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no.68-86

Canadian Market Opportunities— Import Profile



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

Canada

WHEELCHAIRS, INVALID CHAIRS, AND PARTS

Pub. No: 68-86

July 1986

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WHEELCHAIRS, INVALID CHAIRS, AND PARTS

Pub. No: 68-86

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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

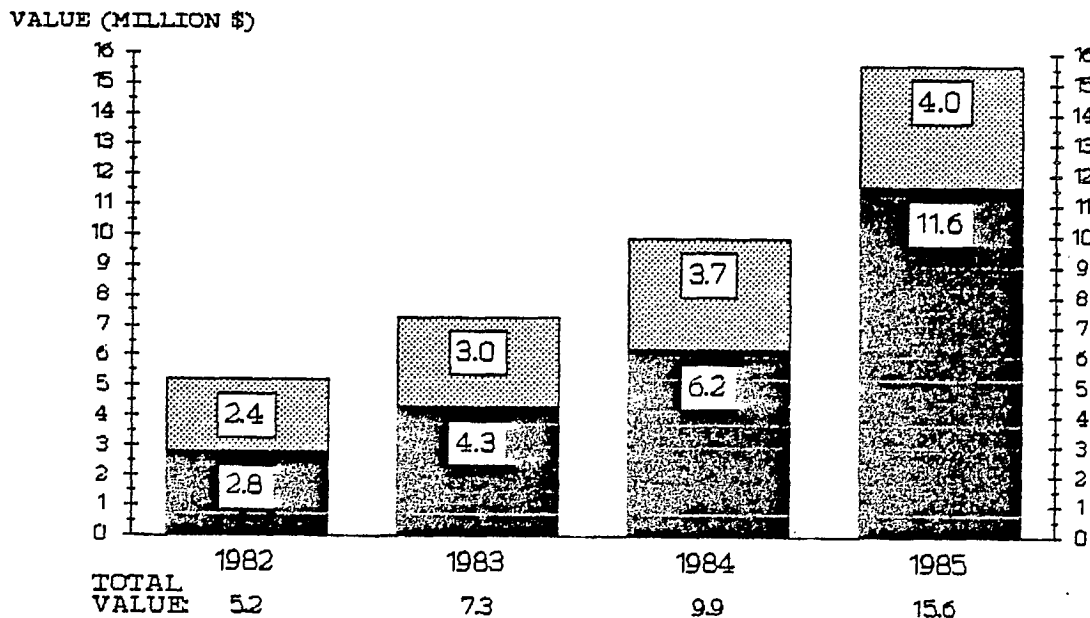
WHEELCHAIRS, INVALID CHAIRS, AND PARTS

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 Wheelchairs, Invalid Chairs and Parts, Canadian International Trade Classification (C.I.T.C.) code 885-71. It includes powered chairs, three-wheeled scooters and parts.

IMPORT TRENDS: OVERVIEW



■ Parts for Wheel Chairs and Invalid Chairs
▒ Wheel Chairs and Invalid Chairs

Combined imports of wheelchairs, invalid chairs, and parts have risen steadily from \$5.2 million in 1982 to \$15.6 million in 1985, an average annual growth rate of 44 per cent. However, the imports of chairs grew at a moderate rate of 19 per cent, while those of parts increased at a much faster rate (60 per cent per year). Imports of parts accounted for 74 per cent of the combined value of imports in 1985.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

WHEELCHAIRS, INVALID CHAIRS, & PARTS (885-71)

<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)	4 783	6 163	6 999	7 905	18	13
SWITZERLAND Value (\$000)	26	305	1 712	4 586	461	168
TAIWAN Value (\$000)	1	78	254	1 330	1 000	424
PORTUGAL Value (\$000)	0	0	150	622	N/A	315
FRANCE Value (\$000)	0	15	288	550	N/A	91
OTHER Value (\$000)	372	735	494	585	16	18
TOTAL Value (\$000)	5 182	7 296	9 897	15 578	44	57

N/A - Not applicable

In 1985, combined imports of wheelchairs, invalid chairs and parts totalled \$15.6 million, an increase of 57 per cent when compared to those of 1984. The large increase in combined imports of these products in 1985 can be attributed to a \$5.4 million increase in parts, when compared to imports for 1984. Imports of parts have increased from 54 per cent of combined imports in 1982, to 74 per cent of combined imports in 1985.

