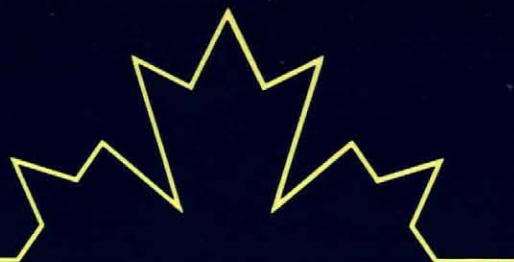


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IMPORT PROFILE

Investment Opportunities

ELECTRIC DIRECT CURRENT MOTORS
OVER 1 HP TO UNDER 20 HP

Pub. No: 71-86

October 1986



Government
of Canada

Gouvernement
du Canada

Regional Industrial
Expansion

Expansion industrielle
régionale

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ELECTRIC DIRECT CURRENT MOTORS
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Machinery and Electrical Equipment Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
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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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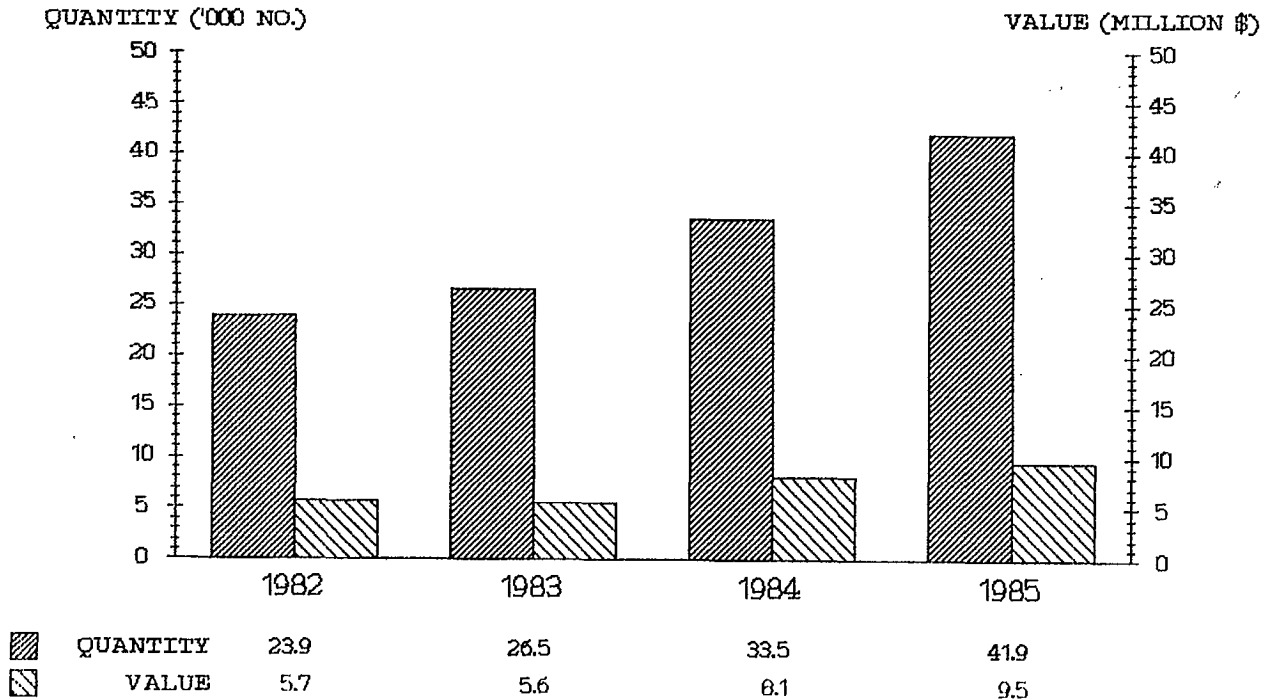
CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE
ELECTRIC DIRECT CURRENT MOTORS OVER 1 HP TO UNDER 20 HP

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 import class includes electric Direct Current (D.C.) motors, over 1 HP to under 20 HP. Information on other D.C. motors can be found in profile number 3-85 Electric D.C. motors over 1/3 HP to 1 HP, and number 2-85 Electric D.C. motors 1/3 HP and under.

