

The logo features a stylized yellow globe icon on the left. To its right, the text "NOVA SCOTIA" is in a small, grey, sans-serif font. Below that, "Export Achievement" is written in a large, bold, blue sans-serif font, and "Awards 2017" is in a smaller, grey, sans-serif font.

NOVA SCOTIA  
**Export Achievement**  
Awards 2017

Welcome to the 2017 Nova Scotia Export Achievement Awards! Thank you for joining us as we recognize and celebrate the export success of Nova Scotia businesses by bringing together exporters from communities across the province.

**About the Event:**

- The first Nova Scotia Export Achievement Awards were held in 1983.
- More than 200 Nova Scotia businesses have been honoured for their export excellence.
- This year 11 businesses are being celebrated for their export success.
- One regional winner will be named 2017 exporter of the year.
- This year's keynote speakers are Brian Allaway, president and vice-president of sales, and William Allaway, vice-president of operations, at Acadian Maple, a manufacturer and exporter of maple syrup products .

## 2017 Export Achievement Award Regional Nominees

### **D.B. Kenney Fisheries 2014 Ltd.**

*Location: Westport, Digby Co.*

*Recognized by: Digby Area & Board of Trade*

D.B. Kenney Fisheries Ltd. has a diverse set of facilities. Their main operation is in Westport, Nova Scotia, which consists of two state-of-the-art lobster pounds and a modern fish processing plant. They also have a cold storage facility in Tiverton, Nova Scotia. D.B. Kenney Fisheries Ltd. recently merged with James L. Mood Fisheries Ltd.

They have some of the best scallops in the world, caught in the Bay of Fundy; live hard-shell lobster caught from St. Mary's Bay and the Bay of Fundy; fresh day boat halibut caught from St. Mary's Bay and Bay of Fundy; and periwinkles picked from the clean shores of Brier Island.

Company webpage: <http://www.dbkenneyfisheries.com/>



### **DSM Nutritional Products**

*Location: Mulgrave, Guysborough Co.*

*Recognized by: Strait Area Chamber of Commerce*

DSM Nutritional Products is a world leading supplier of vitamins, carotenoids and other nutritional solutions with three market-facing entities: Animal Nutrition & Health, Human Nutrition & Health and Personal Care & Aroma Ingredients. With locations across the world offering products in sectors like energy, automotive and marine, it's no surprise DSM has experienced exceptional growth.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-dartmouth-mulgrave-dsm-nutritional-products>

Company webpage: <https://www.dsm.com/corporate/home.html>



### **Gillis Seafood**

*Location: North Sydney*

*Recognized by: Sydney Area Chamber of commerce*

Founded in 1946 by Donald B. Gillis, Gillis Seafood has expanded from a one half ton truck and small truck to a fleet of refrigerated delivery trucks and a modern distribution centre. Gillis Seafood continues to provide high quality products to their customers for over 70 years. They have built a reputation of supplying sustainable quality seafood products to hundreds of restaurants, grocery chains and institutions throughout Eastern Canada.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-north-sydney-gillis-seafood>

Company webpage: <http://www.gillisseafood.com/>



**Global Courseware Inc.**

*Location: New Glasgow*

*Recognized by: Pictou County Chamber of Commerce*

Global Courseware Inc. is a rapidly growing, world leader in Corporate Training. Planting its roots in Nova Scotia as a pioneer in providing customizable workshop materials, Global Courseware has since expanded across the globe and now offers its training solutions on a wide variety of interactive digital media platforms. By delivering a vast range of customizable content for thousands of institutions big and small, Global Courseware has become a trusted name in learning and development all over the world. Despite boasting clients in over 100 countries, the company still calls Pictou County home – proving that in the digital export age, it’s still possible to do big business in a small town.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-pictou-global-courseware>

Company webpage: <https://corporatetrainingmaterials.com/>



**Hutchinson's Maple Products**

*Location: Lake Paul, Kings Co.*

*Recognized by: Annapolis Valley Chamber of Commerce*

Hutchinson Maple Products Inc. is Nova Scotia's largest producer of maple syrup. Hutchinson's was founded in 2004 by Chris and Anne Hutchinson at Lake Paul, Nova Scotia, and is home to Christmas trees, blueberries and, of course, maple groves. With over 2,500 acres and 60,000 taps, they produce more than 60,000 litres of maple syrup every year.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-annapolis-valley-hutchinsons-maple-products>