The United States was the major source of imports of wheelchairs, invalid chairs and parts, during the four-year period. However, its share of imports declined significantly; it decreased from 92 per cent of the combined value of imports in 1982, to 51 per cent in 1985. In the meantime, Switzerland's share of imports has risen from 0.5 per cent in 1982 to 29 per cent in 1985.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

WHEELCHAIRS AND INVALID CHAIRS, INCLUDING POWERED (885-71-20)

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Unit Price 1985</u> \$	<u>Average Annual Growth Rate 1982-1985</u> %	<u>Per cent Change 1984-1985</u> %
UNITED STATES							
Quantity (No.)	3 636	4 058	4 632	5 299		13	14
Value (\$000)	2 270	2 587	3 198	3 194	603	12	0
FRANCE							
Quantity (No.)	0	20	653	1 060		N/A	62
Value (\$000)	0	15	240	458	432	N/A	91
TAIWAN							
Quantity (No.)	4	351	1 110	1 883		678	70
Value (\$000)	1	45	125	207	110	492	66
FEDERAL REPUBLIC OF GERMANY							
Quantity (No.)	18	207	111	122		89	10
Value (\$000)	10	164	99	72	590	93	-27
UNITED KINGDOM							
Quantity (No.)	374	440	20	142		-28	610
Value (\$000)	79	77	11	29	204	-28	164
OTHER							
Quantity (No.)	12	211	238	67		77	-72
Value (\$000)	7	153	37	42	627	82	14
TOTAL							
Quantity (No.)	4 044	5 287	6 764	8 573		28	27
Value (\$000)	2 367	3 041	3 710	4 002		19	8
Unit Price (\$)	585	575	548	467			

N/A - Not applicable

The United States has consistently been the major exporter of wheelchairs and invalid chairs to Canada, accounting for 62 per cent of the quantity and 80 per cent of the total value of imports in 1985 (down from 90 and 96 per cent respectively, in 1982). The second largest exporter of those types of chairs to Canada was France with 11 per cent of the value, and Taiwan with 22 per cent of the volume.

In 1985, the average unit price for wheelchairs and invalid chairs was \$467 per chair. Wheelchairs and invalid chairs from Taiwan had the lowest average unit price of \$110 per unit. The average unit price for the chairs from the United States, which was the highest in 1985, has fluctuated from a high of \$690 in 1984, to a low of \$624 in 1982.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

PARTS OF WHEELCHAIRS AND INVALID CHAIRS (885-71-88)

<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)	2 513	3 576	3 801	4 710	23	24
SWITZERLAND Value (\$000)	23	295	1 712	4 586	484	168
TAIWAN Value (\$000)	0	33	129	1 122	N/A	770
PORTUGAL Value (\$000)	0	0	150	622	N/A	315
JAPAN Value (\$000)	7	203	150	154	180	3
OTHER Value (\$000)	271	148	244	382	12	57
<hr/>						
TOTAL Value (\$000)	2 814	4 255	6 186	11 576	60	87