IMPORT TRENDS: OVERVIEW



From 1982 to 1985, the quantity of imports grew at an average rate of 21 per cent per year. However, the value of imports was stable in 1982 and 1983, then increased in 1984 and 1985.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

ELECTRIC DIRECT CURRENT MOTORS OVER 1 HP TO UNDER 20 HP

<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.)	20 562	23 045	31 016	39 764		25	28
Value (\$000)	4 893	4 947	7 569	8 991	226	22	19
FRANCE							
Quantity (No.)	34	127	338	248		94	-27
Value (\$000)	31	74	96	155	625	71	61
JAPAN							
Quantity (No.)	33	391	1 576	846		195	-46
Value (\$000)	7	59	246	88	104	133	-64
FEDERAL REPUBLIC OF GERMANY							
Quantity (No.)	144	120	68	152		2	124
Value (\$000)	158	53	32	63	414	-26	97
MEXICO							
Quantity (No.)	2 103	459	125	179		-56	43
Value (\$000)	311	69	48	61	341	-42	27
OTHER							
Quantity (No.)	994	2 404	351	668		-12	90
Value (\$000)	338	348	70	125	187	-28	79
TOTAL							
Quantity (No.)	23 870	26 546	33 474	41 857		21	25
Value (\$000)	5 738	5 550	8 061	9 483		18	18
Unit Price (\$)	240	209	241	227			

In 1985, imports of electric D.C. motors, over 1 HP to under 20 HP, totalled some 42 000 units valued at \$9.5 million, an increase of 25 per cent in quantity and 18 per cent in value, when compared to 1984.

The United States increased its dominance of Canadian imports of these motors through the 1982-1985 period. Its share of imports, in terms of value, grew from 85 per cent in 1982 to 95 per cent in 1985, while, in terms of volume, it went from 86 per cent in 1982 to 95 per cent in 1985.

Average unit prices for imports of electric motors varied significantly in 1985, depending on the country of origin. For that year, the average unit price ranged from \$104 for electric motors from Japan, to \$625 for those imported from France.

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 20 Importers</u>
51	63	75

The 10 major importers of electric D.C. motors, over 1 HP to under 20 HP, accounted for \$5.9 million, or 63 per cent of the total imports in 1985. Six were manufacturers and four were wholesalers. Seven of these 10 importers were located in Ontario.

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

TYPE AND LOCATION OF THE TOP 34 KNOWN IMPORTERS - 1985
(80% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</u>		<u>OTHER</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	15	5 130*	5	394	3	274*	23	5 713
Western Provinces	1		3	773	1		5	857
Québec	3	184	3	864	-	-	6	1 048
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	19	5 313	11	2 031	4	274	34	7 618

Per cent of 1985 total value	56 %	21 %	3 %	80 %
------------------------------	------	------	-----	------

* Ontario and Western Provinces aggregated to preserve confidentiality.

In 1985, there were 401 known importers of electric D.C. motors, over 1 HP to under 20 HP. The top 34 importers accounted for \$7.6 million, or 80 per cent, of total imports. Seven of these 34 importers were manufacturers of electrical and electronic machinery, equipment and supplies, whose imports represented 13 per cent of total imports. Ten were manufacturers of machinery (except electrical) and accounted for 40 per cent of total imports. Eleven were wholesalers, whose imports represented 21 per cent of total imports.

CANADIAN PRODUCTION

Canada produces electric D.C. motors. However, it does not manufacture D.C. motors, over 1 HP to under 20 HP. Statistics Canada reports that shipments of all D.C. motors (including generators) were \$54.3 million in 1984, the latest year for which information is available. Production of small D.C. motors is not reported separately.

EXPORTS

Since there is no Canadian production of electric D.C. motors in the size range, over 1 HP to under 20 HP, there are no Canadian exports. Statistics Canada reports that exports of all electric D.C. and A.C. motors amounted to \$42.6 million during 1985.

DEPARTMENT OF SUPPLY AND SERVICES PROCUREMENTS

The Department of Supply and Services reports that the federal government purchased \$1.7 million worth of electric A.C. and D.C. motors during the period April 1985 to March 1986. No separate data are available for purchases of D.C. motors, over 1 HP to under 20 HP. 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

In general, electric D.C. motors are used in a wide variety of applications including hoists, cranes, elevators, transportation drive systems and industrial drive systems.

There is no Canadian production of D.C. motors in the 1 to 20 HP size range, even though the import value of these products increased by 45 per cent in 1984, and 18 per cent in 1985, to reach \$9.5 million in 1985. The industry has indicated that the major impediment to the manufacture of electric D.C. motors in Canada is the volume required for a viable and profitable operation. The only D.C. motors manufactured in Canada are 200 HP and over. These very large motors are sold to Canadian and foreign resource processing industries, such as steel mills.

