

# High-tech companies open doors to world-wide visitors

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Staff Writer

EMC Business – Kanata's innovation and technology sector was recently on display to the world.

More than 70 foreign heads of mission, ambassadors and high commissioners visited five Kanata businesses on May 11 and 12.

The tour was organized by Foreign Affairs and International Trade Canada in partnership with Ottawa Centre for Research and Innovation

(OCRI) to familiarize the dignitaries with local technology companies.

Euan Wallace, head of global issues group at the British High Commission, wanted to come on the tour because he believes it is always fascinating to see what is happening in Canada in the high-tech sector.

"I think there are a lot of things we can learn from Canadian companies and innovation is obviously an interest to both of our countries," said Wallace. "The United

Kingdom is looking to trade its way out of a difficult economic period like the rest of the world."

"We are looking for opportunities to enhance trading relationships with Canada who is already one of our major trading partners." Wallace added.

This is the fourth year of the tour and David Lazenby, OCRI business and development and investment officer, says he thought the tour was going very well.



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“High tech is Ottawa’s biggest seller and OCRI’s main job is to help promote the technology sector. We have great companies on the tour with worldwide products to show to the worldwide people here,” said Lazenby.

The tour started at Best Theratronics with a tour of the manufacturing facility which produces life-saving medical equipment. Best has been manufacturing, marketing, selling and servicing cobalt-based cancer therapy systems and blood irradiators for more than 50 years.

“So far Best was very good,” said Lazenby. “It was

a really interesting tour and the diplomats asked a lot of interesting questions.”

Hilary Reilly, deputy head of mission at the Embassy of Ireland, is relatively new in her position and felt the tour at Best was very interesting.

“Ottawa is a leader in technology and it’s a good opportunity to see what Canadian companies are doing,” said Reilly. “We are also looking to increase trade with Canada.”

Both Wallace and Reilly will now report back to their respective embassies to share with them what they learned on the tour.

Dan Aitkenhead, Best Theratronics sales manager,

says it was an opportunity to showcase what products the company offers.

“If they have knowledge about our products perhaps they can pass it on to other companies and start the ball rolling,” said Aitkenhead. “They definitely asked good questions and it showed they did their homework.”

One of the questions asked was about Canada’s lack of medical isotopes last year; Aitkenhead responded that is why they got into that business to help fill that void.

One of the company’s newest products is the Best Cyclotron Systems, the 70 MeV, which can produce medical isotopes.



Photo by TIFFANY WILLIAMS-LEPACK

**More than 70 dignitaries toured Best Theratronics in Kanata during a life sciences tour by Foreign Affairs and International Trade Canada in partnership with Ottawa Centre for Research and Innovation. Pictured are: Euan Wallace, head of global issues group at the British High Commission; Manfred Auster, counselor at the Embassy of the Federal Republic of Germany; Dan Aitkenhead, Best Theratronics sales manager; Risto Piiponen, Finland ambassador; Hilary Reilly, deputy head of mission at the Embassy of Ireland; and Nicolas Brühl, deputy head of mission at the Embassy of Switzerland.**