

Lorama Inc., a 100% owned and operated Canadian company, was formed more than 30 years ago to commercialize a very novel Canadian technology revolving around the use of natural products (corn, wheat, etc.) to replace more traditional oil chemistries used by the paint and coatings industry.

It took years of research, development and perseverance to change the paradigm of an industry but slowly, we created a demand for a product and market that did not previously exist. I can honestly say, it would not have been possible without the tremendous support we received from the SR & ED program. Without it, we would not have been able to resolve the many technical issues around the technology and I am very sure the technology would have died a rather uneventful death and disappeared forever.

This is where we are today:

- Lorama is recognized as the leading global supplier of paint emulsion technologies and products.
- We supply the world's leading paint companies and sell products to over 90 countries all from our manufacturing facility in Milton, Ontario.
- 98% of our total sales are exported to other countries.
- Over 60% of our gross profit today is obtained from the core technology developed with the assistance of the SR & ED program when the organization was first formed.
- The SR & ED program has allowed us to remain well ahead of any other technologies that have tested our domain – we are able to maintain our share in this market are well above 90%.
- This program has allowed us to develop a very unique manufacturing process that is so efficient, it will allow us to continue to manufacture ALL our products right here in Canada.
- We have successfully developed, with the assistance of the program, the next generation of products for the paint industry; we have successfully created products for the inks and cosmetics industries; we have developed the only ZERO VOC technology for paint colorants – all using renewable resources that reduce our dependence on oil chemistries.
- We now employ over 40 people in Milton, Ontario, 33 of which are degreed professionals (23 chemists and engineers).
- Our company invests over 20,000 hours of time in developing new and novel technologies each and every year - a large part of that investment would not make economic sense without the SR & ED program.

I urge this panel to consider the successes of small and medium-sized companies like Lorama Inc. – without the program, we would not be in existence and the people we gainfully employ today would be in another line of work.