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# MARKET INTELLIGENCE

**BATH-TUBS,  
PORCELAIN ENAMELLED STEEL**

Pub. No.: 91146-IP

March 1992



Canada



ID. 91-0893

## **BATH-TUBS, PORCELAIN ENAMELLED STEEL**

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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-7006  
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) 954-7006  
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.

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## BATH-TUBS, PORCELAIN ENAMELLED STEEL

### 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. The following is a list of Harmonized System (H.S.) import commodity codes dealing with bath-tubs. This report deals only with bath-tubs, porcelain enamelled steel (H.S. 7324.29.90.20).

<u>Description</u>	<u>H.S. Commodity Codes</u>	<u>1991</u> <u>Import Value</u>	
		<u>Quantity</u> (No.)	<u>Value</u> (\$000)
-Baths:			
--Of cast iron, whether or not enamelled	7324.21.00.00	4 010	552
--Other	7324.29		
---Stampings and assemblies thereof, for use in the manufacture of bath-tubs	7324.29.10.00	855	34
---Other	7324.29.90		
----Stainless steel	7324.29.90.10	12 001	834
----Porcelain enamelled steel	7324.29.90.20	43 944	2 992
----Other	7324.29.90.90	<u>14 441</u>	<u>973</u>
<b>TOTAL</b>		<b>75 251</b>	<b>5 385</b>

Total imports into Canada in 1991 for all of these above products accounted for 75 251 tubs or stampings for a value of \$5.4 million. Imports of bath-tubs, porcelain enamelled, accounted for 43 944 tubs for a value of \$3.0 million.

NOTE: The Canadian and U.S. coding systems are not comparable beyond the H.S. 6 level. United States imports are included on page 19 of this report. The United States H.S. code is available only at the H.S. 6 level, i.e. 7324.29.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

**II. CANADIAN IMPORTS**

**SUMMARY**

<b>Total Imports</b>								<b>Major Country of Export to Canada % of Total Value</b>			
<b>1988</b>		<b>1989</b>		<b>1990</b>		<b>1991</b>		<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>
<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>	<b>Quantity</b>	<b>Value</b>				
<b>(No.)</b>	<b>(\$000)</b>	<b>(No.)</b>	<b>(\$000)</b>	<b>(No.)</b>	<b>(\$000)</b>	<b>(No.)</b>	<b>(\$000)</b>				
13 119	1 138	26 343	2 123	41 252	3 247	43 994	2 992	U.S.A. 98	U.S.A. 99	U.S.A. 99	U.S.A. 99

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
(H.S. 7324.29.90.20)

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

**BY PROVINCE OF CLEARANCE**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Quantity (No.)	4 836	14 625	24 785	30 578	84.9
Value (\$000)	412	1 193	1 980	1 987	69.0
New Brunswick					
Quantity (No.)	152	980	1 796	3 120	173.8
Value (\$000)	19	80	155	246	135.3
Québec					
Quantity (No.)	1 058	973	2 142	3 621	50.7
Value (\$000)	89	73	161	221	35.1
Alberta					
Quantity (No.)	2 280	3 465	4 444	2 663	5.3
Value (\$000)	210	306	388	220	1.5
British Columbia					
Quantity (No.)	3 456	5 478	5 516	1 743	-20.4
Value (\$000)	298	414	359	141	-22.0
Manitoba					
Quantity (No.)	1 070	822	1 744	1 396	9.3
Value (\$000)	89	57	126	106	6.3
Nova Scotia					
Quantity (No.)	-	-	282	404	43.3
Value (\$000)	-	-	24	31	25.2
Newfoundland					
Quantity (No.)	-	-	138	218	58.0
Value (\$000)	-	-	13	22	66.9
Saskatchewan					
Quantity (No.)	267	-	405	251	-2.0
Value (\$000)	22	-	40	19	-4.3
<b>Total</b>					
Quantity (No.)	13 119	26 343	41 252	43 994	49.7
Value (\$000)	1 138	2 123	3 247	2 992	38.0

Ranked in descending order by 1991 value.



