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IMPORT PROFILE

Investment Opportunities

INDUSTRIAL GENERATORS, ALTERNATING CURRENT

Pub. No: 69-86 October 1986



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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INDUSTRIAL GENERATORS, ALTERNATING CURRENT

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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

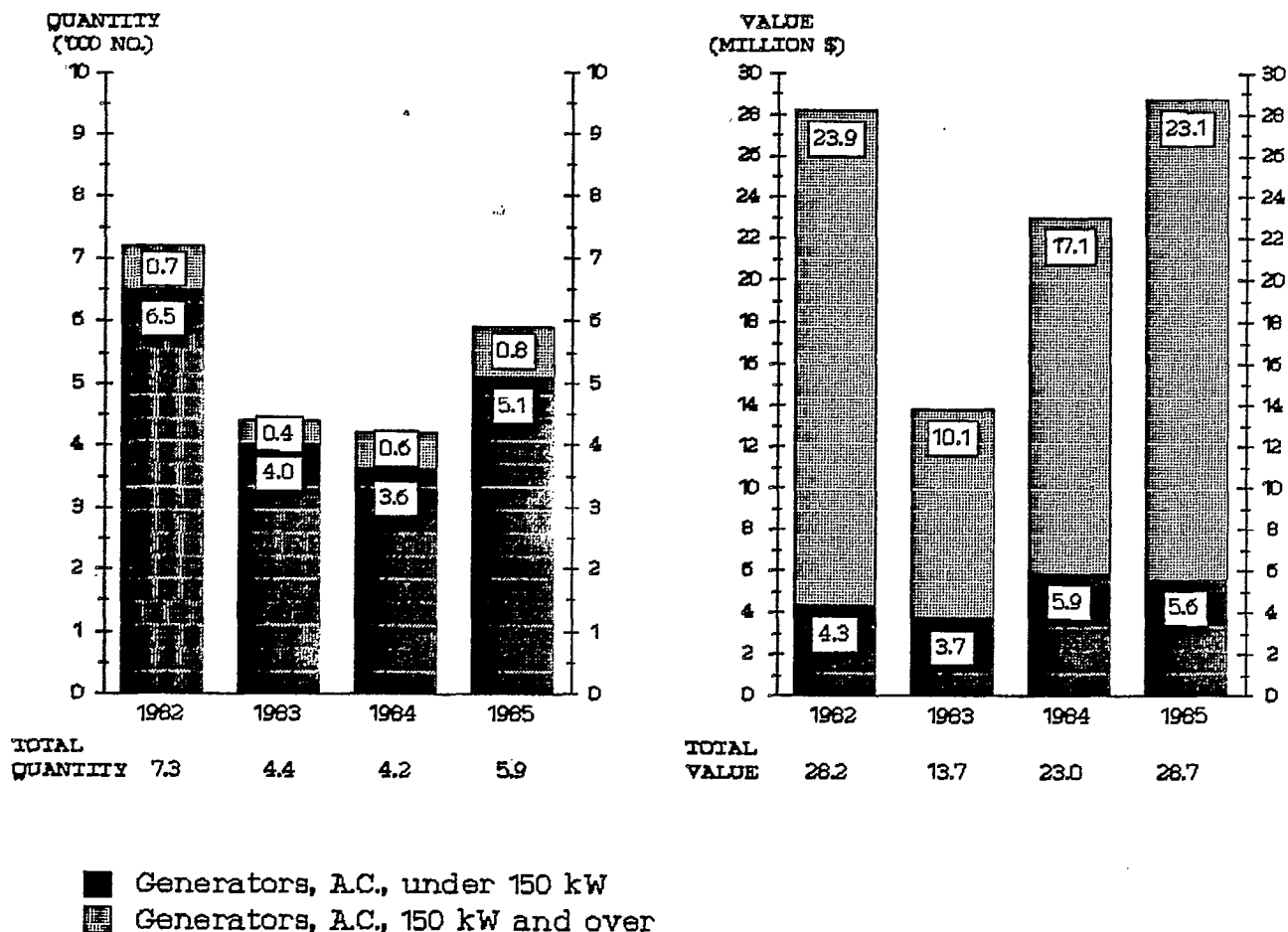
INDUSTRIAL GENERATORS, ALTERNATING CURRENT

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.

Industrial generators, covered in this report are classified to Import Commodity Classification (MCC) Code: 503-09 "Generators, Alternating Current (A.C.)". Generators A.C. are further broken down under two Canadian International Trade Classification (C.I.T.C.) codes: 503-09-20 "Generators, A.C. under 150 kW," and 503-09-30 "Generators A.C. 150 kW and Over." This report consists of the two products combined as well as individual data on each product.

