

---

---

# Canadian Market Opportunities— Import Profile

---

---



Government  
of Canada

Gouvernement  
du Canada

Regional Industrial  
Expansion

Expansion industrielle  
régionale

Canada 

METAL HARDWARE FOR WINDOWS,  
NOT ELSEWHERE SPECIFIED

Pub. No: 62-86

June 1986

Think  Pensons  
Canadian canadien

DEPARTMENT OF REGIONAL  
INDUSTRIAL EXPANSION  
LIBRARY

FEB 9 1988

BIBLIOTHEQUE  
MINISTERE DE L'EXPANSION  
INDUSTRIELLE REGIONALE

METAL HARDWARE FOR WINDOWS,  
NOT ELSEWHERE SPECIFIED

Pub. No: 62-86

June 1986

**FOR MORE INFORMATION PLEASE CONTACT:**

Market Information and Analysis Division  
Market Development Branch  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 992-4446

OR

Secondary and Service Industries  
Equipment Division  
Machinery and Electrical Equipment Branch  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 992-0324

OR

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.

C O N T E N T S

	<u>PAGE</u>
INTRODUCTION AND SCOPE	4
IMPORT TRENDS: OVERVIEW	4
VALUE OF IMPORTS BY FOREIGN COUNTRY OF EXPORT	5
IMPORT MARKET CONCENTRATION	6
TYPE AND LOCATION OF TOP IMPORTERS	6
CANADIAN PRODUCTION	6
EXPORTS	6
MARKET SUMMARY	7
APPENDIX A - CANADIAN TARIFFS	8
APPENDIX B - CANADIAN IMPORTERS	10
DRIE REGIONAL OFFICES	14

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

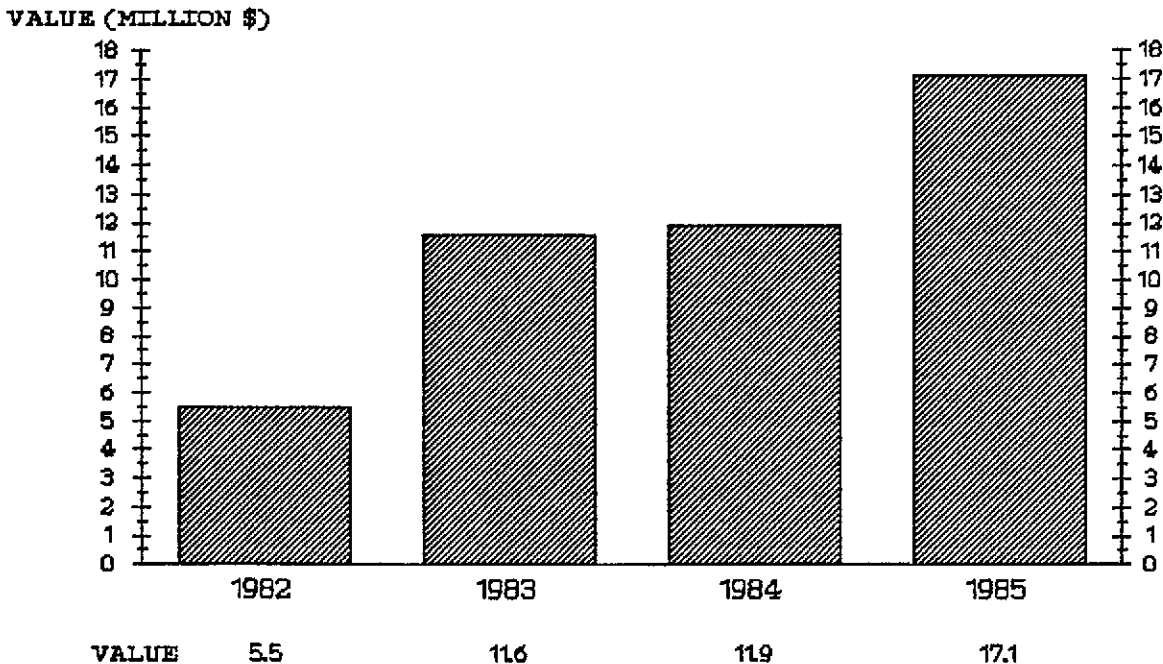
METAL HARDWARE FOR WINDOWS, NOT ELSEWHERE SPECIFIED

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 imports of metal hardware for windows, not elsewhere specified, classified to Commodity Code 465-69-69 of the Canadian International Trade Classification (C.I.T.C.). This import commodity class includes casement adjusters and fittings; sash fasteners, rollers, pulleys, etc. Although not included in this report, plastic hardware for windows is included in C.I.T.C. code 425-99-69.

