

NOVA SCOTIA

Open to the world



Natural wonder

A century of homage to Kejimikujik's charms

PLUS: Health care without borders: emergency care specialists

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Snap SHOTS



SCOTT MUNN

Miriam Ferrer (left) and Sara Good-Avila with some of Nova Scotia's 2.5 million bushels of apples.

Optimal blooms

How do you influence how an apple grows without changing its status as an organic product? It's a question one post-graduate student at Acadia University is trying to answer. Miriam Ferrer is working to correct a common problem that affects apple trees; the tricky part is that she's only allowed to use natural substances.

The apple in question is the latest star on the Nova Scotia fruit growers' roster: the honeycrisp. First released into the marketplace 20 years ago, the honeycrisp is a hot commodity thanks to its perfect combination of tartness, firmness, and brilliant red colour. The apple grows particularly well in Nova Scotia's Annapolis Valley because of the region's unique

growing conditions: warm autumn days and cold nights. But there is still room for improvement; with rising demands for organic produce, farmers are anxious to find ways to boost production without resorting to chemical fertilizers and pesticides.

That's where Ferrer comes in. A native of Mexico, Ferrer, 34, has spent the last

two years working under the tutelage of Acadia biology professor Sara Good-Avila, studying a common problem with apples: blossom thinning. While it looks beautiful in May, a tree that produces too many blossoms also produces too many small non-commercial apples. The goal is to find a way to keep the “king blossom”—the best blossom in a bunch—and get rid of smaller, poorer ones. Ferrer’s research involves spraying a variety of substances such as egg whites, vinegar, cream of tartar, and pure seawater onto the trees using a simple hairdresser’s spray bottle. She is trying 20 different substances this year and tried 20 more last year, both in an Acadia University greenhouse (www.acadiau.ca) and in Annapolis Valley apple fields. Once applied, she carefully charts and studies the results.

The multi-year study is important because the blossom-thinning problem is cyclical. “Honeycrisps tend to have a good year followed by a bad year,” says Ferrer. “To be profitable, farmers need to have an even crop year after year.” If she is successful in solving the problem, it could have a big influence on Nova Scotia’s apple industry. The province currently produces about 2.5 million bushels per year, which is 9% of Canada’s total. That’s why the Nova Scotia Fruit Growers’ Association (NSFGA) is supporting the project with financing and logistical help. “The organic aspect is key,” says Dela Erith, the NSFGA’s executive director. “It’s very important work for the industry and could be a huge benefit to fruit growers.”

The partnership between Acadia University and the NSFGA (www.nsapples.com) came about in part thanks to the work of the Mathematics of Information Technology and Complex Systems, or MITACS (www.mitacs.ca), a national program that unites academics with industry to find solutions to industrial and societal problems, which also provided funding for Ferrer’s research. If Ferrer is successful in finding a substance that works, the next step could be to create a commercial version of the product. “At this point it’s too early to tell, but commercialization is always considered,” says Erith. “It’s an expensive process, so we have to be sure we’ve got a good product first.” — **TOM MASON**

Yellow submarine

A small vessel from Nova Scotia is making record waves in oceanography technology. This spring, the craft completed its first successful ocean journey, leaving port in New Brunswick, N.J., and arriving in Halifax two months later. No, it’s not some newly designed sailing cruiser; rather, it’s a two-metre robot “glider” resembling a mini yellow submarine and belongs to Halifax-based Satlantic Inc., a leading manufacturer of oceanographic sensors.

Named the *Slocum Glider*, after Nova Scotia native Joshua Slocum, who was the first person to circumnavigate the world solo, it measures temperature, salinity, colour, and oxygen levels and helps oceanographers more accurately forecast marine conditions. “The research that came out of the journey is having huge economic benefits for our company because we’re selling more sensors to a wider variety of clients,” says Marlon Lewis, Satlantic’s founder and a Dalhousie University oceanography professor. “But more broadly, it’s a breakthrough in oceanography because it’s a whole new window into how to measure ocean conditions.”



The glider does the work of a ship with 50 crew.

The idea for the glider came out of conversations between Lewis and his long-time colleague, Scott Glenn, a professor of physical oceanography at Rutgers University in New Brunswick, N.J. “We thought it would be more efficient to use small sensors for ocean conditions,” recalls Lewis. Traditionally, ocean-data collection has been done using large ships staffed with more than 50 people.

The pair enlisted Webb Research Corp. in Falmouth, Mass., about a two-hour drive north of Boston, to manufacture the *Slocum Glider*, while Satlantic developed the sensors that attach to it and collect data. Each time the glider goes underwater its sensors collect data; when it resurfaces it transmits the data via satellite to computers in the Coastal Ocean Observation Lab at Rutgers.

While the glider has relatively the same ability as ships to collect ocean data, it’s more efficient—and less expensive. “The gliders can be sent out to collect data without a huge crew of people and enormous quantities of fuel,” says Lewis, “plus they work day and night without meals or overtime!” In addition, gliders also can take higher-resolution measurements and can travel in more dangerous weather conditions than most vessels. Meanwhile, its satellite technology transfers data in near-to-real time. “In order to say what the ocean will be like in the future, we have to know what it’s like now,” says Lewis. “Taking measurements with sensors gives us a better way of getting that information. We’re like kids who got our first pair of glasses and realized that we couldn’t see before. Now we can see in detail, and that’s an exciting thing for us.” — **ANGELINA CHAPIN**



In June a fleet of racing yachts visited Halifax Harbour, part of Democracy 250 celebrations.

Democracy at sea

Perhaps because Canada achieved democracy through evolution rather than revolution, it hasn't received the worldwide recognition of other nations. Nova Scotia is trying to remedy that through Democracy 250. A fleet of 18-metre racing yachts from all over the world spread out across Halifax Harbour in mid-June, spinnakers catching the sun at the start of a race to Sydney, N.S. It was one of many events for the year-long celebration of the 250th anniversary of the beginning of democracy in Canada (www.democracy250.ca). Although Halifax to Sydney was an unofficial leg of the race, the co-chairs of Democracy 250, former premiers Dr. John Hamm and Russell MacLellan, attended both

the start and the finish. They cheered on the racers and promoted the importance of voting to young people. "It was an opportunity to reach an international audience with the story of a province that has close ties to the sea," says Moira MacLeod, a spokesperson for Democracy 250.