The technology used in the manufacture of D.C. motors is mature. The Canadian industry has the experience and capability for the manufacture of electric D.C. motors. In addition, motor components such as commutators, slip rings, etc., can also be manufactured in Canada.

A manufacturer of electric D.C. motors, 1 to 20 HP, should have excellent export potential. Exports of electric D.C. and A.C. motors have increased substantially. Over the past two years, exports of electric D.C. and A.C. motors to the United States, the principal export destination, have increased by about 50 per cent per year.

Data on Canadian imports contained herein reflect the actual apparent domestic market for electric D.C. motors. The size of the market and its growth rate, as well as the potential for export indicate that it might be possible to establish in Canada a commercially viable operation for the manufacture of large electric D.C. motors within a reasonable period of time. Serious consideration should thus be given, by Canadian and foreign companies, to the manufacture in Canada of electric D.C. motors, 1 to 20 HP.

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

CANADIAN TARIFFS, 1986

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				
			British Preferential Tariff %	U.K. and Ireland %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %
44516-01	Electric motors, and complete parts thereof, n.o.p.	53	10	10	10	37.5	6.5
	<u>Scheduled Rates:</u> January 1, 1987		9.3	9.3	9.3	37.5	6
44511-01	Electric motors, direct current, rated at not less than 20 volts nor more than 75 volts, for use in the manufacture of industrial trucks commonly known as "fork lift" or "lift" trucks (Expired 30/06/86)	34	Free	Free	Free	37.5	Free
40950-01	Electric motors incorporated in or attached to, or to be incorporated in or attached to, agricultural implements or agricultural machinery; parts of the foregoing	8	Free	Free	Free	Free	Free

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

COUNTRIES WHICH BENEFIT FROM THE MOST FAVOURED NATION TARIFF TREATMENT: UNITED STATES, FRANCE, JAPAN, FEDERAL REPUBLIC OF GERMANY

COUNTRY WHICH BENEFITS FROM THE MOST FAVOURED NATION TARIFF TREATMENT OR GENERAL SYSTEM OF PREFERENCE*: MEXICO

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) 996-9491

*NOTE: In order to qualify for General System of Preference, a special certificate of origin is required.

