

HF3221

.A1
C3

91016 c.2



Industry, Science and
Technology Canada

Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

SOAP, FOR TOILET USE (INCLUDING MEDICATED PRODUCTS)

Pub. No.: 91016-IP

July 1991



Canada



**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)**

Pub. No.: 91016-IP

July 1991

INDUSTRY, SCIENCE AND
TECHNOLOGY CANADA
LIBRARY

NOV - 1 1991
AEBH
BIBLIOTHÈQUE
INDUSTRIE, SCIENCES ET
TECHNOLOGIE CANADA

Prepared by:
Robert Game
Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970
Fax.: (613) 954-5463

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6904
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

TARIFFS

Enquiries concerning **Canadian** tariffs
should be directed to the nearest Customs
and Excise office or to:

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario K1A 0L5
Tel.: (613) 954-6904
Fax.: (613) 954-2509

Enquiries concerning tariffs and other
government trade regulations in **foreign**
countries should be directed to:

Info Export
External Affairs
Ottawa, Ontario
K1A 0G2
Tel.: (613) 993-6435 OR
1-800-267-8376
Fax.: (613) 996-9709

EXPLANATORY NOTES

Commodity Classification

Canadian Trade statistics are classified and published according to the International Convention on the Harmonized Commodity and Description Coding System (H.S.), as defined by the Canadian Customs Tariff and Statistical Nomenclature.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. North American Imports - 1990	6
III. Summary of Canadian Imports	7
- By 1990 Province of Customs Clearance	7
IV. Canadian Imports by Major Countries of Origin	8
V. Canadian Shipments	10
VI. Canadian Importers - 1990	11
VII. Foreign Exporters to Canada - 1990	13
VIII. Canadian Suppliers	16
IX. Canadian and Foreign Tariffs	17
X. United States' Imports - 1989 and 1990	18

SOAP, FOR TOILET USE (INCLUDING MEDICATED PRODUCTS)

I. INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This report is based on data from several sources for the following Harmonized System (H.S.) commodity codes:

Description

H.S. Commodity Codes Analyzed

Soap and organic surface-active products and preparations, in the form of bars, cakes, moulded pieces or shapes, and paper, wadding, felt and nonwovens, impregnated, coated or covered with soap or detergent:

--For toilet use (including medicated products)
(3401.11)