The Democracy 250 commemoration celebrates Nova Scotia's contribution not only to democratic development but also to the future. It is encouraging the 1.25 million Canadians under the age of 25 who didn't participate in Canada's most recent federal election to vote in the next one. Democracy 250 sponsored a number of events this year aimed specifically at young people, including a

free series of summer concerts aboard the *HMCS Sackville* on the Halifax waterfront and a national contest inviting young Canadians to grab their cellphones and video cameras and share their vision of the next 250 years of democracy in Canada. Local contests were also held in conjunction with concerts in Quebec



Dr. John Hamm (left) with Russell MacLellan

City, Montreal, and Halifax, co-sponsored by Democracy 250 and Apathy is Boring, a national non-partisan organization that uses art and technology to entice young people to take part in the democratic process.

In Halifax's Grand Parade, there was a free concert on Sept. 27 called Rockin' in the Free World, named for internationally known Canadian-born singer-songwriter and political commentator Neil Young. The celebrations culminated in a re-creation in Halifax on Oct. 2 with historic animators, military bands, and a parade, plus a period ball featuring the Nova Scotia Symphony Orchestra was planned. On Oct. 20 Beverly McLaughlin, chief justice of the Supreme Court of Canada, was set to deliver a special address to the Nova Scotia Legislative Assembly.

— ROBERT MARTIN



Racing to promote voting



Men of steel

How a tiny Halifax welding business grew to export steel for New York City bridges

What started as a two-brother welding business in the late 1960s has grown to a 250-person international company specializing in the construction of steel structures, including bridges, pressure vessels, and transmission towers. The hard work of brothers Danilo and Renato Gasparetto has paid off, and Cherubini Metal Works Limited was honoured as Exporter of the Year at the 25th annual Export Achievement Awards in Halifax.

“We’re very excited about this, and it’s certainly an honour to receive this award,” says Steven Ross, the general manager of Cherubini Metal Works Limited. “We’re also excited about our ability to contribute to the growth of Nova Scotia’s economy.” Along with the title of Exporter of the Year, the company also received the award for Export Growth Through Sales.

The company’s employees work out of two main facilities: a head office and structural steel plant in the Burnside Industrial Park and a construction plant on the Halifax harbourfront. Ross says the location of its plant in Halifax attracts a niche market of opportunities in cities along the eastern seaboard of the United States. Cherubini has exported steel fabrications for major bridges in New York City, and a 500-ton truss to New Jersey—too heavy to deliver by truck or rail.

“Our competitors are in the Deep South, and there are not a lot of fabricators on the eastern seaboard that have this kind of facility,” says Ross. “That’s the key to the success of this operation.”

Along with Cherubini, the following six Nova Scotia companies were honoured for their contribution to exporting:

- *New Exporter of the Year:* **SecureTRANSIT**, a provider of cost-effective software that improves security screening and reporting for airline passengers and crews.



Danilo and Renato Gasparetto: competing with the Deep South

SANDOR FIZLI

- *New Canadian Market Development:* **Stark Oil**, an industry-leading provider of transformer maintenance and related services.
- *Export Growth Through New Markets:* **Fossil Power System Inc.**, a supplier of control solutions and instrumentation for electrical utilities and food-processing plants and more.
- *Export Growth Through Partnership:* **PV Inspection Service Limited**, a provider of third-party inspection and expediting services to international customers.
- *Export Growth Through Product Development:* **Trail Blazer Products Limited**, a manufacturer and supplier of outdoor products that are sold in more than 2,000 outlets in Canada and more than 10,000 outlets in the United States.
- *Long-Term Exporter:* **Louisiana-Pacific East River Plant**, a world-leading manufacturer of premium composite wood products.

These companies, along with Cherubini, had combined export sales of more than \$84.4 million in 2007. On May 22, the night of the awards ceremony, the audience enjoyed journalist Mike Duffy from CTV as the keynote speaker, and companies were honoured by Premier Rodney MacDonald and Stephen Lund, the CEO of Nova Scotia Business Inc.

“This is a great time to celebrate the achievements of companies finding success in export markets,” says Lund. “Nova Scotia companies have faced challenges such as a high Canadian dollar. These seven award winners are proof we are successfully competing and carving out opportunities in the global economy.” ■



The native son

Stephen Tobin is tackling Cape Breton's out-migration problem head-on. At 23, he has already had an impact on the local economy

PHYLLIS WILTON REMEMBERS HOW HER SON, Stephen Tobin, would take apples from the fridge and sell them door-to-door in their neighbourhood. Eighteen years later, she's proud to say that his entrepreneurial spirit is intact. Today, as president of the Junior Chamber International (JCI) Cape Breton, one of the most active chapters in a national organization for young entrepreneurs, Tobin has parlayed his early drive into a determination to help Cape Breton and its young people succeed at home.

Perhaps one of the most important projects the 23-year-old Sydney native has helped initiate is Cape Breton Works, a labour-market study conducted by JCI over the last year. The study examines why young people leave the island and identifies strategies to attract and keep workers, especially in the knowledge sector. Tobin and his colleagues canvassed ex-pats, asking why they left, whether they would return, and what their perceptions were of Cape Breton and its economy. The data is being used to develop a comprehensive report to address the issue. "The region is transitioning from an economy dependent on natural resources into a new knowledge-based economy," explains Tobin. "The attraction and retention of highly skilled workers is critical to the development of our economy."

Tobin speaks passionately about out-migration, a problem that for decades has been a topic of supper-table and community-hall conversation in Cape Breton. As baby boomers retire, leaving employers to fill vacant positions, there may be an opportunity to change the situation. "We have something very special here in Cape Breton," says Tobin. "Our island is rich in its people, culture, history, and talent, and it's today's youth who will directly impact the success of tomorrow. If I can play any role in encouraging young people to live and work here, contributing to our economy and our community, I will."

Tobin's passion was recognized in June, when he was honoured as an inaugural winner of the first annual NovaKnowledge SPARK Awards, announced at NovaKnowledge's 15th-anniversary luncheon at the World Trade and Convention Centre in Halifax. The awards recognize forward-thinking Nova Scotians whose insight and innovation enable them to triumph over challenges to fur-

ther the knowledge economy. "Stephen exemplifies the positive attitude and innovative leadership of Nova Scotia's youth," says Tim Outhit, the president and CEO of NovaKnowledge. "Through the Cape Breton Works labour-market study that he led, youth out-migration in Cape Breton is tackled head-on. Stephen's work underscores the necessity of understanding young knowledge workers in order to attract and keep them in the local economy."

Jim Wooder, the chair of the Sydney Marine Group and CEO of Laurentian Energy Corp., worked with Tobin earlier this year at the Sydney port. "Stephen demonstrated judgment and maturity that in my experience is uncommon for a young businessman," he says. "He is someone who will leave his mark on the Cape Breton business community."