CANADIAN IMPORTERS

Importers of electric D.C. motors, over 1 HP to under 20 HP, during 1985 as indicated in this report, 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>
202116 Holdings Ltd. OP AS Alta		Arrow Speed Controls Ltd.	Vancouver, B.C.
Industrial Controls & Drives	Edmonton, Alta.	Asea Inc.	St-Laurent, Qué.
A A F Canada Ltd.	Montréal, Qué.	Atlantic Packaging Products Ltd.	Scarborough, Ont.
A C Hamilton & Co.	Mississauga, Ont.	Atlas Polar Co. Ltd.	Toronto, Ont.
A C Wickman Ltd.	Toronto, Ont.	Auto Marine Electric Ltd.	Vancouver, B.C.
A M International Inc.	Scarborough, Ont.	B C Forest Products Ltd. (Head Office)	Vancouver, B.C.
Abitibi Price Inc., (Beaupré Division)	Toronto, Ont.	Bailey Controls, a Div. of Babcock & Wilcox Industries Ltd.	Burlington, Ont.
Abitibi-Price Inc. Stephenville Division	Stephenville, Nfld.	Bartell Industries Ltd.	Weston, Ont.
Acme Chemicals Ltd.	Toronto, Ont.	Basic Hydraulics & Industrial Equipment Ltd.	Welland, Ont.
Acme Manufacturing Canada Limited	Kitchener, Ont.	Basic Structure Steel Fabricators Limited	Welland, Ont.
Acme Steel Company of Canada Ltd.	Scarborough, Ont.	Beam Central Vacuum Systems Inc.	Oakville, Ont.
Adlyn G B Corporation	Beaconsfield, Qué.	Beaver-Delta Machinery Corp.	Guelph, Ont.
Advance Floor Machine Canada Limited	Mississauga, Ont.	Beel Controls Limited	Montréal, Qué.
Advanced Automated Equipment Limited	London, Ont.	Beloit Canada Ltée	Sorel, Qué.
Agence Suzanne Tremblay Inc.	Jonquière, Qué.	Berkeley Pump Ltd.	Ajax, Ont.
Air Dry Farm Sales Inc.	Beauséjour, Man.	Beverage Services Ltd.	Winnipeg, Man.
Airflo Central Vacuums Ltd.	Calgary, Alta.	Big M Equipments Inc.	Pointe-Claire, Qué.
Airtechni Inc.	Montréal, Qué.	Black Diamond Cheese, Div. of Thomas J. Lipton Inc.	Belleville, Ont.
Aisco Incorporated	Burlington, Ont.	Blackwood Hodge Equipment Ltd.	Weston, Ont.
Akhurst Machinery Ltd. (Eastern Div.)	Vancouver, B.C.	Blanchard Ness Ltée	St-Hubert, Qué.
Akurst Machinery Ltd.	Vancouver, B.C.	Boeing of Canada Ltd.	Winnipeg, Man.
Albany International Canada Inc.	Cowansville, Qué.	Boise Cascade Canada Ltd.	Fort Frances, Ont.
Alcan Canada Products Ltd.	Bracebridge, Ont.	Boston Gear of Canada Ltd.	Mississauga, Ont.
Alfa-Laval Ltd.	Scarborough, Ont.	Brim Pumps & Systems Limited	Mississauga, Ont.
Alfred Schnurr Electric Company Ltd.	Guelph, Ont.	Brown Boveri Canada Inc.	Pointe-Claire, Qué.
Alltemp Products Company Ltd.	Pickering, Ont.	Budd Canada Inc.	Kitchener, Ont.
Aluminum Company of Canada Ltd.	Montréal, Qué.	Burns Foods Ltd.	Calgary, Alta.
Amoco Fabrics Ltd.	Hawkesbury, Ont.	Burroughs Memorex Inc.	Don Mills, Ont.
Amptech Ltd.	Mississauga, Ont.	Busy Bee Machine Tools Ltd.	Concord, Ont.
Apollo Machine & Welding Ltd.	Edmonton, Alta.	C A E Electronics Ltd.	St-Laurent, Qué.
Apple Canada Inc.	Markham, Ont.	C E D Holdings Ltd.	Vancouver, B.C.
Arctic Traveler Canada Limited	Burlington, Ont.	C T H Instruments Ltd.	Dartmouth, N.S.
Argyle Cleaning Systems Limited	Toronto, Ont.	CEECO Machinery Manufacturing Ltd.	Concord, Ont.
Armadillo Enterprises Ltd. O/A Saskatoon All-Terrain	Saskatoon, Sask.	Can-Am Steel Drums Ltd.	Port Moody, B.C.
Arpeco Engineering Ltd.	Mississauga, Ont.	Canada Brick Co., Div. of Jannock Ltd. Burlington Plant	Streetsville, Ont.
		Canada Compound Co.	Toronto, Ont.
		Canadian Bearings Ltd.	Mississauga, Ont.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Canadian Fram Limited	Chatham, Ont.	Delta Enterprises (Sarnia) Ltd.	Sarnia, Ont.
