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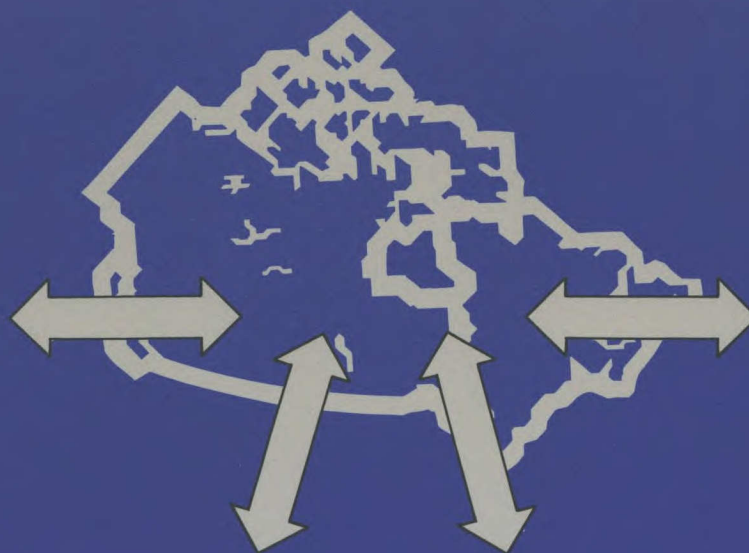
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## ACETIC ACID

Pub. No.: 91144-IP

March 1992



Canada



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## ACETIC ACID

Pub. No.: 91144-IP

March 1992

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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6914  
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) 954-6914  
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 - 1991	6
III. Canadian Imports	
- Summary	7
- By Province of Clearance	7
- Market Shares by Province of Clearance	8
- Average Unit Prices by Province of Clearance	9
- By Major Country of Origin	10
- Market Shares by Major Country of Origin	11
- Average Unit Prices by Major Country of Origin	11
IV. Canadian Shipments	12
V. Canadian Importers - 1990	13
VI. Foreign Exporters to Canada - 1990	14
VII. Canadian Suppliers	15
VIII. Canadian and Foreign Tariffs	17
IX. United States' Imports	19
X. Market Overview	20



## ACETIC ACID

### 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 code:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Acetic Acid	2915.21.00.00



**ACETIC ACID**  
(H.S. 2915.21.00.00)

**III. CANADIAN IMPORTS**

**SUMMARY**

Description and Commodity Code	Total Imports				Major Country of Export to Canada % of Total Value			
	1988	1989	1990	1991	1988	1989	1990	1991
Acetic acid H.S. 2915.21.00.00								
Quantity (000 kg)	1 546	5 153	12 575	14 732	U.S.A.	U.S.A.	U.S.A.	U.S.A.
Value (\$000)	1 086	2 309	3 013	3 638	98	96	97	99

**BY PROVINCE OF CLEARANCE**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Alberta					
Quantity (000 KGM)	2	3 496	11 106	12 676	1 920.4
Value (\$000)	1	1 198	2 079	2 328	1 338.5
Ontario					
Quantity (000 KGM)	908	804	733	1 106	6.8
Value (\$000)	627	552	452	720	4.7
Québec					
Quantity (000 KGM)	622	845	732	902	13.2
Value (\$000)	443	552	479	561	8.2
Saskatchewan					
Quantity (000 KGM)	0	-	-	41	470.8
Value (\$000)	0	-	-	24	478.1
British Columbia					
Quantity (000 KGM)	1	4	4	5	83.1
Value (\$000)	0	3	3	4	99.6
Nova Scotia					
Quantity (000 KGM)	14	5	1	1	-64.3
Value (\$000)	14	3	0	0	-67.8
Manitoba					
Quantity (000 KGM)	-	0	0	0	5.6
Value (\$000)	-	0	0	0	5.5
-----	----	----	----	----	-----
Total					
Quantity (000 KGM)	1 546	5 153	12 575	14 732	112.0
Value (\$000)	1 086	2 309	3 013	3 638	49.6

Ranked in descending order by 1991 value.