*"I love Cape Breton,
and I love a challenge"*

— Stephen Tobin

Also working with Tobin on the development plan of the Sydney Ports Container Terminal was Owen Fitzgerald, the president of the Sydney and Area Chamber of Commerce. "Stephen played an important role in the terminal planning project," says Fitzgerald. "He is a significant catalyst in moving the community forward and maximizing opportunities."

After graduating from Breton Education Centre in New Waterford in 2002, Tobin, the oldest of three boys, studied business and management, taking an interest in marketing and communications. He entered the workforce as a telecommunications analyst for a catalog sales company, where he worked for a year and a half. In 2006 he was introduced to a local radio professional and was hired at a broadcasting company in media sales and promotions.

Later that same year, Tobin joined JCI Cape Breton (jricapebreton.com) to develop a stronger business network. Under his leadership, the chapter hosts professional-



Stephen Tobin wants his children to be able to call Cape Breton home.

SANDOR FIZLI

development initiatives, provides educational opportunities for youth, and organizes an annual awards program. The chapter is also represented on community initiatives and development organizations, including the Port Advocacy Council, the Sydney Tar Ponds Community Liaison Committee, and the Sydney Area Chamber of Commerce.

Tobin sees Cape Breton in a state of transition, with progressive change and many developments taking place. “We still have challenges to overcome, but there is a lot of excitement about new business start-ups and develop-

ments and activity at the port,” says Tobin. “The economic benefits of those opportunities are enormous. My goal for the region in the next five to 10 years is a prosperous economy, giving young professionals and the community the opportunity to thrive. I want my friends to be able to return home, and I want my children to be able to call this home. I love Cape Breton, and I love a challenge. After all, where else would neighbours smile, reach into their pockets, and buy apples from a five-year-old salesman?” — **SHELLEY CAMERON-MCCARRON**

Tapping into the water business

Filtered, purified water is easy on appliances, dispenses with plastic bottles, and makes great coffee. It's a business proposition that Darwin Seale hopes his customers will buy into

Darwin Seale is the kind of consumer who does his research. So when his home needed a new water system, he was astounded by what he discovered. "When I saw what water treatment can do for people," he says, "I wished someone had showed me this 10 years earlier."

Seale learned that water treatment can improve people's health while reducing their environmental footprint; in fact, he was so impressed that in May of 2006 the Air Canada pilot started a sideline to his day job and launched Envirowater Technologies, a family-run water-treatment company (envirowatertec.com).

Based in Fall River, N.S., Envirowater offers a range of water-purifying products and technologies, including filters, ultraviolet-light treatment, reverse osmosis, and bottle-less water coolers. All of the company's products use low-cost, energy-efficient techniques to give homeowners safer, healthier water. Envirowater is also a member of Clean Nova Scotia and the Nova Scotia Homebuilders Association.

"Results from independent studies show that using products to clean, filter, condition, and soften tap water cuts down on toxic cleaning products and the use of energy-hungry cleaning appliances," says Seale. "Large manufacturers

like GE and Whirlpool say in their owner manuals that cleaner water makes their products last longer." There are also health benefits to removing chlorine bleach and other chemicals and harmful bacteria from drinking water. "I always think of it like this," says Seale: "Buy a filter or be a filter."

Seale's company isn't the only one offering purified drinking water, but it may be the most environmentally friendly. The technology uses no saltwater softener, doesn't produce wastewater, and requires no electrical power. Envirowater's filtration systems are also easy to clean, using about two gallons versus 40 to 60 gallons in a traditional system, or 96% less water. And the company's water coolers eliminate the need for bottled water. "It's built-in filtration, just tap water," says Seale. Instead of buying individual bottles of water, or even family-size water-cooler bottles, all of the plastic and energy needed to manufacture those items are saved. Envirowater customers don't have to worry about the health risks associated with drinking from certain types of plastic containers.

Beyond the health benefits and short-term savings on bottled water, customers also save money in the long run. The system does require an upfront invest-



An Air Canada pilot and entrepreneur, Darwin Seale wants everyone to enjoy clean water.

ment by homeowners, of somewhere between \$800 and \$3,000, depending on the home's needs. The system can either be installed at the water's point of entry, in a pressure tank, or at the point of use, at a tap or faucet. The cost for water treatment works out to less than a dollar a day and saves much more in energy costs.

Seale has no regrets about taking the plunge into the water-treatment business, although he has kept his job as a pilot. He says that his four full-time employees and several part-timers get busier every month. "I've flown for 20 years now," he says. "That's my job, but I can take the time to run this business."

According to Kevin Muise, who recently bought a reverse-osmosis filtering system, the personal touch makes a difference to homeowners like him. "The technicians took several hours to give us the rundown and explain what they were doing," he says. "The previous water-system installer we had just said here you go, turn it on, and see you later." Muise's water quality is now exceptional, and his family has never tasted better coffee. "Even my cat likes it."

— CHRIS BENJAMIN

AARON MACKENZIE FRASER

Nova Scotia's ambulance service is the only one in Canada accredited by the Commission on Accreditation of Ambulance Services. The province's provider now manages New Brunswick's and Prince Edward Island's ambulance care, as well as a municipal system in Ontario, and consults with jurisdictions from Dubai to Trinidad

Health care without

by ROBERT MARTIN

My first experience with an ambulance in Nova Scotia happened when my wife called me from one. On a cellphone generously provided by the paramedic, she told me that she was on her way to the hospital with a broken arm, having tripped while walking the dog. The ambulance staff, who were accommodating, also took Digby, our Nova Scotia duck tolling retriever, along for the ride.

That incident took place in the early 1990s, which was at the beginning stage of the development of the province's Emergency Health Services (EHS) ambulance system. I'm not looking forward to experiencing my first heart attack, should it ever occur, but I feel confident that I'm likely to arrive at the hospital alive, thanks to the province's world-leading emergency health care system. In fact, according to George McLellan, the president and CEO of Dartmouth, N.S.-based Emergency Medical Care Inc., ambulance crews can now even treat a heart attack with clot-bursting medication that used to be administered only in hospital.

The EHS system has come a long way from a standing start in 1994, when it was created under the leadership of the late premier Dr. John Savage and his minister of health, Dr. Ron Stewart, an emergency room specialist. Stewart received his early training in Los Angeles, when that city was developing the world's first paramedic system in the 1970s. (Coincidentally, McLellan recently received a request from Los Angeles to consult on implementing an electronic patient-care system.)

Los Angeles is only one of many jurisdictions that have asked Nova Scotia for help in

borders



upgrading their emergency services; McLellan adds that EMC staff recently travelled to Panama to follow up on potential prospects there. There are so many such requests, in fact, that he has incorporated another company, Medavie EMS, to help manage all of the consulting work.

