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# IMPORT PROFILE

## Investment Opportunities

FURNITURE CASTERS AND CASTERS FOR  
COMMERCIAL AND INDUSTRIAL EQUIPMENT

Pub. No: 57-86

May 1986



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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FURNITURE CASTERS AND CASTERS FOR  
COMMERCIAL AND INDUSTRIAL EQUIPMENT

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The nearest DRIE Regional Office.  
These offices are listed on the last  
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion  
Statistics Canada  
Revenue Canada  
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

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465-99-40

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

FURNITURE CASTERS AND CASTERS FOR COMMERCIAL AND INDUSTRIAL EQUIPMENT

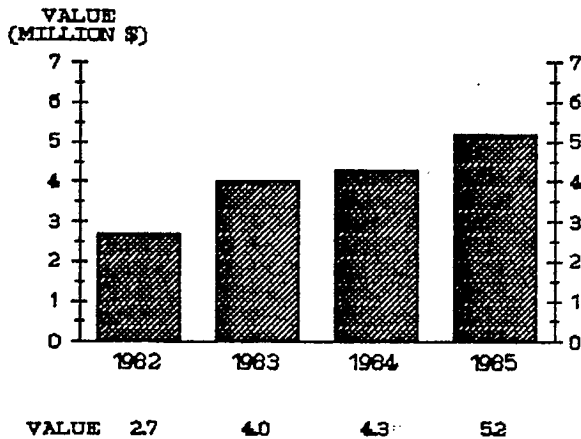
INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing for domestic production and to stimulate Canadian business to further explore potential opportunities in both the Canadian and export markets. It is important to emphasize that this report does not attempt any assessment as to the feasibility of manufacturing or competing in a particular market and should be treated as an indicator or starting point for the manufacturer or entrepreneur.

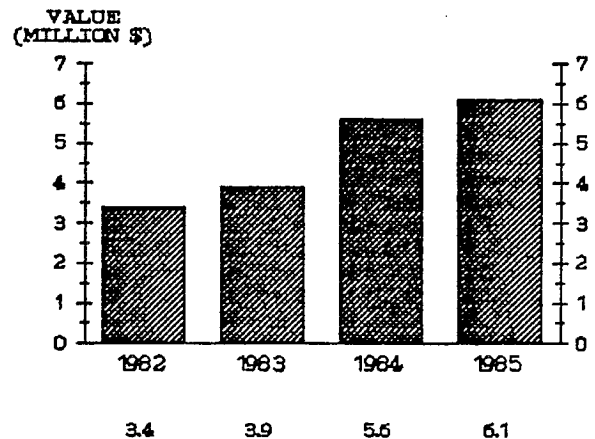
This report covers Furniture Casters (Canadian International Trade Classification, C.I.T.C. Code 465-82-27) and Casters for Commercial and Industrial Equipment (C.I.T.C. code 465-99-40). It does not include roll-out casters for household appliances (C.I.T.C. code 867-99-89).

IMPORT TRENDS: OVERVIEW

Furniture Casters



Casters for Commercial and Industrial Equipment



From 1982 to 1985, total imports of furniture casters increased steadily from \$2.7 million to \$5.2 million at an average annual growth rate of 25 per cent. During 1985, the value was \$5.2 million, an increase of 21 per cent from 1984.

Similarly, imports of casters for commercial and industrial equipment increased from \$3.4 million to \$6.1 million.

The United States has traditionally been the major exporter to Canada for both furniture and industrial equipment casters accounting for 62 per cent and 54 per cent of the total imports, respectively, in 1985.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FURNITURE CASTERS

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Average Annual Growth Rate 1982-1985 %</u>	<u>Per cent Change 1984-1985 %</u>
UNITED STATES Value (\$000)	1 683	2 322	2 527	3 252	25	29
TAIWAN Value (\$000)	722	1 038	1 338	1 416	25	6
JAPAN Value (\$000)	76	322	246	275	54	12
WEST GERMANY Value (\$000)	65	97	105	163	36	55
DENMARK Value (\$000)	27	30	47	45	19	-4
OTHER Value (\$000)	116	194	55	84	-10	53
<b>TOTAL</b> Value (\$000)	<b>2 689</b>	<b>4 003</b>	<b>4 318</b>	<b>5 235</b>	<b>25</b>	<b>21</b>