Canadian General Electric Co. Ltd.	Peterborough, Ont.	Demuth Products (Canada) Ltd.	Waterloo, Ont.
Canadian General Electric Co. Ltd.	Toronto, Ont.	Deschênes Drilling Ltée	St-Quentin, N.B.
Canadian Mill Supply Company Ltd.	Scarborough, Ont.	Désourdy Inc.	Longueuil, Qué.
Canadian National Railways	Montréal, Qué.	Dismobec Ltée	Anjou, Qué.
Canadian Pacific Airlines	Vancouver, B.C.	Diversified Products of Canada Ltd.	Kitchener, Ont.
Canadian Table Tennis Assoc.	Vanier, Ont.	Domclean Limited	Brantford, Ont.
Capital Equipment Limited	Rexdale, Ont.	Domeg Mining Equipment Canada Ltd.	Ayer's Cliff, Qué.
Carnes Co., Div. Wehr Corp.	Verona, WI, USA*	Don Cudahy & Company Ltd.	Toronto, Ont.
Cegelec Industries Inc.	La Prairie, Qué.	Dow Chemical Canada Inc.	Sarnia, Ont.
Celsius Refrigeration Air Conditioning Heating Ltd.	Toronto, Ont.	Dresser Industries Canada Ltd.	Mississauga, Ont.
Centaur Floor Machine Co. Ltd.	Markham, Ont.	Dryden Agencies Ltd.	Edmonton, Alta.
Centonics Canada Inc.	Mississauga, Ont.	Duke Electric (1977) Limited	Hamilton, Ont.
Centre de Réparation M R T Inc.	Montréal, Qué.	Dunham-Bush of Canada Limited	Weston, Ont.
Century Electric Motors of Canada Ltd.	Toronto, Ont.	Dupont Canada Inc.	Mississauga, Ont.
Champion Road Machinery Limited	Goderich, Ont.	Dustbane Enterprises Ltd.	Ottawa, Ont.
Charles Lapierre Inc.	Dorval, Qué.	E-Mark Electric Equipment Company Ltd.	Malton, Ont.
Christie Brown & Company Limited	Toronto, Ont.	E.W. Playford Ltd.	Montréal, Qué.
Chromalox, Div. of Canadian Corporate Management Co. Ltd.	Rexdale, Ont.	Ecco Heating Products Ltd.	Edmonton, Alta.
Chrysler Canada Limited	Windsor, Ont.	Edson Machinery Limited	Hamilton, Ont.
Cirtcele-Tronic Reg'd	Québec, Qué.	Electric Lift Parts Reg'd	Lachine, Qué.
City Machinery (1971) Ltd.	Winnipeg, Man.	Electric Motors Service Ltd.	Edmonton, Alta.
Clark Equipment of Canada Ltd.	St. Thomas, Ont.	Electrolux Canada, Div. of Consolidated Foods of Canada	Montréal, Qué.
Clarks Supply & Service Ltd.	Moose Jaw, Sask.	Electronic Industries Corp.	Rexdale, Ont.
Cleaver-Brooks of Canada Ltd.	Stratford, Ont.	Electronic Metalform Industries Ltd.	Markham, Ont.
Clopay Canada Inc.	Scarborough, Ont.	Elston Industries Ltd.	Toronto, Ont.
Coca-Cola Ltd.	Toronto, Ont.	Emerson Electric Canada Ltd.	Markham, Ont.
Columbia Machine (Canada) Ltd.	Mississauga, Ont.	Entreprise Delstar Inc.	Pointe-Aux-Trembles, Que.
Concast Inc.	New York, NY, USA*	Envirotech Canada Ltd.	Mississauga, Ont.
Continental Can Canada Inc.	Toronto, Ont.	Erectoweld Company Ltd.	Oakville, Ont.
Controls & Equipment Ltd.	Moncton, N.B.	Eurocan Pulp & Paper Co.	Kitimat, B.C.
Crossman Machinery Company Ltd.	Vancouver, B.C.	Eurotech Services Ltd.	Calgary, Alta.
Crown Compact Cleaners Ltd.	Calgary, Alta.	Excello Corporation Limited	London, Ont.
Culligan of Canada Ltd.	Mississauga, Ont.	F.E. Myers (Canada) Ltd/Ltée	Kitchener, Ont.
D E M Controls Ltd.	Montréal, Qué.	FMC of Canada Limited, Material Equipment Div.	Markham, Ont.
D. Voth & Sons Ltd.	Manitou, Man.	Federal Bolt & Nut Corporation Ltd.	Toronto, Ont.
Dalex Co. Limited	Concord, Ont.	Federated Tool Supply Co. Ltd.	London, Ont.
Dalimpex Ltd.	St-Laurent, Qué.	Firestone Canada Inc.	Hamilton, Ont.
Danco Equipment Ltd.	Calgary, Alta.	Fischer Novatech Inc.	Mississauga, Ont.
Darianne of Canada Limited	Toronto, Ont.	Fluid Pack International Ltd.	London, Ont.
Data General (Canada) Limited	Mississauga, Ont.		