The pre-hospital care arm of the Nova Scotia Department of Health, EHS has contracted service delivery to its private partner Emergency Medical Care (EMC, www.emergencymedicalcare.ca), a wholly owned subsidiary of Medavie Inc., a not-for-profit private health-insurance provider operating as Blue Cross in the Atlantic provinces. The creation of improved emergency services was prompted by several factors, including overwhelmed emergency rooms, increased knowledge about the importance of speedy treatment, and the needs of rural patients. What has kept it growing is the development of remote electronic devices such as GPS for faster location, cellphones with wireless data transmission, handheld computers, and software that can connect paramedics in the field to specialists in hospitals.

Another of EMC's partners is Medusa Medical Technologies Inc. of Halifax (www.medusamedical.com). Its ePCR Suite of electronic patient-care reporting software connects all 165 ambulances and ambulance helicopters with the province's 19 hospitals. "If you have a patient in somewhere like North River, you're looking at many kilometres of bad road, and, as you know, time impacts outcomes," says McLellan. "Now that we have



“Now we can perform a 12-lead EKG and transmit the data through a wireless transmission en route to hospital” — George McLellan, president/CEO, Emergency Medical Care Inc.

started the thromolytic program with Medusa in Cape Breton, we can perform a 12-lead electrocardiogram and transmit the ECG data through a wireless transmission while en route. The doctors can be interpreting the ECG and talking to the paramedics concurrently. Sometimes they can even authorize procedures on the spot, putting them and the patient way ahead of the game in terms of diagnosis and treatments.”

Nova Scotia is a relatively new customer for Medusa, according to president and CEO Scott Campbell. “Our first sale was to Tulsa, Oklahoma, in 2002, but we’re very happy to have a customer right in our own backyard,” he says. “And they’re not just any customer—they’re a leading-edge, high-performance ambulance agency. It enables us to do a quick consult whenever there’s an issue. Since many of our employees are volunteer first responders, they have a tight relationship with EHS and bring a better understanding of the issues when it comes to upgrading the software.”

Medusa lists numerous export successes in the United States, including Florida, North Carolina, and Texas, as well

as in Europe, including in the Netherlands and England, where ePCR software is installed in 60% of ambulances. “There is a strong possibility of winning them all,” says Campbell. “They have what’s called the National Program for IT, the largest civilian IT project in the world. It’s designed to bring together everything medical in the country: doctors, nurses, pharmacists, ambulances—everything.”

This sort of convergence is becoming necessary, as cottage hospitals are being replaced by air ambulances, and life-saving procedures are moving out of tertiary care hospitals into the field, where they can be administered by trained paramedics under remote specialist supervision. Of course, patient confidentiality is always a concern; Medusa’s Campbell cites the example of Indianapolis where “23 different agencies—hospitals, fire departments, ambulance services—are all on the same system but all maintain separate records. We’ve provided a common platform for them to use, but we’ve set it up to protect the privacy of each agency. Our product is unique in allowing for this set-up.”



“Our first sale was to Tulsa, Oklahoma, in 2002, but we’re very happy to have a customer right in our own backyard” — Scott Campbell, president/CEO, Medusa Medical Technologies Inc.

Medusa will be concentrating future sales efforts in Europe and in current or former Commonwealth countries that look to Britain for examples. It’s easier, Campbell says, for government-run systems to adapt convergent systems that share information. Governments create the information infrastructure needed to make modern emergency medical care work. In addition to working with private providers to unify 50 ambulance services into one central dispatch, Nova Scotia’s provincial government also had to work with telecommunications providers to create a single emergency number, 911, and with municipalities to create a civic numbering system that allows ambulances to find houses and buildings even in remote locations. Finally, several departments got together with a private geomatics company to produce the first complete map of every named road in the province. Designed to assist paramedics, the 500-page *Nova Scotia Street and Road Atlas* was published for public use in 2006.

Nova Scotia’s ambulance service is the only province-wide one in Canada accredited by the Commission on

Accreditation of Ambulance Services. EMC now manages the ambulance services in New Brunswick and Prince Edward Island, as well as a municipal system in Ontario; it also manages almost 2,000 employees. Through Medavie EMS, McLellan and his experts consult with jurisdictions from Dubai to Trinidad.

Private firms such as Medusa have something tangible, like software, to sell. EMC is promoting concepts: quick response to needs, constant training and improvement, and keeping people flexible and non-territorial. “There’s no restriction of the ambulances’ community assignment in terms of where they can respond,” says McLellan. “Within Nova Scotia they can go where they need to, when they’re needed. With a central dispatch, we can deploy them more efficiently and in a more timely way. It also means that when we have a disaster, like the [2001] train derailment at Stewiacke, we can have 22 ambulances there in 40 minutes. We can just redeploy the system on top of a problem to help those in need. Not many jurisdictions can do that.” ■

PHOTOS BY SANDOR FIZLI



The of

*A new festival
celebrates the
100th anniversary
of a remarkable
adventure book*

BY JOE FITZGERALD

The water darkened as the sun sank, and Kejimikujik Lake turned to glass. The canoe sliced through as if cutting molasses. I was moving away from civilization, following a historic path.

A century ago, two American adventurers and their Nova Scotia guides plied these same waters on a 21-day voyage of discovery. In 1908 one of the Americans, Albert Bigelow Paine, published a book about their adventures, *The Tent Dwellers*. It's a testament to southwestern Nova Scotia, a

EDGE

the UNKNOWN

remote and beautiful place.

This year the 100th anniversary of Paine's book was marked by The Tent Dwellers Festival, a series of events celebrating the area's rugged wilderness, historic hospitality, and legacy of outdoor adventure.

Paine was an award-winning writer best known for his biography of his friend and literary icon Mark Twain. Paine's writing contains the

same dry humour and self-deprecating wit. On the trip his companion brought along a piece of beef, a treat for when they tired of eating endless trout. He lovingly saved it for days to let it age, prompting Paine to write, "Age told on that steak. It no longer had the deep rich glow of youth. It had a weather-beaten, discouraged look, and I wondered how Eddie could contemplate it in that fond way."



Albert Bigelow Paine wrote that wilderness can teach and take you in, and that people discover their soul there.



