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IMPORT PROFILE

Investment Opportunities

COOKING UTENSILS, ALUMINUM, HOUSEHOLD

Pub. No: 67-86

July 1986



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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COOKING UTENSILS, ALUMINUM, HOUSEHOLD

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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) 954-4970

OR
INDUSTRIELLE REGIONALE
MINISTRE DE L'EXPANSION

Leisure Products Division
Food and Consumer Products Industries Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3108

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.

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CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

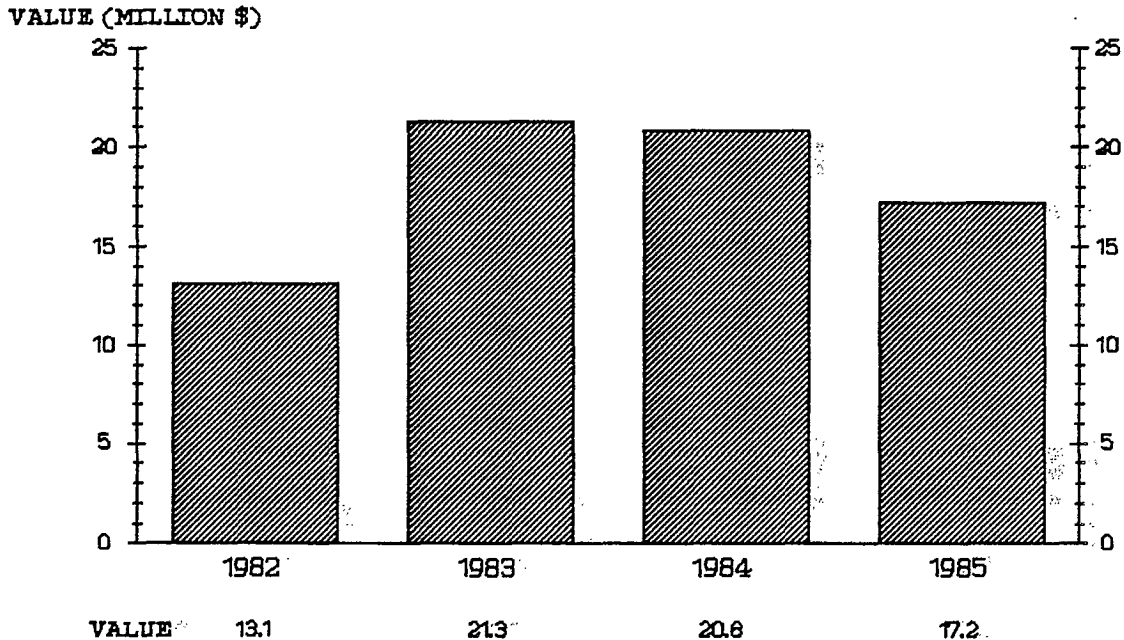
COOKING UTENSILS, ALUMINUM, HOUSEHOLD

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 Aluminum Household Cooking Utensils (Canadian International Trade Classification (C.I.T.C.) code 850-07-20). This import commodity code consists of pots and pans, pie plates, pressure cookers, tea kettles and coffee pots (excluding electric).

IMPORT TRENDS: OVERVIEW



Between 1982 and 1983, imports of aluminum household cooking utensils increased sharply from \$13.1 million to \$21.3 million. From 1983 to 1985, they declined to \$17.2 million.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

COOKING UTENSILS, ALUMINUM, HOUSEHOLD

<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)	4 918	6 109	5 345	4 935	0	-8
FRANCE Value (\$000)	3 517	4 317	4 362	4 494	9	3
HONG KONG Value (\$000)	2 589	6 382	5 788	3 435	10	-41
TAIWAN Value (\$000)	1 180	2 472	2 937	2 047	20	-30
ITALY Value (\$000)	538	1 594	1 205	1 403	40	23
OTHER Value (\$000)	396	474	1 127	757	24	-33
TOTAL Value (\$000)	13 138	21 348	20 764	17 151	9	-17

Imports of aluminum household cooking utensils totalled \$17.2 million in 1985, a decrease of 17 per cent from 1984.

