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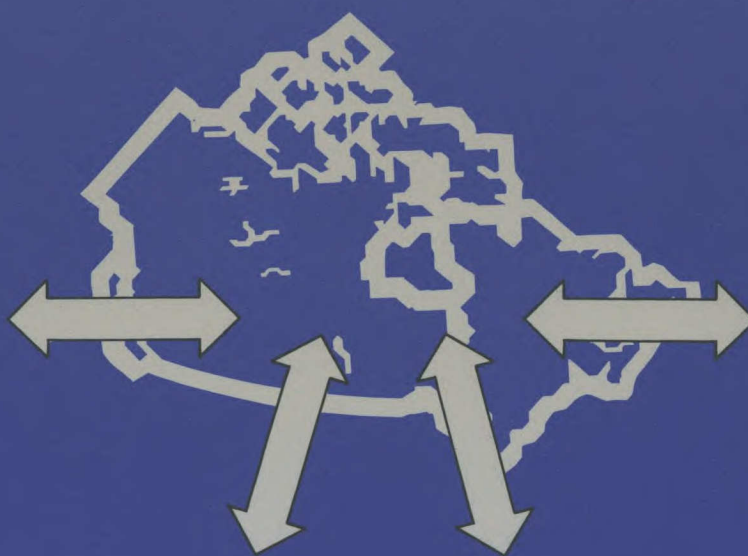
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MARKET INTELLIGENCE

LOCKERS OF METAL

Pub. No.: 92074-IP

January 1993



Canada



LOCKERS OF METAL

Pub. No.: 92074-IP

January 1993

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6927
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

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

For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of lading net of freight charges, discounts and allowances.

Rounding

Figures may not add due to rounding.

Canada - U.S. Exchange Rate

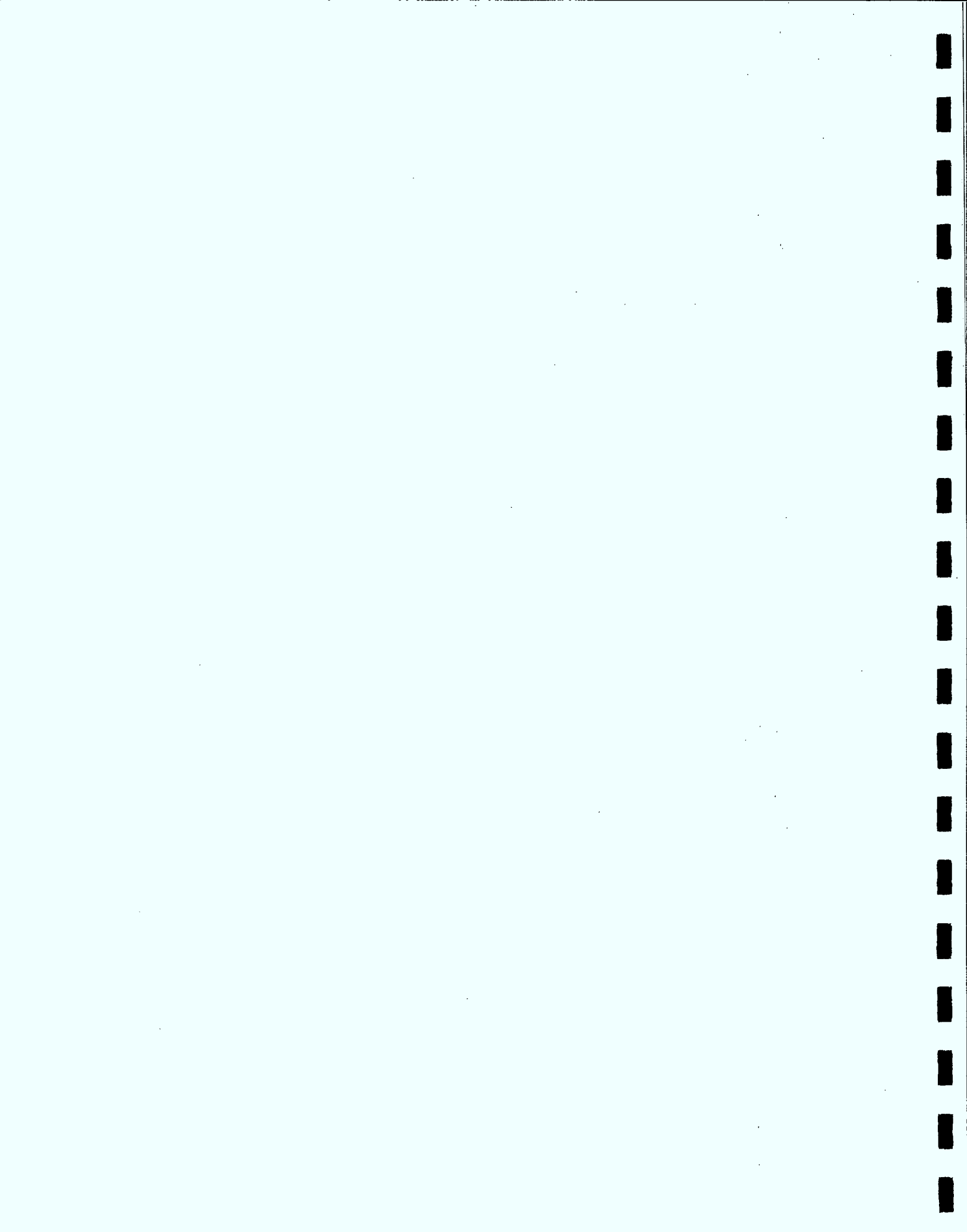
The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