*In a world where
real wilderness is
becoming more
scarce, Paine's
descriptions can
still be witnessed
much as they were
a century ago*

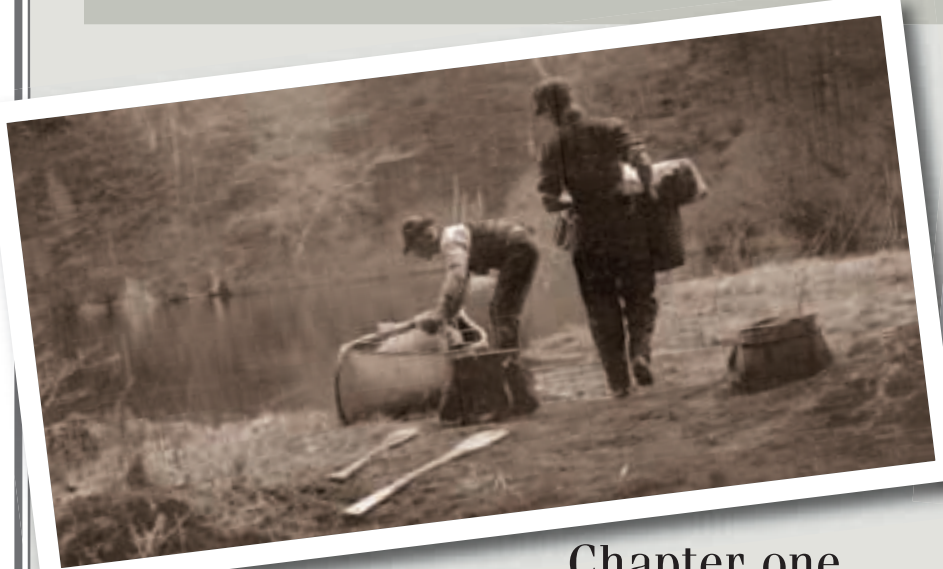
“Not only is it funny and incredibly good descriptive writing,” says Jonathan Sheppard, the chair of the festival’s planning committee, “it’s also quite insightful. People who read that book 100 years hence can still experience the same feelings of excitement, loneliness, and remoteness.”

In a world where real wilderness is becoming more scarce and difficult to access, Paine’s descriptions can still be witnessed in much the same way as they were a century ago. “We’re lucky,” says Sheppard. “We can retrace that entire route and still have a wilderness experience. There are not many places south of the 60th parallel where you can do that.”

Southwestern Nova Scotia still boasts one of the largest wilderness areas in the Maritimes. Kejimikujik National Park, the Shelburne Canadian Heritage River System, and the Tobeatic Wilderness Area stand woods to woods to woods. They are home to wildlife and lakes, few roads, and plenty of quiet. “It also has a pretty warm regional climate,” says Sheppard. “So you have a lot of species that are at the northern limit of their range. We’ve got rare plants not usually found north of the Carolinas, we’ve got all kinds of reptiles and amphibians, and because of that we are a biodiversity hot spot.”

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The Tent Dwellers (EXCERPT)



Chapter one

IT WAS DURING THE HOLIDAY WEEK THAT EDDIE proposed the matter. That is Eddie's way. No date, for him, is too far ahead to begin to plan anything that has vari-coloured flies in it, and tents, and the prospect of the campfire smell. The very mention of these things will make his hair bristle up (rather straight, stiff hair it is and silvered over with premature wisdom) and put a new glare into his spectacles (rather wide, round spectacles they are) until he looks even more like an anarchist than usual—more indeed than in the old Heidelberg days, when, as a matter of truth, he is a gentle soul; sometimes, when he has transgressed, or thinks he has, almost humble.

As I was saying, it was during the holidays—about the end of the week, as I remember it—and I was writing some letters at the club in the little raised corner that looks out on the park, when I happened to glance down toward the fireplace, and saw Eddie sitting as nearly on his coat collar as possible, in one of the wide chairs, and as nearly in the open hickory fire as he could get, pawing over a book of Silver Doctors, Brown hackles and the like, and dreaming a long, long dream.

Now, I confess there is something about a book of trout flies, even at the year's end, when all the brooks are flint and gorged with white, when all the north country hides under seamless raiment that stretches even to the Pole itself—even at such a time, I say, there is something about those bits of gimp, and gut, and feathers, and steel, that prick up the red blood of any man—or of any woman, for that matter—who has ever flung one of those gaudy things into a swirl of dark water, and felt the swift, savage tug on the line and heard the music of the singing reel.

I forgot that I was writing letters and went over there.

"Tell me about it, Eddie," I said. "Where are you going, this time?"

Then he unfolded to me a marvelous plan. It was a place in Nova Scotia—he had been there once before, only, this time he was going a different route, farther into the wilderness, the deep unknown, somewhere even the guides had never been. Perhaps stray logmen had been there, or the Indians; sportsmen never. There had been no complete surveys, even by the government. Certain rivers were known by their outlets, certain lakes by name. It was likely that they formed the usual network and that the circuit could be made by water, with occasional carries.

Unquestionably the waters swarmed with trout. A certain imaginative Indian, supposed to have penetrated the unknown, had declared that at one place were trout the size of one's leg. Eddie became excited as he talked and his hair bristled. He set down a list of the waters so far as known, the names of certain guides, a number of articles of provision and an array of camp paraphernalia. Finally he made maps and other drawings and began to add figures. It was dusk when we got back. The lights were winking along the park over the way, and somewhere through the night, across a waste of cold, lay the land we had visited, still waiting to be explored. We wandered out into the dining room and settled the matter across a table. When we rose from it, I was pledged—pledged for June; and this was still December, the tail of the old year. ■

Passage courtesy of Nimbus Publishing. Excerpt from Albert Bigelow Paine's The Tent Dwellers.



Jonathan Sheppard

Southwestern Nova Scotia is as close as most people will get to real wilderness, and it's accessible



Paine's transformation during his journey is a key theme of *The Tent Dwellers*. "He starts off as a real greenhorn," says Sheppard. "He pokes fun at himself more than anyone about how little he does know about travelling in the wilderness. He identifies feelings of fear, discomfort—things a lot of us feel when we're in the woods. You see an amazing progression in the course of the book. He talks about the wilderness teaching you and taking you in, and

how you will discover your soul there. That is a message that resonates with people."

In Paine's time most visitors came to the area from the U.S. and Central Canada, but that has changed. "Early in the season, the majority of our clients are European, but most of the visitors to the park are from Nova Scotia," says Glen Parlee, who operates Adventure Outfitters Ltd. in Kejimikujik Park, where the tent



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The beloved brooky

When American adventurers Albert Bigelow Paine and Eddie Brecht set off to canoe through the waterways of Nova Scotia in 1908, their motivation was the teeming population of native speckled trout. This kind of trout, also known as brook or “brooky,” are the most abundant of Nova Scotia’s four trout species and the official provincial fish. Brookies, which have distinctive red spots with blue halos on their sides, yellow worm-like markings on their backs, and white-edged fins, are touted by many as the most beautiful sport fish in the world.