**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**III. CANADIAN IMPORTS (Cont'd)**

**MARKET SHARES BY PROVINCE OF CLEARANCE**

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
	%	%	%	%
Alberta				
Quantity	0.1	67.8	88.3	86.0
Value	0.1	51.9	69.0	64.0
Ontario				
Quantity	58.7	15.6	5.8	7.5
Value	57.8	23.9	15.0	19.8
Québec				
Quantity	40.2	16.4	5.8	6.1
Value	40.8	23.9	15.9	15.4
Saskatchewan				
Quantity	0.0	-	-	0.3
Value	0.0	-	-	0.7
British Columbia				
Quantity	0.1	0.1	0.0	0.0
Value	0.0	0.1	0.1	0.1
Nova Scotia				
Quantity	0.9	0.1	0.0	0.0
Value	1.3	0.2	0.0	0.0
Manitoba				
Quantity	-	0.0	0.0	0.0
Value	-	0.0	0.0	0.0
	-----	-----	-----	-----
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**III. CANADIAN IMPORTS (Cont'd)**

**AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE**  
**(\$ PER KGM)**

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
Alberta	0.51	0.34	0.19	0.18
Ontario	0.69	0.69	0.62	0.65
Québec	0.71	0.65	0.65	0.62
Saskatchewan	0.57	-	-	0.59
British Columbia	0.57	0.74	0.74	0.74
Nova Scotia	1.01	0.74	0.74	0.74
Manitoba	-	0.74	0.74	0.74
	-----	-----	-----	-----
All Provinces	0.70	0.45	0.24	0.25

Ranked in descending order by 1991 value.

**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**III. CANADIAN IMPORTS (Cont'd)**

**BY MAJOR COUNTRY OF ORIGIN**

Country of Origin -----	1988 ----	1989 ----	1990 ----	1991 ----	Average Annual Growth Rate 1988-91 ----- (%)
United States					
Quantity (000 KGM)	1 523	5 002	12 428	14 723	113.0
Value (\$000)	1 066	2 208	2 922	3 631	50.5
Fed. Rep. of Germany					
Quantity (000 KGM)	15	2	1	5	-32.0
Value (\$000)	15	1	0	3	-38.2
United Kingdom					
Quantity (000 KGM)	8	149	147	4	-18.7
Value (\$000)	5	100	91	3	-14.1
Other					
Quantity (000 KGM)	-	-	-	-	-
Value (\$000)	-	-	-	-	-
	-----	-----	-----	-----	-----
Total					
Quantity (000 KGM)	1 546	5 153	12 575	14 732	112.0
Value (\$000)	1 086	2 309	3 013	3 638	49.6

Ranked in descending order by 1991 value.

**ACETIC ACID**  
(H.S. 2915.21.00.00)

**III. CANADIAN IMPORTS (Cont'd)**

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Quantity	98.5	97.1	98.8	99.9
Value	98.2	95.6	97.0	99.8
Fed. Rep. of Germany				
Quantity	1.0	0.0	0.0	0.0
Value	1.3	0.0	0.0	0.1
United Kingdom				
Quantity	0.5	2.9	1.2	0.0
Value	0.5	4.3	3.0	0.1
Other				
Quantity	0.0	0.0	0.0	0.0
Value	0.0	0.0	0.0	0.0
	-----	-----	-----	-----
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

**AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN**  
(\$ PER KGM)

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
United States	0.70	0.44	0.24	0.25
Fed. Rep. of Germany	0.99	0.74	0.74	0.74
United Kingdom	0.63	0.67	0.62	0.74
Other	-	-	-	-
	-----	-----	-----	-----
All Countries	0.70	0.45	0.24	0.25

Ranked in descending order by 1991 value.

**ACETIC ACID**

**(H.S. 2915.21.00.00)**

**IV. CANADIAN SHIPMENTS**

Although acetic acid is manufactured in Canada no separate data are available on Canadian production or shipments.