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Ford Glass Ltd.	Toronto, Ont.	Hurst Equipment Limited	Bloomington, Ont.
Fortress Group Inc.	Kitchener, Ont.	Hydro Electric Power Commission	Milverton, Ont.
Fryston Can Inc.	Rexdale, Ont.	Hyundai Auto Canada Inc.	Markham, Ont.
G & B Automated Equipment Ltd.	Downsview, Ont.	I C S Ltée	St-Laurent, Qué.
G C Storey Machinery Company Ltd.	Don Mills, Ont.	IRD Mechanalysis Limited	Hamilton, Ont.
G Cooper Equipment (Georgetown) Limited	Georgetown, Ont.	ITT Canada Limited	Guelph, Ont.
G.N. Johnston Equipment Company Ltd.	Mississauga, Ont.	Ilco Unican Inc.	Montréal, Qué.
Gasboy of Canada Ltd.	London, Ont.	Intera Technologies Ltd.	Calgary, Alta.
Gasmac Inc.	Mississauga, Ont.	Interior Offroad Equipment Ltd.	Prince-George, B.C.
Gates Canada Inc.	Brantford, Ont.	Intranscorp Limited	Mississauga, Ont.
Geneq Inc.	Montréal, Qué.	Irco Industries	Brantford, Ont.
General Motors of Canada Ltd.	Oshawa, Ont.	J H Ryder Machinery Limited	Toronto, Ont.
Genstar Cement Limited	Edmonton, Alta.	Jan Larson Industries Ltd.	Port Hope, Ont.
Gestetner Inc.	Don Mills, Ont.	John Heering & Company Ltd.	Aurora, Ont.
Goulds Pumps Canada Inc.	Kitchener, Ont.	John Meunier Inc.	Montréal, Qué.
Grand Prix Import Inc.	Montréal, Qué.	John Wilson Electric (Fordwich) Ltd.	Fordwich, Ont.
Grant Electric Ottawa Ltd.	Ottawa, Ont.	K-Bro Linen Systems Inc.	Scarborough, Ont.
Greater Canada Colour Printing Ltd. Greater Buffalo Press Inc.	Buffalo, NY, USA*	Kelsey-Hayes Canada Ltd., Woodstock Division	Woodstock, Ont.
Greey Lightning Unit of General Signal Limited	Toronto, Ont.	Kimberly-Clark Canada Ltd.	St-Hyacinthe, Qué.
Grundfos Pumps Inc.	Clovis, CA, USA*	Kings Electric Motors Ltd.	Winnipeg, Man.
H H Roberts Machinery Ltd.	Mississauga, Ont.	Kone Inc. (Canada)	Laval, Qué.
H M Upton Associates Ltd.	Concord, Ont.	L O F Glass of Canada Ltd.	Collingwood, Ont.
H. Roy Gray Ltd.	Markham, Ont.	La Coopérative Fédérée de Québec	Montréal, Qué.
Haessler & Deway Ltd.	Brampton, Ont.	La Corporation des Tapis Peerless Ltée	Acton Vale, Qué.
Hampton Power Products (1984) Ltd.	Chilliwack, B.C.	Ladish Co. of Canada Ltd.	Cudahy, WI, USA*
Hampton Power Products Ltd.	Portland, ME, USA*	Lamb-Cargate Industries Ltd.	New Westminster, B.C.
Handling Specialty Mfg. Ltd.	Grimsby, Ont.	Laniel Canada Inc.	Montréal, Qué.
Hansen Sound Ltd.	Calgary, Alta.	Lansing Bagnall of Canada Ltd.	Bramalea, Ont.
Hansler Equipment (West) Inc.	Mississauga, Ont.	Leach & Garner Canada Ltd.	Scarborough, Ont.
Harnischfeger Corp. Canada Ltd.	Milwaukee, WI, USA*	Leeds & Northrup Canada, Div. General Signal Limited	Rexdale, Ont.
Harrigan Rentals & Equipment Ltd.	Vancouver, B.C.	Leeson Electric (Canada) Ltd.	Mississauga, Ont.
Harrington, Div. Ingersoll-Rand Canada Inc.	Lachine, Qué.	Leroy Somer Canada Ltée	Granby, Qué.
Harris Systems Ltd.	Don Mills, Ont.	Les Distribution N S I M E P Inc.	Pointe-Claire, Qué.
Hayward Gordon Ltd.	Mississauga, Ont.	Les Équipements Industriels M S P Inc.	Laval, Qué.
Hibbert Wholesale (1984) Ltd.	Calgary, Alta.	Les Fromages Saputo Ltée	Montréal, Qué.
Hiway Refrigeration Ltd.	Burnaby, B.C.	Les Pneus Lanoraie (Bandag) Inc.	Lanoraie, Qué.
Hoover Canada Inc.	Burlington, Ont.	Les Publications du Nord-Ouest Div. du Groupe Québecor Inc.	Val d'Or, Qué.
Howison Amusements Ltd. OP	Ottawa, Ont.	Les Scies de la Rive Sud Inc.	Lemoyne, Qué.