Canada - U.S. Reconciliation

Prior to 1989, United States commodity coding was based on the Tariff Schedule of the United States (TSUSA) and comparable data are not available. Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. However, Canada and the United States have been exchanging import data only since January 1990 and therefore there may be discrepancies in 1989 between Canadian exports to the United States and United States imports from Canada. As of January 1990, any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada is minimal resulting from exchange rates.

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LOCKERS OF METAL

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 Code Analyzed</u>
Metal furniture of a kind used in offices (9403.10):	
---Other (9403.10.90)	
----Lockers	9403.10.90.30

NOTE : The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for metal lockers, as contained in this report. The United States H.S. code is defined on page 14.

LOCKERS OF METAL
CANADIAN IMPORT TRENDS
BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
United States					
Value (\$000)	1 025	914	1 796	955	32.4
Other					
Value (\$000)	<u>3</u>	<u>7</u>	<u>-</u>	<u>31</u>	<u>95.0</u>
TOTAL					
Value (\$000)	1 029	920	1 796	986	32.2

IMPORT MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %	<u>1992*</u> %
United States				
Value	99.7	99.3	100.0	96.8
Other				
Value	<u>0.3</u>	<u>0.7</u>	<u>0.0</u>	<u>3.2</u>
TOTAL				
Value	100.0	100.0	100.0	100.0

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the third quarter.

LOCKERS OF METAL
CANADIAN IMPORT TRENDS (Cont'd)
BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Ontario					
Value (\$000)	785	556	1 606	852	43.1
Alberta					
Value (\$000)	32	99	56	54	32.4
Québec					
Value (\$000)	55	55	48	18	-6.1
British Columbia					
Value (\$000)	49	69	46	27	-3.1
Saskatchewan					
Value (\$000)	17	41	17	-	1.5
New Brunswick					
Value (\$000)	57	42	13	-	-52.7
Manitoba					
Value (\$000)	35	54	10	3	-46.9
Newfoundland					
Value (\$000)	-	0	-	21	0.0
Nova Scotia					
Value (\$000)	-	4	-	10	0.0
TOTAL					
Value (\$000)	1 029	920	1 796	986	32.2

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the third quarter.