CASTERS FOR COMMERCIAL AND INDUSTRIAL EQUIPMENT

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Average Annual Growth Rate 1982-1985 %</u>	<u>Per cent Change 1984-1985 %</u>
UNITED STATES Value (\$000)	1 714	1 882	2 831	3 286	24	16
UNITED KINGDOM Value (\$000)	1 267	1 217	1 851	2 009	17	9
TAIWAN Value (\$000)	259	557	593	488	24	-18
WEST GERMANY Value (\$000)	100	105	122	140	12	15
JAPAN Value (\$000)	87	92	99	114	9	15
OTHER Value (\$000)	15	55	68	36	34	-47
<b>TOTAL</b> Value (\$000)	<b>3 442</b>	<b>3 908</b>	<b>5 564</b>	<b>6 073</b>	<b>21</b>	<b>9</b>

IMPORT MARKET CONCENTRATION  
(BY % OF TOTAL 1985 VALUE)

	<u>Top 5</u> <u>Importers</u>	<u>Top 10</u> <u>Importers</u>	<u>Top 30</u> <u>Importers</u>
Furniture Casters	75	82	92
Casters for Commercial and Industrial Equipment	58	75	90

The top 10 importers of furniture casters accounted for 82 per cent of the total import value in 1985. Eight were located in Ontario. Five were wholesalers, and three were manufacturers.

The 10 top importers of commercial and industrial equipment casters accounted for 75 per cent of the total imports in 1985, and were all located in Ontario. Three were wholesalers and seven were manufacturers.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP KNOWN IMPORTERS - 1985

FURNITURE CASTERS (32 IMPORTERS)

	<u>MANUFACTURERS</u>		<u>OTHER (1)</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	16	2 416	6	1 904	22	4 320
Québec	5*	113*	5*	433*	10*	546*
Western Provinces						
Atlantic Provinces	-	-	-	-	-	-
<b>TOTAL</b>	<b>21</b>	<b>2 529</b>	<b>11</b>	<b>2 337</b>	<b>32</b>	<b>4 866</b>
Per cent of 1985 total value		48%		45%		93%

(1) Includes retailers and wholesalers

\* Québec and Western Provinces aggregated to preserve confidentiality.

There were approximately 99 known importers during 1985. The top 32 importers accounted for \$4.9 million or 93 per cent of the total imports. Of these 32 importers, 21 were manufacturers whose imports represented 48 per cent of the import total, and 11 were wholesalers whose imports represented 45 per cent of the import total.

CASTERS FOR COMMERCIAL AND INDUSTRIAL EQUIPMENT (33 IMPORTERS)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>OTHER</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	14	2 272	4	2 461	2	339	20	5 072
Québec	5*	241*	4	118	-	-	13*	498*
Western Provinces			3	115	1	24		
Atlantic Provinces	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>19</b>	<b>2 513</b>	<b>11</b>	<b>2 694</b>	<b>3</b>	<b>363</b>	<b>33</b>	<b>5 570</b>
Per cent of 1985 total value		41%		44%		6%		92%

\* Québec and Western Provinces aggregated to preserve confidentiality.

There were approximately 136 known importers during 1985. The top 33 importers accounted for \$5.6 million or 92 per cent of the total imports. Of these 33 importers, 19 were manufacturers whose imports represented 41 per cent of the import total, and 11 were wholesalers whose imports represented 44 per cent of the import total. Of the 19 manufacturers, seven were manufacturers of fabricated metal products with an import value of \$1.1 million.



CANADIAN PRODUCTION

Approximately 20 Canadian companies manufacture furniture casters and/or casters for commercial and industrial equipment. The Department estimated that in 1985 the total Canadian production for casters was \$34 million.

EXPORTS

It is estimated that exports of casters amounted to approximately \$105,000 in 1985.

CANADIAN DOMESTIC MARKET

	<u>1985</u> (\$000)
Canadian Production (Estimated)	34 000
Imports	<u>11 300</u>
Sub-Total	45 300
Exports Estimated	<u>105</u>
Apparent Domestic Market	45 195
Import Penetration (Imports/Apparent Domestic Market)	25%

MARKET SUMMARY

At least 20 companies manufacture casters in Canada. Together they produce a full range of casters from inexpensive basic wheel casters and quality ball casters for the home owner to heavy duty industrial and commercial casters.