IMPORT TRENDS: OVERVIEW



Imports of metal hardware for windows, not elsewhere specified, were approximately \$12 million in 1983 and 1984 and increased to \$17 million in 1985.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT  
METAL HARDWARE FOR WINDOWS, NOT ELSEWHERE SPECIFIED

<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)	5 316	11 251	11 557	15 367	42	33
TAIWAN Value (\$000)	6	7	34	498	336	1 365
ITALY Value (\$000)	0	1	64	355	N/A	455
FRANCE Value (\$000)	30	24	16	322	121	1 913
WEST GERMANY Value (\$000)	46	106	168	247	75	47
OTHER Value (\$000)	108	197	99	283	38	186
<b>TOTAL</b> Value (\$000)	<b>5 506</b>	<b>11 586</b>	<b>11 938</b>	<b>17 072</b>	<b>46</b>	<b>43</b>

N/A Not applicable

During 1985, the value of imports totalled \$17.1 million, an increase of 43 per cent from 1984, and three times the 1982 import value.

The United States has consistently been the major exporter to Canada, accounting for 97 per cent of the total import value in 1982, 1983 and 1984 then down to 90 per cent in 1985.

IMPORT MARKET CONCENTRATION  
(BY % OF TOTAL 1984 VALUE)

<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 20 Importers</u>	<u>Top 40 Importers</u>
40	53	65	77

The top 10 importers accounted for 53 per cent of the total imports for 1984. All were manufacturers. Four of these importers were situated in Ontario and four in Québec.

NOTE: "Top importers" are the known importers with the largest imports by value in 1984.

TYPE AND LOCATION OF THE 20 TOP KNOWN IMPORTERS - 1984  
(65% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</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>
Ontario	7	3 835	1	106	8	3 941
Québec	9	2 775	-	-	9	2 775
Western Provinces			-	-		
Atlantic Provinces	3*	1 025*	-	-	3*	1 025*
<b>TOTAL</b>	<b>19</b>	<b>7 635</b>	<b>1</b>	<b>106</b>	<b>20</b>	<b>7 741</b>

Per cent of 1984 total value	64%	1%	65%
---------------------------------	-----	----	-----

\* Western Provinces and Atlantic Provinces aggregated to preserve confidentiality.

There were at least 280 known importers during 1984. The top 20 importers accounted for \$7.7 million, or 65 per cent of the total import value. Nineteen of these importers were manufacturers, representing 64 per cent of the import total. Of these, 13 were millwork manufacturers representing \$5.8 million or 49 per cent of the 1984 import total.

CANADIAN PRODUCTION

At least six companies manufacture metal hardware for windows. Statistics Canada does not report shipments of window hardware separately, but does report that shipments of door and window hardware, not elsewhere specified (including metal knobs and handles) were \$12 million in 1983, the latest year for which information is available.

EXPORTS

Statistics Canada does not report on exports of metal hardware for windows. These are included in "Basic Hardware, not elsewhere specified," which had exports valued at \$102.8 million in 1985.

MARKET SUMMARY

Imports of window hardware into Canada have shown a significant increase since 1982. This increase is due to a significant change from sliding to casement windows. Casement windows require entirely different hardware from that used on sliding windows, and there is no manufacturing of casement window hardware in Canada. Canadian companies do manufacture hardware for sliding windows, particularly of aluminum, for which almost all hardware is Canadian made.

Casement window operators enter Canada on a duty-remitted basis and will continue to do so until the manufacture of equipment operators is started in Canada. Such operators are bought directly from foreign manufacturers by individual Canadian window manufacturers. The dominant source of operators is Truth Inc. of Minnesota, U.S.A.