Much of the 1982-1983 increase was due to an aggressive entry into the North American market by a Hong Kong supplier.

From 1983, exports from the United States, Hong Kong and France accounted together for 75 to 79 per cent of Canadian imports. The United States' share of Canadian imports in those years was 26 to 29 per cent, while the individual share of the other two countries was in the 20 to 30 per cent range.

France has exported to Canada approximately the same value of cooking utensils since 1983, while the exports of the United States and Hong Kong have decreased significantly.

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>
44	59	75	86

The 10 top importers accounted for \$12.2 million or 59 per cent of the total imports for 1984. They were all wholesalers. Five were situated in Ontario and five in Québec.

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

TYPE AND LOCATION OF THE 30 TOP KNOWN IMPORTERS - 1984
(82% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>RETAILERS</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	5	1 537	8	3 496	5	2 091	18	7 124
Québec	-	-	9	5 970	-	-	12*	9 902*
Western Provinces	-	-	-	-	3*	3 932*	-	-
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	5	1 537	17	9 466	8	6 023	30	17 026
Per cent of 1984 total value		7%		46%		29%		82%

* Québec and Western Provinces aggregated to preserve confidentiality.

There were at least 346 known importers of aluminum cooking utensils during 1984. The top 30 importers accounted for \$17 million or 82 per cent of the total import value. Of these companies, five were department stores with imports representing \$2.4 million or 11 per cent of the import total, and eight were wholesalers of home furnishings, which accounted for \$7 million or 34 per cent of the import total.

CANADIAN PRODUCTION

There were at least five Canadian manufacturers of aluminum household cooking utensils. Statistics Canada does not provide specific production data on these utensils.

EXPORTS

Statistics Canada does not provide specific data on exports of aluminum household cooking utensils. They are included in the group "Kitchen Utensils and Parts, Not Elsewhere Specified," which had exports valued at \$9.6 million in 1985.

MARKET SUMMARY

The market for domestic cookware in Canada has traditionally been divided between aluminum and stainless steel utensils. Historically, aluminum cookware has predominated in terms of both domestic production and imported product.

Cookware competes with other products in the houseware market which is one of the fastest changing product sectors, with short product life cycles constantly creating the need for new and improved products. Moreover, cookware competes for the consumer's interest with fairly standard lines that have changed little in recent years, against a dynamic availability of other houseware product options.

While the metal cookware industry is not subject to highly seasonal market fluctuations, industry sources report a double production "surge" between January to February and September to October, with approximately 40 per cent of shipments made in the first half of the year, and 60 per cent in the second half. The major retail promotions for housewares occur in the March-April and October-November periods.

The cookware industry markets its products through retail and wholesale channels and through direct selling, that is, through the "party plan" method or through mail order catalogue sales. Exclusive products are developed for direct sale merchandising. Because it is less competitive than selling through retail channels, manufacturers can operate with much higher profit margins, while targeting their marketing approach to the more specialized high-end or specialty gourmet market. However, the vast proportion of cookware is still marketed via company representatives across the country to hardware and department stores, wholesalers, mass merchandisers and supermarkets.

Imports from Western Europe (mainly from France, Italy and Spain) have traditionally been high quality products, appealing to the affluent consumer who was looking for top performance and modern design features. Such names as Lagostina (Italy), Magefesa (Spain), Le Creuset and Cuisinox (France) have become easily identified in the marketplace for those characteristics.

At the other end of the market spectrum, imports of cookware from South East Asia have represented the low-end in terms of both quality and price, and were distributed by bargain mass merchandisers and supermarket outlets. In recent years, however, there has been a significant upgrading of production standards in the manufacture of medium to high-end cookware products, particularly in Hong Kong and the Republic of Korea. These new competitively-priced imports are now entering the North American market which is increasingly price and quality sensitive, and competing against the traditional Canadian production strengths in medium to high-end cookware. The aluminum cookware market has been particularly affected by this trend.