Canadian manufacturers supply about 75 per cent of the Canadian market for casters. Most Canadian production is limited to supplying the Canadian market with minimal exports by this sector. The major reason is that Canadian-owned manufacturers are small companies producing specialized casters for selected groups of Canadian end users. The larger caster manufacturers in Canada are foreign-owned and tend to duplicate the production of high volume casters.

Canadian production over the past ten years has grown steadily at a rate of about 33 per cent per year. Canadian exports, although small, have also been growing steadily from \$28 000 in 1978 to \$105 000 in 1985.

Opportunities may exist to replace some of the 25 per cent of the Canadian market that is currently imported. However, the major opportunity for growth in Canadian manufactured casters appears to be in the export markets. Any company planning to expand or commence manufacturing casters in Canada should seriously look to export markets, especially the United States, to justify such investment. Casters are products that can be made with 100 per cent Canadian material and labour; they can be produced competitively for both the Canadian and the American markets.

The channels of distribution for casters in Canada are well defined. For the casters that are sold to homeowners through the retail stores, manufacturers would locate appropriate buyers in the major Canadian hardware wholesale and retail chains. For furniture casters, manufacturers should identify and contact Canadian manufacturers of furniture. For industrial and commercial casters, well-established monthly industry publications carry advertisements and new product announcements concerning casters. Industrial and commercial accounts are well serviced by a small number of large industrial supply houses, each with a wide range of casters from several manufacturers.

To summarize, considerable potential exists for new Canadian production, with an excellent opportunity for export growth into foreign markets, especially the United States.

This report was prepared by:

the Market Development Branch  
in collaboration with the  
Secondary and Service Industries Equipment Division,  
Machinery and Electrical Equipment Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

CANADIAN TARIFFS, 1986

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				
			British Preferential Tariff	U.K. and Ireland	Most Favoured Nation Tariff	General Tariff	General Preferential Tariff
			%	%	%	%	%
44603-01	Manufactures, articles or wares, of iron or steel or of which iron or steel or both are the component materials of chief value, n.o.p.	68	10	10.2	11.1	35	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10	10.2	10.2	35	6.5
36215-01	Nickel-plated ware, gilt or electro-plated ware, n.o.p.	16	11.1	11.1	11.1	45	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10.2	10.2	10.2	45	6.5
93907-01	Articles of materials of the kinds described in headings 93901 to 93906 inclusive, n.o.p.*	4	14.1	14.1	14.1	30	9
	<u>Future Scheduled Rates:</u> January 1, 1987		13.6	13.6	13.6	30	9
34600-01	Zinc, manufactures of, n.o.p.	4	11.1	11.1	11.1	25	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10.2	10.2	10.2	25	6.5

\* Chapter 939 contains artificial and plastic materials, cellulose esters and ethers, and articles thereof.

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION: UNITED STATES, TAIWAN, JAPAN, WEST GERMANY, DENMARK  
 MOST FAVOURED NATION OR UNITED KINGDOM OR IRELAND: UNITED KINGDOM

ENQUIRIES CONCERNING 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) 996-4901