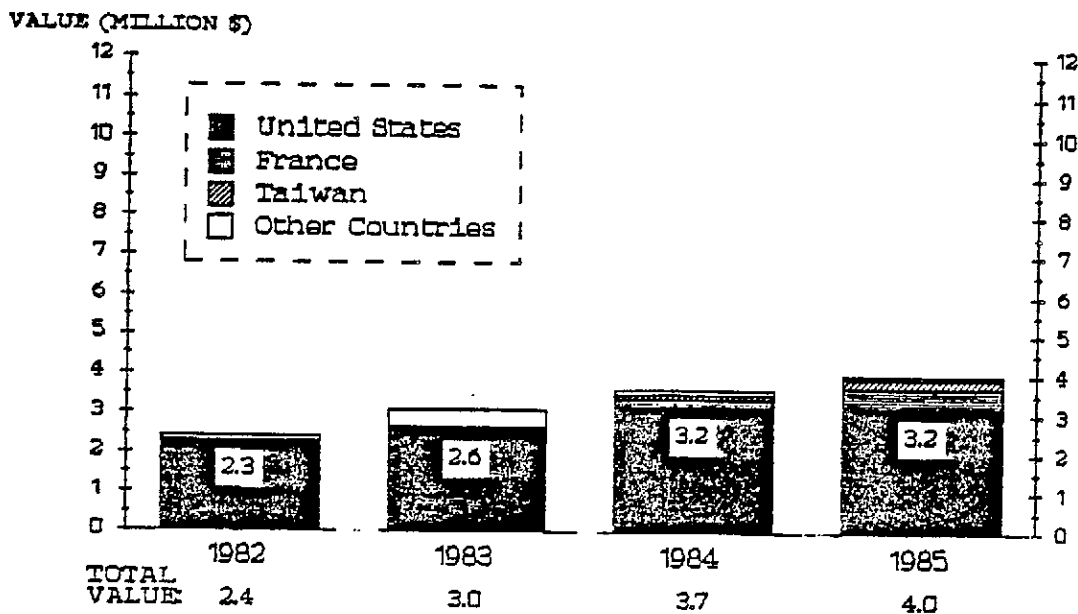
N/A - Not applicable

Imports of parts for wheelchairs and invalid chairs have risen steadily from \$2.8 million in 1982 to \$11.6 million in 1985, at an average annual growth rate of 60 per cent. The value of imports for 1985 was almost double that for 1984.

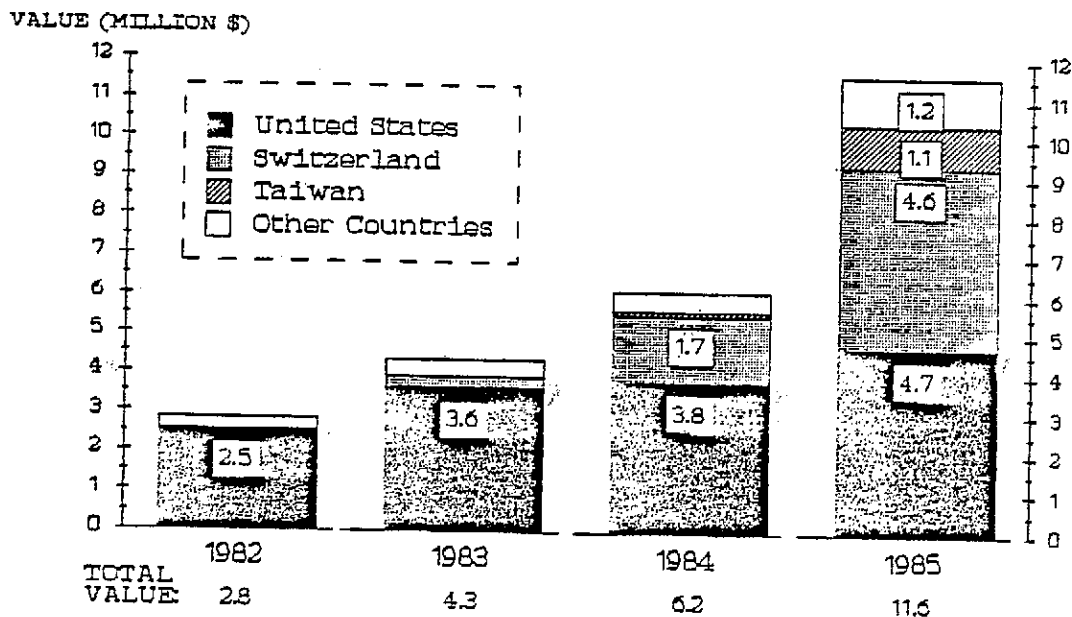
Although the United States has been the largest exporter of parts for wheelchairs and invalid chairs to Canada in the 4-year period, it lost considerable grounds to other countries. The United States share of those imports, which was 89 per cent of Canadian imports of parts for those chairs in 1982, shrank to 41 per cent in 1985. On the other hand, imports of parts from Switzerland, which accounted for less than 1 per cent of imports of parts in 1982, represented 40 per cent of those imports in 1985. Imports of parts from Portugal and Taiwan were insignificant prior to 1984, but rose to 5 and 10 per cent of the imports in 1985, respectively.