MARKET SUMMARY (CONTINUED)

The metal cookware market in Canada in 1983 and 1984 was as follows:

	<u>1983</u> (\$000)	<u>1984</u> (\$000)
Domestic Production:		
- Aluminum	29 498	28 025
- Stainless steel	<u>14 556</u>	<u>16 633</u>
Total	44 054	44 658
Exports	8 410	13 579
Exports as percentage of domestic production	19.1	30.4
Imports		
- Aluminum and parts	23 615	22 417
- Stainless steel and parts	20 757	21 695
- Vitreous enamel and parts	<u>6 690</u>	<u>8 147</u>
Total	51 062	52 259
Apparent Canadian Market (ACM)	86 706	83 338
Imports as percentage ACM	58.9	62.7

Since 1980, imports have represented between 45 and 55 per cent of the domestic cookware market in Canada. The last three years have shown a gradual increase in the share of the market supplied by imports, while at the same time, exports of Canadian manufactured cookware have also increased to approximately 25 per cent of domestic production.

Market demand for cookware products should increase in the top-of-the-line segment of the market (both aluminum and stainless steel), thereby providing Canadian manufacturers with opportunities to expand and develop new design features in their products.

Moreover, Canadian producers should be able to take advantage of growth potential in other specific markets. While Canadian manufacturers do not enjoy the economies of scale resulting from the long production runs of their United States competitors, most Canadian producers have been able to make their smaller size a strength rather than a weakness insofar as shorter production runs afford them greater manufacturing flexibility. This type of manufacturing flexibility has, in the past, allowed Canadian producers to meet the specific needs of export markets, such as Japan, Singapore, Malaysia, and the U.S.A.

Competition is fierce in the multi-product houseware sector, and Canadian cookware manufacturers have to establish a high profile to compete for consumer interest against the internationally-known name brands from the United States and Western Europe. A stronger consumer identification base would benefit the Canadian industry in both the domestic market and on the international scene.

The Canadian Most Favoured Nation (MFN) tariff on both aluminum and stainless steel cookware in 1986 is 11.1 per cent (10.2 per cent in 1987). The United States tariffs are between 3.6 and 6 per cent.

This report was prepared by:

the Market Development Branch
in collaboration with the
Leisure Products Division,
Food and Consumer Products Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

CANADIAN TARIFFS, 1986

Tariff Item	Description	% of Total Import Value (1984)	TARIFF TREATMENT				
			British Prefer- ential Tariff %	U.K. and Ireland %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %
35400-01	Manufactures of aluminum, n.o.p.	87	11.1	11.1	11.1	30	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10.2	10.2	10.2	30	6.5
35405-01	Kitchen or household hollow-ware of aluminum, n.o.p.	10	11.2	11.2	11.2	30	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10.3	10.3	10.3	30	6.5

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

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

MOST FAVOURED NATION OR GENERAL PREFERENTIAL*: HONG KONG

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

*NOTE: In order to qualify for General Preferential Tariff treatment, a special certificate of origin is required.