CANADIAN IMPORTERS

Importers of casters as indicated in this report during 1985 are listed below in alphabetical order. The number following the company indicates the specific type of casters imported - (1) Furniture Casters - (2) Casters for Commercial and Industrial Equipment. This list includes all importers with the exception of shipments to individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
94029 Canada Ltée/Ltd. (2)	Dorval, Qué.	D & F Furniture Ltd. (1)	St. Léonard, Qué.
Acco Canadian Company Ltd. (1)	Willowdale, Ont.	Darling & Company Ltd. (2)	Toronto, Ont.
Acme Seeley Inc. (1)	Renfrew, Ont.	Darnel Inc. (2)	Toronto, Ont.
Air Canada (2)	Winnipeg, Man.	Debartolo Spring Ltd. (1)	Weston, Ont.
Aladdin Synergetics Inc. (2)	Montréal, Qué.	Decade Industries Ltd. (2)	Richmond, B.C.
Algood Casters Limited (2)	Weston, Ont.	Delbois Ltd. (1)	Montréal, Qué.
Aluminum Co. of Canada Ltd. (2)	Kingston, Ont.	Department of National Defence (1)(2)	Ottawa, Ont.
Amberine Products Ltd. (2)	Victoria, B.C.	Desco Case Lot Supply Ltd. (2)	Surrey, B.C.
BC Conveying Machinery Ltd. (2)	Vancouver, B.C.	Dominion Metalwares Industries Ltd. (1)(2)	Port Credit, Ont.
Bell & Howell Ltd. (1)	Weston, Ont.	Dynasty Furniture Manufacturing Ltd. (1)	Calgary, Alta.
Bertec Inc. (1)(2)	Montréal, Qué.	Eaton Yale Ltd. (2)	Chatham, Ont.
Bestway Material Handling & Supplies (2)	Mississauga, Ont.	Ebco Industries Ltd. No. 6191 (2)	Richmond, B.C.
Bloomfield Industries Canada Ltd. (1)(2)	Rexdale, Ont.	Eldon Industries of Canada Inc. (1)	Markham, Ont.
Browns Paper Products Ltd. (2)	Edmonton, Alta.	Est of Bond Engineering Works Ltd. (2)	Toronto, Ont.
Burroughs Canada (2)	North York, Ont.	Estrin Manufacturing Ltd. (2)	Vancouver, B.C.
Canada Europe Hardware Import Ltd. (1)(2)	Montréal, Qué.	F T Fibertech Ltd. (2)	Vernon, B.C.
Canadian Bearings Ltd. (2)	Mississauga, Ont.	FVJ Import Sales Ltd. (1)	Oakville, Ont.
Canadian Belting Ltd. (1)(2)	Montréal, Qué.	Faultless-Doerner Mfg. Inc. (1)(2)	Waterloo, Ont.
Canadian Pacific Airlines (2)	Vancouver, B.C.	Federated Tool Supply Co. Ltd. (2)	London, Ont.
Canadian Plumbing & Heating Supplies (1963) Ltd. (2)	Montréal, Qué.	Field J G & Company Limited (2)	Stratford, Ont.
Canadian Tire Corporation Ltd. (1)(2)	Toronto, Ont.	Fitnessland Inc. (2)	Thornhill, Ont.
Ganaropa 1954 Inc. (1)	Montréal, Qué.	Ford Motor Company of Canada Ltd. (2)	Oakville, Ont.
Canfor Limited Building Materials Division (1)	New Westminster, B.C.	Fournier Stands Mfg. of Canada Ltd. (1)	Winnipeg, Man.
Ganimex Inc. (2)	Drummondville, Qué.	Fraser Metal Installations Ltd. (2)	Burnaby, B.C.
Garr McLean Limited (1)	Toronto, Ont.	Freeman Wright Agencies Ltd.(2)	Vancouver, B.C.
Gaster Town Ltd. (2)	Edmonton, Alta.	GH Wood & Company Ltd. (2)	Toronto, Ont.
Gasterland Holdings Ltd. (1)	Calgary, Alta.	Garway Industrial & Abrasive Distributors Inc. (2)	Windsor, Ont.
China Commerce Trading Co. (1)	Toronto, Ont.	General Films Division Tozer (1)	Scarborough, Ont.
Chrysler Canada Limited (2)	Windsor, Ont.	Global Upholstery Co. Ltd. (1)	Downsview, Ont.
Coast Materials Handling Ltd.(2)	Vancouver, B.C.	Globe Spring & Cushion Co. Ltd. (1)	Downsview, Ont.
Colson Casters Ltd. (1)(2)	Cambridge, Ont.	Goodyear Canada Inc. (2)	Islington, Ont.
Commander Warehouse Equipment Ltd. (2)	Vancouver, B.C.		
Comor Supplies Ltd. (2)	Surrey, B.C.		
Compo Fluids Ltée (2)	Ville St-Laurent, Qué.		
Comtrad Co. (1)	Mississauga, Ont.		
Convexco Limited (1)	Pickering, Ont.		
Craig Containers Ltd. (2)	Peterborough, Ont.		