SHARE OF IMPORT MARKET

WHEELCHAIRS AND INVALID CHAIRS, INCLUDING POWERED (885-71-20)



PARTS OF WHEELCHAIRS AND INVALID CHAIRS (885-71-88)



IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

<u>Type</u>	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 15 Importers</u>
Wheelchairs and Invalid Chairs, Including Powered	56	67	72
Parts of Wheelchairs and Invalid Chairs	78	86	89
Combined	67	78	82

The 10 major importers of wheelchairs, invalid chairs, and parts accounted for 78 per cent of total imports for 1985. Of these 10, four were manufacturers of orthopedic, prosthetic and surgical appliances and supplies, and accounted for \$8.8 million of imports of chairs and parts. Eight of those 10 major importers were located in Ontario. (For individual figures see page 9 and 10.)

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

TYPE AND LOCATION OF THE 20 TOP KNOWN IMPORTERS - 1985
(74% OF TOTAL IMPORT VALUE)
WHEELCHAIRS AND INVALID CHAIRS, INCLUDING POWERED (885-71-20)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</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>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	3*	250*	5	1 555	1	72	12*	2 441*
Québec	-	-	3	564	-	-	-	-
Western Provinces	-	-	3	173	4	317	7	490
Atlantic Provinces	-	-	-	-	1	16	1	16
TOTAL	3	250	11	2 292	6	405	20	2 947
Per cent of 1985 total value		6%		57%		10%		74%

1) Includes retailers and non-resident importers

* Ontario and Quebec aggregated to preserve confidentiality

There were at least 87 importers of wheelchairs and invalid chairs, including powered chairs, in 1985. The top 20 importers of those types of chairs accounted for \$2.9 million, or 74 per cent of imports. Nine of the wholesalers were wholesalers of professional equipment and supplies.

TYPE AND LOCATION OF THE 16 TOP KNOWN IMPORTERS - 1985
 (90% OF TOTAL IMPORT VALUE)
PARTS OF WHEELCHAIRS AND INVALID CHAIRS (885-71-88)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</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>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	6	8 816	4	641	2	547	12	10 004
Québec	-	-	3*	268*	-	-	4*	369*
Western Provinces	-	-	-	-	1	101	-	-
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	6	8 816	7	909	3	648	16	10 373
Per cent of 1985 total value		76%		8%		6%		90%

(1) Includes retailers and non-resident importers

* Québec and Western Provinces aggregated to preserve confidentiality.

There were at least 121 importers of parts for wheelchairs during 1985. The top 16 importers accounted for \$10.4 million, or 90 per cent of imports. Of the six importers classified as manufacturers, three were manufacturers of orthopedic, prosthetic and surgical appliances and supplies; these importers accounted for \$7.7 million or 67 per cent of total imports. Five of the wholesalers were wholesalers of professional equipment and supplies.

CANADIAN PRODUCTION

There are at least three Canadian manufacturers of wheelchairs and invalid chairs, including powered chairs, and several manufacturers of various parts. Statistics Canada does not report separate data for wheelchairs and parts.

EXPORTS

Canadian manufacturers indicate they currently export, but Statistics Canada does not publish separate data on exports of wheelchairs.

DEPARTMENT OF SUPPLY AND SERVICES PROCUREMENTS

The Department of Supply and Services reports that the federal government purchased \$59 000 worth of wheelchairs during the period of July 1985 to June 1986.

NOTE: This figure is for purchases by the Department of Supply and Services only, and may not include some purchases by other federal government departments.

MARKET SUMMARY

It is anticipated that the wheelchair market will experience some growth over the coming years. The first factor contributing to this growth is the aging population resulting in more people requiring mobility aids, such as wheelchairs. Another factor is the focus on rehabilitation. While previously a disabled person may have remained in an institution, or even bed-ridden, rehabilitation has enabled them to become more mobile, to join the work force and to participate in sports. This has increased, and will probably continue to increase, the market for wheelchairs.