CANADIAN IMPORTERS

Importers of Cooking Utensils, Aluminum, Household 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>
134373 Canada Inc.	Sherbrooke, Qué.	Bueno Bros. Supermarket Ltd.	Winnipeg, Man.
A.E. McKenzie Co. Ltd.	Brandon, Man.	C & C Merchants Wholesale Ltd.	Vancouver, B.C.
ABC Cassidy Inc.	Vancouver, B.C.	C G H Sales Ltd.	Vancouver, B.C.
Accent Home Products Ltd.	Montréal, Qué.	C.E. Springer & Company Ltd.	Mississauga, Ont.
Adriano Bertozzi Importing Inc.	Downsview, Ont.	C.O. Gervais & Frère Ltée	St. Jean, Qué.
Alberta Hobby-Craft Wholesale Ltd.	Calgary, Alta.	Canadian Tire Corp. Ltd.	Toronto, Ont.
Aican Canada Products Ltd.	Toronto, Ont.	Canda Enterprise Co. Ltd.	Vancouver, B.C.
Alliance Ro-Na Home Inc.	St. Jacobs, Ont.	Canway Homewares Inc.	Mississauga, Ont.
Aluminum Co. of Can. Ltd. Montréal	Montréal, Qué.	Cassidys Ltd.	Toronto, Ont.
Amco Wholesale Ltd.	Prince George, B.C.	Chung Hing Trading Co.	Vancouver, B.C.
Amre Supply Co. Ltd.	Edmonton, Alta.	Chung Wah Discount Centre Ltd.	Vancouver, B.C.
Amscan Inc.	Harrison, NY, USA*	Circle Sales & Import Ltd.	Montréal, Qué.
Amway of Canada Ltd.	London, Ont.	Cochrane-Dunlop Hardware Ltd.	Etobicoke, Ont.
Anything Importers Co.	Weston, Ont.	Cody Food Equipment Co. Div. of Cassidy's Ltd.	Saint John, N.B.
Ardis Import Inc.	Montréal, Qué.	Consumers Distributing Co. Ltd.	Rexdale, Ont.
Artia Import (1979) Co. Ltd.	Weston, Ont.	Creative Applicance Corp.	Downsview, Ont.
Artistic Cake Design Centre Inc.	Ottawa, Ont.	Culinary Arts Shop Ltd.	Calgary, Alta.
Associated Grocers Ltd.	Calgary, Alta.	D. Mondell Importers Ltd.	Winnipeg, Man.
Auctions Unlimited	Dorchester, Ont.	D.H. Howden & Co. Ltd.	London, Ont.
B M J S Investments Ltd.	Burnaby, B.C.	D.H. Lisser & Co. Ltd.	Montréal, Qué.
Bari Supermarket Ltd.	Toronto, Ont.	Dairy Supplies Ltd.	Calgary, Alta.
Baron Produits de Plein Air Ltée	Montréal, Qué.	DanESCO Inc.	Montréal, Qué.
Bedessee Imports Ltd.	Toronto, Ont.	Deals & Steals Op. By Torch's Spareribs Ltd.	Vancouver, B.C.
Belle Art Floral Creations Ltd.	Saskatoon, Sask.	Delta International Marketing Ltd. Rosswell Georgia	Toronto, Ont.
Belleville Marketing Ltd.	St. Laurent, Qué.	Department of National Defence	Ottawa, Ont.
Bench & Table Service (1967) Ltd.	Montréal, Qué.	Dilmont Inc.	Montréal, Qué.
Big Eric's Restaurant Supplies Ltd.	Halifax, N.S.	Dimpflmeier Bakery Ltd.	Toronto, Ont.
Bonanza Market Ltd.	Vancouver, B.C.	Dinetz Restaurant Equipment Ltd.	Toronto, Ont.
Bonnie Stern Cooking Schools Ltd.	Toronto, Ont.	Distributions Élan Enr.	Laval, Qué.