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
H & K Manufacturing Ltd. (1)(2)	Cobourg, Ont.	Magikist Ltd. (2)	Winnipeg, Man.
Hafele Canada Inc. (1)	Mississauga, Ont.	Martin Hardware Distributors Ltd. (1)	Mississauga, Ont.
Halron Industries Ltd. (2)	Vancouver, B.C.	Mat-Han-Quip Ltd. (2)	Mississauga, Ont.
Harter Furniture Ltd. (1)(2)	Guelph, Ont.	McCann Equipment Ltd. (2)	Dorval, Qué.
Haworth/Office Systems Ltd. (1)	Holland, MI, USA*	Merse Motor Electric Ltd. (2)	Thunder Bay, Ont.
Head Water Imports Company Ltd. (1)	Windsor, Ont.	Met-Tec Installations Ltd. (2)	Burnaby, B.C.
Henry M.A. Limited (1)	Dundas, Ont.	Metal Craft Manufacturing Ltd. (1)	Beamsville, Ont.
Herman Miller of Canada Limited (1)	Downsview, Ont.	Metropolitan Wire Goods Canada (2)	Mississauga, Ont.
Hill George O Supply Ltd. (2)	Thunder Bay, Ont.	Meubles Morigeau Ltée. (1)	St-François, Qué.
Hinterhoeller Yachts Ltd. (2)	St Catharines, Ont.	Moag J C Company Ltd. (2)	Mississauga, Ont.
Holland Import Inc. (1)	Burnaby, B.C.	Modern Materials Ltd. (1)	North Vancouver, B.C.
Holland Imports (Toronto) Inc. (2)	Markham, Ont.	Monarch Massage Equipment Ltd. (1)	Fort Erie, Ont.
Hoover Ball & Bearing Can. (2)	Tillsonburg, Ont.	Moore Corporation Ltd. (1)	Toronto, Ont.
Hussey Seating Co (Canada) Ltd. (2)	Toronto, Ont.	Naiad Products Inc. (2)	Brantford, Ont.
I B M Canada Ltd. (2)	Markham, Ont.	No-Sag Spring Company Ltd. (1)	London, Ont.
I I L Limited (1)	Weston, Ont.	Noma Industries Ltd. (2)	Willowdale, Ont.
IFES Canada Ltd. (1)	Mississauga, Ont.	Optex Corporation (1)	Don Mills, Ont.
Ikea Ltd. (1)	Edmonton, Alta.	P P G Canada Inc. Ltd. (2)	Owen Sound, Ont.
Imperial Surgical Company (2)	Toronto, Ont.	Pascal J. Inc. (1)(2)	Montréal, Qué.
Innovative Metal Incorporated (1)	Rexdale, Ont.	Pianophile Enr. (1)(2)	Brossard, Qué.
International Glide Corp. (1)	Montréal, Qué.	Placide Mathieu & Fils Inc. (2)	Beloeil, Qué.
Irwin Toy Limited (1)	Toronto, Ont.	Plastiglide Limited (1)	Toronto, Ont.
J.R. Wire & Metal Specialty Ltd. (2)	Winnipeg, Man.	Preston Mfg. Ltd. (1)	Crambridge, Ont.
Karl Gutmann Incorporated (2)	Cornwall, Ont.	Princess Auto & Machinery Ltd. (1)(2)	Winnipeg, Man.
Karpat A. Hardware Ltd. (2)	Montréal, Qué.	Produits Cari-All Inc. (2)	Montréal, Qué.
Kee Industrial Products Ltd. (2)	Concord, Ont.	Prolew (Québec) Ltd. (2)	Montréal, Qué.
Kidcraft Reg'd. (1)	Montréal, Qué.	Quaker Industries (Canada) Ltd. (1)	Antioch, IL, USA*
Kilian Manufacturing Ltd. (2)	Toronto, Ont.	Quincaillerie Richelieu Ltée (1)	Dorval, Qué.
Lepine Maurice Ltée. (1)	Joliette, Qué.	RPM Mechanical Products Ltd. (2)	Montréal, Qué.
Les Attaches Reliable 1980 Inc. (1)	Montréal, Qué.	Renald Mathieu Inc. (2)	Wickham, Qué.
Les Entreprises AWSM Ltée. (2)	Laval, Qué.	Revco Limited (2)	Scarborough, Ont.
Les Entreprises Robert Coté Inc. (2)	Québec, Qué.	Ridgewood Industries Ltd. (1)	Montréal, Qué.
Les Produits Mohawk Ltée (1)(2)	St Léonard, Qué.	Robert Walby Ltd. (2)	Montréal, Qué.
Les Produits Unison Metal Prod. Ltd. (1)	Montréal, Qué.	Rocart Products Limited (1)	Mississauga, Ont.
Lift Rite Inc. (2)	Brampton, Ont.	Rougier Roger Inc. (1)	Montréal, Qué.