BATH-TUBS, PORCELAIN ENAMELLED STEEL

(H.S. 7324.29.90.20)

II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Quantity	36.9	55.5	60.1	69.5
Value	36.2	56.2	61.0	66.4
New Brunswick				
Quantity	1.2	3.7	4.4	7.1
Value	1.7	3.8	4.8	8.2
Québec				
Quantity	8.1	3.7	5.2	8.2
Value	7.9	3.4	5.0	7.4
Alberta				
Quantity	17.4	13.2	10.8	6.1
Value	18.5	14.4	12.0	7.3
British Columbia				
Quantity	26.3	20.8	13.4	4.0
Value	26.2	19.5	11.1	4.7
Manitoba				
Quantity	8.2	3.1	4.2	3.2
Value	7.8	2.7	3.9	3.6
Nova Scotia				
Quantity	-	-	0.7	0.9
Value	-	-	0.8	1.0
Newfoundland				
Quantity	-	-	0.3	0.5
Value	-	-	0.4	0.7
Saskatchewan				
Quantity	2.0	-	1.0	0.6
Value	1.9	-	1.2	0.6
	-----	-----	-----	-----
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.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

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

**AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE**  
**(\$ PER No.)**

<b>Province of Clearance</b>	<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>
Ontario	85	82	80	65
New Brunswick	124	82	87	79
Québec	85	75	75	61
Alberta	92	88	87	82
British Columbia	86	76	65	81
Manitoba	83	70	72	76
Nova Scotia	-	-	86	76
Newfoundland	-	-	93	99
Saskatchewan	81	-	98	75
<b>All Provinces</b>	<b>87</b>	<b>81</b>	<b>79</b>	<b>68</b>

Ranked in descending order by 1991 value.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

**II. 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 (No.)	12 899	26 105	41 090	43 816	50.3
Value (\$000)	1 113	2 092	3 228	2 970	38.7
Spain					
Quantity (No.)	169	174	114	135	-7.2
Value (\$000)	22	25	14	17	-8.8
Brazil					
Quantity (No.)	-	-	-	41	0.0
Value (\$000)	-	-	-	5	0.0
Italy					
Quantity (No.)	46	23	48	2	-64.8
Value (\$000)	2	1	5	0	-57.0
Other					
Quantity (No.)	5	41	-	-	720.0
Value (\$000)	1	5	-	-	622.4
<b>Total</b>					
Quantity (No.)	13 119	26 343	41 252	43 994	49.7
Value (\$000)	1 138	2 123	3 247	2 992	38.0

Ranked in descending order by 1991 value.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

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

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Quantity	98.3	99.1	99.6	99.6
Value	97.8	98.5	99.4	99.3
Spain				
Quantity	1.3	0.7	0.3	0.3
Value	2.0	1.2	0.4	0.6
Brazil				
Quantity	-	-	-	0.1
Value	-	-	-	0.2
Italy				
Quantity	0.4	0.1	0.1	0.0
Value	0.2	0.1	0.2	0.0
Other				
Quantity	0.0	0.2	0.0	0.0
Value	0.1	0.2	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.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

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

**AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN**  
**(\$ PER No.)**

<b>Country of Origin</b>	<b>1988</b>	<b>1989</b>	<b>1990</b>	<b>1991</b>
United States	86	80	79	68
Spain	131	146	125	125
Brazil	-	-	-	117
Italy	53	57	105	97
Other	140	124	-	-
<b>All Countries</b>	<b>87</b>	<b>81</b>	<b>79</b>	<b>68</b>

Ranked in descending order by 1991 value.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
(H.S. 7324.29.90.20)

**III. CANADIAN SHIPMENTS**

Statistics Canada reports that there were at least two Canadian manufacturers of porcelain enamelled steel bath-tubs. Due to confidentiality, shipments are not available.

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

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

Source: Catalogue #41-251, annual, "Fabricated Metal Products Industries".