While the market has grown, the nature of the market is also changing. Previously, the market was predominantly "institutional." The industry is now starting to focus on the market emanating from the individuals who have achieved economic independence. As a result, increased demand has been observed in the market for lighter, more aesthetically pleasing models of wheelchairs. Demand for specialized chairs, such as sportschairs, has also increased. Dependability and after-sales service will continue to be important criteria for the consumer in the selection of a chair.

Although the major portion of the Canadian wheelchair market is held by a small number of major companies, the change in product use and purchasers' requirements will give rise to areas of potential opportunity for current and prospective Canadian producers. Product modification through the use of new materials and designs should increase this potential.

This report was prepared by:

the Market Development Branch
in collaboration with the
Health Care Products Division,
Resource Processing Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

CANADIAN TARIFFS, 1985

WHEELCHAIRS, INVALID CHAIRS AND PARTS

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				
			British Preferential Tariff %	U.K. and Ireland %	Most Favoured Nation Tariff %	General Preferential Tariff %	
	Invalid chairs, commode chairs, walkers and all other aids to locomotion, with or without wheels; motive power and wheel assemblies therefor; selector control devices designed to enable disabled persons to select, energize or control various household, industrial and office equipment but not including the equipment controlled by these devices; patterning devices; toilet, bath and shower seats; all specially designed for the disabled; accessories and attachments for all the foregoing						
47825-01	Of a class or kind made in Canada; parts thereof	52	Free	9.2	10	15	Free
	<u>Future Scheduled Rates:</u>						
	January 1, 1986		Free	9.2	9.9	15	Free
	January 1, 1987		Free	9.2	9.2	15	Free
47826-01	Of a class or kind not made in Canada; parts thereof	44	Free	Free	Free	Free	Free

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION: UNITED STATES, SWITZERLAND, TAIWAN, PORTUGAL, FRANCE, FEDERAL REPUBLIC OF GERMANY, JAPAN

MOST FAVOURED NATION OR U.K. AND 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) 996-9474