IMPORT TRENDS: OVERVIEW



A.C. GENERATORS - GENERAL SUMMARY (503-09)

<u>YEAR</u>	<u>UNDER 150 KW (503-09-20)</u>	<u>150 KW AND OVER (503-09-30)</u>	<u>TOTAL (503-09)</u>
<u>TOTAL IMPORTS: 1985</u>			
QUANTITY (NO.)	5 117	786	5 903
VALUE (\$000)	5 645	23 058	28 702
UNIT PRICE (\$)	1 103	29 336	4 862
<u>TRENDS: VALUE OF IMPORTS (\$000)</u>			
1982	4 288	23 887	28 175
1983	3 653	10 060	13 713
1984	5 932	17 097	23 029
1985	5 645	23 058	28 702
AVERAGE ANNUAL GROWTH RATE (1982-1985): VALUE %			
PERCENT CHANGE VALUE % (1984-1985)	-5	35	25
<u>IMPORTS BY COUNTRY OF ORIGIN 1985: VALUE (\$000)</u>			
UNITED STATES	2 573	20 299	22 872
UNITED KINGDOM	1 478	1 449	2 927
FRANCE	1 174	1 124	2 298
JAPAN	404	51	455
OTHER	16	134	150
<u>AVERAGE UNIT PRICE 1985: VALUE (\$)</u>			
UNITED STATES	1 285	68 347	9 949
UNITED KINGDOM	1 223	5 705	2 001
FRANCE	1 555	5 018	2 347
JAPAN	353	17 000	397
<u>AVERAGE ANNUAL GROWTH RATE (1982-1985): % OF VALUE</u>			
UNITED STATES	9	7	7
UNITED KINGDOM	19	7	12
FRANCE	52	67	59
JAPAN	-27	78	-57

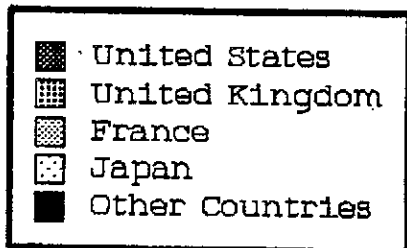
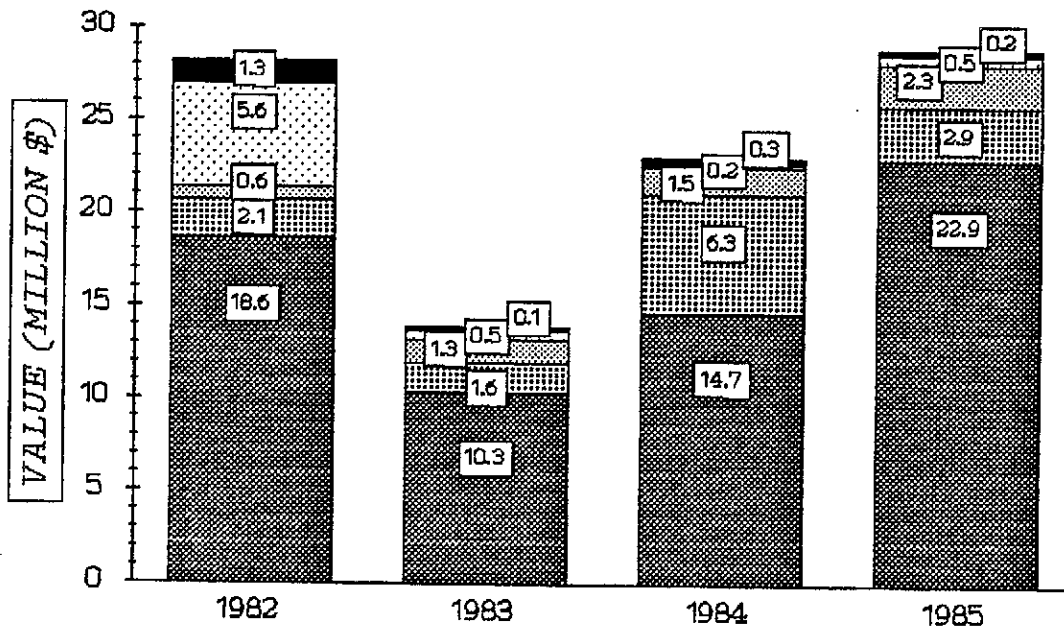
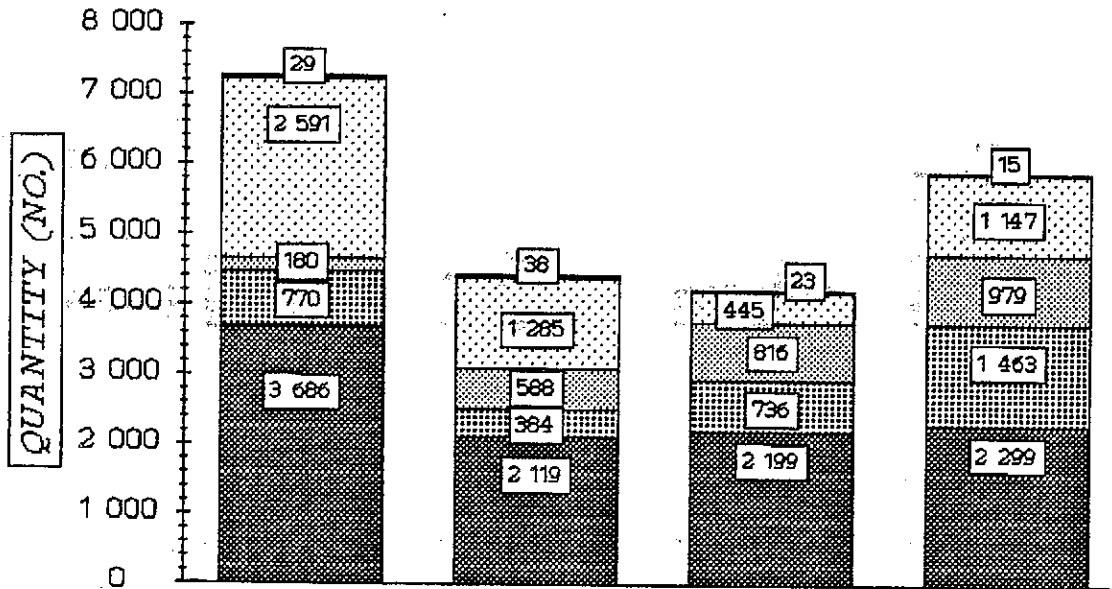
In 1985, combined imports of A.C. generators amounted to 5 903 units valued at \$28.7 million, an increase of 40 per cent in the quantity, and 25 per cent in the value from 1984.