A potential manufacturer of window hardware in Canada should plan on providing casement operators and on supplying of a full line of complementary window hardware (such as concealed hinges, extension bars, window and sash locks). The products would have to be of good quality, and sell at competitive prices: duty remission adjustments would help.

Such an undertaking would have little difficulty in identifying potential customers in Canada. Possibly arrangements could be made to draw on the knowledge of domestic markets held by present Canadian manufactures, in combination with the skills and international market access of foreign manufacturers.

This report was prepared by:

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

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION



CANADIAN TARIFFS, 1985

Tariff Item	Description	% of Total Import Value (1984)	TARIFF TREATMENT				
			British Preferential Tariff %	U.K. and Ireland %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %
42700-01	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing	36	2.5	9.2	10.7	35	2.5
	<u>Future Scheduled Rates:</u>						
	January 1, 1986		2.5	9.2	9.9	35	2.5
	January 1, 1987		2.5	9.2	9.2	35	2.5
43006-01	Concealed adjustable hinges Exposed pivot hinges; Centre sash hinges; Adjustable friction shoe hinges, other than those having a track length of less than 325 mm, for use in the manufacture of awning windows; Snub guides; Lever-lock operators; Torsion Bars and centre hooks for lever-lock or roto gear operators; Sash locks other than peg-locks; Key-operated security locks; Keeper for key-operated security locks and sash locks other than peg-locks; All of the foregoing for use in the manufacture of casement or awning windows Expiry date 30/06/86	36	Free	Free	Free	25	Free
44603-01	Manufactures, articles or wares, of iron or steel or of which iron or both are the component materials of chief value, n.o.p.	13	10.1	10.2	12.1	35	8
	<u>Future Scheduled Rates:</u>						
	January 1, 1986		10.0	10.2	11.1	35	7
	January 1, 1987		10.0	10.2	10.2	35	6.5
35400-01	Manufactures of aluminum, n.o.p.	10	12.1	12.1	12.1	30	8
	<u>Future Scheduled Rates:</u>						
	January 1, 1986		11.2	11.2	11.2	30	7
	January 1, 1987		10.3	10.3	10.3	30	6.5

N.o.p. - Not otherwise provided for

Canadian Tariffs, 1985 (Cont'd)

