

# Non Traditional Businesses

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In 1997, BioScan Environmental Products was Anne Marie Beals' answer to the growing consumer interest in water quality. BioScan's two primary products include a consumer testing kit for coliform bacteria and chlorine. The

kits can be purchased at major stores across the province and through national distributors. Other services include more complex kits for municipalities and regulated industries monitoring water quality and manufacturing byproducts. The company also offers a custom lab testing service to private industry and government.

**The message here is: we need to embrace the value-adding concept. Innovation through research and development to produce superior distinctive products and services is the key to future prosperity.**

It is against this background that BBI recognizes four businesses, which are achieving excellence in their non-traditional market segments.

food safety labs. Product examples include blood chemistry analyzers, blood clotting monitors, sperm viability testing equipment and immunodiagnostic test strips. The products are designed for cost-sensitive and decentralized clinical settings and are currently being marketed in Jamaica, East and Central Africa, Nigeria, and the West African region.



## BioScan Environmental Products Inc.

Truro, NS



**BioMedica Diagnostics** is a cutting-edge company that conducts research and develops and manufactures rapid diagnostic systems and equipment. Dr. Abdullah Kirumira's business markets portable analytical instruments and reagent kits for medical, research, environmental, veterinary and

## BioMedica Diagnostics Inc.

Windsor, NS