Ottawa Amusement Machines		Les Ventilateurs Industriels Belle-Aire Inc.	Lachine, Qué.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Liftow Ltd.	Malton, Ont.	Prestige Dyeing & Finishing	
London Concrete Machinery, Div.		O/B Kute Knit Mfg. Corp.	Montréal, Qué.
of Hodgson Machinery & Eq Ltd.	London, Ont.	Provincial Crane, Div.	
Lycos Products Ltd.	Burnaby, B.C.	Dominion Bridge Co. Ltd.	Niagara Falls, Ont.
M G W Hydraulics Limited	Windsor, Ont.	Pumps & Power Ltd.	Vancouver, B.C.
M L S Fabrication Inc.	Montréal, Qué.	R C P Inc.	Downsview, Ont.
Madison Industrial Equipment		R N G Equipment Inc.	Anjou, Qué.
Inc.	Meadowvale, Ont.	R.G. Speep Control Devices Ltd.	Downsview, Ont.
Magnussen Furniture Mfg. Ltd.	New Hamburg, Ont.	Ralston Purina Canada Inc.	St-Romuald, Qué.
Manville Canada Inc.	Denver, CO, USA*	Raymond Industrial Equipment	
Maple Leaf Drives Ltd.	Mississauga, Ont.	Ltd.	Brantford, Ont.
Market Farm Equipment Limited	Dashwood, Ont.	Raytel Equipment Ltd.	Calgary, Alta.
Marrs Leisure Products (1977)		Red Devil Inc.	Brampton, Ont.
Inc.	Winnipeg, Man.	Réfrigération Protec Inc.	Montréal, Qué.
Matcom Rigging Limited	Concord, Ont.	Reliable Electric Sales &	
Matériel Sermia Ltée	Laval, Qué.	Service Ltd.	Woodstock, Ont.
Matsushita Electric DPSP	Toronto, Ont.	Reliance Division-Reliance	
Matsushita Electric of Canada		Electric Ltd.	Stratford, Ont.
Limited	Mississauga, Ont.	Ronald Hastings Co.	Toronto, Ont.
McPherson & Thom (Alta) Ltd.	Calgary, Alta.	Rosler Construction Ltd.	Saskatoon, Sask.
Millard & Lumb Limited	Kingston, Ont.	Rowley Company Ltd.	Scarborough, Ont.
Mita Copystar Canada Ltd.	Mississauga, Ont.	Rumble Equipment Ltd.	Rexdale, Ont.
Mitsui & Co. Canada Ltd.	Toronto, Ont.	Russel Brothers Limited	Owen Sound, Ont.
Mobil Chemical Canada Ltd.	Toronto, Ont.	S & C Electric Canada Ltd.	Rexdale, Ont.
Modern Track Machinery Canada		Safety Supply Company	Toronto, Ont.
Ltd.	Mississauga, Ont.	Saftronics Ltd.	Stratford, Ont.
Monarch Industries Limited	Winnipeg, Man.	Saftronics Systems Ltd.	Markham, Ont.
Montréal Refer Service Inc.	Longueuil, Qué.	Satin-Finish Hardwood Flooring	
Motion Control Devices Ltd.	Burlington, Ont.	(Ontario) Ltd.	Weston, Ont.
Motor Coach Industries Ltd.	Winnipeg, Man.	Schwitzer, Div. Wallace Murray	
Muller Manufacturing Ltd.	Montréal, Qué.	Canada Ltd.	Stratford, Ont.
Munck Cranes Inc.	Stoney Creek, Ont.	Scona Electric Ltd.	Edmonton, Alta.
Nalor Distribution Ltée	Montréal, Qué.	Seaboard Industrial Supply Co.	
Norpro L P G Limited	Windsor, Ont.	Ltd.	Glace Bay, N.S.
Northern Telecom Canada Limited	Islington, Ont.	Sharp Electronics of Canada	
Opal Manufacturing Company Ltd.	Downsview, Ont.	Ltd.	Mississauga, Ont.
Otto Dock Orthopedic Industry		Sharp Industries Ltd.	Vancouver, B.C.
of Canada Ltd.	Winnipeg, Man.	Sherwood Auto Electric Inc.	Woodbridge, Ont.
Panneau de la Vallée Inc.	Sayabec, Qué.	Siemens Electric Limited	Mississauga, Ont.
Peacock Brothers Ltd.	Lasalle, Qué.	Sierra Trading Co.	Vancouver, B.C.
Peerensal Inc.	Lachine, Qué.	Singer Company of Canada Ltd.	St-Jean, Qué.
Penn Ventilator Canada Ltd.	Farnham, Qué.	Sitzler Electric Ltd.	Nisku, Alta.
Perth Farm Systems Ltd.	Newton, Ont.	Soliroc Metal Inc.	Coleraine, Qué.
Phelan Brothers Electrical		Sommers Motor-Generator Sales	
Distributors Ltd.	Bolton, Ont.	Ltd.	Tavistock, Ont.
Pièces de Chariots Élévateurs		Specialty Manufacturing Ltd.	Vancouver, B.C.
National Inc.	Montréal, Qué.	Sperry Inc. Computer Systems	Mississauga, Ont.
		Springco Industries Limited	Toronto, Ont.