Today’s trout population faces more challenges than it did a century ago. “Back in the time of the tent dwellers, the Tobeatic was pretty much untouched,” says Gary Corbett, who worked as a fish-and-wildlife biologist for Parks Canada for 30 years and is now a sport-fishing guide. “It was a virgin population of wild trout not influenced by acid rain, human activity, or stocking. Now we’ve got the acid rain problem, the logging activity over the years, and increased angling pressure.”

Ironically, the part of the original tent dwellers route most easily manoeuvred today through Kejimikujik Park and the Mersey River system still offers good angling opportunities. “Keji Lake and the Mersey River have quite good trout fishing,” says Corbett. “The buffering capacities of the soil make the pH levels in the park better for trout.” Also, introduced species such as smallmouth bass and chain pickerel, which wreak havoc on trout in most southwestern Nova Scotia watersheds, have not penetrated the Keji/Tobeatic system yet.

In a unique study conducted by the park to understand the habits of trout in the Upper Mersey River watershed, wild brook trout were surgically inserted with radio transmitters and tracked. “We wanted to know if the trout moved in and out of the park, which they do,” says Corbett, “but our study also shows that as soon as the water reaches 18 to 20 degrees [Celsius], they take off to spring holes, they’re very difficult to find, and they actually don’t feed much in the summertime.”

What does that mean for anglers? “The key to good trout fishing in that area is to fish between the middle of April and the end of May,” says Corbett. “They go on a feeding binge in the spring. What you need to do is ‘match the hatch’ of the various insect life in this period.” Corbett says that stoneflies are first to hatch, followed later on by mayflies and caddisflies. — J.F.



dwellers had to portage. “A lot of people come here and they may not get back for 20 years, but they always seem to get back. The park has done a great job over the years in preserving the area. It’s as close as most people will get to wilderness, yet it’s still easy to get to.”

Most people canoe, kayak, fish, or hike. Parlee has heard wonderful stories from many visitors. For example: “There was a German gentleman who hiked the entire perimeter trail of the park and didn’t see one person.”

Just as it did a century ago, a good chunk of the local economy depends on people being attracted to the wilderness. “People still come here to find solitude and get away from it all,” says Jonathan Sheppard. “A big part of the festival is to work locally, on a grassroots level, to sustain the tourism value of this wilderness area.”

I landed the canoe at my campsite and soon sat by a crackling fire. Frogs and crickets commenced an evening cacophony, while bats whizzed back and forth gorging on mosquitoes. I felt far from the pressures of the world, and close to the tent dwellers of long ago. ■



TIES THAT

Nova Scotia–Caribbean trade roots have 200 years of history, a kinship that comes from being seabound regions on the eastern edge of the continent

by Tom Mason

WHEN CARIBBEAN COUNTRIES NEED EMERGENCY MEDICAL SYSTEMS, THEY KNOW WHERE TO LOOK: NOVA SCOTIA.

Yarmouth–based Tri-Star Industries’ roots stretch back 30 years in the Caribbean. One of the largest paramedical systems companies in the world, Tri-Star builds custom-made ambulances and other emergency vehicles—mobile command posts, patient-transfer vehicles, fire trucks and bomb-squad vehicles—for dozens of countries on five continents.

The company has worked on such island countries as Jamaica, St. Kitts, and the Netherlands Antilles, and in such mainland nations as Panama and Venezuela. Working in the Caribbean has its challenges, admits Tri-Star president and CEO Keith Condon. “It can be an expensive market to get at,” he says. “You’ve got a market of 32 million people, but they’re scattered over dozens of small countries, with dozens of governments to deal with. The only way is the hard way; you have to visit each country and sell.”

Condon is currently negotiating a new contract in Cuba; the Caribbean’s largest island has become a centre for the emerging business of medical tourism. Well-heeled patients from Caribbean countries and even Canada, as



BIND

well as the subsidized poor from Venezuela, are heading to the island for everything from eye surgery to cosmetic procedures. When their treatment is finished, they stay at large “resort” hospitals where they enjoy a tropical vacation while they convalesce. Tri-Star is building a fleet of highly specialized transport vehicles to transfer patients to and from the Havana airport.

The connection between Yarmouth and Cuba started at least a century before Tri-Star paid its first sales call. In 1903 Cuba chose the seaport community as the location for its first commercial trade office in Canada. That isn’t the oldest formal business connection between Nova Scotia and the Caribbean, however. The Bank of Nova Scotia opened an office in Jamaica in 1889, before it even had a branch in Toronto; today the bank boasts 43 branches in Jamaica and operates in 18 other Caribbean nations. It’s a vital part of the region’s financial life and a flagship for Nova Scotian business.

SPIRITS, FISH—AND KNOWLEDGE

The very first Nova Scotia–Caribbean trade took place even before that. More than 200 years ago, square-rigged

wooden ships began filling their holds with salt cod, lumber, and potatoes in places such as Halifax, Canso, and Annapolis Royal, setting sail for Jamaica, Trinidad, St. Kitts, Barbados, and dozens of other islands in the 4,000 kilometre-long archipelago then known as the West Indies. While the ships have changed, Nova Scotia’s largest Caribbean export is still fish, and spirits



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- Non-Profit Organizations/Association

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- Retail Wholesale
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4. How many employees are in your organization? (please check one)

- 1-10 11-25 26-50 51-100
- 101-500 501-1000 over 1000

5. Which best describes your job function? (please check one)

- Owner/Executive Management Senior Management
- Departmental Management Marketing Management
- Other (please specify) _____

6. The budget you manage is: (please check one)

- Under \$500,000 \$500,001 - \$1,000,000
- \$1,000,001 - \$10,000,000 Greater than \$10,000,000

7. The primary function of your business is: (please check as many as apply)

- Service Importing Manufacturing Exporting

8. Does your company plan to: (please check one)

- Expand facilities within the next 3 years?
- Open new facilities within the next 3 years?

9. Were you born in Nova Scotia?

- Yes No

10. Did you attend university or community college in Nova Scotia?

- Yes No

11. Have you ever worked in Nova Scotia?

- Yes No

12. If you do not live in Nova Scotia, are you currently doing business here?

- Yes No

continued on next column

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“Nova Scotia already has the best business relationship with the Caribbean, so we’re in an excellent position”

—Wendy Luther, NSBI

remain our No. 1 import. Now, though, we are also trading in another, more precious commodity: knowledge transfer.