The United States has consistently been the major exporter to Canada. Its share of the combined value of imports increased from 66 per cent in 1982, to 80 per cent in 1985. (See Appendix A; page 13, for more detailed data on imports by foreign country of export).

Imports of A.C. generators, 150 kW and over, accounted for 73 per cent in 1982, and 85 per cent in 1985, of the value of combined imports of A.C. generators.

In 1985, unit prices for A.C. generators, under 150 kW, imported from the U.S. and the U.K., were similar. The unit price for generators imported from France was the highest, while that for generators from Japan was the lowest. On the other hand, unit prices for generators, 150 kW and over, varied considerably.

IMPORTS OF A.C. GENERATORS BY MAJOR COUNTRY OF EXPORT



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATORS, A.C. UNDER 150 KW (503-09-20)

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent	Import
					Price	Annual	Change	Market
					1985	1982-1985	1984-1985	Share
					\$	%	%	1985
								%
UNITED STATES								
Quantity (No.)	3 226	1 869	1 930	2 002		-15	4	39
Value (\$000)	2 001	2 058	1 936	2 573	1 285	9	33	46
UNITED KINGDOM								
Quantity (No.)	580	315	574	1 209		28	111	24
Value (\$000)	882	475	2 913	1 478	1 223	19	-49	26
FRANCE								
Quantity (No.)	146	485	693	755		73	9	15
Value (\$000)	335	606	864	1 174	1 555	52	36	21
JAPAN								
Quantity (No.)	2 589	1 285	381	1 144		-24	200	22
Value (\$000)	1 028	466	197	404	353	-27	105	7
OTHER								
Quantity (No.)	7	35	17	7		0	-59	0
Value (\$000)	42	48	22	16	2 286	-28	-27	0
TOTAL								
Quantity (No.)	6 548	3 989	3 595	5 117		-8	42	100
Value (\$000)	4 288	3 653	5 932	5 645		10	-5	100
UNIT PRICE (\$)	655	916	1 650	1 103				

During 1985, imports of A.C. generators, under 150 kW, totalled 5 117 units valued at \$5.6 million. This represented an increase of 42 per cent in the quantity, and a decrease of five per cent in the value of imports of these generators, when compared to 1984.

The United States has consistently been the major exporter to Canada of A.C. generators, under 150 kW, accounting for 39 per cent of the quantity and 46 per cent of the value in 1985, followed by the United Kingdom with 24 and 26 per cent, respectively. In 1985, the volume of imports from the United Kingdom doubled while the value of those imports was halved, when compared to 1984. During that period, the volume of imports from Japan tripled, and the value of imports from that country doubled.

The average unit price for imports of A.C. generators, under 150 kW, has increased from \$655 in 1982, to \$1 103 in 1985. The unit price for imports from Japan has been consistently the lowest since 1982, although it fluctuated from a high of \$517 in 1984, to a low of \$353 in 1985.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATORS, A.C. 150 KW AND OVER (503-09-30)

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent	Import
					Price	Annual	Change	Market
					1985	Rate	1984-1985	Share
					\$	%	%	1985
								%
UNITED STATES								
Quantity (No.)	460	251	269	297		-14	10	38
Value (\$000)	16 587	8 239	12 761	20 299	68 347	7	59	88
UNITED KINGDOM								
Quantity (No.)	190	69	162	254		10	57	32
Value (\$000)	1 194	1 147	3 421	1 449	5 705	7	-58	6
FRANCE								
Quantity (No.)	34	103	123	224		87	82	29
Value (\$000)	243	649	591	1 124	5 018	67	90	5
FEDERAL REPUBLIC OF GERMANY								
Quantity (No.)	13	3	5	7		-19	40	1
Value (\$000)	505	25	37	82	11 714	-45	122	0
PUERTO RICO								
Quantity (No.)	0	0	0	1		N/A	N/A	0
Value (\$000)	0	0	0	54	54 000	N/A	N/A	0
OTHER								
Quantity (No.)	11	0	65	3		-35	-95	0
Value (\$000)	5 358	0	287	50	16 667	-79	-83	0
TOTAL								
Quantity (No.)	708	426	624	786		4	26	100
Value (\$000)	23 887	10 060	17 097	23 058		-1	35	100
Unit Price (\$)	33 739	23 615	27 399	29 336				

