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IMPORT PROFILE

Investment Opportunities

GENERATOR SETS, SELF-CONTAINED

Pub. No: 72-86

November 1986



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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GENERATOR SETS, SELF-CONTAINED

Pub. No: 72-86

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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

GENERATOR SETS, SELF-CONTAINED

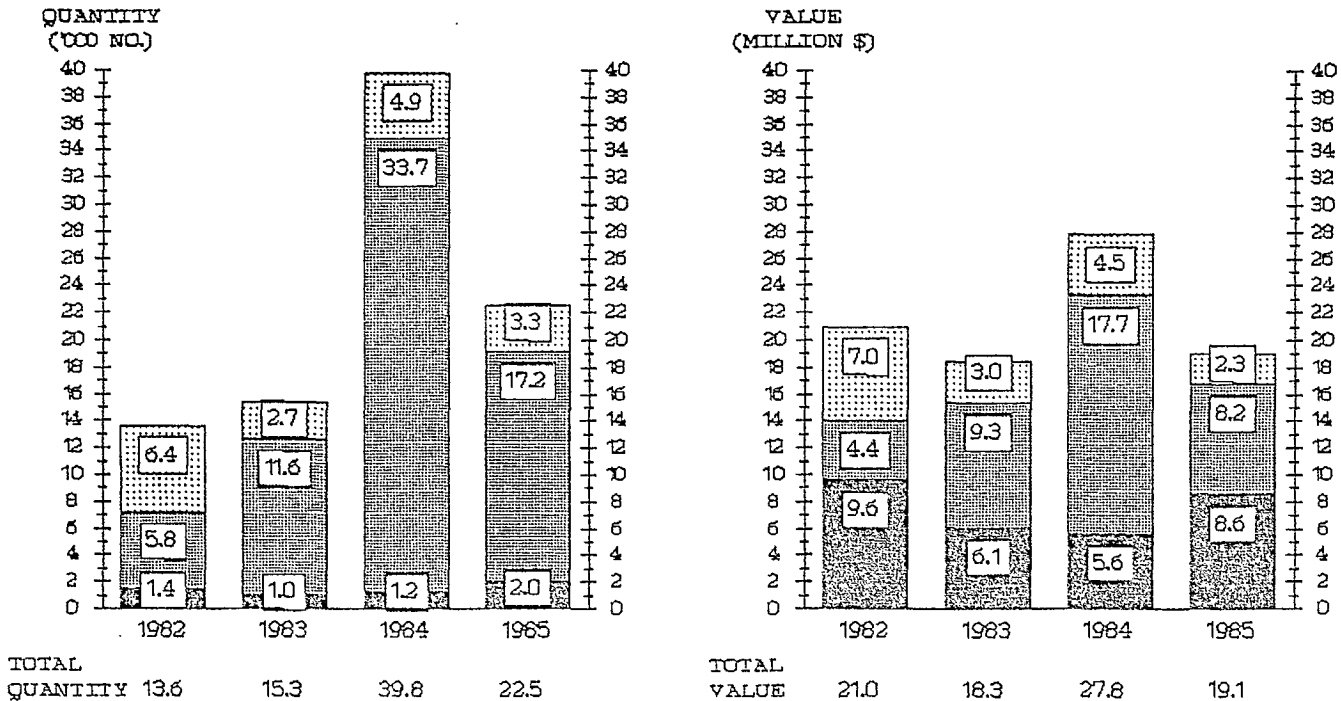
INTRODUCTION AND SCOPE

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 Self-Contained Generator Sets (hereinafter referred to as generator sets), Not Elsewhere Specified (N.E.S.) (Import Commodity Trade Classification (M.C.C.) commodity code 503-15). The commodity code, which is itself general, is broken down into nine groups by the Canadian International Trade Classification (C.I.T.C.). One of these groups, C.I.T.C. 503-15-90, comprises generator sets, which could not be classified in any of the more descriptive groups due to inter alia the lack of information. For the purpose of the profile, this group will be referred to as "unidentified generator sets".