LOCKERS OF METAL

CANADIAN IMPORT TRENDS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %	<u>1992*</u> %
Ontario				
Value	76.3	60.4	89.4	86.4
Alberta				
Value	3.1	10.8	3.1	5.5
Québec				
Value	5.3	6.0	2.7	1.9
British Columbia				
Value	4.8	7.5	2.6	2.7
Saskatchewan				
Value	1.6	4.4	0.9	-
New Brunswick				
Value	5.5	4.6	0.7	-
Manitoba				
Value	3.4	5.9	0.5	0.3
Newfoundland				
Value	-	0.0	-	2.2
Nova Scotia				
Value	<u>-</u>	<u>0.4</u>	<u>-</u>	<u>1.0</u>
TOTAL				
Value	100.0	100.0	100.0	100.0

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the third quarter.

LOCKERS OF METAL

CANADIAN IMPORTERS

There were 61 known importers in 1991. The principal 25 importers accounted for 98 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	1 202	67
6	1 544	86
10	1 655	92
15	1 707	95
25	1 760	98
All Importers (61)	1 796	100

The principal importers during 1991 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Location</u>
Ajek Industries Inc.	Mississauga, Ont.
*All-Steel Canada Div. Allsteel Inc.	Aurora, IL, U.S.
*American Seating Company	Grand Rapids, MI, U.S.
Arthur Rose Cleaners O/B A R Cleaners Ltd.	Saskatoon, Sask.
Bolands Division of Oshawa Holdings Limited	Etobicoke, Ont.
Brunswick International (Canada) Ltd.	Mississauga, Ont.
Cadet Cleaners Ltd.	Toronto, Ont.
Cadet Uniform O/B Cadet Cleaners Ltd.	Toronto, Ont.
Canada Dry Ltd.	Mississauga, Ont.
Canadian Locker Company Ltd.	Scarborough, Ont.
Centaur Products Inc.	Pointe-Claire, Qué.
Chrysler Canada Limited	Windsor, Ont.
Ducky's Office Furnishings Ltd.	Calgary, Alta.
Equipment World Inc.	Thunder Bay, Ont.
Excel F I G Inc.	Granby, Qué.
Herman Miller Canada Inc.	Mississauga, Ont.
Ikea Wholesale Limited Partnership	Brossard, Qué.
Olan Mills Cda. Inc.	Burlington, Ont.
Rubbermaid Industries Canada Inc.	Mississauga, Ont.
Steelcase Canada Ltd.	Markham, Ont.
*Steiner Sales Company Ltd.	Chicago, IL, U.S.
*Western Linen Supply Co. Ltd.	Salt Lake City, UT, U.S.
Williams & Wilson Limited	Montréal, Qué.
Windsor Factory Supply Ltd.	Windsor, Ont.
Work Wear Corporation of Canada Ltd.	North York, Ont.

* Non resident importer.

LOCKERS OF METAL
FOREIGN EXPORTERS TO CANADA

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 96 per cent of the total value of Canadian imports during 1991.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada</u> (\$000)
United States	Steiner Sales Inc.	657
United States	Signore Inc.	654*
United States	Sycamore Systems Inc.	
United States	Lyon Metal Products Inc.	170
United States	Allsteel Inc.	166*
United States	American Locker Security Sys.	
United States	Steelcase	
United States	Interior Steel Equipment	75*
United States	List Industries Inc.	
United States	Brunswick Corporation	
United States	Thomas J. Piper	
TOTAL		1 722

* Aggregated to preserve confidentiality of Canadian Importers.

LOCKERS OF METAL

CANADIAN SHIPMENTS

According to Statistics Canada, metal lockers in this report are made in Canada. However, for reasons of confidentiality, separate data on shipments by Canadian establishments are not available.

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) 951-9835

Source: Catalogue #35-251, annual, "Furniture and Fixtures Industries".

LOCKERS OF METAL

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.

