



Advanced Manufacturing

Cape Breton has proven to be an excellent location for firms that manufacture niche, high-value products. Manufacturers producing products as diverse as medical imaging technology, high tensile synthetic rope and large cloud-based storage servers have selected Cape Breton as their base of operations due to skilled and loyal workforces, low turnover rates and quick turnaround production.



Investment Opportunities

► **Create a niche, high-value manufacturing operation**

With low business costs, a skilled and dedicated workforce and strong business support, Cape Breton is an ideal location for custom or niche fabrication of high-value products. From video gaming machines to cast polypropylene film, companies based here have succeeded in serving a global marketplace. There are opportunities for the development of new products in the areas of clean technology, pharmaceuticals, nutraceuticals, shipbuilding and custom fabrication.

► **Develop new value-added products**

The resource based industries of seafood/aquaculture, agri-food, forestry

and minerals provide opportunities for the development of new value-added products. A number of innovative products have been created from by-products of those industries.

Top Reasons to Invest in Cape Breton

► **Skilled workforce**

With 58,000 people in the workforce, Cape Breton has the second largest pool of workers to draw from in Nova Scotia. The workforce is well educated with 20% of the workforce holding a university certificate, diploma or degree. Nearly 17% of the workforce has an apprenticeship, trade certificate or diploma, well above national and provincial rates.



▶ **Seed capital**

Few places in the world provide such strong support to bring an idea from the concept stage to the commercialization stage. Programs allow manufacturers to nurture their operations from startup through commercialization to growth.

▶ **Strategic markets**

Our inclusion in the North American Free Trade Agreement provides access to 440 million consumers living in Canada, the U.S. and Mexico while the new Comprehensive Economic and Trade agreement will maximize significant trade opportunities with 508 million consumers in the EU.

▶ **Multimodal transportation**

With sea, road, rail and air transportation options, our multimodal transportation options allow for shipping and receiving flexibility. The ports at the Strait of Canso and Sydney are deep-water, ice-free ports that can accommodate the largest post-Panamax vessels. The JA Douglas McCurdy Sydney Airport offers daily direct flights to Halifax and Toronto, with connecting flights to major North American and international destinations. Cape Breton is connected to the rest of Canada and the United States by a 394 km (245 mi) railway offering double

stacking container capability. A full range of trucking services provides an alternative to rail and ship transport.



**Key Infrastructure/
Resources**

▶ **Business support**

The Atlantic Canada Opportunities Agency plays a significant enabling role in the advanced manufacturing sector by providing financial and other support services. Innovacorp has an internationally recognized approach to technology commercialization and has more than \$60 million in capital commitments available for high growth technology companies. Nova Scotia Business Inc. attracts new companies to the province, and works directly with companies to help them meet their growth potential through international business development, financing and venture capital. Nova Scotia Economic and Rural Development and Tourism provides a number of productivity and innovation support programs.

▶ **Education support**

Cape Breton University (CBU) and Nova Scotia Community College (NSCC) campuses can provide a talent pool for

advanced manufacturing operations. Both institutions have been involved in customized training for manufacturers developing their own skilled workforce, with a quick turnaround time.

▶ **Research support**

Cape Breton's post-secondary institutions are actively involved in research and development. The Verschuren Centre for Sustainability in Energy and the Environment at CBU collaborates with firms to conduct R&D on new technologies and applications. Université de Sainte-Anne has conducted research with producers in the marine sector. Additional research is conducted at CBU and the NSCC campuses.

▶ **Infrastructure support**

Cape Breton offers diverse industrial parks with available land, buildings and other infrastructure to service advanced manufacturing businesses. For start-ups looking for full-service manufacturing incubation, Venture Solutions Inc. provides office and production space, as well as access to a central receptionist, accounting, and project management services. CBU also has incubation and lab space for R&D activities.



**Advanced Manufacturing
Success Stories**

▶ **Protocase Inc.**

Protocase produces custom electronic enclosures that can be developed to the precise specifications of enclosure design experts, engineers and scientists, with speed and convenience. Protocase clients include Apple, Boeing, Cisco Systems, Hewlett Packard, IBM, Microsoft, GE, among many others.

▶ **Polysteel Atlantic Ltd.**

Polysteel Atlantic Limited / East Coast Rope Limited are manufacturers of high tensile strength three strand synthetic

rope, with production capabilities in excess of 6,000,000 lbs (2,721,554 kgs) per year. Polysteel has almost twice the tensile strength, less stretch and a higher abrasion resistance as traditional polypropylene rope. The products are shipped throughout North and South America, Europe and the Middle East.

▶ **Mulgrave Machine**

Mulgrave Machine Works specializes in the fabrication of unfired pressure vessels, piping systems, structural steel and other custom metal requirements, working with onshore and offshore industries.



Invest in Cape Breton Today!

▶ www.InvestInCapeBreton.com

▶ 902-562-6059

▶ Toll Free: 1-844-868-0967

Visit the website or call to find out more about financial support and investment opportunities.