---Castile soap

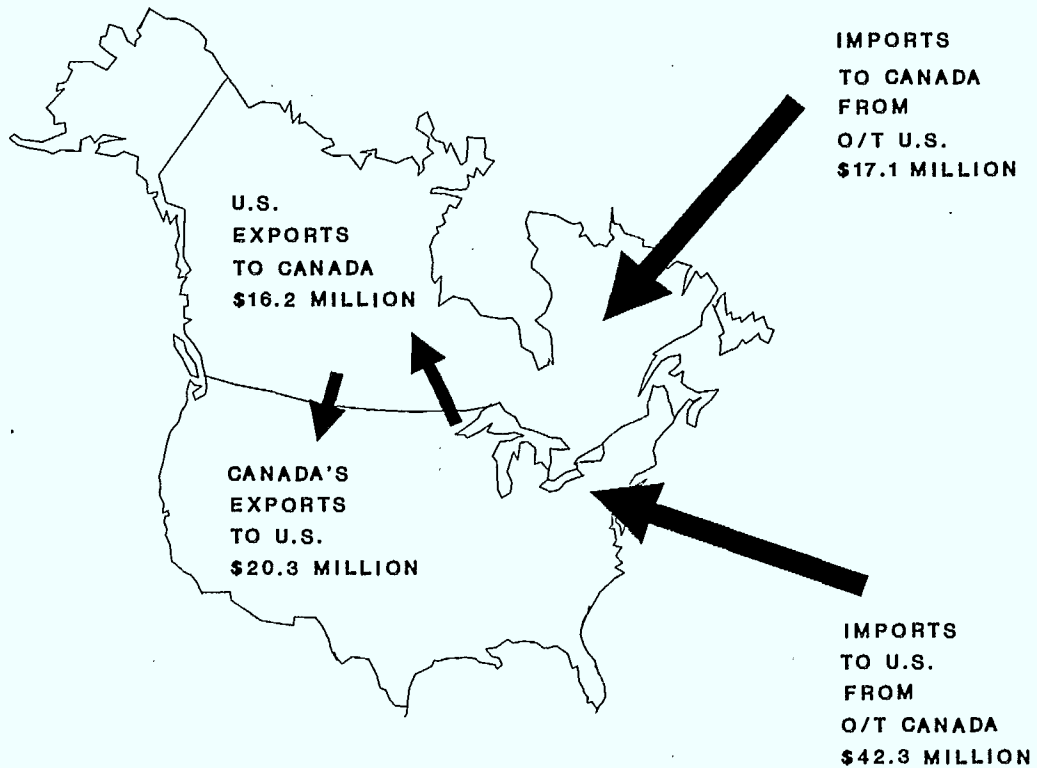
3401.11.10.00

---Other

3401.11.90.00

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)
(H.S. 3401.11)**

II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$59.4 Million*

* Excludes Canada - U.S. bilateral trade; Mexico

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)
(H.S. 3401.11)**

III. SUMMARY OF CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>1988</u>		<u>Total Imports 1989</u>		<u>1990</u>		<u>Major Country of Export to Canada % of Total Value</u>		
	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>1988</u>	<u>1989</u>	<u>1990</u>
Castile soap H.S. 3401.11.10.00	22	85	30	125	36	128	U.S.A. 74	U.S.A. 43	U.S.A. 37
Other H.S. 3401.11.90.00	4 880	18 496	6 105	20 337	11 493	33 131	U.S.A. 34	U.S.A. 40	U.S.A. 49

1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

CASTILE SOAP (H.S. 3401.11.10.00)

	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces⁽¹⁾</u>
Quantity (000 kg)	7	11	1	17	*	36
Value (\$000)	23	59	1	41	4	128

OTHER (H.S. 3401.11.90.00)

	<u>Nfld.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces⁽¹⁾</u>
Quantity (000 kg)	5	*	4	4 653	5 774	12	15	51	980	11 493
Value (\$000)	10	1	11	11 684	19 258	56	32	238	1 841	33 131

* Less than one thousand

⁽¹⁾ Includes Yukon and Northwest Territories

**SOAP FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)**

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

CASTILE SOAP (H.S. 3401.11.10.00)

Country of Origin⁽¹⁾	1988				1989				1990			
	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)
United States	17	63	74	3.70	21	54	43	2.57	15	47	37	3.13
United Kingdom	-	-	-	-	-	-	-	-	5	39	30	7.80
France	2	8	9	4.00	2	7	6	3.50	5	19	15	3.80
Other	<u>3</u>	<u>14</u>	<u>17</u>	<u>4.66</u>	<u>7</u>	<u>64</u>	<u>51</u>	<u>9.14</u>	<u>11</u>	<u>23</u>	<u>18</u>	<u>2.09</u>
TOTAL	22	85	100	3.86	30	125	100	4.16	36	128	100	3.55

⁽¹⁾ Countries are in descending order based on value for 1990.

91016-IP

**SOAP FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)**

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN (Cont'd)

OTHER (H.S. 3401.11.90.00)

<u>Country of Origin</u> ⁽¹⁾	1988				1989				1990			
	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)	<u>Quantity</u> (000 kg)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)
United States	1 291	6 338	34	4.91	2 614	8 180	40	3.13	6 664	16 122	49	2.42
United Kingdom	1 648	5 866	32	3.56	1 769	6 339	31	3.58	2 361	8 253	25	3.50
Federal Republic of Germany	791	2 234	12	2.82	774	2 371	12	3.06	1 105	4 027	12	3.64
France	279	1 460	8	5.23	189	1 233	6	6.52	216	1 376	4	6.37
Mexico	366	640	3	1.75	157	334	2	2.13	366	1 012	3	2.77
Other	<u>505</u>	<u>1 958</u>	<u>11</u>	<u>3.88</u>	<u>602</u>	<u>1 880</u>	<u>9</u>	<u>3.12</u>	<u>781</u>	<u>2 341</u>	<u>7</u>	<u>3.00</u>
TOTAL	4 880	18 496	100	3.79	6 105	20 337	100	3.33	11 493	33 131	100	2.88

⁽¹⁾ Countries are in descending order based on value for 1990.

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)
(H.S. 3401.11)**

V. CANADIAN SHIPMENTS

Statistics Canada reports that shipments of soap bars (toilet) for 1985 and 1986 (latest years available) were valued at \$104 and \$113 million respectively.