CANADIAN IMPORTERS

Importers of wheelchairs, invalid chairs and parts as indicated in this report during 1985 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. The numbers in brackets following the names of the importers indicates the specific types of wheelchairs, invalid chairs and parts they are importing as follows: (1) wheelchairs and invalid chairs, including powered; (2) parts of wheelchairs and invalid chairs.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
225353 Investments Ltd.(1)(2)	Markham, Ont.	Crecco's Freedom Mobility	
301776 Alberta Ltd. O/P as		Systems Div. of 526219	
Healthcare & Rehab.		Ltd.(1)(2)	Markham, Ont.
Specialties(2)	Edmonton, Alta.	Creccos Mobil Systems	
A Deskin Sales Corp.(2)	Markham, Ont.	Handicapped OP by 432884	
A M G Sales Agency Inc.(1)	Montréal, Qué.	Ontario Limited(1)(2)	Welland, Ont.
A R Menzies & Sons Ltd.(1)(2)	Fredericton, N.B.	D A P Électronique Canada	
Aboutown Transportation		Ltée(2)	Vanier, Qué.
Ltd.(1)(2)	London, Ont.	Department of Public Works(2)	Ottawa, Ont.
Air Canada(1)	Winnipeg, Man.	Dismed Inc.(1)(2)	Ville D'Anjou, Qué.
Airway Surgical Appliances		Dizard of Canada Ltd.(1)	Toronto, Ont.
Ltd.(1)(2)	Montréal, Qué.	Doncaster Medical Supplies	
Alberta Anaesthesia &		Ltd.(1)(2)	Markham, Ont.
Respiratory Co. Ltd.(2)	Calgary, Alta.	Dufort et Lavigne Ltée(2)	Montréal, Qué.
Alexander Centre Industries		ECO Environment Products	
Ltd.(1)	Copper Cliff, Ont.	Ltd.(1)(2)	Edmonton, Alta.
Ambucraft Ltd.(2)	Innisfail, Alta.	Elite Mfg. Ltd.(1)	Victoria, B.C.
American Hospital Supply		Emerson Electric Canada Ltd.(2)	Markham, Ont.
Canada Inc.(1)(2)	Mississauga, Ont.	Équipement de Transmission	
Amico Sales International(1)(2)	Mississauga, Ont.	Industriel Inc.(2)	Vanier, Qué.
Amundsen Medical Supply		Everest & Jennings Canadian	
Ltd.(1)(2)	Vancouver, B.C.	Ltd.(1)(2)	Concord, Ont.
Argosy Metal Manufacturing		Fauteuils Horizon Wheel Chairs	
Company Ltd.(2)	Toronto, Ont.	Ltée(1)	St. Boniface, Qué.
B C Medical Equipment Ltd.(2)	Vancouver, B.C.	Formedica Ltée(1)(2)	St-Laurent, Qué.
Bamford-Regis Ltd.(1)(2)	Nepean, Ont.	Fortress Allatt Ltd.(2)	Downsview, Ont.
Bard Canada Inc.(2)	Mississauga, Ont.	Fortress Scientific Ltd.(1)(2)	Downsview, Ont.
Can-Med Surgical Supplies		G A Ingram Co. (Canada) Ltd.(1)	Windsor, Ont.
Ltd.(1)	Halifax, N.S.	Gainor Medical Canada Ltd.(2)	Edmonton, Alta.
Canada Commercial Battery		Garand Engineering Ltd.(1)(2)	North Vancouver, B.C.
Ltd.(2)	Mississauga, Ont.	Garaventa (Canada) Ltd.(2)	Surrey, B.C.
Canadian Exim Ltd.(1)	Mississauga, Ont.	Globalcare Canada Ltd.(1)(2)	Toronto, Ont.
Canadian Wheelchair Mfg.		Globalcare Ltd.(1)(2)	Toronto, Ont.
Ltd.(2)	Mississauga, Ont.	Globe Spring & Cushion Co.	
Capital Elevator Ltd.(1)	Ottawa, Ont.	Ltd.(2)	Downsview, Ont.
Cardon Rehabilitation		Golden Boy Sales of Alberta	
Products, Div. of		Ltd.(1)(2)	Edmonton, Alta.
Intra-Med Industries(2)	Mississauga, Ont.	Golden Boys Sales (Sask.)	
Cobe Canada Ltd.(1)	Scarborough, Ont.	Ltd(1)(2).	Saskatoon, Sask.
Colonial Scientific Ltd.(1)(2)	Halifax, N.S.	H & H Care Ltd.(2)	Calgary, Alta.
Conval-Aid Inc.(2)	Ottawa, Ont.	Harry Geen Associates Ltd.(2)	Scarborough, Ont.
Cowell Pharmacy Ltd.(1)	Brantford, Ont.	Holroyd Drugs Ltd.(2)	Grande Prairie, Alta.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Home Care and Surgical O/P As 218838 Pharmacy Ltd.(2)	Edmonton, Alta.	Packard Medical Supply Centre Ltd.(1)	Lethbridge, Alta.
Illico Inc.(2)	Montréal, Qué.	Physio E R P Ltée(1)(2)	Montréal, Qué.
