



**MERCANTILE**  
**BANCORP LIMITED**

***“WESTERN CANADA’S MERCHANT BANK”***

## **CLIENT PORTFOLIO**

**March 2004**

### **MERCANTILE BANCORP LIMITED**

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***CAPITAL ♦ COMMITMENT ♦ RESULTS***

## ACTIVE CLIENTS



**Aber Hot Tub Manufacturing Ltd. ("Aber")** manufactures a full line of high-end *Pacific* brand residential and commercial hot tubs from its state of the art manufacturing plant in Surrey, BC. *Pacific* hot tubs are distributed in Canada, the United States and Europe throughout Aber's extensive dealer network. [www.aberhottubs.com](http://www.aberhottubs.com)



**DTI Dental Technologies Inc. ("DTI")** is a public company headquartered in Vancouver, BC. DTI owns, operates and is expanding a network of premium dental laboratories throughout North America. DTI's labs provide a full range of custom-made restorative dental products to the dental industry. [www.dtidental.com](http://www.dtidental.com) (DTI:TSX)



**Inventronics Limited** is a public company headquartered in Calgary, Alberta. Inventronics designs and manufactures industrial metal enclosures and other products, primarily for the telecommunications and electronics industries through its manufacturing facility located in Brandon, Manitoba. [www.inventronics.com](http://www.inventronics.com) (IVT:TSX)



**NORSEMAN**

**Norseman Group Ltd.** is a Canadian based designer and manufacturer of industrial fabric and foam products used in shipping, packaging, oil & gas service, construction, electronic, chemical and the sports and leisure industries. [www.norseman.ca](http://www.norseman.ca)



**Nu-Fab Building Systems Ltd.** and **Western Canada Steel Buildings Ltd.** combine to form one of Western Canada's largest providers of pre-engineered metal buildings, panels and flashings. ISO 9002 certified, the Company manufactures and installs a full range of steel buildings and components. [www.wcsb.com](http://www.wcsb.com)

## ACTIVE CLIENTS



**Pacific Sign Group Inc. ("PacSign")**, which includes Pacific Sign and Design Ltd. and Knight Signs, designs, manufacturers, services and leases a full-range of illuminated and non-illuminated signage. With manufacturing facilities in Delta and Victoria, BC, PacSign focuses on the Pacific Northwest region of Canada and the United States. [www.knightsigns.ca](http://www.knightsigns.ca)



**PFI Pellet Flame (1997) Inc.**, located in Prince George, BC, is the leading edge manufacturer and distributor of premium wood "bio-fuel" pellets, which are used in the power generation and heating industries in North America and Europe. [www.pelletflame.com](http://www.pelletflame.com)



**T-Mar Industries Ltd. ("T-Mar")**, located in Campbell River, BC, provides industrial equipment design, fabrication, sales and service to the forestry, construction and mining industries. T-Mar distributes Kobelco and Kawasaki brands of heavy equipment and manufactures proprietary attachments. [www.t-mar.com](http://www.t-mar.com)



**Tristar Industries Ltd. ("Tristar")** specializes in heavy equipment manufacturing, repair and rebuilding for the pulp and paper, cement, mining, petrochemical and gas industries. Tristar has a state of the art, ISO certified manufacturing plant in Delta, BC. [www.tristarind.com](http://www.tristarind.com)



**Western Express Air Lines Inc.**, located at Vancouver International Airport, is a regional air cargo service provider specializing in the movement of "time sensitive" cargo, air ambulance services and charter freight/passenger services throughout Western Canada. [www.westex.ca](http://www.westex.ca)

## PAST INVESTEE AND ADVISORY CLIENTS

**ALI Technologies Inc.**, a medical information technology company that develops and markets filmless diagnostic image and clinical report management systems for use in hospitals and clinics.

**Canadian Home Income Plan Corporation ("CHIP") and Home Equity Income Trust** provide Canadian seniors with Canada's first and only national reverse mortgage program.

**Echelon Home Products Ltd.**, located in Richmond, BC, distributes high-end home appliances, throughout Western Canada and the Pacific Northwest United States.

**Fraser River Pile & Dredge Ltd.**, located in New Westminster, BC, specializes in marine construction, hydraulic dredging, hopper dredging and foundation work.

**Integrated Paving Concepts Inc.** owns and distributes the *StreetPrint* Pavement Texturing system, a decorative paving process throughout North America and in more than 30 countries.

**MGI International Marine Safety Solutions** produces and implements US Coast Guard approved safety courses using Computer-Based Training for the marine passenger and cargo fleet industry.

**MK Wong & Associates Ltd.**, located in Vancouver, BC, and now a division of HSBC Asset Management Ltd. is one of Western Canada's leading innovators in wealth management.

**Nuytco Research Ltd.**, located in North Vancouver, BC, designs, builds and operates atmospheric diving suits, submersibles and remotely operated vehicles for the commercial diving industry.

**Peace Arch Entertainment Group Inc.** is a fully integrated media company that produces proprietary television and internet programming, television commercials, music videos and web cast programming.

**Progressive Solutions Inc.**, established in 1989 and located in Richmond, BC, develops inventory management software products that are specifically designed for the forest products Industry.

**Quester Tangent Corporation**, located in Sidney, BC, is a world leader in providing real-time data acquisition products for hydrographic and transit applications.

**Westbeach Snowboards** is a manufacturer, wholesaler and retailer of soft goods, streetwear and accessories for snowboarders, skateboarders and surfers.

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