Additional information on alternating current generators can be found in profile number 69-86.

IMPORT TRENDS: OVERVIEW



- Generator Sets, Diesel Engine
- Generator Sets, Gas Engine
- Generator Sets, Unidentified

GENERAL SUMMARY - 1985

IMPORTS OF GENERATOR SETS

| C.I.T.C. COMMODITY CODE | ENGINE TYPE | OUTPUT | POWER | 1985 IMPORTS | | % OF 1985 IMPORTS | |
|-------------------------------|--------------|--------|----------------|--------------|------------------|-------------------|-------|
| | | | | QTY (No) | VALUE (\$000) | QTY | VALUE |
| 503-15-20 | Diesel | D.C. | — | 263 | 194 | 1 | 1 |
| 503-15-30 | Diesel | A.C. | Under 50 kW | 1 557 | 4 525 | 7 | 24 |
| 503-15-31 | Diesel | A.C. | 50 to 250 kW | 100 | 1 445 | * | 8 |
| 503-15-32 | Diesel | A.C. | 251 to 1000 kW | 54 | 1 761 | * | 9 |
| 503-15-33 | Diesel | A.C. | Over 1000 kW | 7 | 709 | * | 4 |
| TOTAL DIESEL | | | | 1 981 | 8 634 | 9 | 45 |
| 503-15-40 | Gas | D.C. | — | 9 622 | 3 508 | 43 | 18 |
| 503-15-50 | Gas | A.C. | 5 kW and Under | 7 059 | 2 989 | 31 | 16 |
| 503-15-51 | Gas | A.C. | Over 5 kW | 554 | 1 697 | 2 | 9 |
| TOTAL GAS | | | | 17 235 | 8 194 | 77 | 43 |
| 503-15-90 | Unidentified | — | — | 3 286 | 2 274 | 15 | 12 |
| 503-15 | TOTAL | | | 22 502 | 19 101 | 100% | 100% |