Boutique Impulsion Inc.	St. Sauveur des Monts, Qué.	Dominion & Grimm Inc.	Montréal, Qué.
Boutique Laventurier Inc.	Chicoutimi, Qué.	Donald Choi Canada Div. of Donald Choi Canada Ltd.	Waterloo, Ont.
Brama Manufacturing Inc.	Weston, Ont.	Dundas Sheet Metal Work Co.	Toronto, Ont.
Brandon Fantasy Creations Ltd.	Brandon, Man.	E. Mein Enterprises Ltd. O/A Best Bi Food	Vancouver, B.C.
Bridgman Importing Inc.	Mississauga, Ont.	Edmonton Creative Craft Ltd.	Edmonton, Alta.
Browns Food Service Equipment Sales Ltd.	Calgary, Alta.	Edoko Food Importers Ltd.	Burnaby, B.C.
Budget Promotion Co. Ltd.	Burnaby, B.C.	Ekco Canada Ltd.	Scarborough, Ont.
		Elias Brothers Incorp.	Montréal, Qué.
		Elio Importing Ltd.	Toronto, Ont.
		Empal Sales Ltd.	Toronto, Ont.
		Épicerie Can Lao Enr.	Montréal, Qué.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Équipement de Restaurant Coutumier Inc.	Montréal, Qué.	J Pascal Inc.	Montréal, Qué.
Evelyn's Cake Decorating Service Ltd.	Winnipeg, Man.	J. Garisto & Sons Imp. Ltd.	Toronto, Ont.
F A G Bearings Ltd.	Stratford, Ont.	J. Wilton Distributors Ltd.	Edmonton, Alta.
F.P. Feature Products Inc.	Mississauga, Ont.	Jas A Ogilvy's Ltd.	Montréal, Qué.
F.W. Woolworth Company Ltd.	Weston, Ont.	Jay Norris Canada Ltd.	St. Léonard, Qué.
Faema Company Ltd.	Toronto, Ont.	Jean H. Henle Incorporated	Montréal, Qué.
Fireco Inc.	Mississauga, Ont.	Johnson Rose Inc.	Mississauga, Ont.
Formenton Inc.	Montréal, Qué.	K Mart Canada Ltd.	Brampton, Ont.
Frank Trisi Sales Ltd.	Toronto, Ont.	K.J. Bradlee Distributors Inc.	Calgary, Alta.
Froche Ltée	Montréal, Qué.	Kavanagh Enterprises Ltd.	Coquitlam, B.C.
G P M Distributing Ltd.	Vancouver, B.C.	Kelly Douglas & Co. Ltd.	Vancouver, B.C.
Gales Wholesale Ltd.	Regina, Sask.	Kelly Haupt Ltd.	Willowdale, Ont.
Genco Ltd.	Hamilton, Ont.	Kenner Products (Canada) Ltd.	Toronto, Ont.
General Home Products Ltd.	Montréal, Qué.	Kisiloski Enterprises Ltd.	Tyndall, Man.
General Mills Canada Inc.	Rexdale, Ont.	Kitchens of Sara Lee Canada Ltd.	Bramalea, Ont.
Génin Trudeau & Compagnie Ltée	Boucherville, Qué.	Kiu Luen and Co.	Toronto, Ont.
Genu Gifts Ltd.	Toronto, Ont.	La Compagnie Lavo Ltée	Montréal, Qué.
Ginn & Company, Div. of Xerox of Canada Ltd.	Scarborough, Ont.	Labonthu Import Export Inc.	Montréal, Qué.
Golden Star Trade Development Inc.	Weston, Ont.	Lambda Investments Ltd.	Calgary, Alta.
Graysonheld Ltd.	Barrie, Ont.	Landor Trading Co. Ltd.	Montréal, Qué.
Gril Lite Gas Products Canada Ltd.	Chatham, Ont.	L'Arc En Ciel Magique Inc.	Waterloo, Qué.
