative activity and support for health care industries.

Excellent opportunities exist in the fields of human and veterinary pharmaceuticals, fine chemical production, biologicals and diagnostics. Major new health care facilities in Alberta's cities and rural areas provide an established market base for medical and surgical devices, hospital equipment and supplies, physiological monitoring equipment and electronic medical devices. Other opportunities include human pharmaceuticals and dietary products, medical and surgical devices, veterinary pharmaceuticals, equipment and feed additives, fine pharmaceutical grade chemicals, ambulance and emergency equipment, biologicals and diagnostics (including blood fractionating products), electronic medical devices and physiological monitoring equipment and general hospital equipment and supplies.



Pelican Spruce Mill Ltd., Edson



Proctor and Gamble Cellulose Ltd., Grande Prairie

Industry Development

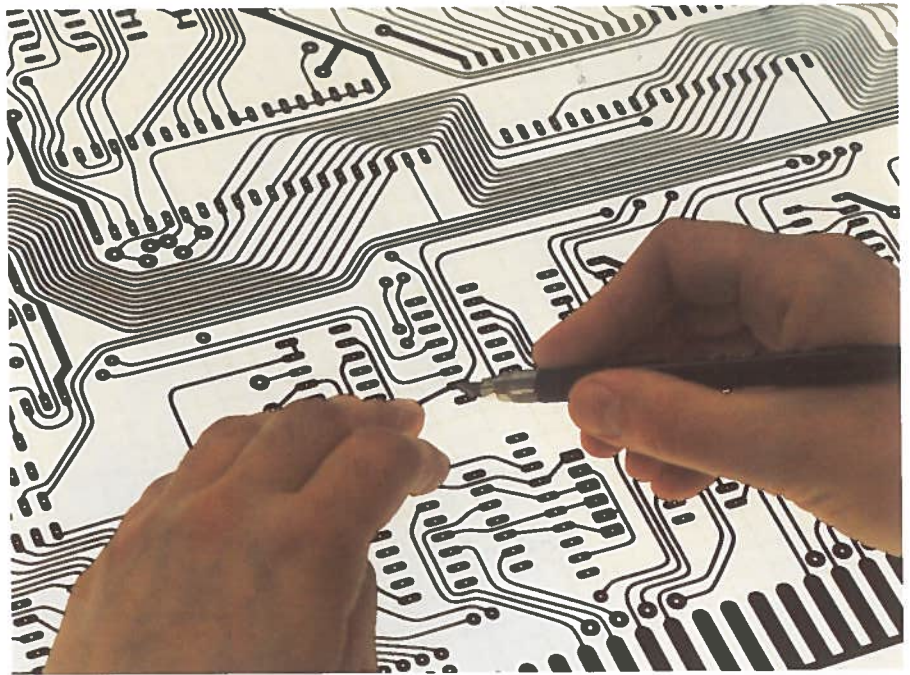
Agricultural Machinery

Alberta is an annual half-billion dollar growing market for the farm implement industry. Its farm implement manufacturers currently export 60 per cent of provincial production outside the province, primarily to the other prairie provinces and north western U.S. states — testimony to the durability of the Alberta product, the service provided by its companies and stability of the industry. Many of the products produced are recent and innovative steps toward greater agricultural productivity — efficient solutions to productivity problems.

Investment opportunities for the following types of agricultural implements exist in the province — cultivators, chisel plows, self propelled and high capacity output sprayers, fertilizer applicators — both liquid and solid, grain aeration and drying systems, complete grain handling, tilling and cleaning systems, hay handling and storage systems, rotary and pull type combines, swathers and direct cutting machines, irrigation systems, wear parts. Innovative electronic control systems and irrigation systems are also manufactured and provide excellent investment opportunities.



Ezee-On Manufacturing Ltd., Vegreville



Electrical/Electronics

The electrical/electronics industries in Alberta benefit from a good supply of highly trained people from the Province's universities and technical institutes. Close cooperation between universities, research organizations and industry is helping to keep Alberta firms at the forefront of technology. The industry benefits from a secure power supply at competitive prices and the spin-off opportunities arising

from Alberta's development of its natural resources and agricultural base.

There are opportunities for the manufacture of power equipment, motors, electrical conduit, appliances, telecommunications equipment, pole line hardware, instrument transformers, telemetry equipment, control valves, specialized electronic equipment, biomedical electronic equipment, computing equipment.



Northern Telecom Canada Ltd., Calgary

Engineering Consulting

Over the longer term, Alberta's development of natural resources has created opportunities in certain disciplines and specialties such as chemical and process engineering, instrument and control engineering, electronics, large project management capability, mining, forestry, metallurgical, tool and die engineering.

In the shorter term, some potential opportunities might exist in specialty areas like pipe stress analysis, rotating machinery, heavy oil upgrading technology, energy conservation technology, coal mining and hydro-electric development.