* - less than one percent

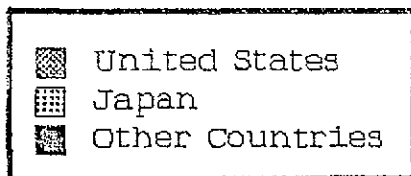
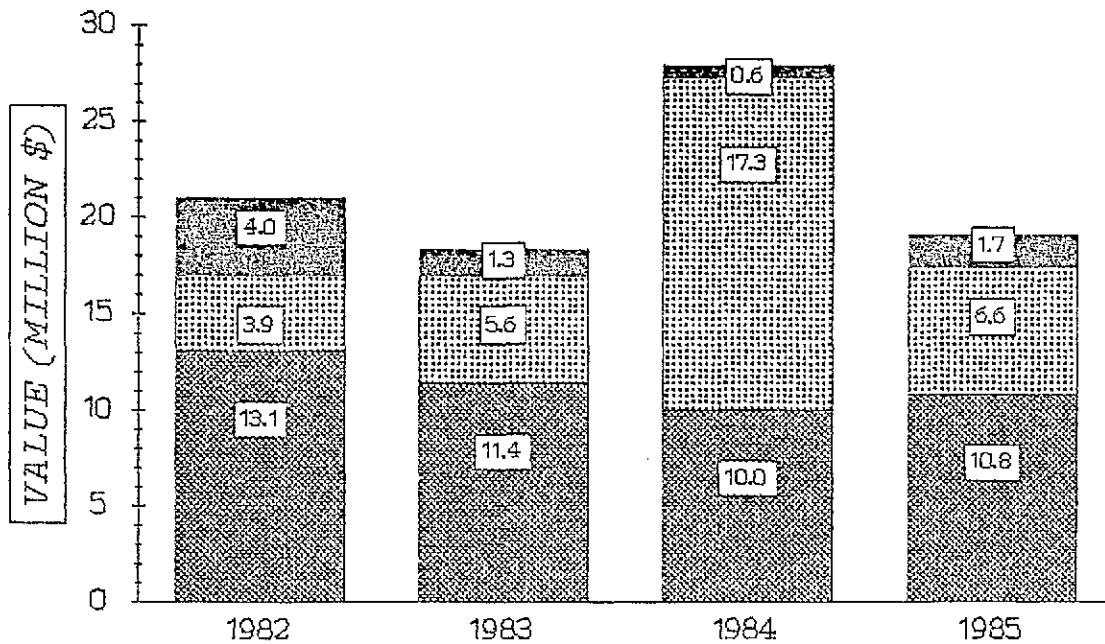
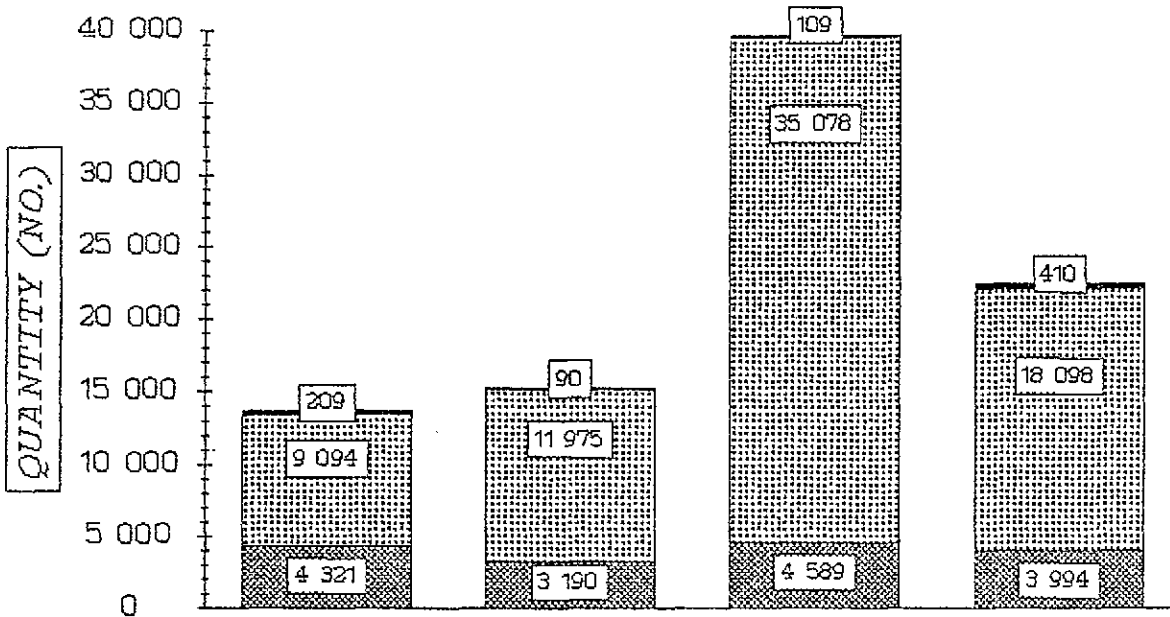
In 1985, imports of diesel generator sets amounted to 1 981 sets, valued at \$8.6 million, which accounted for 9 per cent of the volume, and 45 per cent of the value of imports of generator sets. Imports of diesel, A.C. generator sets, under 50 kW, represented 79 per cent of the volume and 52 per cent of the value of imports of diesel generator sets. Imports of diesel, D.C. generator sets were negligible. Most imports of diesel, D.C. and A.C., generator sets originated from the United States.

For that year, imports of gas engine generator sets totalled 17 235 units, valued at \$8.2 million, which accounted for 77 per cent of the quantity, and 43 per cent of the value of imports of generator sets. Imports of gas, A.C. generator sets comprised 44 per cent of the volume and 57 per cent of the value of imports of gas generator sets. Although imports of gas, D.C. generator sets accounted for a sizeable share of total imports of gas generator sets, there was no information on the size of those units.

In the same year, imports of unidentified generator sets amounted to 3 286 sets, valued at \$2.3 million, which represented 15 per cent of the volume and 12 per cent of the value of imports of generator sets.

More details on imports of generator sets can be found in the appendices.