M B S Bearing Service Inc. (2)	St-Laurent, Qué.	Rubbermaid Canada Inc. (2)	Mississauga, Ont.
MDI Multi Designs International Inc. (1)	Montréal, Qué.	Russell Food Equipment Ltd. (2)	Vancouver, B.C.
MacLeod Stedman Inc. (1)	Winnipeg, Man.	Russell Food Equipment Ltd. (2)	Calgary, Alta.
		SHL Hardware Limited (2)	Toronto, Ont.
		Safety Equipment Inc. (2)	Montréal, Qué.
		Sanitary Supplies & Equipment Corporation Ltd. (2)	Calgary, Alta.
		Scanway Corporation (1)	St. Jean, Qué.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Shepherd Products Ltd. (1)	Markham, Ont.	Western Engineering Service Ltd. (1)	Thunder Bay, Ont.
Simfer Industrial Products Inc. (2)	Ville d'Anjou, Qué.	Whalley Hardware (2)	Burnaby, B.C.
Simpson-Sears Ltd. Management Account (2)	Toronto, Ont.	Wickett & Craig Ltd. (2)	Toronto, Ont.
Sit-Rite Products Ltd. (1)	Calgary, Alta.	Windsor Factory Supply Ltd. (2)	Windsor, Ont.
Skyway Luggage Co. (2)	Toronto, Ont.	Wright Line of Canada Ltd. (1)	Agincourt, Ont.
Slough Construction and Properties Ltd. (1)(2)	Mississauga, Ont.	Wyant & Company Limited (2)	Ville St-Laurent, Qué.
Slough Estates (Canada) Ltd. (2)	Mississauga, Ont.	Yorkville Sound Limited (2)	Scarborough, Ont.
Snap-On Tools of Canada Ltd. (2)	Concord, Ont.	Young Bernard & Company Ltd. (1)	Toronto, Ont.
Sopers Supply Ltd. (2)	Edmonton, Alta.		
Stanley Canada Inc. (HDW) Div. (2)	Burlington, Ont.		
Star Bedding Products Ltd. (1)	Rexdale, Ont.		
Starcan Corporation (2)	Vancouver, B.C.		
Steelcase Canada Ltd. (1)	Don Mills, Ont.		
Stewart-Warner Corporation of Canada Ltd. (1)(2)	Belleville, Ont.		
Sunar Hauserman Ltd. (1)	Waterloo, Ont.		
Sybron Canada Ltd. (1)	Toronto, Ont.		
Tab Products of Canada Ltd. (2)	Willowdale, Ont.		
Tali Fabrics Ltd. (1)(2)	Downsview, Ont.		
Tandy Electronics Ltd. (1)	Barrie, Ont.		
Tate Industrial Sales (2)	Windsor, Ont.		
Taylor Freezers Inc. (2)	Mississauga, Ont.		
Taymor Industries Ltd. (2)	Vancouver, B.C.		
Techstar Plastic Inc. (1)	Scarborough, Ont.		
Tenaquip Limited (1)	Lachine, Qué.		
The Canada Safeway Ltd. (2)	Winnipeg, Man.		
The Jilson Corporation (1)	Montréal, Qué.		
Tire Master Sales & Service (2)	Edmonton, Alta.		
Trans-Canada Door Limited (1)	Scarborough, Ont.		
Trav-L-Mate Industries 1980 Ltd. (2)	Penticton, B.C.		
Triede Design Inc. (1)	Montréal, Qué.		
Unilux Manufacturing Co. Inc. (1)	Woodridge, Ont.		
Uniquip Canada Ltée/Ltd. (2)	Montréal, Qué.		
Uniroyal Ltd. (1)	Don Mills, Ont.		
Unitran Manufacturers Ltd. (2)	Surrey, B.C.		
Universal Fastening & Concrete Accessories (2)	Vancouver, B.C.		
Urgent Industrial Supply Inc. (2)	Windsor, Ont.		
Value Village Stores Ltd. (2)	Renton, WA, USA*		
Wanzl Manufacturing Inc. (2)	Toronto, Ont.		
Wanzl Manufacturing Inc. (2)	Mississauga, Ont.		
Westburne Industrial Enterprises Ltd. (2)	Montréal, Qué.		

\*non-resident importer

For more information please contact the nearest DRIE Regional Office

**Newfoundland**  
P.O. Box 8950  
Parsons Building  
90 O'Leary Avenue  
St. John's, Newfoundland  
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