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Sprout Waldron, Div. of Koppers Engineered Products Limited	Waterloo, Ont.	Wajax Industries Limited	Mississauga, Ont.
St-Louis Ship Canada Ltd.	St-Louis, MO, USA*	Wallace & Tiernan, Div. of Pennwalt of Canada Limited	Scarborough, Ont.
Stackpole Limited	Etobicoke, Ont.	Wean United Canada Ltd.	Cambridge, Ont.
Stelco Inc.	Hamilton, Ont.	Wesclean Equipment & Cleaning Supplies Ltd.	Edmonton, Alta.
Stelpro Limited	Markham, Ont.	Western Coring & Equipment Co. Ltd.	Vancouver, B.C.
Stephens Adamson, Div. of Allis Chalmers Canada Limited	Belleville, Ont.	Western Star Trucks Inc.	Mississauga, Ont.
Sterling Power Systems, Div. of A.O. Smith Ltd.	Hamilton, Ont.	Westinghouse Canada Limited	Hamilton, Ont.
Stone-Safety Canada Ltd.	Scarborough, Ont.	Westlift Sales & Service Ltd.	Surrey, B.C.
Stratoflex of Canada Ltd.	Fort Worth, TX, USA*	Whiting Equipment Canada Inc.	Welland, Ont.
Sulzer Canada Inc.	Pointe-Claire, Qué.	Williams & Wilson Limited	Montréal, Qué.
Sumitomo Canada Limited	Toronto, Ont.	Williams Machinery Limited	Vancouver, B.C.
Sunbeam Corporation (Canada) Ltd.	Toronto, Ont.	Wilson-Breadner Trailer Sales Limited	Kitchener, Ont.
T W Kutler Limited	Avon, MA, USA*	Windsor Pump Co. Ltd.	Windsor, Ont.
Taco (Canada) Limited	Mississauga, Ont.	Winford Insulations Ltd.	Burnaby, B.C.
Teac Canada Ltd.	Mississauga, Ont.	Winpak Ltd.	Winnipeg, Man.
Tennant Company	Minneapolis, MN, USA*	Yale Industrial Trucks Montréal Ltd.	Dorval, Qué.
Terra Power Tractor Co. Ltd.	Saskatoon, Sask.	York Instruments	
The General Tire & Rubber Co. of Canada Limited	Barrie, Ont.	O/B Rybco Trading Ltd.	Don Mills, Ont.
The Valiant Machine & Tool Inc.	Windsor, Ont.	Zephyr Textiles Company Ltd.	Ormstown, Qué.
Thermal Technic Inc.	Mississauga, Ont.		
Thetford Armature Inc.	Thetford Mines, Qué.		
Tormag Engineering Products Ltd.	Vancouver, B.C.		
Toshiba International Corporation	Vancouver, B.C.		
Toshiba of Canada Limited	Willowdale, Ont.		
Transbearco Limited	Rexdale, Ont.		
Transocean Machine Company Incorporated	Montréal, Qué.		
Tree Island Steel Co. Ltd.	New Westminster, B.C.		
Tri-Pyramid Industrial Ltd.	Vancouver, B.C.		
Tri-Tel Associates Ltd.	Willowdale, Ont.		
Tri-Way Machine Ltd.	Windsor, Ont.		
Union Pump (Canada) Ltd.	Burlington, Ont.		
Union Special Machine Company of Canada Ltd.	Chicago, IL, USA*		
Uniroyal Ltd.	Don Mills, Ont.		
Urgent Industrial Supply Inc.	Windsor, Ont.		
Vans Sausage Co. Ltd.	Edmonton, Alta.		
Vector Electric Company Limited	Aylmer, Ont.		
Velan Engineering Ltd.	Montréal, Qué.		
Volkswagen Canada Inc.	Scarborough, Ont.		
Waffles Electric Limited WLRP	Windsor, Ont.		
Wajax (Western), Div. of Wajax Equipment Ltd.	Coquitlam, B.C.		

* Non resident importer

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770 Main Street
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