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION: UNITED STATES, TAIWAN, ITALY, FRANCE, WEST GERMANY

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) 996-6680

CANADIAN IMPORTERS

Importers of Metal Hardware for Windows as indicated in this report during 1984 are listed below in alphabetical order. 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>
1114-9416 Québec Inc.	Montréal, Qué.	Canadian Leisure Travel Co. Ltd.	Calgary, Alta.
A & D Prévost Ltd.	Richelieu, Qué.	Canadian Tire Corp. Ltd.	Toronto, Ont.
A Berger Precision Ltd.	Brampton, Ont.	Canadian Window Covering Corp.	Toronto, Ont.
A C Vinyl Windows Ltd.	North York, Ont.	Canadian Window Coverings Corp.	Burnaby, B.C.
ABT Windows Ltd.	Calgary, Alta.	Canaropa 1954 Inc.	Montréal, Qué.
Abbey Blind Incorporated	Burnaby, B.C.	Cascade Windows Ltd.	Langley, B.C.
Abbey Window Shades Inc.	Vancouver, B.C.	Cie Lucien Leboeuf Ltée	Ste-Gertrude, Qué.
Acklands Ltd.	Vancouver, B.C.	Cindar Doors Ltd.	Winnipeg, Man.
Aerloc Aluminum Products Ltd.	Dundas, Ont.	Clearbrook Window Industries Ltd.	Clearbrook, B.C.
Aero Aluminum Inc.	Laval, Qué.	Colgate-Palmolive Canada, Div. of C K R Inc.	Toronto, Ont.
Airway Surgical Appliances Ltd.	Montréal, Qué.	Columbia Sash & Door Ltd.	New Westminster, B.C.
Al Parsons Electronics Ltd.	Ottawa, Ont.	Commercial Aluminum (Western), Div. of Indal Ltd.	Calgary, Alta.
Alcan Bldg. Products, Div. of Alcan Canada Products Ltd.	Scarborough, Ont. Coquitlam, B.C. Lambeth, Ont.	Crescent Supply Ltd.	Waterloo, Ont.
Alcan Rolled Products Company, Div. Aluminum Co. of Canada Ltd.	Kingston, Ont.	Crosstown Window & Door Mfg. Ltd.	Winnipeg, Man.
All Weather Windows (Edmonton) Ltd.	Calgary, Alta.	Cruickshank Brothers Belting Co.	Vancouver, B.C.
Alliance Ro-Na Home Inc.	St-Jacobs, Ont.	Custom Windows Ltd.	Brantford, Ont.
Allied Aluminum Products Inc.	Montréal, Qué.	D M Aluminum Manufacturing & Installations Ltd.	Woodridge, Ont.
Allied Plastic Fabricators, Div. of Allied Sign Letters Ltd.	Toronto, Ont.	D M New Prime Windows Ltd.	London, Ont.
All Sunlight Screen (Canada) Ltd. (474-1916)	Markham, Ont.	Dashwood Industries Ltd.	Centralia, Ont.
Alumicor Ltd.	Rexdale, Ont.	Dashwood Kayline Industries Ltd.	Surrey, B.C.
Aluminart Architectural Inc.	St-Léonard, Qué.	Dave Cheeseman Marketing Inc.	St-Eustache, Qué.
Aluminum Company of Canada Ltd.	Montréal, Qué.	David Howrie Ltd.	Vernon, B.C.
Alweather Windows & Doors Ltd.	Col City, N.S.	Debonair Industries Ltd.	Burnaby, B.C.
Atlas Overhead Doors Inc.	Concord, Ont.	Del-Wood Products Ltd.	Delbourne, Alta.
B & B Trailer Supplies Ltd.	London, Ont.	Diamond Glass & Aluminum Products Ltd.	Burnaby, B.C.
Bailey Metal Products Ltd.	Toronto, Ont.	Dominion Sash Ltd. Special Account	Streetsville, Ont.
Beauti-Pleat Manufacturing Co. Ltd.	Edmonton, Alta.	Donat Flamand Inc.	St-Apollinaire, Qué.
Bigfoot Industries Ltd.	Armstrong, B.C.	Doorlec Corporation	Pointe-Claire, Qué.
Bilt-Rite Upholstering Co. Ltd.	Weston, Ont.	Dor-Seal Ltd.	Toronto, Ont.
Burroughs Canada	North York, Ont.	Dormond Industries Ltd.	Winnipeg, Man.
Bytown Aluminum Ltd.	Ottawa, Ont.	Dorset Woodcraft Co-op by Dorset Woodcraft Co. Ltd.	Scarborough, Ont.
C D C Windows Ltd.	Vancouver, B.C.	Dorwin Industries 1964 Ltd.	Winnipeg, Man.
Calgary Sash & Door Ltd.	Calgary, Alta.	Dufferin Windows Ltd.	Shelburne, Ont.
Campeau Corp.	Toronto, Ont.	Duraco Window Industries Ltd.	Winnipeg, Man.
Canadian Glass Industries Ltd.	Toronto, Ont.	Duvernay Products Ltd.	Montréal, Qué.
Canadian Hardware Consultants Ltd.	Nepean, Ont.	E H Price Ltd.	Winnipeg, Man.
		Edouard Roy & Fils Ltd.	Montréal, Qué.
		Elbertson Industries Ltd.	Kingston, Ont.