IMPORTS OF GENERATOR SETS BY MAJOR COUNTRY OF EXPORT



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

SELF-CONTAINED GENERATOR SETS (503-15)

| Foreign Country of Export | 1982 | 1983 | 1984 | 1985 | Unit Price | Average Annual Growth Rate | Per cent Change |
|--|--------|--------|--------|--------|---------------|-------------------------------------|--------------------|
| | | | | | 1985 | 1982-1985 | 1984-1985 |
| | | | | | \$ | % | % |
| UNITED STATES | | | | | | | |
| Quantity (No.) | 4 321 | 3 190 | 4 589 | 3 994 | | -3 | -13 |
| Value (\$000) | 13 102 | 11 421 | 9 962 | 10 769 | 2 696 | -6 | 8 |
| JAPAN | | | | | | | |
| Quantity (No.) | 9 094 | 11 975 | 35 078 | 18 098 | | 26 | -48 |
| Value (\$000) | 3 921 | 5 621 | 17 259 | 6 604 | 365 | 19 | -62 |
| FEDERAL REPUBLIC OF GERMANY | | | | | | | |
| Quantity (No.) | 63 | 43 | 12 | 246 | | 57 | 1 950 |
| Value (\$000) | 792 | 38 | 98 | 1 102 | 4 480 | 12 | 1 024 |
| UNITED KINGDOM | | | | | | | |
| Quantity (No.) | 36 | 44 | 87 | 158 | | 64 | 82 |
| Value (\$000) | 2 201 | 1 214 | 458 | 544 | 3 443 | -37 | 19 |
| ITALY | | | | | | | |
| Quantity (No.) | 0 | 0 | 4 | 4 | | N/A | 0 |
| Value (\$000) | 0 | 0 | 23 | 51 | 12 750 | N/A | 122 |
| OTHER | | | | | | | |
| Quantity (No.) | 110 | 3 | 6 | 2 | | -74 | -67 |
| Value (\$000) | 986 | 12 | 4 | 31 | 15 500 | -68 | 675 |
| TOTAL | | | | | | | |
| Quantity (No.) | 13 624 | 15 255 | 39 776 | 22 502 | | 18 | -43 |
| Value (\$000) | 21 002 | 18 306 | 27 804 | 19 101 | | -3 | -31 |
| Unit Price (\$) | 1 542 | 1 200 | 699 | 849 | | | |

N/A - Not applicable

Between 1982 and 1985, the volume of imports of generator sets increased at an average annual rate of 18 per cent, while the value of imports fluctuated significantly. The surge in both the value and volume of imports in 1984, when compared to 1983, resulted from a large increase in imports from Japan of gas, A.C. generator sets, 5 kW and under (C.I.T.C. 503-15-50, as indicated on page 8). In 1985, imports of all types of generator sets totalled 22,502 units, valued at \$19.1 million.

In terms of quantity, Japan has consistently been the major exporter to Canada of generator sets. In 1985, it accounted for 80 per cent of the volume of imports. In terms of value, the United States has generally been the top exporter of generator sets. It dominated the value of Canadian imports of generator sets because its exports were primarily diesel generator sets. These generator sets commanded an average unit price higher than that for equivalent gas generator sets. Further, U.S. exports comprised generator sets larger in size than those from Japan.