N/A - Not applicable

In 1985, imports of A.C. generators, 150 kW and over, totalled 786 generators valued at \$23.1 million. This represented an increase of 26 per cent in the quantity, and 35 per cent in the value, when compared to 1984. The United States has been the dominant source of imports throughout the period; its share of imports accounted for 38 per cent of the volume and 88 per cent of the value of imports in 1985. Imports of A.C. generators from France, the third largest exporter to Canada, have increased by 82 per cent in quantity, and 90 per cent in value, when compared to 1984.

The average unit price for imports of A.C. generators, 150 kW and over, has increased from \$23 615 in 1983, to \$29 336 in 1985. The average unit price for imports from the United States has consistently been the highest. Average unit prices for imports from the United Kingdom and France have consistently been much lower than the average unit price for imports from all sources since 1982.

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

	<u>Top 5</u> <u>Importers</u>	<u>Top 10</u> <u>Importers</u>	<u>Top 15</u> <u>Importers</u>	<u>Top 20</u> <u>Importers</u>
A.C. Generators, under 150 kW Value \$5.6 million (100%)	44	56	63	67
A.C. Generators, 150 kW and Over Value \$23.1 million (100%)	62	68	70	71
Combined Value \$28.7 million (100%)	56	63	65	68

The 10 major importers of all types of A.C. generators accounted for 63 per cent of the combined value of imports of A.C. generators for 1985. Six of the importers were manufacturers of transportation equipment, construction machinery, motors or generators, accounting for \$15.1 million of imports.

The 10 major importers of A.C. generators, under 150 kW, accounted for 56 per cent of imports of this type of generator. Four of these importers were manufacturers of electrical and electronic machinery and transportation equipment, and accounted for \$1.5 million of imports of generators.

The 10 major importers of A.C. generators, 150 kW and over, accounted for 68 per cent of imports of these generators. Six of these importers were manufacturers of electrical and electronic machinery and transportation equipment, and accounted for \$13.8 million of imports of generators.

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

TYPE AND LOCATION OF THE TOP 20 KNOWN IMPORTERS - 1985
(67% OF TOTAL IMPORT VALUE)

GENERATORS, A.C. UNDER 150 KW (503-09-20)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS(1)</u>		<u>TOTAL</u>	
	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>
Québec	4	1 414	3	381	7	1 795
Ontario	4	412*	4	1 185	8	1 991*
Western Provinces	1		4	394	5	
Atlantic Provinces	-	-	-	-	-	-
TOTAL	9	1 826	11	1 960	20	3 786
Per cent of 1985 total value		32%		35%		67%

* Ontario and Western Provinces aggregated to preserve confidentiality.

(1) Includes one Ontario importer, for which the type of activity was not identified.

In 1985, there were at least 165 importers of A.C. generators, under 150 kW, of which the top 20 firms accounted for \$3.8 million, or 67 per cent of the value of imports of that type of generator. Nine of these 20 importers were manufacturers of electrical and electronic machinery, whose imports represented 32 per cent of the value of imports. Ten of the top 20 importers were wholesalers; three of these ten importers were wholesalers of electrical apparatus and equipment, wiring supplies and construction material, which accounted for \$1.1 million of the imports of generators, under 150 kW.

TYPE AND LOCATION OF THE TOP 20 KNOWN IMPORTERS - 1985
(71% OF TOTAL IMPORT VALUE)
GENERATORS, AC 150 KW AND OVER (503-09-30)

	<u>MANUFACTURERS</u>		<u>WHOLESALE(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	6	12 800	4	1 175	10	13 975
Québec	2		1	1 215*	3	1 178
Western Provinces	1	1 211**	5		6	1 248***
Atlantic Provinces	1		-	-	1	
TOTAL	10	14 011	10	2 390	20	16 401

Per cent of 1985 total value

61%

10%

71%

* Québec and Western Provinces aggregated to preserve confidentiality.

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

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

(1) Includes one Québec importer, for which the type of activity was not identified.

In 1985, there were at least 54 importers of A.C. generators, 150 kW and over. The top 20 importers accounted for \$16.4 million, or 71 per cent of imports of that type of generator. The majority of the importers were manufacturers of electrical and electronic machinery and transportation equipment.

CANADIAN PRODUCTION

There is at least one manufacturer of A.C. generators in Canada. In addition, there are at least three custom manufacturers, which produce generators for internal or specialized uses. Industry sources indicate that the combined value of domestic production of A.C. generators for the Canadian market is less than \$3 million. Statistics Canada reports that the combined value of shipments of A.C. generators and parts (including generator sets) were \$59.9 million in 1984, the latest year for which information is available.