Company webpage: <https://www.hutchinsonacres.com/>



**Nautel**

*Location: Hackett's Cove, HRM*

*Recognized by: Halifax Chamber of Commerce*

Nautel is a global leader in the design, manufacture, sales and support of transmitters for AM/FM radio broadcast, navigation, industrial RF, and sonar applications. Nautel's outstanding reliability, global presence, efficiency and exceptional customer support have resulted in more than 15,000 transmitter deployments in 177 countries.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-halifax-nautel-limited>

Company webpage: <http://www.nautel.com/>

## **North River Fish Farms**

*Location: Truro*

*Recognized by: Truro and Colchester Chamber of Commerce*

North River Fish Farms is a recognized leader in the fish hatcheries industry. Their driving force is the employees, who have invested a lot of energy in the development of the business in Truro.

North River places primary importance on personal and professional development of each staff member. They are known for their commitment to building long-lasting relationships with their clients, dedication to excellence, a reputation for quality, and a promise to find or develop premium properties for their clients. At the heart of their business, passion continues to drive North River forward with uncompromising quality and outstanding service.



## **Riverside Lobster International Inc.**

*Location: Meteghan Centre, Digby*

*Recognized by: Yarmouth Chamber of Commerce*

With over 20 years of experience in the exporting business, Riverside Lobster strives to be globally connected. With a growth that has more than tripled in the past three years, Riverside is proving to be a strategic leader in the seafood industry.

Riverside Lobster places great importance on industry trends to ensure a sustainable future. These trends will include the processing of all raw material into valuable applications, which will require development expansions such as new facilities, equipment and markets. Success being the driving force behind Riverside's accomplishments, they plan carefully to achieve their goals.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-meteghan-centre-riverside-lobster-international-inc>

Company webpage: <http://riversidelobster.ca/>



**Sea Star Seafoods Ltd.**

*Location: Clark's Harbour, Shelburne Co.*

*Recognized by: Shelburne County Community and Business Excellence Awards*

Sea Star Seafoods Ltd. is a salt fish processing company located in Clark's Harbour, Cape Sable Island on the southwestern tip of Nova Scotia. The business is family owned and operated by Adlai and Fenton Cunningham. Their mandate is to offer the highest quality products from a variety of sustainable fish and seafood products.

Sea Star processes and markets quality products to customers in North America, South America, and Europe. With over 50 years of first-hand experience in harvesting fish, lobster pound operations, and processing salt fish, their focus species include cod, pollock, hake, cusk, ling, haddock, Alaskan pollock, mackerel, and herring.

Sea Star is currently producing over 200 packaged products to customers in 20 countries internationally.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-shelburne-county-sea-star-seafoods>

Company webpage: <http://www.seastarseafoods.com/>



**Terra Beata Farms**

*Location: Lunenburg*

*Recognized by: Lunenburg Queens Business Excellence Awards*

Terra Beata is a cranberry farm nestled next to the Atlantic Ocean near Lunenburg, Nova Scotia. While cranberries are their specialty, they use the best fruit Nova Scotia has to offer in 10 gourmet preserves, unique low-sugar flavour-packed dried cranberries, blueberries and cherries, premium pure juices, and not-from concentrate juice cocktails.

Founded in 1998 by David and Evelyn Ernst, Terra Beata grew first from a patch of undeveloped peat bog to a 12-acre cranberry farm on Heckmans Island. They now operate the original farm as well as receive cranberries from 12 other farms in Atlantic Canada, for a total of over five million pounds of fruit per year.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-lunenburg-terra-beata>

Company webpage: <http://cranberryfarm.ca/>



**Tony's Meats (Mr.Donair)**

*Location: Antigonish*

*Recognized by: Antigonish Chamber of Commerce*

Tony's Meats, makers of The Original Mr. Donair, is a family owned company committed to supplying their customers with premium fresh and processed meat products based in Antigonish, Nova Scotia. Tony's Meats was founded in 1963. From its origins producing fresh pork, beef, and lamb, by the mid-1980s had added production of fresh sausages, bacon, hams, cooked deli meats, and cooked sausages. In 2005, Tony's Meats acquired "The Original Mr. Donair" brand to position the company for growth in this locally significant but nationally unknown meat category.

Export Spotlight Q&A:

<https://www.novascotiabusiness.com/articles/success-antigonish-tonys-meats>

Company webpage: <http://www.tonys-meats.com/>

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