IMPORT DATA TRENDS BY TYPE - IMPORT COMMODITY CODE 503-15

GENERATOR SETS

| <u>C.I.T.C. Commodity Code</u> | <u>Description</u> | <u>1982</u> | <u>1983</u> | <u>1984</u> | <u>1985</u> | <u>Average Annual Growth Rate 1982-1985 %</u> | <u>Major Country of Export 1985 Value (\$000)</u> |
|--|--|-------------|-------------|-------------|-------------|---|---|
| 503-15-20 | Generator Sets, Diesel Engine, D.C. | | | | | | UNITED STATES |
| | Quantity (No.) | 712 | 463 | 128 | 263 | -28 | |
| | Value (\$000) | 353 | 324 | 217 | 194 | -18 | 143 |
| 503-15-30 | Generator Sets, Diesel Engine, A.C., Under 50 kW | | | | | | UNITED STATES |
| | Quantity (No.) | 372 | 384 | 905 | 1 557 | 61 | |
| | Value (\$000) | 1 319 | 1 284 | 2 506 | 4 525 | 51 | 2 851 |
| 503-15-31 | Generator Sets, Diesel Engine, A.C., 50 to 250 kW | | | | | | UNITED STATES |
| | Quantity (No.) | 148 | 88 | 135 | 100 | -12 | |
| | Value (\$000) | 1 154 | 819 | 1 123 | 1 445 | 8 | 1 390 |
| 503-15-32 | Generator Sets, Diesel Engine, A.C., 251 to 1000 kW | | | | | | UNITED STATES |
| | Quantity (No.) | 59 | 33 | 36 | 54 | -3 | |
| | Value (\$000) | 2 681 | 2 508 | 1 278 | 1 761 | -13 | 1 721 |
| 503-15-33 | Generator Sets, Diesel Engine, A.C., Over 1000 kW | | | | | | UNITED STATES |
| | Quantity (No.) | 107 | 9 | 8 | 7 | -60 | |
| | Value (\$000) | 4 044 | 1 158 | 512 | 709 | -44 | 709 |
| 503-15-40 | Generator Sets, Gas Engine, D.C. | | | | | | JAPAN |
| | Quantity (No.) | 376 | 389 | 7 131 | 9 622 | 195 | |
| | Value (\$000) | 222 | 170 | 3 432 | 3 508 | 151 | 3 219 |
| 503-15-50 | Generator Sets, Gas Engine, A.C., 5 kW and Under | | | | | | JAPAN |
| | Quantity (No.) | 4 942 | 10 747 | 25 529 | 7 059 | 13 | |
| | Value (\$000) | 2 433 | 5 027 | 12 028 | 2 989 | 7 | 2 271 |
| 503-15-51 | Generator Sets, Gas Engine, A.C., Over 5 kW | | | | | | UNITED STATES |
| | Quantity (No.) | 490 | 466 | 997 | 554 | 4 | |
| | Value (\$000) | 1 781 | 4 054 | 2 219 | 1 697 | -2 | 1 656 |
| 503-15-90 | Generator Sets, Unidentified | | | | | | UNITED STATES |
| | Quantity (No.) | 6 418 | 2 676 | 4 907 | 3 286 | -20 | |
| | Value (\$000) | 7 015 | 2 962 | 4 488 | 2 274 | -31 | 1 292 |

| | | | | | | | |
|-------|----------------|--------|--------|--------|--------|----|---------------|
| Total | Quantity (No.) | 13 624 | 15 255 | 39 776 | 22 502 | 18 | UNITED STATES |
| | Value (\$000) | 21 002 | 18 306 | 27 804 | 19 101 | -3 | 10 769 |

IMPORT MARKET CONCENTRATION.
(BY % OF TOTAL 1985 VALUE)

| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 15 Importers</u> | <u>Top 20 Importers</u> |
|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 49 | 64 | 72 | 78 |

In 1985, the 10 major importers of generator sets accounted for \$12.2 million, or 64 per cent of the value of imports of generator sets. Five of these importers were assemblers of automotive products, or wholesalers of industrial, construction and mining machinery and equipment, which accounted for \$8.7 million of imports of generator sets. The other five major importers, which were manufacturers of electrical and electronic machinery and transportation equipment, accounted for \$3.5 million of imports. Of the top 10 importers, four companies were located in Ontario and four in the Western provinces.

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
(78% OF TOTAL IMPORT VALUE)

| | <u>MANUFACTURERS(2)</u> | | <u>WHOLESALEERS(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 | 4 | 1 916 | 6 | 6 651 | 10 | 8 567 |
| Québec | 2 | 2 338* | 1 | 3 945* | 3 | 6 283* |
| Western Provinces | 2 | - | 5 | - | 7 | - |
| Atlantic Provinces | - | - | - | - | - | - |
| TOTAL | 8 | 4 254 | 12 | 10 596 | 20 | 14 850 |

| | | | |
|---------------------------------|-----|-----|-----|
| Per cent of 1985 total value | 22% | 55% | 78% |
|---------------------------------|-----|-----|-----|

*Québec and Western Provinces aggregated to preserve confidentiality.