EXPORTS

Statistics Canada reports that exports of A.C. and direct current (D.C.) generators, including self-contained generator sets, were valued at \$23.8 million for 1985. Exports of A.C. generators are not reported separately.

DEPARTMENT OF SUPPLY AND SERVICES PROCUREMENTS

The Department of Supply and Services reports that the federal government purchased \$5 134 585 worth of A.C. and D.C. generators and generator sets during the period April 1985 to March 1986.

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

MARKET SUMMARY

Industrial generators are electrical machines mounted on shafts driven by prime movers, which are used to produce electricity. The A.C. generators, which are driven by diesel or gas engines, are able to produce up to approximately 2000 kW. (The steam driven and hydro generators are not included in this summary.) Industry sources indicate that the economic life of an industrial generator is about six years.

Industrial generators are assembled in generator sets by assemblers' which sell the sets to end users. The A.C. generator sets are utilized to provide (1) a base load power for isolated locations, especially construction sites, and (2) standby power, where a disruption of normal utility power would cause inconvenience or serious equipment malfunctions in power stations, hospitals, computer installations and large buildings.

The Canadian market for A.C. generators has been cyclical, reflecting general economic conditions. The apparent domestic market for generators reached a peak of about \$60 million in 1979 (in 1985 dollars). Then, the market fell with the decline of the Canadian economy, bottoming out at about \$20 million in 1983. Since that year, the market has risen by at least 25 per cent annually, due largely to renewed construction activity. It is expected that the demand for generators will continue to rise significantly in 1986 and beyond, due to increased construction activity and improved economic conditions in Canada.

Virtually all of the Canadian market for A.C. generators is supplied by imports. One producer in Canada manufactures generators with a substantial Canadian content; the generators are specialty military generators for export markets.

A new Canadian manufacturer of generators would have considerable export potential. In 1985, exports of A.C. or D.C. generators and self-contained generator sets from Canada were about \$24 million, nearly \$6 million more than in 1984. Exports of all electrical products have been rising substantially, particularly to the United States market.

A new Canadian producer of generators would face competition from foreign manufacturers, which have world-scale production plants and long production runs. This is particularly true in the lower size ranges. Viability of a new facility would depend upon obtaining a reasonable volume of sales so that production runs would be large enough to result in the largest possible production runs. Industry sources have indicated that eventual sales of \$6 million to \$8 million per year would be required to reach the break-even point.

MARKET SUMMARY (CONTINUED)

The possibility of new manufacturing in Canada should be seriously studied and considered at this time by major manufacturers of generators for the following reasons:

- 1) The lacuna in the Canadian manufacturing sector, with virtually all of the market needs being supplied by imports.
- 2) The substantial and capable Canadian industry sector for the manufacture of generator sets, which is the primary market for the generators.
- 3) The level and growth rate of the domestic and export markets, which would indicate that a new production plant could achieve a substantial volume of sales within a reasonable period of time.
- 4) There is the potential of the U.S. market, especially if tariffs are lowered. Canadian exports to the U.S. of A.C. motors, an analogous electrical product, have been increasing at a rate of about 50 per cent annually for the past two years.

This report was prepared by:

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

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT
GENERATORS, ALTERNATING CURRENT (503-09)

Foreign Country of Export	1982	1983	1984	1985	Average Annual Growth Rate		Per cent Change 1984-1985	Import Market Share 1985
					Unit Price 1985 \$	1982-1985 %		
UNITED STATES								
Quantity (No.)	3 686	2 119	2 199	2 299		-15	5	39
Value (\$000)	18 587	10 295	14 698	22 872	9 949	7	56	80
UNITED KINGDOM								
Quantity (No.)	770	384	736	1 463		24	99	25
Value (\$000)	2 075	1 622	6 334	2 927	2 001	12	-54	10
FRANCE								
Quantity (No.)	180	588	816	979		76	20	17
Value (\$000)	577	1 255	1 455	2 298	2 347	59	58	8
JAPAN								
Quantity (No.)	2 591	1 285	445	1 147		-24	158	19
Value (\$000)	5 646	466	219	455	397	-57	108	2
FEDERAL REPUBLIC OF GERMANY								
Quantity (No.)	13	6	11	8		-15	-27	0
Value (\$000)	505	29	38	84	10 500	-45	121	0
OTHER								
Quantity (No.)	16	32	12	7		-24	-42	0
Value (\$000)	785	46	285	66	9 429	-56	-77	0
TOTAL								
Quantity (No.)	7 256	4 414	4 219	5 903		-7	40	100
Value (\$000)	28 175	13 713	23 029	28 702		1	25	100
UNIT PRICE (\$)	3 883	3 107	5 458	4 862				