Any enquiries and/or comments regarding Canadian shipments should be directed to:

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-3523

Source: Catalogue #46-250, annual, "Chemical and Chemical Products Industries".

SOAP, FOR TOILET USE (INCLUDING MEDICATED PRODUCTS)

VI. CANADIAN IMPORTERS - 1990

CASTILE SOAP (H.S. 3401.11.10.00)

There were 27 known importers of castile soap in 1990. The principal six importers accounted for 81 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	75	59
6	104	81
10	116	91
15	123	96
All Importers (27)	128	100

Importers of castile soap during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Bacci Design Ltd.	Vancouver, B.C.	Huntington Laboratories of	
Baxter Corporation Inc.	Mississauga, Ont.	Canada Limited	Bramalea, Ont.
C R S Workers Co op Ltd.	Vancouver, B.C.	Importations J. Gaillard Inc.,	
Ching Wah Trading Co. Ltd.	Edmonton, Alta.	(Les)	Montréal, Qué.
Christmas Natural Foods (Whole		Ingram & Bell Inc.	Don Mills, Ont.
Salers) Ltd.	Surrey, B.C.	Inland Alcare Inc.	Edmonton, Alta.
Crebel Int'l Corp.	Miami, FL, U.S.A.*	Koyo Foods Inc.	St Laurent, Qué.
Distributions Colba Inc.	Montréal, Qué.	Marks & Spencer Div of Marks &	
Everard Canada Inc.	Dollard des Ormeaux,	Spencer Canada Inc.	Mississauga, Ont.
	Qué.	Maxime Importations Enrg.	Montréal, Qué.
Green Earth Ltd.	Winnipeg, Man.	Nice-Pak Products (Canada) Ltd.	Mississauga, Ont.
Guerlain (Canada) Ltée	Lasalle, Qué.	Olivier de Provence Inc., (L')	Laval, Qué.
H2O Plus Canada Inc.	Toronto, Ont.	Polymed Chirurgical Inc.	Mount Royal, Qué.
Halpenny Wholesale Ltd.	Saskatoon, Sask.	Sang Cheung Co. Ltd.	Vancouver, B.C.
Hotel Equipment & Supply		Turnmore Sanitation Ltd.	Calgary, Alta.
Company Ltd.	Edmonton, Alta	Vieu Nuit Inc.	Montréal, Qué.
		Yardley of London Inc.	Etobicoke, Ont.

* Non resident importer

SOAP, FOR TOILET USE (INCLUDING MEDICATED PRODUCTS)

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER (H.S. 3401.11.90.00)

There were 608 known importers in 1990. The principal 25 importers accounted for 78 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	7 936	24
6	13 897	42
10	18 373	55
15	21 939	66
25	25 697	78
All Importers (608)	33 131	100

The principal 25 importers during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all principal 25 importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
493758 Ontario Limited	London, Ont.	Guest International (Canada) Ltd.	Mississauga, Ont.
A & A G Agencies Inc.	Lachine, Qué.	Investissements Lebeuf et	
Axel Kraft International Ltd.	Aurora, Ont.	Paquete Inc., (Les)	St. Hubert, Qué.
Banush & Skelly Sales Ltd.	Mississauga, Ont.	Lever Brothers Limited	Toronto, Ont.
Beauty Creations Limited Div of Finlayson Ltd.	Mississauga, Ont.	Lippens Inc.	St-Laurent, Qué.
Belcam Inc.	St-Jean, Qué.	Milo Cosmetics Limited	Bury, U.K.*
Chesebrough-Ponds (Canada) Inc.	Markham, Ont.	Nice-Pak Products (Canada) Ltd.	Mississauga, Ont.
Cosmair Canada Inc.	St-Laurent, Qué.	Papiers Scott Ltée	Crabtree, Qué.
Cosmetic Import Co. Limited	Montréal, Qué.	Procter & Gamble Inc.	Toronto, Ont.
Future International Import Export Corp.	Mount Royal, Qué.	Quig Manufacturing Ltd.	Don Mills, Ont.
Great Lakes Pen and Pencil Co. Ltd.	Simcoe, Ont.	S C Johnson & Son Limited	Brantford, Ont.
		Scott Paper Limited	New Westminster, B.C.
			Hull, Qué.
		The T Eaton Co. Ltd.	Weston, Ont.
		Twincraft Ltd.	St-Laurent, Qué.
		Yardley of London Inc.	Etobicoke, Ont.

