



econext
Accelerating Clean Growth
Newfoundland & Labrador

Caribbean Program

Hi-Point Industries



Company Profile & Description of Products or Services to be Exported:

Hi-Point Industries was incorporated in 1991 with the goal of producing quality, environmentally safe, oil absorbent products. Oclansorb® oil absorbent is a hydrocarbon absorbent made from 100% organic peat moss, and is manufactured in Newfoundland and Labrador, Canada. Today, Hi-Point Industries manufactures a variety of oil spill response products, including absorbents, oil containment boom, berms, and spill kits. Hi-Point also manufactures horticultural peat moss. Hi-Point is interested in exporting Oclansorb® to new markets where there is a need for environmentally safe products for oil spill response.

Value Proposition:

Protection of marine ecosystems and coral reefs are essential to Caribbean countries. With increasing industrial activity and oil and gas exploration, oil spill response preparedness is critical. Hi-Point Industries provides high quality, effective, and environmentally safe oil spill response products. Oclansorb® is a unique product that absorbs hydrocarbons but not water, making it ideal for use on both land and water. Oil containment boom and

other response products are made with high quality materials, and can be customized to customer specifications. Hi-Point's environmental products have been used extensively in Canada and in major oil spill response efforts such as the Exxon Valdez and Deep Water Horizon spills. Hi-Point Industries also offers bulk horticultural peat moss for agriculture industries, which manages soil moisture and pH.

Export Experience:

Hi-Point Industries has been exporting Oclansorb® and other products for more than 30 years, with over 200 tractor trailer loads of product exported annually. The company exports primarily to markets in the United States, Mexico, South America, Africa, and the Middle East. The company has experience in and understanding of the logistics, administration, and cost of doing business internationally and is confident it can serve new markets.

Caribbean Clients or Partners:

Hi-Point has had clients and distributors in the Caribbean region, but currently no active distributorships..

Mission Objectives:

- Re-introduce Oclansorb® and other oil spill response products to the Caribbean market by meeting with key officials within port authorities, emergency response agencies (with responsibility for oil spill remediation) and environmental protection departments.
- Gather information to better understand and qualify the market demand for the company's distinct product lines, including its horticultural products.
- Identify and engage with potential distributors in the region to explore collaboration.

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