CANADIAN TARIFFS, 1986

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				General Prefer- ential Tariff %
			British Prefer- ential Tariff %	U.K. and Ireland %	Most Favoured Nation Tariff %	General Tariff %	
44514-01	Electric dynamos or generators and transformers, and complete parts thereof, n.o.p.	15	9.9	9.9	9.9	37.5	6
	<u>Future Scheduled Rates:</u> January 1, 1987		9.2	9.2	9.2	37.5	6
44514-02	Electric dynamos or generators 150 kW and over; electric transformers 500 KV.A and over; electric distribution transformers; complete parts thereof, n.o.p.	40	15	15	15	37.5	10
42701-01	Articles which otherwise would be classified under tariff items 42700-01 to 42700-04, namely; compressor sets, electricity generating sets, fork lift trucks, front-end loaders or tractor shovels, gear reducers, pumps and pump sets, motor operated valves, positive displacement blowers and vacuum pumps, metal working lathes, metal working milling machines, cutting tools for use with metal working machines, articulated folding boom-type cranes designed for mounting on trucks; accessories, attachments and control equipment for use therewith; parts of the foregoing:	23	2.6	-	10	35	2.6
	<u>Future Scheduled Rates:</u> January 1, 1987		2.6	-	9.3	35	2.6

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION TARIFF TREATMENT: UNITED STATES, JAPAN, FRANCE, FEDERAL REPUBLIC OF GERMANY,
PUERTO RICO

MOST FAVOURED NATION TARIFF TREATMENT OR U.K. AND IRELAND TARIFF: 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) 992-2623