Lockers, Other Than Wooden

<u>Name</u>	<u>Location</u>
Associated Sheet Metal Products Ltd.	Victoria, B.C.
Ateliers G.F., Fabr. D'Équip. Man. Inc.	Cowansville, Qué.
Aurele Marois Inc.	Montmagny, Qué.
*Chubb Security Safes Div. Racal Chubb	Etobicoke, Ont.
Coffres-Forts Drummond Inc.	Drummondville, Qué.
Dizard of Canada Ltd.	Victoria, B.C.
F.B.M. Manufacturier Inc.	St-Felix-de-Valois, Qué.
Haliburton & White Ltée	Montréal, Qué.
*J.S.C. Inc.	Montréal, Qué.
Laden Industrial Equipment Inc.	Linden, Alta.
*Lincora Canada Inc.	Montréal, Qué.
Martone Storage & Display Inc.	Moncton, N.B.
*North American Steel Equipment Co. Ltd.	Whitby, Ont.
*Ontario Store Fixtures Inc.	Weston, Ont.
Panel Prod Div. Component Strtrs. 1981 Ltd.	Richmond, B.C.
Produits Bel Inc.	Montréal, Qué.
*Shanahan's Manufacturing Ltd.	Calgary, Alta.
Southern Supplies Limited	Oshawa, Ont.
The Hiram L. Piper Company Limited	Kingston, Ont.
Wingenback Enterprises Ltd.	Calgary, Alta.

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

* Company engaged in export trade.

LOCKERS OF METAL
CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Lockers, Metal

<u>Name</u>	<u>Location</u>
*Adanac Security Inc.	Barrie, Ont.
Burokale Inc.	Montréal, Qué.
Cagex Products Ltd.	Scarborough, Ont.
Canadian Locker Co. Ltd.	Scarborough, Ont.
Component Structures (1981) Ltd.	Richmond, B.C.
*GSW Heating Products Company	Hamilton, Ont.
*Hadrian Manufacturing Inc.	Burlington, Ont.
Hopkins Specialties Mfg. Co. Ltd.	Montréal, Qué.
ILP	Vancouver, B.C.
Joiner Systems Inc.	St-Laurent, Qué.
*M.A.K. Enterprises Inc.	Sarnia, Ont.
Marois, Aurele, Inc.	Montmagny, Qué.
*North American Steel Equipment Co. Ltd.	Whitby, Ont.
*Ontario Store Fixtures Inc.	Weston, Ont.
Sarman Custom Metal Fabrication (1984) Ltd.	Edmonton, Alta.
*Shanahan's Ltd.	Surrey, B.C.
Southern Supplies Ltd.	Oshawa, Ont.
Stanley Tools, Division of Stanley Canada Inc.	Burlington, 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

* Company engaged in export trade.

LOCKERS OF METAL
UNITED STATES IMPORTS
BY MAJOR COUNTRY OF ORIGIN
(H.S. 9403.10.00.40)

United States imports of metal lockers are included in the commodity class H.S. 9403.10.00.40 (metal office furniture other than filing cabinets) and are not identified separately. Imports into the United States for metal office furniture other than filing cabinets are as follows:

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Canada					
Value (\$000)	43 413	50 198	41 929	70 482	-1.7
Sweden					
Value (\$000)	1 084	3 872	10 835	6 101	216.1
Taiwan					
Value (\$000)	5 701	4 414	6 753	6 696	8.8
Fed. Rep. of Germany					
Value (\$000)	12 135	8 252	6 056	3 555	-29.4
Italy					
Value (\$000)	15 609	14 355	4 569	2 578	-45.9
United Kingdom					
Value (\$000)	1 126	2 006	3 070	1 924	65.1
Denmark					
Value (\$000)	3 192	2 698	1 787	662	-25.2
Mexico					
Value (\$000)	2 721	2 507	1 547	408	-24.6
Japan					
Value (\$000)	1 382	2 121	1 148	2 324	-8.9
France					
Value (\$000)	620	632	557	246	-5.2
Other					
Value (\$000)	<u>5 874</u>	<u>6 035</u>	<u>3 105</u>	<u>4 318</u>	<u>-27.3</u>
TOTAL					
Value (\$000)	92 858	97 089	81 357	99 292	-6.4

NOTES : Ranked in descending order by 1991 value.

Canada ranked 1 overall.

Source: U.S. Department of Commerce.

* The latest year is cumulative to the third quarter.