(1) Includes assemblers of automotive products.

(2) Includes two importers, one in Ontario and the other in the Western provinces, for which it was not possible to identify the type of business activity.

In 1985, there were at least 215 known importers of generator sets. The top 20 importers accounted for \$14.8 million, or 78 per cent of the value of imports of generator sets. Twelve of the top 20 importers were wholesalers, which represented 55 per cent of the value of imports. Six of these 12 importers were wholesalers of industrial machinery and equipment, and accounted for \$3.7 million of imports of generator sets. Another three of these 12 importers were wholesalers of construction and mining machinery and equipment, which represented \$1.1 million of imports.

CANADIAN PRODUCTION

There are at least twenty five manufacturers of generator sets in Canada. Statistics Canada does not publish information on the manufacture of generator sets. However, it reports that shipments of A.C. generators, including generator sets, amounted to \$59.9 million, and those of D.C. generators, including generator sets, totalled \$54.3 million in 1984.

EXPORTS

Statistics Canada reports that exports of A.C. and D.C. generators, including generator sets, amounted to 4 684 units, valued at \$23.8 million in 1985.

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, including generator sets, during the period April 1985 to March 1986.

NOTE: The above data reflect purchases by the Department of Supply and Services only, and may not include direct purchases by other federal government departments.

MARKET SUMMARY

An industrial generator set consists of a diesel or a gasoline engine, an electric generator and a control panel; all components are normally mounted on a common base.

Generator sets are utilized to provide (1) a base load power for isolated locations, such as northern communities, and mining and construction sites, and (2) standby power, where a disruption of normal utility would cause inconvenience or serious equipment malfunctions, e.g., in power stations, hospitals, computer installations and large buildings.

In recent years, the Canadian market for generator sets has been fairly stable. Currently, it is estimated at \$75 million. Imports supply approximately 25 per cent of the market, and consist of diesel generator sets primarily from the U.S.A., and gasoline generator sets mainly from Japan.

The Canadian production of generator sets is estimated at approximately \$60 million, of which about nine per cent is exported, largely to developing countries.

Canada has a good capability in the manufacture of diesel generator sets, particularly in sets designed to produce more than 25 kW. However, it has limited capacity in the production of generator sets in the less than 10 kW range.

Imports of generator sets from industrialized countries are subject to a custom duty of ten per cent (declining to 9.3 per cent on January 1, 1987), when Canadian-made generator sets are available. New Canadian manufacturing capacity of generator sets in the less than 10 kW range would have access to a fairly large domestic market, and would benefit from the protection accorded by the Canadian tariffs.

This report was prepared by:

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

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, DIESEL ENGINE, D.C. (503-15-20)

| <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.) | 75 | 82 | 126 | 97 | | 9 | -23 |
| Value (\$000) | 109 | 184 | 213 | 143 | 1 474 | 9 | -33 |
| JAPAN | | | | | | | |
| Quantity (No.) | 565 | 378 | 0 | 166 | | -34 | N/A |
| Value (\$000) | 139 | 135 | 0 | 51 | 307 | -28 | N/A |
| OTHER | | | | | | | |
| Quantity (No.) | 72 | 3 | 2 | 0 | | N/A | -100 |
| Value (\$000) | 105 | 5 | 4 | 0 | N/A | N/A | -100 |
| TOTAL | | | | | | | |
| Quantity (No.) | 712 | 463 | 128 | 263 | | -28 | 105 |
| Value (\$000) | 353 | 324 | 217 | 194 | | -18 | -11 |
| Unit Price (\$) | 496 | 700 | 1 695 | 738 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 16

| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>16 Importers</u> |
|----------------------------|-----------------------------|-------------------------|
| 66 | 82 | 100 |