**IV. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION**

**BATH-TUBS, IRON OR STEEL, NOT ELSEWHERE SPECIFIED**  
(H.S. 7324.29)

<u>1989</u>			<u>1990</u>			<u>1991</u>		
<u>Country</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Country</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Country</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
U.S.	2 608	68	U.S.	1 926	122	USSR	182	24
Singapore	8	60	Japan	300	68	U.S.	58	4
Bermuda	327	32	S. Korea	86	21	France	7	4
St. Pierre & Miquelon	115	16	St. Pierre & Miquelon	10	6	St. Pierre & Miquelon	6	2
Japan	6	25	Bermuda	28	4	Japan	3	2
			Montserrat	14	2	Venezuela	6	1
Others	—	—	Others	—	—	Others	—	—
<b>TOTAL</b>	<b>3 064</b>	<b>179</b>		<b>2 364</b>	<b>223</b>		<b>262</b>	<b>37</b>

Note: 1. The unit of measure for quantity is Number.  
2. Major countries in descending order based upon value.

Source: Statistics Canada.

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

**V. CANADIAN IMPORTERS - 1990**

There were 31 known importers of porcelain enamelled steel bath-tubs in 1990. The principal 15 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>
3	1 893	58
6	2 482	76
10	2 909	90
15	3 139	97
All Importers (31)	3 247	100

The principal importers of porcelain enamelled steel bath-tubs 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 importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
American Standard Div. of Wabco Standard Ltd.	Toronto, Ont.	Emco Supply Ltd.	Weston, Ont. Ottawa, Ont.
Armco Agencies Inc.	Etobicoke, Ont.	Fiat Products Ltd.	Winnipeg, Man.
Bath Plus Inc.	Downsview, Ont.	Home Hardware Stores Ltd.	St. Jacobs, Ont.
Beauty Ware Plumbing Products Inc.	Tampa, FL, USA*	Marchands Unis Incorporé	Québec, Qué.
Beaver Lumber Company Ltd.	Mississauga, Ont.	Pauls Plumbing & Heating Supplies Company Ltd.	Laval, Qué.
Briggs Industries Inc.	Tampa, FL, USA*	Quantum Agencies Ltd.	Cobourg, Ont.
D H Howden & Co. Limited	London, Ont.	Raymond Lépine Inc.	St-Léonard, Qué.
Delta Faucet Canada A Div. of Emco Ltd.	London, Ont.	Universal Supply Company Ltd.	Vancouver, B.C.
Doraco Inc.	Montréal, Qué.	Westburne Industrial Enterprises Ltd.	Montréal, Qué.
Eastern Farm Machinery Limited	Guelph, Ont.	Westcott Agencies Ltd.	Winnipeg, Man.

\* Non resident importer.

## BATH-TUBS, PORCELAIN ENAMELLED STEEL

(H.S. 7324.29.90.20)

### VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of porcelain enamelled steel bath-tubs are listed by major country of origin in descending order of dollar value. These exporters accounted for 96 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	Eljer Plumbing Ware	1 659
	Beautyware Plumbing Products.	659
	Briggs Industries	425
	Crane Plumbing Inc. )	372*
	Bootz Plumbingware Co. )	
American Standard )		
<b>TOTAL</b>		<b>3 115</b>

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\* Aggregated to preserve confidentiality of Canadian importers.



**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

**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.

**Bath-tubs, Porcelain Enamelled Steel**

**Name**

**Address**

American Standard, Div. of Wabco  
Standard Trane Inc.

Cambridge, Ont.

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

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**

**(H.S. 7324.29.90.20)**

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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Baths, Enamelled, Steel

Name

Address

American-Standard,  
Div. of Wabco-Standard Trane Inc.  
Crane Canada Inc.  
Watercolour Bath Products Inc.

Toronto, Ont.  
Montréal, Qué.  
Mississauga, Ont.

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

**BATH-TUBS, PORCELAIN ENAMELLED STEEL**  
**(H.S. 7324.29.90.20)**

**VIII. CANADIAN AND FOREIGN TARIFFS**

Porcelain enamelled steel bath-tubs included in this report are dutiable under the following Canadian tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1992</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
7324.29.90	Other, baths	11.3%	5%	6.7%

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Spain and Italy.