* Non resident importer

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)**

VII. FOREIGN EXPORTERS TO CANADA - 1990

CASTILE SOAP (H.S. 3401.11.10.00)

Major exporters to Canada of castile soap are listed by major country of origin in descending order of dollar value. These exporters accounted for 70 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports</u> <u>to Canada</u>
		<u>1990</u> <u>(\$000)</u>
United States	Dial Corp.	37*
	Nice Pak Products	
	M.D. Industries	
United Kingdom	Marks & Spencer Ltd.	53*
France	Vendome	
	Ets Marius Fabre Jeune	
	L'occitane S.A.	
	Sarl S.I.P.A.	
TOTAL		90

* Aggregated to preserve confidentiality of Canadian importers.

SOAP, FOR TOILET USE (INCLUDING MEDICATED PRODUCTS)

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER (H.S. 3401.11.90.00)

Major exporters to Canada of other soap for toilet use are listed by major country of origin in descending order of dollar value. These exporters accounted for 70 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United States	Scott Paper Co.)	7 215*
	Lever Bros. Co.)	
	Nice Pak Products	1 899
	Twincraft Inc.)	1 311*
	Proctor & Gamble)	
	Original Bradford Corp.	400
	Hewitt Soap Co.	365
	Jean Sorelle)	555*
	Dial Corp.)	
	Guest Supply Inc.)	556*
	Valley Products Co.)	
	Amway)	
	Cosrich Inc.)	471*
	Rock Tenn. Co.)	
	Westwood Pharmaceuticals)	
United Kingdom	Milo Cosmetics Ltd.)	5 219*
	Unilever Exports)	
	The Body Shop)	

* Aggregated to preserve confidentiality of Canadian importers.

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)**

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER (H.S. 3401.11.90.00)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		Value of Exports to Canada
			1990 (\$000)
United Kingdom (Cont'd)	Midland Cosmetic)	
	Sales Ltd.)	
	Yardley of London)	1 179*
	Cussons Int'l. Ltd.)	
	Applewoods Ltd.)	
)	
	British Soap Co. Ltd.)	
	Celt Market Ltd.)	371*
	Crabtree & Evelyn)	
)	
Federal Republic of Germany	Kappus)	
	Henkel Chemicals)	3 244*
France	SEPA)	
	Henkel France)	
	Prestige Collection)	530*
	Roger et Gallet)	
	Yves Rocher SA)	
TOTAL			23 315

* Aggregated to preserve confidentiality of Canadian importers.

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)**

(H.S. 3401.11)

VIII. CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Castile/Toilet Soap

<u>Name</u>	<u>Address</u>
Canada Packers Inc. Int'l Trade Div.	Toronto, Ont.
Canada's All Natural Soap Inc.	Scarborough, Ont.
*Colgate-Palmolive Canada Ltd.	Toronto, Ont.
Imperial Soap & Supplies Limited	Winnipeg, Man.
Jergens Canada Inc.	Mississauga, Ont.
Lawrason's Chemicals Ltd.	London, Ont.
Mem Co. (Canada) Limitée	Boucherville, Qué.
Moussebec Inc.	Laterrière, Qué.
*North Mountain Soapery Ltd.	Mahone Bay, N.S.
*Taylor Soaps-Perfumes Limited	Don Mills, Ont.
The London Soap Co. Ltd.	London, Ont.
*The Soap Factory Ltd.	St. Catharines, Ont.

* Company engaged in export trade

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel.: (613) 954-5031
Telex: 053-4123
Fax.: (613) 954-1894

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)
(H.S. 3401.11.10 AND 3401.11.90)**

IX. CANADIAN AND FOREIGN TARIFFS

Soap, for toilet use (including medicated products) included in this report are dutiable under the following Canadian tariff item.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Soap, for toilet use (including medicated products)			
3401.11.10	Castile soap On and after January 1, 1991	1.37¢ kg	Free	0.8¢ kg 0.5¢ kg
3401.11.90	Other On and after January 1, 1991	10%	6.5%	6% 4%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment:
Federal Republic of Germany, France, Mexico and United Kingdom.