Gunter Rosenthal Imports Ltd.	St. Laurent, Qué.	Leong Jung Company Ltd.	Montréal, Qué.
Hayward & Warwick Ltd.	Saint John, N.B.	Les Achats E A F Inc.	La Salle, Qué.
Hearth House O/B Woodland Industries Inc.	Toronto, Ont.	Les Distributions Muralex Inc.	St. Laurent, Qué.
Henry Birks & Sons Montréal Ltd.	Montréal, Qué.	Les Entreprises Chron Ltée	St. Laurent, Qué.
Hobbs Hardware Co. (1968) Ltd.	London, Ont.	Les Entreprises Donald Berman Ltée	Montréal, Qué.
Home Hardware Stores Ltd.	St. Jacobs, Ont.	Les Importations & Distributions Iris Inc.	Montréal, Qué.
Honest Ed's Ltd.	Toronto, Ont.	Les Importations Astérix Ltée	St. Laurent, Qué.
Hospital & Kitchen Equipment Ltd.	Downsview, Ont.	Les Importations Gisesco N.V. Ltée	Montréal, Qué.
Hotel Equipment & Supply Co. Ltd.	Edmonton, Alta.	Les Importations Verona Ltée	Rivière des Prairies, Qué.
House by the School Ltd.	Vineland, Ont.	Les Services Audio-Visuels A R Inc.	Montréal, Qué.
Ideal Restaurant Equipment Sales Ltd.	Vancouver, B.C.	Liberty Home Products Corp.	St. Laurent, Qué.
Ikea Ltd.	Edmonton, Alta.	Lido Industrial Products Ltd.	Toronto, Ont.
Ikea Ltd.	Mississauga, Ont.	Lineric Equipment Restaurants & Accessories Inc.	Montréal, Qué.
Importations Horisco Enrg.	Laval, Qué.	Love Enterprises O/B Grusko Distributors Inc.	Winnipeg, Man.
International Distributing & Trading Co.	Toronto, Ont.	Lowes Food Products Ltd.	Weston, Ont.
Italfina Products Co.	Concord, Ont.	M & C Eastern Trading Co. Ltd.	Scarborough, Ont.
Italinox Regd	Montréal, Qué.	M & Z Paradise Food Ltd.	Vancouver, B.C.
J & K Kitchen Stuffs Ltd.	Vancouver, B.C.	M. Herman Co. (1974) Inc.	Montréal, Qué.
		MacLeod Stedman Inc.	Winnipeg, Man.
		Macs Convenience Stores Ltd.	Scarborough, Ont.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Maneli Importing Inc.	Toronto, Ont.	Oriental Import & Export Co. Ltd.	Vancouver, B.C.
Mansfield Importers & Distributors Ltd.	Edmonton, Alta.	Overwaitea Foods, (A Div. of Pattison International Ltd.)	Vancouver, B.C.
Marathon Management Co. Ltd.	Markham, Ont.	P. Mulligan Agencies Ltd.	Toronto, Ont.
Marchands Ro-Na Inc.	Boucherville, Qué.	P.K. Douglas Inc.	Mississauga, Ont.
Marie Anne Novelties Incorporé	Montréal, Qué.	Pacific West Distributors Ltd.	Calgary, Alta.
Marino Bacci Import & Distributors Ltd.	Downsview, Ont.	Pan Asia Food Co. Ltd.	Toronto, Ont.
Marks & Spencer, Div. of Marks & Spencer Can. Inc.	Mississauga, Ont.	Papas A. Importing Food Co.	Toronto, Ont.
Marshall Wells Ltd.	Edmonton, Alta.	Pascal Hotel Supplies Inc.	Montréal, Qué.
