

2016 Nova Scotia Export Achievement Awards Press Kit

Welcome to the 2016 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.

Event Info:

- Started in 1983, the Nova Scotia Export Achievement Awards event has honoured more than 200 Nova Scotia businesses for export excellence
- This year, ten businesses have been recognized by their regional Chambers of Commerce for achievement in export development
- One regional winner will be named *Nova Scotia's 2016 Exporter of the Year*

Nova Scotia Export Facts:

- In 2014 the value of Nova Scotia's total exports in goods and services was \$15.4 billion
- Nova Scotia's total international exports recorded an average annual increase of 4.3% over the last five years (2014).
- The top four goods that Nova Scotia exported internationally in 2015 included seafood, tires, paper & paperboard, and wood pulp.
- In 2015 Nova Scotia's most popular international markets were the USA (representing almost 70% of all of our international exports), China, and the UK.
- In 2013 there were 734 enterprises exporting from Nova Scotia.

Regional Winners

Authentic Seacoast Company

Location: Guysborough

Recognized by: Strait Area Chamber of Commerce

Company Info:

Founded in Guysborough in 2005, Authentic Seacoast Company's vision is to restore the proud trading legacy of a seacoast village in Nova Scotia and to create jobs in the community on a sustainable basis. Authentic Seacoast Company comprises three groups: food and beverage manufacturing, hospitality and tourism, and retail, including products such as GLYNNEVAN® Whisky, Fortress™ Rum, award-winning Rare Bird™ Craft Beer, Harbour Belle™ Bakery, award-winning DesBarres Manor Inn, Osprey Shores Golf Resort, Rare Bird Pub, Authentic Seacoast Soaps and the Authentic Seacoast Store.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-authentic-seacoast-company/>

Cedar Bay Grilling Company

Location: Blandford (Chester Municipal District)

Recognized by: Lunenburg Queens Business Excellence

Company Info:

The company produces a range of frozen salmon products that are designed to be easy to prepare but have a “gourmet” appeal, from fillets and planked salmon to pasta sauces and burgers. Cedar Bay Salmon is sold in grocery stores across Canada and the USA. The company’s products have won numerous awards at home and abroad.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-cedar-bay-grilling-company-ltd/>

Classic Fine Foods

Location: Sydney

Recognized by: Sydney and Area Chamber of Commerce

Company Info:

The family-owned Cape Breton company is a manufacturing plant that produces an assortment of baked and ready-to-bake goods, with a focus on healthier eating. Its products are used by hospitals, schools, universities, retail outlets, hotels and nursing homes throughout Atlantic Canada, and the company is about to fill its first order in Ontario.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-classic-fine-foods-inc/>

Clearwater Seafoods LP

Location: Bedford

Recognized by: Halifax Chamber of Commerce

Company Info:

Since its start in 1976, Clearwater has become North America’s largest vertically integrated harvester, processor and distributor of shellfish. Exports now account for more than 85% of its sales, and, in 2015, the company bought UK-based Macduff Shellfish in a £98.4 million deal. A recipient of numerous business awards over the years, Clearwater has been named the 2016 Halifax International Business of the Year.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-clearwater-seafoods-lp/>

Eel Lake Oyster Farm

Location: Ste. Anne du Ruisseau (Municipality of Argyle)

Recognized by: Yarmouth and Area Chamber of Commerce

Company Info:

Eel Lake Oyster Farm is a major producer of the intensely flavoured Atlantic Oyster, with three million oysters growing in the oyster farm at any one time. The company exports 90% of its product to Ontario, Quebec and now New England, with the remaining 10% going mainly to restaurants in Halifax. In 2012, the company won the Taste of Nova Scotia Prestige Award for the Consumer Choice Product of the Year.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-eel-lake-oyster-farm-ltd/>

Gidney Fisheries Limited

Location: Digby Neck

Recognized by: Digby and Area Board of Trade

Company Info:

Gidney is a wholesaler and worldwide exporter of live lobster and seafood with a promise to deliver the highest quality of premium hard shell Atlantic lobster and the freshest seafood products available. The company buys its lobster from local fishermen, grades them to meet the highest of standards, processes them in its technologically advanced storage facilities and delivers them through efficient logistics.

Related Content:

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Pierce Fisheries (Division of Clearwater Seafoods LP)

Location: Lockeport

Recognized by: CBDC Shelburne County Community Excellence

Company Info:

Pierce Fisheries Ltd., a division of Clearwater Seafoods LP, is a seafood processing facility that has become a leader in innovation. Pierce is also equipped with the latest processing systems for value-added products. The company now exports to more than 30 countries and is certified by the British Retail Consortium, a food safety and quality assurance program that ensures consistency and high standards.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-pierce-fisheries-ltd/>

Seafoam Lavender Farm

Location: River John

Recognized by: Pictou County Chamber of Commerce

Company Info:

Dave Belt owns and operates Seafoam Lavender with his wife, Suzy Belt and their son, Collin. In a picturesque setting overlooking the Northumberland Strait, they grow 3,000+ lavender plants and produce 65 different lavender-based products, as well as seasonal items such as bouquets and live plants. The company exports 40% of its sales to other provinces and abroad.

Related Content:

- Export Spotlight Q&A:
<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-seafoam-lavender/>

Spa Springs Mineral Water Company

Location: Middleton

Recognized by: Annapolis Valley Chamber of Commerce

Company Info:

The company bottles and exports a range of specialty soft drinks to over 35 countries, shipping more than 30 containers from the Port of Halifax last year. The parent company, Splendid Drinks AG, is based in Luxembourg.

Related Content:

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<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-spa-springs-mineral-water-company/>

Woodmaster Tools

Location: Clifton

Recognized by: Truro and Colchester Chamber of Commerce

Company Info:

The company makes woodworking knives for any brand of machine, in different sizes and different types of steel, and exports them to more than 20 countries. About 60% of sales go to the US, with 5% to other countries.

Related Content:

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<http://www.novascotiabusiness.com/en/home/articles/trade/post.aspx/export-spotlight-woodmaster-tools-of-canada/>

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