LOCKERS OF METAL

UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY

(H.S. 9403.10.00.40)

United States imports of metal lockers are included in the commodity class H.S. 9403.10.00.40 (metal office furniture other than filing cabinets) and are not identified separately. Imports into the United States for metal office furniture other than filing cabinets are as follows:

Customs District of Entry	1989	1990	1991	1992*	Average Annual Growth Rate 1989-91 (%)
Buffalo, New York Value (\$000)	16 018	21 051	17 530	20 292	4.6
Detroit, Michigan Value (\$000)	17 229	18 886	17 058	42 517	-0.5
New York City, New York Value (\$000)	11 171	7 804	8 547	6 512	-12.5
Dallas-Fort Worth, Texas Value (\$000)	1 220	3 640	8 502	5 403	164.0
Ogdensburg, New York Value (\$000)	9 865	9 408	6 640	7 209	-18.0
Los Angeles, California Value (\$000)	4 838	4 869	4 469	3 446	-3.9
Baltimore, Maryland Value (\$000)	5 188	4 410	3 790	3 228	-14.5
Chicago, Illinois Value (\$000)	2 641	2 192	3 152	2 386	9.2
New Orleans, Louisiana Value (\$000)	10 238	10 760	1 767	1 332	-58.5
Boston, Massachusetts Value (\$000)	3 497	2 998	1 637	1 035	-31.6
Other Value (\$000)	<u>10 953</u>	<u>11 071</u>	<u>8 266</u>	<u>5 933</u>	<u>-13.1</u>
TOTAL Value (\$000)	92 858	97 089	81 357	99 292	-6.4

NOTES : Ranked in descending order by 1991 value.

Source: U.S. Department of Commerce.

* The latest year is cumulative to the third quarter.

LOCKERS OF METAL

TARIFFS

CANADIAN

Canadian imports 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>
	Metal furniture of a kind used in offices (9403.10):			
9403.10.90	---Other	12.6%	8%	2.5%
	On and after January 1, 1993	12.6%	8%	Free

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) 954-6927
Fax.: (613) 954-2509

LOCKERS OF METAL

TARIFFS (Cont'd)

UNITED STATES

United States imports included in this report are 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>1</u>	<u>2</u>
9403.10.00	Metal furniture of a kind used in offices	4%	Free (A,E, IL,J) 0.8% (CA)	45%

- 1 Generalized System of Preferences
United States-Canada Free-Trade Agreement
Caribbean Basin Economic Recovery Act
United States-Israel Free Trade Area
Andean Trade Preference Act

A
CA
E
IL
J

- 2 Notwithstanding any other provisions, the rates of duty 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
Albania
Bulgaria
Cuba
Czechoslovakia
Estonia

German Democratic Republic (former)
Kampuchea
Laos
Latvia
Lithuania

Mongolia
North Korea
Romania
Union of Soviet Socialist Republics (former)
Vietnam

FOREIGN COUNTRIES

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

LOCKERS OF METAL

dISTCcovery - TECHNOLOGY LICENSING OPPORTUNITIES

dISTCcovery is an ISTC service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

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

dISTCcovery introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product or use their process or know-how 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.

The following is a list of licensing opportunities identified from dISTCcovery using the keyword "locker":

- 1-Bike Box
- 2-Quick-Locker

For more information on these and other opportunities, contact the nearest ISTC Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



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) 954-2340

OR Furniture and Electrical Appliances
Directorate
Consumer Products Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3094
Fax.: (613) 954-3107

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Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

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

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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

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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

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

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Saskatoon, Sask.
S7K 5X2
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650 West Georgia St.
P.O. Box 11610
Vancouver, B.C. V6B 5H8
Tel.: (604) 666-0266
Fax.: (604) 666-0277

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9700 Jasper Avenue
Edmonton, Alta. T5J 4C3
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Fax.: (403) 495-4507

ISTC
Suite 1100
510-5th Street South West
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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1st Floor, East Tower
235 Queen Street
Ottawa, Ont. K1A 0H5
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