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

**SOAP, FOR TOILET USE
(INCLUDING MEDICATED PRODUCTS)
(H.S. 3401.11)**

X. UNITED STATES' IMPORTS - 1989 AND 1990

The United States Department of Commerce reports U.S. imports as follows:

<u>Country of Origin</u>	<u>1989</u>				<u>1990</u>			
	<u>Quantity</u> (000 kg)	<u>Value</u> ⁽¹⁾ (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)	<u>Quantity</u> (000 kg)	<u>Value</u> ⁽¹⁾ (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/kg)
Canada	10 566	18 956	34	1.79	10 222	20 324	32	1.99
United Kingdom	2 809	10 120	18	3.60	2 478	10 320	17	4.16
Mexico	2 143	3 799	7	1.77	4 224	7 178	11	1.70
France	622	4 586	8	7.37	632	5 459	9	8.64
Federal Republic of Germany	821	3 112	5	3.79	728	3 966	6	5.45
Switzerland	496	1 970	4	3.97	415	2 375	4	5.72
Republic of Korea	740	1 491	3	2.01	1 381	2 111	3	1.53
Spain	442	2 225	4	5.03	377	1 713	3	4.54
Japan	121	1 214	2	10.03	114	1 284	2	11.26
Hong Kong	192	1 280	2	6.67	185	1 045	2	5.65
Other	<u>3 801</u>	<u>7 465</u>	<u>13</u>	<u>1.96</u>	<u>3 028</u>	<u>6 899</u>	<u>11</u>	<u>2.28</u>
TOTAL	22 792	56 218	100	2.47	23 784	62 673	100	2.64

⁽¹⁾ A conversion factor of 1.1842 was used to convert the value of 1989 U.S. imports to Canadian dollars and 1.1668 for 1990.

FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970
Fax.: (613) 954-5463

OR Health Care Products Directorate
Chemicals and Bio-Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3066
Fax.: (613) 954-1894

ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

REGIONAL OFFICES

QUÉBEC

ISTC
Tour de la Bourse, Suite 3800
800 Victoria Place
P.O. Box 247
Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

NEWFOUNDLAND

ISTC
Atlantic Place
215 Water Street, 5th Floor
P.O. Box 8950
St. John's, Nfld. A1B 3R9
Tel.: (709) 772-ISTC
Fax.: (709) 772-5093

PRINCE EDWARD ISLAND

ISTC
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Tel.: (902) 566-7400
Fax.: (902) 566-7450

ONTARIO

ISTC
Dominion Public Building
1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
Tel.: (416) 973-ISTC
Fax.: (416) 973-8714

NOVA SCOTIA

ISTC
Central Guaranty Trust Tower
1801 Hollis Street, 5th Floor
P.O. Box 940, Station 'M'
Halifax, N.S. B3J 2V9
Tel.: (902) 426-7259
Fax.: (902) 426-2624

NEW BRUNSWICK

ISTC
Assumption Place, 12th Floor
770 Main Street
P.O. Box 1210
Moncton, N.B. E1C 8P9
Tel.: (506) 857-ISTC
Fax.: (506) 851-6429

MANITOBA

ISTC
8th Floor
330 Portage Avenue
P.O. Box 981
Winnipeg, Man.
R3C 2V2
Tel.: (204) 983-ISTC
Fax.: (204) 983-2187

SASKATCHEWAN

ISTC
401-119 4th Avenue South
Saskatoon, Sask.
S7K 5X2
Tel.: (306) 975-4386
Fax.: (306) 975-5334

BRITISH COLUMBIA

ISTC
Suite 900
Scotia Tower
650 West Georgia St.
P.O. Box 11610
Vancouver, B.C. V6B 5H8
Tel.: (604) 666-0266
Fax.: (604) 666-0277

REGIONAL OFFICES (Cont'd)

ALBERTA

ISTC
Room 540
Canada Place
9700 Jasper Avenue
Edmonton, Alta. T5J 4C3
Tel.: (403) 495-ISTC
Fax.: (403) 495-4507

ISTC
Suite 1100
510-5th Street Southwest
Calgary, Alta. T2P 3S2
Tel.: (403) 292-4575
Fax.: (403) 292-4578

YUKON

ISTC
Suite 301
108 Lambert Street
Whitehorse, Y.T. Y1A 1Z2
Tel.: (403) 668-4655
Fax.: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
10th Floor
Precambrian Building
P.O. Bag 6100
Yellowknife, N.W.T. X1A 2R3
Tel.: (403) 920-8568
Fax.: (403) 873-6228

HEADQUARTERS

ISTC
1st Floor, East Tower
235 Queen Street
Ottawa, Ont. K1A 0H5
Tel.: (613) 952-ISTC
Fax.: (613) 957-7942

