

LOONIE \$0.0019 ▲ US \$1.0314	EURO \$0.0027 ▲ \$1.3746	POUND \$0.0057 ▼ \$1.5560	GOLD (NY) \$15.00 ▲ \$1,439.90	SILVER \$0.40 ▲ \$38.257	OIL (Lt sweet) \$2.45 ▲ \$106.72	GAS (Nymex) \$0.040 ▲ \$6.030	TSX 32.52 ▲ 14,116.10	TSX 60 0.86 ▲ 809.16	TSX VENTURE 9.55 ▲ 2,295.99	DOW JONES 30.88 ▼ 12,319.73	S&P 500 2.43 ▼ 1,325.83	NASDAQ 4.28 ▲ 2,781.07	NIKKEI 46.310 ▲ 9,755.10

A different kettle of fish

Popcorn gets nutrition boost from Ocean Nutrition's omega-3s

By **JOANN ALBERSTAT**
Business Reporter

When you've got the munchies, nothing else will do but popcorn with omega-3, as far as a Dartmouth company is concerned.

Ocean Nutrition Canada announced Thursday that a small Ontario food company is using its MEG-3 brand omega-3 ingredients in a new kettle corn.

"This is the first of its kind in Canada," Ocean Nutrition chairman Robert Orr said of the **From Farm To Table Canada** snack food.

"It's the first time we've done a popcorn product."

The Cambridge, Ont., company's products, which include ready-made popcorn and microwaveable corn on the cob, are available in stores in Ontario.

In a news release, Ocean Nutrition says the healthy snack food is made of natural whole grain corn, grown in Ontario. The corn is fortified with MEG-3 fish oil and dusted with natural cane sugar and sea salt. The product is also free of genetically modified ingredients and gluten, and has no trans fats or artificial flavours and colours.

"We have been able to do popcorn for quite some time with our technology, which is not the easiest thing to do, add mega-3 fish oils to a popcorn and still have it taste great," Orr said in an interview.

Each 21-gram bag of popcorn contains 32 milligrams of omega 3, a family of essential fatty acids obtained from oily fish, such as sardines, anchovies, mackerel and salmon.

Omega-3 fatty acids have been shown to reduce inflammation and cut the risk of chronic ailments such as heart disease, and to play a role in proper brain development and function.

"What we're trying to do is address the dietary deficiency of EPA/DHA omega-3 in the diet. We've got a big dietary deficiency," the Ocean Nutrition chairman said.

The privately held company, whose major shareholder is **Clearwater Fine Foods Inc.**, processes the oils from various types of fish for use in dietary supplements and for a powder that is added to a variety of foods.

Orr said the MEG-3 product is used in several different kinds of chocolate bars and food bars, as well as potato chips sold in the U.S.

(jalberstat@herald.ca)



From Farm to Table is making its kettle corn snack food with omega-3 supplements from Ocean Nutrition Canada in Dartmouth. (GUSTAVO POLO)

Fence firm back on rails

Yarmouth company's creditor plan in place

By **BILL POWER**
Business Reporter

A Yarmouth manufacturing operation specializing in an electric fencing system for horses is back in production after filing for creditor protection in February.

"We've pretty much cleared out the big inventory that created problems for us last year. Orders are coming in and we're back in business," David Bryson, president of **E.B.F. Manufacturing Ltd.**, said Thursday.

"We were left with a huge inventory when a customer unexpectedly informed us they were unable to accept the order," said Bryson, whose company makes the ElectroBraid brand of electric fencing.

"This happened at a time of the year that is traditionally the slowest as far as people with horses ordering fencing. All of our working capital was tied up in inventory."

That inventory has mostly been cleared away, orders are coming in steadily and production is back to normal at the Yarmouth plant, he said.

Trustee **Green Hunt Wedlake Inc.** will present details of an insolvency proposal from E.B.F. Manufacturing today in Nova Scotia Supreme Court.

This will be mostly to get approval from the court for a plan already approved by creditors, said Bryson.

He said court approval would formalize his promise of 100 per cent on the dollar, to some creditors and an offering of shares plus dividends to others.

"Our suppliers were aware of our situation and support for our financing plan was unanimous."

He said about 85 per cent of the ElectroBraid fencing manufactured in Yarmouth is shipped to the U.S.

Most orders are accepted through the company website. However, plans are afoot to operate at the retail level now that the inventory backlog has cleared.

"We expect we'll sell more fencing if the product is right there on the shelf when people are picking up supplies for their horses."

The ElectroBraid fence delivers a safe but memorable shock to horses when they inspect the braided line with their noses. After receiving the jolt, horses stay away from the braided line and remain safely contained.

Bryson said the fencing is popular with people who have horses, because animals often injure themselves pushing against traditional fencing. He said the fencing system is also economical to install and maintain.

A typical one-hectare pasture can be enclosed with this system for \$1,500.

(bpower@herald.ca)

EDC president Poloz touts investment in emerging markets

Canada's participation in export markets will always be an important facet of the economy, even as the loonie strengthens.

Stephen Poloz, appointed president and chief executive officer of Export Development Canada in December, says although his organization was originally created to boost Canadian exports, helping Canadian companies invest in emerging markets has become an important part of



ROGER TAYLOR

per cent during the downturn, during 2009, and they came back between 10 and 11 per cent dur-

"That's not too bad, but still less than halfway back to where we were before the downturn. So it'll take another year or probably two years before we get back to where we were, back in 2008."

Speaking before the start of the federal election, Poloz said Export Development Canada had more than 30 per cent growth in emerging market business last year and credited that activity with helping Canadian

The federal agency is helping Canadians businesses build their global footprint, which will benefit the economy back home, he says.

"What companies find is, they show up in India or China and it's hard to sell out of suitcase, and what they find is they need to have a presence in the market to establish relationships and then turn that into long-term busi-

The new foreign business could be a facility that finishes a manufacturing process started in Canada or a parts supplier for a Canadian manufacturing operation.

Having an operation in a foreign country serves a company well and it is the initial investment that is important, Poloz says.

"We did 150 financing transactions last year for companies