In the past couple of decades, a market of good ideas has developed between Nova Scotia and the Caribbean, one that sees Nova Scotian companies selling technical acumen to the rapidly developing region. “Caribbean nations see that Nova Scotia has faced similar challenges to the ones they are facing now, and we’ve dealt with those challenges successfully,” says Wendy Luther, a trade-development executive with Nova Scotia Business Inc., a business-development agency for the province. “We’re talking mostly about developing countries that require services like waste management, education, health, governance, and legal expertise. Their needs are vast. Nova Scotia already has the best business relationship with the Caribbean of any province in Canada, in my opinion, so we’re in an excellent position to provide those services.”

Size is a big part of the equation. Because Caribbean development projects are usually smaller, says Luther, they don’t show up on the radar screens of large U.S. and Central Canadian companies but are often the perfect size for Nova Scotian companies.

Nova Scotia has been exporting education to the Caribbean for more than a century, since the days when Presbyterian missionaries travelled there to set up schools. After World War II the direction reversed, as Caribbean youth began coming to Nova Scotia to enroll in universities and colleges. Many Caribbean doctors count Dalhousie University Medical School as their alma mater, and Dalhousie has spearheaded many medical initiatives in the region in recent years. Grenada has sent its country’s top

psychiatric health care specialists to Nova Scotia to study the mental health system. Cuban doctors have come to the province to learn the techniques of clinical drug trials. And in recent years, the island of St. Kitts has worked with Nova Scotian radiologists to help set up a telehealth link between the two places.

Tri-Star is a key part of the medical connection. Less than 10 years ago, pre-hospital emergency medical care didn’t exist in Trinidad and Tobago. In 1989 Tri-Star built a paramedical system from the ground up, supplying ambulances, medical equipment, dispatcher services, training, and everything else the country needed. In one year, the number of emergency medical calls went from zero to more than 60,000.

FRIENDS AND PARTNERS

A new chapter in this historic story of trade is now focusing on the environment. Nova Scotia’s Environment Minister Mark Parent was recently in Trinidad during a trade mission to promote Nova Scotia’s environmental expertise, products, and services to the rapidly developing island nation. The agreement is the culmination of 10 years of co-operation and partnership that started back in the tenure of Liberal Environment Minister Wayne Adams. “The government of Trinidad and Tobago looked at Nova Scotia and saw a jurisdiction about the same size as theirs, with many of the same environmental challenges,” says Parent. “They were impressed at what we’ve been able to do with our waste-management programs and wanted to use our expertise to put pieces in place for their own.”

The new trade agreement means that Nova Scotia will parlay its own success in the environmental sector to work with

Trinidad on landfill design and construction and help establish a recycling depot system and municipal composting program, all of which will put Nova Scotian engineers, consultants, and service and equipment providers in a position to sell their expertise.

“Many prominent business people and political leaders in the Caribbean went to school in Nova Scotia,” says Parent. “They have personal ties here, they know Nova Scotia well, and they are comfortable doing business with us.”

A sign of the strength of this north-south trade tradition came in May, when the Caribbean Development Bank held its 38th annual meeting in Halifax. A long list of dignitaries—presidents, prime ministers, cabinet ministers, and bank governors—made the trip from their home countries to discuss Caribbean development and economic issues and to introduce Atlantic Canadian companies to opportunities that exist in the Caribbean. As they gathered, the CDB delegates celebrated something else: a 200-year-old cultural bond, a kinship that comes from being seabound regions on the eastern edge of the continent.

Keith Condon of Tri-Star Industries has spent 30 years travelling to the Caribbean for business. He feels that visceral bond every time he steps off the plane in Havana or Kingston. “I’ve made a lot of friends in the Caribbean, and I always get the feeling that Nova Scotians have made a long-term connection there,” he says. “We’ve been sending ships to the Caribbean for hundreds of years, and they know us. When you say you’re from Nova Scotia, everybody knows who you are and where you come from. I don’t think other parts of Canada have that same connection.” ■



OUTWARD BOUND

From humble beginnings, great ideas, careers, and companies are born. AG Research has come a long way from computerizing Cape Breton's municipal systems. Now the company consults widely in the Caribbean, the U.K., and the U.S., and is one of Nova Scotia's Export Achievement winners for 2008

by HAL DORNADIC

Jean Ferguson dreamed about becoming a doctor since she was a child. By 1992 she had finished her pre-med studies at the University of British Columbia and had been accepted to medical school in both Ottawa and Halifax. But with a husband and two small children, the cost of attending forced Ferguson, then 33, to place her plans on hold. Ferguson's husband, Eric Whyte, was then a 37-year-old engineering student. He wanted to help his wife fulfill her dream, so in 1991 he created Atlantic Geomatics Inc., a software engineering company, in the hopes of helping Ferguson pay for school.

Today AG Research (its name changed in 1999) has 35 employees and clients in such far-flung places as the Caribbean, the United Kingdom, and the United States. "There was a lot of serendipity along the way," admits Whyte, AG Research's president, adding that his company's early success was due in large part to the technological vision of Cape Breton County's CAO Jerry Ryan.

When the company first launched, it was approached by the then County of Cape Breton to provide Graphical Information Systems (GIS) services, which computerized the municipality's sewer, water, and electrical maintenance systems. Whyte maintains that Ryan's progressive attitude toward technology made the municipality one of the most forward-thinking in Atlantic Canada. "We owe the municipality, the Metro Planning Commission [the planners], and Enterprise Cape Breton Corporation [the project funder] for giving us a jump-start," says Whyte.



AG Research's Eric Whyte brings talent to Cape Breton by paying Halifax-scale wages.

SANDOR FIZLI

In the mid 1990s, eight municipal units amalgamated into the Cape Breton Regional Municipality (CBRM); they all needed GIS service centres to replace their redundant town halls. Atlantic Geomatics' business took off, and by 1998 it was depending on the CBRM for 90% of its revenues. Realizing how disastrous that could be if the status quo changed with its municipal clients, Whyte decided to reduce that dependence to 20% by increasing the number of clients the company serviced, so he started looking for work elsewhere.

At about this time, good timing once again played a major role in the acquisition of new business for AG Research (www.agresearch.ca), this time offshore. Shortly after a former employee went to work for a firm in Bermuda, the Bermuda company needed GIS services above and beyond the employee's expertise and was directed to AG Research by the employee. That led to the formation of a partnership to build an environmental information-management system with the Bermuda company for the Government of Bermuda. Soon the Bermuda government recruited AG Research directly to develop a property information-management system; that client continues to contract the company's services today.