CANADIAN IMPORTERS

Importers of A.C. generators during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except private importers and a minimal number of importers whose names were not available. The number in brackets following the names of the importers indicates the specific types of A.C. generators imported: (1) A.C. generators under 150 kW; (2) A.C. generators 150 kW and over.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
99 M Corporation 99 M Communications Corporation(1)	Toronto, Ont.	C. & J. Jones (1983) Ltd.(1)	Winnipeg, Man.
A C A Co-operative Association Ltd.(1)	Kentville, N.S.	C. Ltoh & Co. (Canada) Ltd.(1)	Vancouver, B.C.
A.F. Mundy Associates Canada Ltd.(1)(2)	Rexdale, Ont.	Campbell & Burns Limited(1)	Central Bedeque, P.E.I.
Absolute Security Ltd.(1)	Mississauga, Ont.	Canadian Astronautics Limited(1)	Ottawa, Ont.
Academy Electric Ltd.(2)	Calgary, B.C.	Canadian Baker Perkins Ltd.(1)	Brampton, Ont.
Accurate Mould Company Ltd.(1)	Rexdale, Ont.	Canadian Oxygen Ltd.(1)	Mississauga, Ont.
Acklands Limited(1)	Winnipeg, Man.	Canadian-Montana Gas Company Ltd.(1)	Butte, MT, USA*
Advanced Automated Equipment Limited(1)	London, Ont.	Canasssen Ltd.(1)	Huron Park, Ont.
Aircraft Appliances & Equipment Ltd.(1)(2)	Bramalea, Ont.	Canoe Cove Manufacturing Ltd.(1)	Sidney, B.C.
Allen Crawford Associates Ltd.(1)	Mississauga, Ont.	Canso Sea Products Ltd.(1)	Halifax, N.S.
Altec Industries Ltd.(1)	Mississauga, Ont.	Cardal Controls Canada Ltd.(2)	Edmonton, Alta.
Anixter Canada Inc.(1)	Lachine, Qué.	Carman Co-op (1959) Ltd.(1)	Carman, Man.
Asea Inc.(1)	Ville St. Laurent, Qué.	Caterpillar of Canada Ltd.(1)(2)	Mississauga, Ont.
Auto Électricité (1984) Ltée(1)	Anjou, Qué.	Cegelec Alsthom Canada Inc.(1)	Brossard, Qué.
Azco Ltd.(1)	Meductic, N.B.	Century Geophysical Corporation of Canada(1)	Calgary, Alta.
Aztec Yachts C/O 523412 Ontario Ltd.	Niagara-on-the-lake, Ont.	Chesters Industrial Tool Supply Ltd.(1)	Calgary, Alta.
B & H Equipment Ltd.(1)	Langley, B.C.	Clarks Chick Hatchery Ltd.(2)	Burtts Corner, N.B.
Brown Boveri Canada Inc.(2)	Pointe Claire, Qué.	Clayton Sales & Services Ltd.(2)	Markham, Ont.
B.C. Equipment Company Ltd.(1)	Vancouver, B.C.	Cochrane-Dunlop Limited(1)	Etobicoke, Ont.
Babcock Wilcox Canada Ltd.(1)	Galt, Ont.	Comad Communications Ltd.(1)	Mississauga, Ont.
Barber Hydraulic Turbine Inc.(1)	Port Colborne, Ont.	Comeau Technique Ltée(1)	St. Laurent, Qué.
Batt & MacRae Ltd.(1)	Charlottetown, P.E.I.	Contel Engineering Ltd.(1)	Toronto, Ont.
Beimler Engineering Limited (1)(2)	Etobicoke, Ont.	Crothers Ltd.(1)(2)	Concord, Ont.
Bennett & Emmott Limited(1)(2)	Edmonton, Alta.	Cullen Detroit Diesel Allison Ltd.(2)	Burnaby, B.C.
Bird Archer Inc.(1)	Cobourg, Ont.	Cummins Diesel Power Ltd.(1)	Vancouver, B.C.
Brunswick Farm Automation Ltd.(1)	Fredericton, N.B.	Darmac Agencies Limited(1)	Burnaby, B.C.
C & C Yachts Manufacturing Ltd.(1)	Niagara-on-the-lake, Ont.	De Havilland Aircraft of Canada Ltd.(1)(2)	Downsview, Ont.
		Dels Electric Motor Supply Ltd.(1)	Winnipeg, Man.
		Deskin Sales Corp.(1)	Montréal, Qué.
		Dismobec Ltée(1)	Anjou, Qué.
		Ebco Industries Ltd. No. 6191(2)	Richmond, B.C.
		Ed Miller Sales & Rentals Ltd.(1)	Edmonton, Alta.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Entreprises M B St.-Félicien Inc.(1)	St.-Félicien, Qué.	Keewatin Electric & Diesels Ltd.(1)	Winnipeg, Man.
Équipement Mécanique à Vapeur des Spécialistes Ltée(1)	Montréal, Qué.	Kodak Canada Inc.(1)	Toronto, Ont.
Essilor Canada Ltée Ltd.(1)	St. Laurent, Qué.	La Coopérative Fédérée de Québec(1)	Montréal, Qué.
Estrin Manufacturing Ltd.(1)	Vancouver, B.C.	Lab Volt (Québec) Ltée(1)	Ste-Foy, Qué.
Euclid Canada Limited(2)	Guelph, Ont.	Land-Sea Power Ltd.(1)	Vancouver, B.C.
Federated Co-operatives Ltd.(1)	Canoe, B.C.	Leiers Electric Ltd.(1)	Francis, Sask.
Finning Tractor Co. Limited(1)(2)	Vancouver, B.C.	Leroy Somer Canada Ltée(1)(2)	Granby, Qué.
Ford Motor Company of Canada Ltd.(2)	Oakville, Ont.	Les Produits d'Énergie du Canada Inc.(1)(2)	Montréal, Qué.
Fred M. Wood Holdings Ltd.(1)	Winnipeg, Man.	Linamar Machine Ltd.(2)	Guelph, Ont.
Friesen Electric Ltd.(1)	Clearbrook, B.C.	Location R. Morin Inc.(1)	Drummondville, Qué.
G.P.R. Industries Ltd.(1)	Grande Prairie, Alta.	MacLeod Stedman Inc.(1)	Winnipeg, Man.
Garden Way Canada Inc.(1)	Rexdale, Ont.	Magna IV Engineering Ltd.(1)	Edmonton, Alta.
General Coach Hourly, Div. of Citair Inc.(1)	Hensall, Ont.	Magneto Hydraulique & Pneumatique Inc.(1)	Boucherville, Qué.
General Motors of Canada Ltd. (1)(2)	Oshawa, Ont.	Mandem-Industrial, Division of Asamera Inc.(1)(2)	Winnipeg, Man.