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Elite Draperies Enrg.	St-Laurent, Qué.	JF Cossins & Son Windows Ltd.	Calgary, Alta.
Fair Glass & Aluminum Ltd.	Vernon, B.C.	Jack Stearman Ltd.	Richmond, B.C.
Fehr Glass & Aluminum Ltd.	Morden, Man.	Jos. Gingras & Fils (1974) Ltée	St-Damase, Qué.
Feldmann Window Mfg. Ltd.	Tilbury, Ont.	Joseph Taylor Inc.	Toronto, Ont.
Fendor Glass & Aluminum Ltd.	Ottawa, Ont.	K N Crowder Mfg. Inc.	Mississauga, Ont.
Fenêtres Montmagny Inc.	St-François, Qué.	Kan-Roll Shutters Ltd.	Stoney Creek, Ont.
Ferguson Glass Ltd.	Windsor, Ont.	Kawneer Company Canada Ltd.	Scarborough, Ont.
Flex-Lox Industries Ltd., Div. of Bestpipe Ltd.	Abbotsford, B.C.	Kelmac Industries Ltd.	Enderby, B.C.
Fort Frances-Rainy River, Board of Education	Fort Frances, Ont.	Kennedy Road Lumber Ltd.	Scarborough, Ont.
Freightliner of Canada Ltd.	Burnaby, B.C.	Kent Farm Supplies Ltd.	Blenheim, Ont.
G S W Inc.	Toronto, Ont.	Kildonan Plastics Ltd.	Winnipeg, Man.
G W Anglin Manufacturing Ltd.	Windsor, Ont.	Kimbrox Packaging Ltd.	Weston, Ont.
Gelfer Enterprises Ltd.	Vancouver, B.C.	Komcan Window Products Inc.	Waterloo, Ont.
General Coach Oliver (Hourly) OP by Cit-Air Inc.	Oliver, B.C.	L Morency & Fils (1978) Inc.	Montréal, Qué.
Gevo Energy Windows Ltd.	Winnipeg, Man.	L O F Glass of Canada Ltd.	Burnaby, B.C.
Golden Windows Ltd.	Kitchener, Ont.	L O F Glass of Canada Ltd.	Collingwood, Ont.
Groupe Cayouette Superseal Inc.	St-Hyacinthe, Qué.	Leader Fan Industries Ltd.	Rexdale, Ont.
Guardline Industries Inc.	Weston, Ont.	Leigh Metal Products Ltd.	London, Ont.
H A S Building Supplies	Hamilton, Ont.	Les Entreprises AWSM Ltée	Laval, Qué.
H E Hébert Ltée	Montréal, Qué.	Les Entreprises Windoors Inc.	Montréal, Qué.
H H Robertson Inc.	Hamilton, Ont.	Les Industries Henri Mitchell Ltée	Rosemont, Qué.
Hafele Canada Inc.	Mississauga, Ont.	Les Industries Unik Ltée	Montréal, Qué.
Hans Denee International Corp.	Langley, B.C.	Les Meubles du Québec	Ste-Agathe-des-Monts, Qué.
Hansa-Sealand Ltd.	Moncton, N.B.	Les Outillages Ricci Inc.	Montréal, Qué.
Hardware Agencies Ltd.	Toronto, Ont.	Les Stores Éricson du Canada Inc.	Montréal, Qué.
Hardwick & Florian Windows (1979) Ltd.	Rexdale, Ont.	Les fenêtres St-Jean Inc.	St-Jean, Qué.
Harris Systems Ltd.	Don Mills, Ont.	Lock West Windows Ltd.	Airdrie, Alta.
Hartwick Sales & Service Ltd.	London, Ont.	Lock-Wood Ltd.	Scoudouc, N.B.
Henri Bonneville & Fils Inc.	Ste-Marie, Qué.	Loewen Millwork of Canada Ltd.	Steinbach, Man.
Homeshield Industries Ltd.	Bramalea, Ont.	Lux Windows & Glass Ltd.	Calgary, Alta.
Humphrey Products of Winnipeg Ltd.	St-James, Man.	M F Schurman Co. Ltd.	Summerside, P.E.I.
Hunter Douglas Canada Ltd.	Pointe-Claire, Qué.	Mainland Crystal Glass Ltd.	Edmonton, Alta.
I J Manufacturing Ltd.	Kamloops, B.C.	Maisonneuve Aluminum Products Inc.	Montréal, Qué.
Ickes-Braun Glasshouses of Canada Ltd.	Wheeling, IL, USA*	Manufacture d'Aluminium Olympic Ltée	St-Laurent, Qué.
Imperial Millwork Corporation Indal Ltd.	Regina, Sask.	Marlboro Aluminum Ltd.	Ottawa, Ont.
Indal Wall Systems Ltd.	Weston, Ont.	Martex Merchandisers Ltd.	Vancouver, B.C.
Industries Réhau Inc.	Winnipeg, Man.	Marvin Windows Ltd.	Winnipeg, Man.
Inline Ltd.	Montréal, Qué.	Mason Windows Ltd.	Pickering, Ont.
Interrel Imports Ltd.	Concord, Ont.	McKnight Window Industries, Div. of Indal Ltd.	Weston, Ont.
J & D Supplies (Oshawa) Ltd.	Vancouver, B.C.	Meloche Windows Ltd.	Windsor, Ont.
J B Charron (1975) Ltée	Port Perry, Ont.	Merit Industries Ltd.	Surrey, B.C.
J. House & Fils Inc.	Ste-Thérèse, Qué.	Metro Glass Products Ltd.	Calgary, Alta.
	Drummondville, Qué.	Michel Industries Ltd.	St-Gregor, Sask.