AG Research still maintains a GIS component but has branched out into many other technology-based services, including database development and management, project management, software development, and computer-network design and maintenance. And along the way it has acquired the expertise for those

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“We have good brainpower here. Our staff is as good as we could ask or hope for” — **Eric Whyte, president, AG Research**

areas through diligence in recruitment, both locally and off-island, in the form of corporate managers, aerospace workers, programmers, and software developers. While there were available workers in Cape Breton who didn't have the specific skills required for certain jobs, they were easily trained (last year AG invested 8% of its revenues into training). Others had to be hired from elsewhere, which meant making the jobs attractive. “A lot of people are drawn by the lifestyle here; Cape Breton is very stable culturally and socially,” says Whyte. “But people don't come here cheap, necessarily. We pay on a scale that's competitive with larger centres like Halifax. That's necessary to attract really good talent.”

Although AG Research is headquartered in Sydney, it has begun to build a branch in Summerside, P.E.I. It also has staff in Bermuda and in the Lake District of the England. “We go to those locations to identify the talent there and try to recruit from there,” says Whyte. Good pay and not having to relocate leads to employees who are happy with both their income and their workplace, resulting in low staff turnover.

The company also does work for governments in Gibraltar and Trinidad. At home it has developed a single-billing system for Canadian cable companies with up to one million customers, it's creating environmental project-management solutions for federal and provincial governments, and it has done extensive program development for insurance company New York Life in the U.S. Added to that list are the strong industry partnerships it has developed with Microsoft, Hewlett Packard, and IT companies E.S.R.I. and Oracle.

There have been challenges along the way, particularly considering the company's Cape Breton location. “There's very little market for us right here outside of the

CBRM, so we have to be very outward looking,” says Whyte. Due to AG Research's growth, the CBRM now comprises only 5% of the company's revenue. “We either try to ally ourselves with partners in the ‘rich markets’ or we establish a professional presence somewhere else, such as we did in Bermuda.” Other barriers include the lack of an international airport in Cape Breton, which increases the time it takes to travel to the other company locations when necessary.

But Whyte is quick to point out that the pros of the location outweigh the cons. “We have good brainpower here,” he says. “Plus, the people who are here tend to want to stay—and people are the essence of our business. Our staff is as good as we could ask or hope for.” To promote a sense of well-being at work, the company hosts regular pizza days, annual golf tournaments, whale-watching tours, and Christmas parties. It's an area of the business that Whyte has developed over time, and he feels that it's working.

In 2000 Whyte took on a partner that he says “greatly increased” the company's fortunes: Irving Schwartz, one of the best-known and respected businessmen in Cape Breton. Whyte says that Schwartz's contacts have been invaluable to AG Research's expansion. The company now operates within the industry-standard Level 3 CMM (Capability Maturity Model), which also helps sell its services. “When we are marketing,” says Whyte, “we have to be bold and confident that we really are offering a service that is world class.”

The AG Research success story came full circle in 1997 when Whyte's wife finally realized her dream: she is now Dr. Jean Ferguson, a geriatric psychiatrist working at the Cape Breton Regional Hospital. It's a true testament that from humble beginnings, great ideas, careers, and companies are born. ■



Hooray for BALLEwood

How one woman's vision is changing how people feel about food

Dartmouth, N.S., resident Lil Macpherson remembers Al Gore giving her goosebumps. He was supposed to be speaking about climate change but had slipped off topic and on to her favourite subject: food. In April Gore told 240 Canadians gathered around tables at the launch of Climate Project Canada in Montreal that 2.2 billion pounds of pesticides are poured annually on more than 900,000 farms in the United States. “We have to stop polluting our food,” he urged.

The room went quiet as the audience contemplated his message, but Macpherson couldn't refrain from blurt-ing out “Exactly!” from her table near the stage. Everyone—including Gore—turned to face her. He strode across the stage to where she was sitting, pointed at her, and looked her right in the eye. “Exactly,” he said, smiling.

Macpherson is concerned about the state of the food industry. Following Hurricane Juan in late September of 2003, she began worrying about Nova Scotia's food supply, only 10% of which comes from the province. With grocery stores temporarily closed, there was no place to get provisions in the community except for Tim Hortons. “Is our province truly prepared for an emergency food shortage?” she wonders. “We can't rely on the rest of the world to feed us during a disaster. If we lose our farmers, we're in serious trouble.”

After working as a waitress and restaurant manager for 25 years, Macpherson, wanted her own business. In 2004, with Christine Bower, she opened The Wooden Monkey (www.thewoodenmonkey.ca) on Argyle Street in Halifax with the hope of changing how people think about food. She wanted customers to eat locally, so she

bought as much food as she could from Nova Scotian farmers. Four years later, Macpherson, 49, is still conscious of where she sources everything—from paper to beer and meat—and she gets products from 40 suppliers around the province. “I've never felt community in my life before this restaurant,” she says. “I feel connected to the farmers, my staff, and my customers.”

Macpherson is now looking to expand the community to include sustainable businesses of all kinds. In the fall of 2007, after introducing Judy Wicks, the co-founder of the Business Alliance for Local Living Economies (BALLE), at the Power of Green conference in Halifax, Macpherson

local bookstore, \$45 went back into the local economy, compared to \$13 for the same amount spent at a national bookstore. The BALLE website states that local businesses create more stable jobs than large corporations, are better for the ecosystem, and help maintain a city's uniqueness.

Macpherson and 13 Nova Scotians—directors and executives of sustainable organizations and businesses—went to the BALLE conference in Boston last summer. “The whole time we sat there looking at each other saying, ‘We can do this, and we can do this well!’” At this year's second annual Power of Green conference in Halifax on Oct. 20, Macpherson will be

The BALLE website says local businesses create more stable jobs than large corporations, are better for the ecosystem, and help maintain a city's uniqueness

was inspired to start a Nova Scotia chapter. BALLE launched in Philadelphia in 2001 and supports networks of businesses dedicated to creating an economy that is locally supported. After a network's application has been approved, it officially becomes a part of BALLE, giving it access to resources, speakers, and opportunities to learn from other networks. There are 60 local business networks around North America composed of more than 15,000 entrepreneurs.

Macpherson believes that BALLE will help Nova Scotia's economy by putting money back into the province. A study done by Civic Economics in Texas showed that for every \$100 spent at a

introducing BALLE's other founder, Laury Hammel. The Nova Scotia board, which currently has nine members, will have registration packages on hand at the conference so businesses that want to strengthen the local community can sign up.

After Gore finished his speech in Montreal, photographers took pictures of him with audience members. “Get over here!” Macpherson called to him, waving across the crowded room. While she and her fellow Nova Scotians shimmied up to Gore for a photo op, Macpherson stood beside him and nudged his elbow. They had an understanding—they were going to save the planet. —ANGELINA CHAPIN