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

# ACETIC ACID (H.S. 2915.21.00.00)

## V. CANADIAN IMPORTERS - 1990

There were 50 known importers of acetic acid in 1990. The principal five importers accounted for 97 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	2 909	97
10	2 965	98
All Importers (50)	3 013	100

The principal 25 importers of acetic acid 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 25 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Albany International Canada Inc.	Cowansville, Qué.	J L M B Interprolab Service	
B D H Inc.	Toronto, Ont.	& Supplies Inc.	Ville St-Laurent, Qué.
Canada Colors & Chemicals Ltd.	Don Mills, Ont.	Kodak Canada Inc.	Toronto, Ont.
Celanese Canada Inc.	Edmonton, Alta.	Lithchem International Limited	Mississauga, Ont.
	Montréal, Qué.	Macco Organiques Inc.	Valleyfield, Qué.
Caledon Laboratories Limited	Georgetown, Ont.	Mallinckrodt Canada Inc.	Pte-Claire, Qué.
Cleyn & Tinker Inc.	Huntingdon, Qué.	Nestle Div. of Nestle	
Eastmanchem Inc.	Markham, Ont.	Enterprises Limited	Don Mills, Ont.
Faraday Metaltron Corporation	Brampton, Ont.	PPG Canada Inc.	Whitby, Ont.
Filature Lemieux Inc.	St-Ephrem de Beauce, Qué.	Prairie Industrial Chemicals Inc.	Saskatoon, Sask.
		Procter & Gamble Inc.	Toronto, Ont.
Fisher Scientific Ltd.	Ottawa, Ont.	Sunds Defibrator Ltd.	St-Laurent, Qué.
General Electric Canada Inc.	Peterborough, Ont.	UBA Chemical Industries Ltd.	Mississauga, Ont.
Great Western Chemical Company Inc.	Portland, OR, USA*	Varn Products Company Inc.	Brampton, Ont.
Halliburton Canada Inc.	Calgary, Alta.		

\* Non resident importer

**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**VI. FOREIGN EXPORTERS TO CANADA - 1990**

Exporters to Canada of acetic acid are listed by major country of origin in descending order of dollar value.

Country of Origin

Name of Foreign Exporter

United States

Hoechst Celanese Co. Ltd.  
Eastman Chemical Int'l. Ltd.  
Air Products & Chemicals  
Surpass Chemical Co.  
Jarchem  
Mallinckrodt  
Corco Chemical Corp.  
Fuji Hunt Photographic  
Fisher  
J.T. Baker  
PPG Industries Inc.  
Carnation Company  
Magnesium Elektron Inc.  
Selectrons Ltd.  
Diamond Rug Carpet Mills  
General Chemical Corp.  
Great Western Chemical  
Varn Products Co. Inc.

United Kingdom

BP Chemical Inc.  
BDH Ltd.

**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**VII. CANADIAN SUPPLIERS**

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

**BOSS**

Companies are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
*Celanese Canada Inc.	Etobicoke, Ont.
Lawrason's Chemicals Ltd.	London, Ont.
*Seastar Chemicals Inc.	Sidney, B.C.
Slurry Cementers Ltd.	Edmonton, Alta.

---

\* Company engaged in export trade.



**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**VII. CANADIAN SUPPLIERS (Cont'd)**

**BOSS**

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

**CANADIAN TRADE INDEX**

**Name**

**Address**

\*Celanese Canada Inc.

Montréal, Qué.

---

\* Company engaged in export trade.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association  
4th Floor  
75 International Boulevard  
Etobicoke, Ontario M9W 6L9  
Tel.: (416) 798-8000  
Fax.: (416) 798-8050

## ACETIC ACID

(H.S. 2915.21.00)

### VIII. CANADIAN AND FOREIGN TARIFFS

Acetic acid included in this report is dutiable under the following Canadian tariff item:

		<u>Tariff Treatment - 1992</u>		
<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
2915.21.00	Acetic acid	12.5%	8%	2.5%

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

**ACETIC ACID**  
**(H.S. 2915.21.00)**

**VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)**

Acetic acid included in this report is dutiable under the following U.S. tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty - 1992</u>		
		<u>General</u>	<u>Special<sup>(1)</sup></u>	<u>2</u>
2915.21.00	Acetic acid	1.8%	FREE (A,E,IL) 0.3% (CA)	16%

**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.

---

<sup>(1)</sup> Generalized System of Preferences	A
United States-Canada Free-Trade Agreement	CA
Caribbean Basin Economic Recovery Act	E
United States-Israel Free Trade Area	IL

- 2 Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

Afghanistan	German Democratic	Mongolia
Albania	Republic	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics
Estonia	Lithuania	Vietnam