Film Industry

Alberta has gained prestige as a versatile location with its varied landscape and terrain. It has attracted an impressive number of film and television producers of international stature to choose the province as a production location.

In establishing and maintaining a healthy motion picture industry there are opportunities for theatrical feature films, made for T.V. film productions, made for network television (cable) production, documentary and commercial productions, and associated service facilities such as labs, sound studios, equipment rentals and catering.

Furniture

The institutional and office furniture manufacturing sector is gaining prominence and Alberta is identified as a centre of furniture manufacturing activity and is a favoured location by domestic and commercial manufacturers.

The furniture sector requires local availability of product components such as moulded foam products, hardware and related parts. Opportunities in finished product areas include furniture to meet needs of computer and other electronic hardware within the office environment, institutional and residential.



Sherritt Gordon Mines Ltd., Fort Saskatchewan

Machinery, Metal Fabrication and Transportation Equipment

These sections account for about 20 per cent of the value of shipments from the manufacturing sector. They have a profile of strong stable growth which has resulted in an industry with adequate physical, human and financial resources.

Many products and sectors have been identified as possible investment opportunity areas such as heating, ventilation and air conditioning equipment; materials handling equipment; packaged process equipment; special transportation equipment; environment equipment; components for mining, construction and aircraft; automotive parts; valves, pumps; alloy tubing; and pipe fittings.



Canadian Foremost Ltd., Calgary



ATCO Industries Ltd., Calgary



CIL Inc., Edmonton



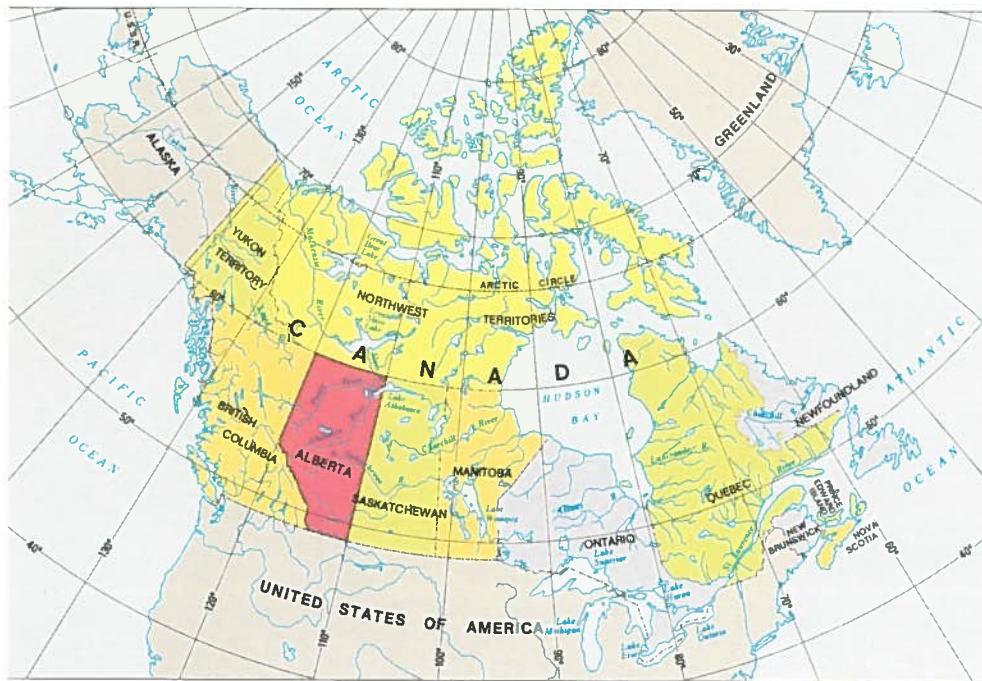
GWG Inc., Edmonton

Plastic, Rubber and Textiles

As a result of the bountiful availability of oil and natural gas within the Province of Alberta, various grades of polymeric materials such as polyethylene, polyvinyl chloride and phenol formaldehyde are made locally.

Viable business opportunities exist because the market area is expanding and most parts of the industry sector are immature, underdeveloped and, in many areas, completely unexploited. Suggested opportunities lie in two major areas.

First, the introduction of secondary manufacturing processing methods which are not presently being employed within the region. For example, sheet extrusion, reaction injection moulding, stretch blow moulding, calendaring, plastisol spreading, etc. Second, the manufacture of products for local and export consumption which are presently being brought in from outside the market area. Many high volume, consumable type products fall into this category. For example, plastic products used in clinics and hospitals, food and beverage containers and many types of clothing and textiles.



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5th Floor, 10155 - 102 Street
Edmonton, Alberta T5J 4L6

For further information on the opportunities, contact should be made with the following Alberta Economic Development Branch office:

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Process Industry
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Development
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8th Floor, Pacific Plaza
10909 Jasper Avenue
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or

Executive Director
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