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Miller Safety Ltd.	Trenton, Ont.	Sasko Industries Ltd.	Regina, Sask.
Mondex Engineering & Sales Ltd.	Toronto, Ont.	Scheel Windows Ltd.	Arnprior, Ont.
Moose Jaw Sash & Door Company (1963) Ltd.	Moose Jaw, Sask.	Seeburn Metal Products Ltd.	Beaverton, Ont.
Morewood Industries Ltd.	Morewood, Ont.	Sentinel Aluminum Products Ltd.	Markham, Ont.
Multiver Ltée	Ville Vanier, Qué.	Sharp Industries Ltd.	Vancouver, B.C.
N. Pollard & Son Ltd.	Burlington, Ont.	Shavers Sash & Door Ltd.	Regina, Sask.
National Aluminum Products Ltd.	Langley, B.C.	Sherwood Windows Ltd.	Rexdale, Ont.
Nelson Lumber Co. Ltd.	Lloydminster, Alta.	Shore Glass & Building Supplies Ltd.	Winnipeg, Man.
Newmar Window Mfg. Co., Div. of Alpa - Lumber Inc.	Newmarket, Ont.	Signode Canada Inc.	Scarborough, Ont.
Niagara South Board of Education	Welland, Ont.	Sikora Electric Ltd.	Weston, Ont.
North Lethbridge Millwork Ltd.	Lethbridge, Alta.	Sikora-Rolletta Inc.	Weston, Ont.
Nu Line Building Products Ltd.	Regina, Sask.	Silent Gliss Canada Ltd.	Scarborough, Ont.
Ostapovich Window & Door Components Inc.	Scarborough, Ont.	Solar-Wood Window Products Ltd.	Calgary, Alta.
P H Tech Inc.	Lauzon, Qué.	Soletta Rollshutters Ltd.	Edmonton, Alta.
P P G Canada Inc. (London Branch)	Toronto, Ont.	Spalding Hardware Ltd.	Calgary, Alta.
Paccar of Canada Ltd.	Surrey, B.C.	Stamford Engineering & Sales Ltd.	Vancouver, B.C.
Palco Distributors 1983 Ltd.	Winnipeg, Man.	Stockwoods Inc.	Winnipeg, Man.
Paramount Glass & Millwork Ltd.	St-Boniface, Man.	Storm-Tite Industries Ltd.	Winnipeg, Man.
Parkview Windows & Millwork Ltd.	Red Deer, Alta.	Sunssi Sun Shade Systems Inc.	Winnipeg, Man.
Pataky Aluminum Window Mfg. Ltd.	Windsor, Ont.	Superseal Corporation	St-Hyacinthe, Qué.
Pecon Aluminum Ltd.	Concord, Ont.	Tanner Building Supplies Ltd.	Magrath, Alta.
Pennwalt Inc.	Oakville, Ont.	Terrace & Lee Agencies Ltd.	Vancouver, B.C.
Polar Window of Canada Ltd.	Winnipeg, Man.	Texcan Communications Inc.	St-Laurent, Qué.
Polyterm Window Industries Ltd.	Downsview, Ont.	Therm-O-Proof Manufacturing Ltd.	Chemainus, B.C.
Port Colborne Vinyl Windows Ltd.	Port Colborne, Ont.	Thermo Panoramic Windows Ltd.	Weston, Ont.
Premium Forest Products Ltd.	Scarborough, Ont.	Timberland Supply Company Ltd.	Kamloops, B.C.
Prime Industries Ltd.	Montréal, Qué.	Tradewood Industries Ltd.	St-Catharines, Ont.
Prime Industries Ltd.	Dawson Creek, B.C.	Trulite Industries Ltd.	Mississauga, Ont.
Produits Dalmen Products Ltd.	St-Isidore de Prescott, Ont.	U-Haul Company of Canada Ltd.	Burlington, Ont.
Produits de Bâtiment en Aluminium de A B P Inc.	Montréal, Qué.	United Window Manufacturer Ltd.	Condord, Ont.
Quincaillerie Richelieu Ltée	Dorval, Qué.	Vannerie Ste-Catherine Inc.	Montréal, Qué.
R L Cushing Millwork Co. Ltd.	Regina, Sask.	Velux Canada Inc.	Kirkland, Qué.
R. Laflamme & Frère Inc.	St-Apollinaire, Qué.	Ventra-Lux Inc.	West-Hill, Ont.
Repla Ltd.	Oakville, Ont.	Viceroy Construction Company Ltd.	Scarborough, Ont.
Richard Wilcox of Canada Ltd.	London, Ont.	Viking Lumber Ltd.	Regina, Sask.
Riv-Tow Straits Ltd.	Vancouver, B.C.	Wafios Canada, Div. of Wacoma Wire Working Equip. Ltd.	Scarborough, Ont.
Robert & Robert (1978) Ltée	St-François Xavier de Brampton, Qué.	Watco Window Corporation	London, Ont.
Robert Hunt Corporation	London, Ont.	Wescan Glass Industries Inc.	Penticton, B.C.
Rollag Manufacturing (1982) Corp.	Mississauga, Ont.	Wescraft Manufacturing Ltd.	Saanichton, B.C.
San-Tor Investment Ltd.	Woodridge, Ont.	Westcraft Mfg., Div. of Dashwood Industries Ltd.	Saanichton, B.C.
Saphire Staging Co. Ltd.	Toronto, Ont.	Western Fibrecraft Ltd.	Winnipeg, Man.
		Western Oil Services Ltd.	Vancouver, B.C.
		Wiley Leather & Plastic Industries Ltd.	Scarborough, Ont.