Génératrice Drummond (1981) Inc.(1)	Drummond, Qué.	Marlin Detroit Diesels Inc.(1)	Ste. Foy, Qué.
Gensco Equipment Co. Ltd.(1)	Toronto, Ont.	Marubeni Canada Ltd.(1)	Toronto, Ont.
Greenleese Distributors (1971) Ltd.(1)	Edmonton, Alta.	Matts Manufacturing Ltd.(1)	Calgary, Alta.
Groupe Maska Inc.(1)	St. Hyacinthe, Qué.	Maxi Poultry Co. Ltd.(1)	Ville Des Laurentides, Qué.
Harper Detroit Diesel Ltd.(1)(2)	Toronto, Ont.	McQueens Boat Works Ltd.(2)	Vancouver, B.C.
Harrisons & Crosfield (Canada) Ltd. No. 14(1)	Toronto, Ont.	Mechron Energy Ltd.(1)(2)	Ottawa, Ont.
Hawker Siddeley Diesels & Electrics Ltd.(1)(2)	Oakville, Ont.	Milwaukee Electric Tool (Canada) Ltd.(1)(2)	Scarborough, Ont.
Hewitt Equipment Ltd.(2)	Montréal, Qué.	Moore Electric Co.(1)	Prince George, B.C.
Hinterhoeller Yachts Ltd.(1)(2)	St. Catharines, Ont.	Murata Erie North America Ltd.(1)	Trenton, Ont.
Homelite Terry, Division of Textron Canada Ltd.(1)	Pointe Claire, Qué.	Mustang Industries Inc.(1)	Richmond, B.C.
Honda Canada Incorporated(1)	Scarborough, Ont.	National Sea Products Ltd., St. John's Division(1)	Halifax, N.S.
Honeywell Controls Ltd.(1)	Willowdale, Ont.	Newage Equipment Ltd.(1)(2)	Islington, Ont.
Hoskins Alloys of Canada Ltd.(2)	Rexdale, Ont.	O E M Battery Systems Ltd.(1)	Surrey, B.C.
IBM Canada Ltd.(1)	Markham, Ont.	Ocean Optical Ltd.(2)	Moncton, N.B.
ITT Canada Limited(1)	Guelph, Ont.	Omark Canada Ltd.(2)	Guelph, Ont.
Industrial Engines Ltd.(1)	Vancouver, B.C.	Otis Canada Inc.(1)	Oakville, Ont.
International Correspondence Schools Canadian Ltd.(1)	Montréal, Qué.	Peel Engine Service Co. Ltd. (1)(2)	Mississauga, Ont.
J.R. Vicars Construction Ltd.(2)	Port Moody, B.C.	Pelsue Inc.(1)	Québec, Qué.
Jack A. Frost Ltd.(2)	Mississauga, Ont.	Plastisonics Equipment Ltd.(2)	Mississauga, Ont.
John Deere Ltd.(1)	Grimsby, Ont.	Polyquip of Canada Ltd.(2)	St. Laurent, Qué.
John White Ltd.(1)	Halifax, N.S.	Power Application & Mfg. Co. Ltd.(1)(2)	Calgary, Alta.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Prairie Pipeline Contractors Ltd.(1)	Estevan, Sask.	Unit Rig & Equipment Co.(2)	Natal, B.C.
Preston Phipps Equipment Ltd.(1)	Montréal, Qué.	Velan Engineering Ltd.	Montréal, Qué.
Prévost Car Incorporé(1)	Dorchester, Qué.	W E Enterprises Ltd.(1)	Mississauga, Ont.
Prince George Pulp & Paper Ltd.(1)	Prince George, B.C.	W.N. White & Company Ltd.(1)	Halifax, N.S.
Princess Auto & Machinery Ltd.(1)	Winnipeg, Man.	W.S. Wood Associates Limited(1)	Clarkson, Ont.
Pritchard Engineering Company Ltd.(1)	Winnipeg, Man.	Wabco Haulpac, Div. of Dresser Canada Inc.(2)	Paris, Ont.
Pryme Power & Diesels Ltd.(1)(2)	Saskatoon, Sask.	Wabush Mines Pickands Mather & Co. (1)	Sept-Îles, Qué.
Puddister Trading Co. Ltd.(2)	St. John's, Nfld.	Wacker Canada Ltd.(1)	Mississauga, Ont.
RCA Inc.(1)	Toronto, Ont.	Wajax (Western), Div. of Wajax Equipment Ltd.(1)	Coquitlam, B.C.
Rebel Steel Industries Ltd.(1)	Calgary, Alta.	Wajax Industries Limited(1)	Mississauga, Ont.
Rideout Tool & Supply Ltd.(1)	St. John's, Nfld.	Waterous GM Diesel Ltd.(1)	Edmonton, Alta.
Rockwell International of Canada Ltd.(1)	Toronto, Ont.	West Bend of Canada, Div. of Dart Industries Can. Ltd.(1)	Barrie, Ont.
Roland Binette Inc.(1)	Sherbrooke, Qué.	Westinghouse Canada Limited(1)	Hamilton, Ont.
Sab Nife Corporation(1)	Scarborough, Ont.	Whitten Agencies Ltd.(1)	St. John's, Nfld.
Sansom Equipment Ltd.(1)	Fredericton, N.B.	Wiens Equipment Supplies Ltd.(1)	St. Catharines, Ont.
Scona Electric Ltd.(1)(2)	Edmonton, Alta.		
Seaboard G.M. Diesel Limited(2)	Dartmouth, N.S.		
Sedco Drilling, Div. of Valley Industries Ltd.(2)	Calgary, Alta.		
Shelby Drilling Ltd.(2)	Calgary, Alta.		
Sherman Threaters (N A) Inc.(1)	Mississauga, Ont.		
Siemens Electric Limited(1)(2)	Mississauga, Ont.		
Simpson Power Products Ltd. (1)(2)	Coquitlam, B.C.		
Solar Turbines Canada Ltd.(2)	Edmonton, Alta.		
Sommers Motor-Generator Sales Ltd.(1)	Tavistock, Ont.		
Spar Aerospace Products Ltd.(1)	Toronto, Ont.		
Spilsbury Communications Ltd.(1)	Vancouver, B.C.		
Stewart-Warner Corporation of Canada Ltd.(1)	Belleville, Ont.		
Suzuki Canada Inc.(1)	Downsview, Ont.		
T N T Stand-By Power Inc.(1)(2)	Kirkton, Ont.		
Tanaka Kogyo USA Co. Ltd.(1)	Bothell, WA, USA*		
The Lens Factory Limited(2)	Toronto, Ont.		
Tool & Industrial Supply Co., Div. of Forward Prec. Tools Ltd.(1)	Downsview, Ont.		
Toshiba International Corporation(2)	Vancouver, B.C.		
Total Power Limited(1)	Scarborough, Ont.		
Toyota Canada Inc.(1)	Scarborough, Ont.		
Tri-Star Industries Limited(1)	Yarmouth, N.S.		
Tricho Dermie Ltée(1)	Québec, Qué.		

* Non resident importer

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