Master Jeyer Group Ltd.	Vancouver, B.C.	Pentecostal Assemblies of Newfoundland	St. John's, Nfld.
McCall School of Cake Decorating Ltd.	Islington, Ont.	Peter's Restaurant Equip. & Home Appliances Co. Ltd.	Vancouver, B.C.
McKinley & Taylor Ltd.	Edmonton, Alta.	Pierre Pâtrie Import-Export Enr.	Anjou, Qué.
Merchants Consolidated Ltd.	Winnipeg, Man.	Piwa Manufacturing Ltd.	Yorkton, Sask.
Metropolitan Stores (Mts.) Ltd.	Pointe-Claire, Qué.	Pope Restaurant Supply Ltd.	Sudbury, Ont.
Meyer Housewares Canada Ltd.	Montréal, Qué.	Prairie Crafts and Hobby Supply Ltd.	Winnipeg, Man.
Midland Foods Ltd. (B.C.)	Calgary, Alta.	Premont Import Inc.	Montréal, Qué.
Milans O/B Jalaram Enterprises Ltd.	Toronto, Ont.	Pride Rentals Ltd.	Maple Ridge, B.C.
Ming Wo Ltd. (Vancouver)	Vancouver, B.C.	Primes De Luxe Inc.	Neuville, Qué.
Mirro Corp. Maitowoc Wisconsin	Toronto, Ont.	Prince Wilson, Div. of Intercity Papers Ltd.	Lasalle, Qué.
Modern Houseware Imports Inc.	Vancouver, B.C.	Produits Ménagers Culinaire (Baie d'Urfé) Inc.	Baie d'Urfé, Qué.
Monas & Cie Ltée	Montréal, Qué.	Progressive Marketing Innovations Ltd.	Concord, Ont.
Montréal Interglass Corporation	La Salle, Qué.	Promotions Atlantique Inc.	Longueuil, Qué.
Moonex Import Export Ltd.	Toronto, Ont.	Quality Goods IMD Corp.	Montréal, Qué.
Mountain Equipment Co-operative	Vancouver, B.C.	Regal Greetings & Gifts, Div. of Canadian Corp. Mgmt. Co. Ltd.	Toronto, Ont.
Movenpick Restaurants of Switzerland O/B Movel Rest. Ltd.	Toronto, Ont.	Regal Ware Inc.	Kewaskum, WI, USA*
Moyer Vico Corp., Div. of Anthes Imperial Ltd.	Weston, Ont.	Rena Ware Distributors Ltd.	Redmond, Washington, USA*
Myer Bald Ltd.	Toronto, Ont.	Rest-Ho-Pat 1982 Inc.	Beloeil, Qué.
National Importers Ltd.	Vancouver, B.C.	Richardson & Bureau Ltd.	Laval, Qué.
National Silver Company of Canada Ltd.	Toronto, Ont.	Rival M F G Co. of Canada Ltd.	Mississauga, Ont.
Natsilco Inc.	New York, NY, USA*	Roman Bath Importing Co. Ltd.	Downsview, Ont.
Newell Companies Inc.	Freeport, IL, USA*	Russell Food Equipment Ltd.	Edmonton, Alta.
Newstar Enterprises Ltd.	Vancouver, B.C.	Russell Food Equipment Ltd.	Calgary, Alta.
Nicholson Equipment Ltd.	Vancouver, B.C.	Russell Food Equipment Ltd. (Windsor)	Windsor, Ont.
Noores (International) Corp.	Scarborough, Ont.	Russell Food Equipment Ltd.	Winnipeg, Man.
North End Restaurant Equipment Ltd.	Montréal, Qué.	Russell Food Equipment Ltd. (London Branch)	London, Ont.
North-West Trading (Canada) Ltd.	Vancouver, B.C.		
O. Browne & Company Ltd.	Markham, Ont.		
O.E. McIntyre Ltd.	Laval, Qué.		