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

## BATH-TUBS, PORCELAIN ENAMELLED STEEL

### IX. UNITED STATES' IMPORTS

BATHS, IRON OR STEEL, OTHER  
(H.S. 7324.29)

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

#### BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Taiwan					
Quantity (000 No.)	N/A	1 561	1 385	1 613	1.7
Value (\$000)	N/A	2 619	1 807	2 632	0.3
Sweden					
Quantity (000 No.)	N/A	3	7	3	-9.5
Value (\$000)	N/A	625	670	582	-3.6
Republic of Korea					
Quantity (000 No.)	N/A	69	47	21	-44.3
Value (\$000)	N/A	329	248	278	-8.0
Fed. Rep. of Germany					
Quantity (000 No.)	N/A	9	14	4	-34.6
Value (\$000)	N/A	432	1 029	148	-41.4
Thailand					
Quantity (000 No.)	N/A	-	10	94	835.7
Value (\$000)	N/A	-	9	91	921.0
Australia					
Quantity (000 No.)	N/A	-	0	1	2 402.1
Value (\$000)	N/A	-	5	59	1 152.8
United Kingdom					
Quantity (000 No.)	N/A	-	0	0	70.4
Value (\$000)	N/A	-	4	43	1 043.3
Argentina					
Quantity (000 No.)	N/A	0	-	1	46.9
Value (\$000)	N/A	4	-	31	174.4
Mexico					
Quantity (000 No.)	N/A	16	77	14	-6.1
Value (\$000)	N/A	46	111	25	-27.0
Canada					
Quantity (000 No.)	N/A	14	2	0	-93.5
Value (\$000)	N/A	382	123	3	-90.8
Other					
Quantity (000 No.)	N/A	46	19	4	-70.9
Value (\$000)	N/A	475	187	46	-68.9
<b>Total</b>					
Quantity (000 No.)	N/A	1 719	1 560	1 755	1.1
Value (\$000)	N/A	4 913	4 193	3 940	-10.4

Ranked in descending order by 1991 value.  
Canada ranked 14 overall.  
N/A - Data not available for this year.

BATH-TUBS, PORCELAIN ENAMELLED STEEL

IX. UNITED STATES' IMPORTS (Cont'd)

BATHS, IRON OR STEEL, OTHER  
(H.S. 7324.29)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Taiwan				
Quantity	N/A	90.9	88.8	91.9
Value	N/A	53.3	43.1	66.8
Sweden				
Quantity	N/A	0.2	0.4	0.2
Value	N/A	12.7	16.0	14.8
Republic of Korea				
Quantity	N/A	4.0	3.0	1.2
Value	N/A	6.7	5.9	7.1
Fed. Rep. of Germany				
Quantity	N/A	0.5	0.9	0.2
Value	N/A	8.8	24.5	3.8
Thailand				
Quantity	N/A	-	0.6	5.4
Value	N/A	-	0.2	2.3
Australia				
Quantity	N/A	-	0.0	0.1
Value	N/A	-	0.1	1.5
United Kingdom				
Quantity	N/A	-	0.0	0.0
Value	N/A	-	0.1	1.1
Argentina				
Quantity	N/A	0.0	-	0.0
Value	N/A	0.1	-	0.8
Mexico				
Quantity	N/A	0.9	4.9	0.8
Value	N/A	0.9	2.7	0.6
Canada				
Quantity	N/A	0.8	0.1	0.0
Value	N/A	7.8	2.9	0.1
Other				
Quantity	N/A	2.7	1.2	0.2
Value	N/A	9.7	4.5	1.2
Total	-----	-----	-----	-----
Quantity	N/A	100.0	100.0	100.0
Value	N/A	100.0	100.0	100.0

Ranked in descending order by 1991 value.

Canada ranked 14 overall.

N/A - Data not available for this year.

## 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**

**YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES  
UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES**

## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence and  
Technology Opportunities Service  
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 Fabricated Materials and Construction  
Products Directorate  
Materials Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
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## 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  
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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  
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### ALBERTA

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9700 Jasper Avenue  
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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  
P.O. Bag 6100  
Yellowknife, N.W.T. X1A 2R3  
Tel.: (403) 920-8568  
Fax.: (403) 873-6228

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