**ACETIC ACID**  
**(H.S. 2915.21.00.00)**  
**IX. UNITED STATES' IMPORTS**  
**BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Mexico					
Quantity (000 KG)	N/A	102	4 776	22 353	1382.7
Value (\$000)	N/A	63	2 116	12 171	1294.7
United Kingdom					
Quantity (000 KG)	N/A	5 246	16 516	10 503	41.5
Value (\$000)	N/A	2 402	6 444	4 208	32.4
Canada					
Quantity (000 KG)	N/A	18	2	641	498.3
Value (\$000)	N/A	43	15	121	67.5
Fed. Rep. of Germany					
Quantity (000 KG)	N/A	657	4	23	-81.5
Value (\$000)	N/A	517	34	73	-62.5
Japan					
Quantity (000 KG)	N/A	34	59	48	18.8
Value (\$000)	N/A	43	75	59	17.4
Italy					
Quantity (000 KG)	N/A	7	6	8	7.5
Value (\$000)	N/A	25	18	25	1.0
Singapore					
Quantity (000 KG)	N/A	-	0	0	0.7
Value (\$000)	N/A	-	16	17	2.3
France					
Quantity (000 KG)	N/A	24	32	0	-86.3
Value (\$000)	N/A	40	72	8	-55.8
Hong Kong					
Quantity (000 KG)	N/A	-	-	2	0.0
Value (\$000)	N/A	-	-	4	0.0
Other					
Quantity (000 KG)	N/A	7 088	21	-	-99.7
Value (\$000)	N/A	5 143	120	0	-100.0
<b>Total</b>					
Quantity (000 KG)	N/A	13 176	21 418	33 577	59.6
Value (\$000)	N/A	8 274	8 910	16 685	42.0

Ranked in descending order by 1991 value.

Canada ranked 3 overall.

N/A - Data not available for this year.

**ACETIC ACID**  
**(H.S. 2915.21.00.00)**

**X. MARKET OVERVIEW**

The only producer of acetic acid uses most of it captively in the production of cellulose acetate, vinyl acetate and acetic anhydride. 1991 Exports were:

Acetic anhydride	(HS 2915.24.00)	15712.9 tons
Vinyl acetate	(HS 2915.32.00)	12880.2 tons

Imports have always taken a significant share of the merchant market, where the acid is used for the production of acetic acid salts (mainly sodium acetate) and in the textile (dyeing) and photographic chemicals industries as well as in a variety of miscellaneous end uses.

The non-Alberta import figures (page 7) for 1988 (1544 tons) and 1989 (1657 tons), reflect the situation in a tight North American market.

1990 shows the effect of a downturn in the US economy and the need to use spare Canadian capacity to convert acetic acid to acetic anhydride for export outside North America.

The increase in non-Alberta imports to 2056 tons in 1991 reflects increased availability from the US as a result of further softening in demand and the resultant increased activity by US producers, distributors and resellers.

Although the tariff against US acetic acid under the FTA is still 5 per cent (MFN 12.5 per cent), duty drawback is available when the resulting products are exported. Duty drawback, therefore, would have been available on any imported acetic acid used in the production of the 509.4 tons of sodium acetate (HS 2915.22.00) exported in 1991.

Mr. Ian Marrs  
Chemicals Directorate

## DID YOU KNOW?

Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis and is available in most regional offices.

WHAT IS **dISTCcovery**? **dISTCcovery** is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

**dISTCcovery** introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product in an agreed market area. The reverse is also possible. A Canadian company can also use **dISTCcovery** to promote their unique product or process for licensing internationally.

**dISTCcovery** provides access to international data bases containing thousands of licensing offers for new products, processes and technology originating from around the world.

For more information on this service, contact the Market Intelligence Division at (613) 954-4970 or the nearest ISTC Regional Office listed at the end of this publication.



# **dISTCcovery**

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## 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 Chemicals Directorate  
Chemical and Bio-Industries Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3072  
Fax.: (613) 952-4209

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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  
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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 210  
300 Main Street  
Whitehorse, Y.T. Y1A 2B5  
Tel.: (403) 667-3921  
Fax.: (403) 668-5003

### NORTHWEST TERRITORIES

ISTC  
10th Floor  
Precambrian Building  
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