



New West Opportunities Announced as Finalist for 2016 Alberta Export Awards

New West Opportunities Inc. (NWO) selected in the prestigious professional services category, owing to another year of triple-digit percentage increases in: (1) client-supported oil and gas service and supply exports from Alberta and (2) community and regional economic development project activity in the U.S.

Edmonton, Alberta/November 23, 2016 – New West Opportunities truly appreciates the recognition and profile the Alberta Export Awards give to all exporters – big and small – across Alberta. We wish all Finalists (www.albertaexportawards.com/) the best of luck and truly see each of these companies as Award Winners because they have chosen to compete and have demonstrated their respective talents and ability to compete successfully on the global stage.

The 2016 Alberta Export Awards will be given out on December 8, 2016 at a Gala Luncheon hosted at the Renaissance Hotel in Edmonton, Alberta.

The New West Opportunities Board would especially like to congratulate the NWO Edmonton and Calgary Partners and Associates for another outstanding year in working with our Alberta oil and gas service and supply sector clients to expand and diversify into new export markets.

Offshore market penetration, foreign pre-qualification and bid preparation, all-important relationship building with prospective new customers and, of course, helping our clients win and earn new business – this is what the team headed by NWO Partners Shane Pospisil (Senior Partner, Western North America) and Jim Padilla (Senior Partner, Latin America) continues to do in markets around the world.

This includes important regional North American markets such as Texas and North Dakota, in addition to more complex but “Export- and Technology-Receptive” markets such as Mexico, Brazil, Russia and Indonesia.

The NWO Edmonton and Calgary Partners and Associates are also to be congratulated for their third consecutive year of increased community and regional economic development project activity in the U.S., primarily in the eastern and southeastern States.



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NWO's Alberta-based EcDev Team has now worked for and with clients in 7 different States and on projects as diverse as regional competitiveness benchmarking, targeted and major investment attraction, new business and economic development strategies, in addition to inner-city renewal projects.

As Shane Pospisil, NWO Senior Partner, Western North America commented, “successfully pursuing new export markets is far from easy...but the competition and the opportunity to win on the international stage is what it's all about, especially when you are promoting and selling the highly-competitive, quality services, technologies and products that Alberta has to offer.”

New West Opportunities (www.NewWestAB.com) is a Business Strategy consulting firm, established in Edmonton, Alberta in 2010. The firm has since expanded – both within Canada and the United States – and now includes 8 Partners and 31 Associates, located in 9 major regional business centres, to more effectively and timely service both its existing and growing client base.

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