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>
Willmar Window Industries Ltd.	Winnipeg, Man.
Windsor Manufacturing Ltd.	Langley, B.C.
Wire Rope Industries Ltd.	Surrey, B.C.
Woodland Sash & Door Ltd.	Prince George, B.C.
Zimcor Co.	Lachine, Qué.

\* non resident importer

DRIE REGIONAL OFFICES

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  
A1B 3R9  
Tel: (709) 772-4884

**Prince Edward Island**

P.O. Box 1115  
Confederation Court Mall  
134 Kent Street, Suite 400  
Charlottetown, Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400

**Nova Scotia**

P.O. Box 940, Station M  
1496 Lower Water Street  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-2018

**New Brunswick**

P.O. Box 1210  
Assumption Place  
770 Main Street  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 867-6400

**Québec**

C. P. 247  
Tour de la Bourse  
800, Place Victoria, Bureau 3800  
Montréal (Québec)  
H4Z 1E8  
Tel: (514) 283-8186

**Ontario**

P.O. Box 98  
1 First Canadian Place, Suite 4840  
Toronto, Ontario  
M5X 1B1  
Tel: (416) 365-3821

**Manitoba**

P.O. Box 981  
330 Portage Avenue  
Room 608  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 949-6182

**Saskatchewan**

Canada Building  
6th Floor, 105-21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4400

**Alberta**

Cornerpoint Building  
10179 - 105th Street, Suite 505  
Edmonton, Alberta  
T5J 3S3  
Tel: (403) 420-2944

**British Columbia**

P.O. Box 49178  
Bentall Postal Station  
Bentall Tower IV  
1101 - 1055 Dunsmuir Street  
Vancouver, British Columbia  
V7X 1K8  
Tel: (604) 661-0434

**Yukon**

Suite 301  
108 Lambert Street  
Whitehorse, Yukon  
Y1A 1Z2  
Tel: (403) 668-4655

**Northwest Territories**

P.O. Bag 6100  
Precambrian Building  
Yellowknife, Northwest Territories  
X1A 1C0  
Tel: (403) 920-8668 or 920-8671