Imperial Surgical Company(1)(2)	Toronto, Ont.	Plummer Memorial Public Hospital(2)	Sault Ste. Marie, Ont.
Ingram & Bell Ltd.(2)	Don Mills, Ont.	Potvin, M.J. & Associés Inc.(2)	Dollard des Ormeaux, Qué.
Invacare Canada O/B Inva Rehab Products Canada Inc.(1)(2)	Brampton, Ont.	Régent St. Pierre Inc.(1)(2)	Montréal, Qué.
Island Golf Carts Inc.(1)	Qualicum, B.C.	Reid Importers & Distributors(1)	Mississauga, Ont.
J E Hanger of Montréal Ltd.(1)	Montréal, Qué.	Revco Ltd.(2)	Scarborough, Ont.
J K L Pindot Products Ltd.(2)	Oakville, Ont.	Rokirk Industries Ltd.(2)	Port Moody, B.C.
J W Westman Enterprises Ltd.(2)	Mississauga, Ont.	S H Camp & Company of Canada Ltd.(2)	Trenton, Ont.
Japan Air Lines Co. Ltd.(1)	Vancouver, B.C.	Safety Supply Company(1)	Toronto, Ont.
Jure Ltée(2)	Pierrefonds, Qué.	Sancella Inc.(1)	New Westminster, B.C.
Konal-Kare Rehabilitative and Hospital Supplies Ltd.(1)(2)	Moncton, N.B.	Slough Estates (Canada) Ltd.(2)	Mississauga, Ont.
Les Équipements Agricoles Proulx Ltée(1)	St-Germain, Qué.	Société Nord Américaine de Produits Spéc. Pour Handic. Inc.(2)	Laval, Qué.
Major Medical Supplies Ltd.(1)(2)	Hamilton, Ont.	Standard Medical Supply Ltd.(2)	Calgary, Alta.
Maltby Ltd.(1)(2)	Mississauga, Ont.	Starkman Surgical Supply Ltd.(1)(2)	Toronto, Ont.
Market Drug Ltd.(2)	Edmonton, Alta.	Stevens and Sons Ltd.(2)	Winnipeg, Man.
McClellan & Derkock Enterprises Inc.(1)(2)	Edmonton, Alta.	Stevens, B C Company Ltd.(1)(2)	Vancouver, B.C.
McNiece Services Ltd.(2)	Lambeth, Ont.	Strong Enterprises Ltd.(1)(2)	Mississauga, Ont.
Med-I-Pant Inc.(2)	Montréal, Qué.	Sullivan Medic-Aids Corp.(1)	Surrey, B.C.
Medco Ltd.(1)	Mount Pearl, Nfld.	Sumitoma Corporation of America(2)	New York, NY, USA*
Medical Mart Supplies Ltd.(1)	Mississauga, Ont.	Sunnybrook Hospital(2)	Toronto, Ont.
Metro-Calgary & Rural Hospital(1)	Calgary, Alta.	Sunrise Medical Canada Inc.(1)(2)	Midland, Ont.
Michel Boily Inc.(1)(2)	Québec, Qué.	TDM Drugs Inc.(2)	Willowdale, Ont.
Misiak Associates Ltd.(2)	Mississauga, Ont.	Therapy Supplies & Rental Ltd.(1)(2)	Toronto, Ont.
Mitsui and Co. (Canada) Ltd.(1)	Montréal, Qué.	Thomas Bus Sales O/B 281899 Alberta Ltd.(1)(2)	Edmonton, Alta.
Monarch Massage Equipment Ltd.(1)	Fort Erie, Ont.	Time Airways 1982 Ltd.(1)	Lethbridge, Alta.
Motion Specialties Synequip Inc.(1)(2)	Scarborough, Ont.	Trudell, George S. Co. Ltd.(2)	London, Ont.
Multipower Ltd.(2)	Toronto, Ont.	Truppe Health Care Products & Services Ltd.(1)	Lambeth, Ont.
North American Machine Equipment Co.(2)	Calgary, Alta.	Unicare Medical Products Inc.(1)	Montréal, Qué.
North Associates Canada Ltd.(1)(2)	Winnipeg, Man.	United Chair & Furniture Inc.(2)	St-Laurent, Qué.
O E C Elder & Associates Ltd.(2)	Edmonton, Alta.	Victoria Cycle & Wheelchair Inc.(1)(2)	Kitchener, Ont.
Okanagan Medical Supplies Ltd.(1)(2)	Vernon, B.C.	Wardair Canada (1975) Ltd.(1)	Mississauga, Ont.
Otto Bock Orthopedic Industry of Canada Ltd.(2)	Winnipeg, Man.	Wardair International Ltd.(1)	Edmonton, Alta.
P G M Enterprises Ltd.(2)	Winnipeg, Man.		

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>
Watrous Sales Inc.(2)	Scarborough, Ont.
Weco Manufacturing(2)	Kamloops, B.C.
Western Ontario Wheelchair Services(2)	Sarnia, Ont.
Westman, J W Inc.(2)	Mississauga, Ont.
Woodlawn Surgical Appliances Ltd.(2)	Dartmouth, N.S.
World Traders Ltd.(1)	Kelowna, B.C.

*non-resident importer

DRIE REGIONAL OFFICES

For more information please contact the nearest DRIE Regional Office.

Newfoundland
P.O. Box 8950
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