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
S & D Sales O/B Sylward Enterprises Ltd.	Downsview, Ont.	Three Vets Ltd.	Vancouver, B.C.
S & M Premium Corp.	Windsor, Ont.	Tiimports Ltd.	Toronto, Ont.
S E B Canada Inc.	Dorval, Qué.	Tinkers Op. by Guy Morton and Associates Ltd.	Ottawa, Ont.
S. Kaell & Co. Ltd.	Mississauga, Ont.	Toronto Imports & Exports O/B 426043 Ontario Inc.	Toronto, Ont.
Sanitary Supplies & Equipment Corp.	Calgary, Alta.	Towers Department Stores, Div. of Oshawa Holdings Ltd.	Toronto, Ont.
Sasks Furniture Ltd.	Niagara Falls, Ont.	Town Talk Equipment Ltd.	Toronto, Ont.
Schenly Canada Inc.	Montréal, Qué.	Unique Trading Ltd.	Winnipeg, Man.
Selenia Food Equipment Ltd.	Concord, Ont.	Ustensiles de cuisines Cuivrex Ltée	Outremont, Qué.
Seoul Food Market O/B 281,671 Alberta Ltd.	Vancouver, B.C.	Value Village Stores Ltd.	Renton, Washington, USA*
Sheth Trading Co. Ltd.	Mississauga, Ont.	Victory Supermarket O/B Chow Supermarket Ltd.	Toronto, Ont.
Shimizu Industries Ltd.	Vancouver, B.C.	Viking Restaurants Inc.	London, Ont.
Simpson-Sears Ltd.	Toronto, Ont.	Vollrath of Canada Ltd.	Sheboygan, WI, USA*
Siu Holdings Ltd. Op. as J & D Trading Company	Edmonton, Alta.	W. Bruce Screaton & Assoc. Inc.	Burlington, Ont.
Smitty's Pancake Houses Ltd.	Calgary, Alta.	Wambo Investment Ltd.	Vancouver, B.C.
Somerset Appliances Canada Ltd.	Don Mills, Ont.	Watkins Incorporated	Winona, MIN, USA*
Sonic Fidson Canada Inc.	Verdun, Qué.	Weil Company Ltd.	Downsview, Ont.
Standa Importing & Distributing Wholesale	Toronto, Ont.	Wells Can. Co. Ltd.	Burnaby, B.C.
Stanhome Inc.	London, Ont.	West Bend of Canada, Div. of Dart Industries Can. Ltd.	Barrie, Ont.
Steinberg Inc.	Montréal, Qué.	Western Commodities Ltd.	New Westminster, B.C.
Stony Plain Co-Op Ltd.	Spruce Grove, Alta.	Western Handicraft Supplies O/B Duval Enterprises Ltd.	Winnipeg, Man.
Sumner Co. Ltd.	Moncton, N.B.	Western Smallware Ltd.	Winnipeg, Man.
Sunbeam Corp. (Canada) Ltd.	Toronto, Ont.	William Junor Ltd.	Toronto, Ont.
Supreme Industries Inc.	Scarborough, Ont.	Wing Hing Co. Ltd.	Vancouver, B.C.
Sweetcraft Inc.	St. Hubert, Qué.	Woodward Stores (Vancouver) Ltd.	Vancouver, B.C.
Syrco Enterprises Enrg.	Montréal, Qué.	World Book & Child Craft Ltd.	Chicago, IL, USA*
T Eaton Co. Ltd.	Toronto, Ont.	World Famous Sales of Canada Inc.	Willowdale, Ont.
Tai Cheong Trading Co. O/B 358028 Ontario Ltd.	Toronto, Ont.	Yorkdale Importers & Distrib. O/B Julmir Trading Ltd.	Markham, Ont.
Tai Foong Trading Co. Ltd.	Markham, Ont.	Yuen Fong Co. Ltd.	Vancouver, B.C.
Tai Tung Kee Trading Co. Ltd.	Toronto, Ont.	Zellers Ltd.	Montréal, Qué.
Tangs Trading Co. Ltd.	Toronto, Ont.		
The Canada Safeway Ltd.	Winnipeg, Man.		
The Foley Company Manitowoc	Toronto, Ont.		
The Great Atlantic & Pacific Co. of Canada Ltd.	Islington, Ont.		
The Home Shoppe Ltd.	Brampton, Ont.		
The Pioneer Place O/B Suppertime Stoves Ltd.	Aylmer, Ont.		
The Salt Box Kitchen Shop Ltd.	Vancouver, B.C.		
The T Eaton Co. Ltd.	Toronto, Ont.		
The Taiga Works - Wilderness Equipment Ltd.	Vancouver, B.C.		
Thomas Black & Sons Canada Ltd.	Ottawa, Ont.		

*non-resident importer

DRIE REGIONAL OFFICES

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) 857-6400

Québec
C. P. 247
Tour de la Bourse
800, Place Victoria, Bureau 3800
Montréal (Québec)
H4Z 1E8
Tel: (514) 283-8185

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) 666-0434

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) 920-8571