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, DIESEL ENGINE, A.C., UNDER 50 KW (503-15-30)

| <u>Foreign Country of Export</u> | <u>1982</u> | <u>1983</u> | <u>1984</u> | <u>1985</u> | <u>Unit</u> | <u>Average</u> | <u>Per cent</u> |
|--------------------------------------|-------------|-------------|-------------|-------------|--------------|----------------|------------------|
| | | | | | <u>Price</u> | <u>Annual</u> | <u>Change</u> |
| | | | | | <u>1985</u> | <u>Growth</u> | <u>1984-1985</u> |
| | | | | | \$ | % | % |
| UNITED STATES | | | | | | | |
| Quantity (No.) | 333 | 300 | 771 | 906 | | 40 | 18 |
| Value (\$000) | 1 211 | 1 110 | 2 224 | 2 851 | 3 147 | 33 | 28 |
| FEDERAL REPUBLIC OF GERMANY | | | | | | | |
| Quantity (No.) | 1 | 35 | 1 | 242 | | 523 | 24 100 |
| Value (\$000) | 1 | 24 | 5 | 1 085 | 4 483 | 928 | 21 600 |
| UNITED KINGDOM | | | | | | | |
| Quantity (No.) | 30 | 40 | 58 | 153 | | 72 | 164 |
| Value (\$000) | 98 | 138 | 171 | 500 | 3 268 | 72 | 192 |
| JAPAN | | | | | | | |
| Quantity (No.) | 1 | 8 | 73 | 256 | | 535 | 251 |
| Value (\$000) | 1 | 8 | 97 | 89 | 348 | 346 | -8 |
| OTHER | | | | | | | |
| Quantity (No.) | 7 | 1 | 2 | 0 | | N/A | -100 |
| Value (\$000) | 8 | 4 | 9 | 0 | N/A | N/A | -100 |
| <hr/> | | | | | | | |
| TOTAL | | | | | | | |
| Quantity (No.) | 372 | 384 | 905 | 1 557 | | 61 | 72 |
| Value (\$000) | 1 319 | 1 284 | 2 506 | 4 525 | | 51 | 81 |
| Unit Price (\$) | 3 546 | 3 344 | 2 769 | 2 906 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 52

Top 5
Importers

68

Top 10
Importers

82

Top 15
Importers

87

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, DIESEL ENGINE, A.C., 50 TO 250 KW (503-15-31)

| <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.) | 148 | 87 | 108 | 95 | | -14 | -12 |
| Value (\$000) | 1 154 | 711 | 1 054 | 1 390 | 14 632 | 6 | 32 |
| UNITED KINGDOM | | | | | | | |
| Quantity (No.) | 0 | 1 | 26 | 2 | | N/A | -92 |
| Value (\$000) | 0 | 109 | 59 | 22 | 11 000 | N/A | -63 |
| ITALY | | | | | | | |
| Quantity (No.) | 0 | 0 | 1 | 2 | | N/A | 100 |
| Value (\$000) | 0 | 0 | 9 | 19 | 9 500 | N/A | 111 |
| FEDERAL REPUBLIC OF GERMANY | | | | | | | |
| Quantity (No.) | 0 | 0 | 0 | 1 | | N/A | N/A |
| Value (\$000) | 0 | 0 | 0 | 14 | 14 000 | N/A | N/A |
| <hr/> | | | | | | | |
| TOTAL | | | | | | | |
| Quantity (No.) | 148 | 88 | 135 | 100 | | -12 | -26 |
| Value (\$000) | 1 154 | 819 | 1 123 | 1 445 | | 8 | 29 |
| Unit Price (\$) | 7 797 | 9 307 | 8 319 | 14 450 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 31

| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 15 Importers</u> | <u>Top 20 Importers</u> |
|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 60 | 73 | 83 | 90 |

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT:

GENERATOR SETS, DIESEL ENGINE, A.C., 251 TO 1 000 KW (503-15-32)

| <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.) | 59 | 33 | 34 | 52 | | -4 | 53 |
| Value (\$000) | 2 681 | 2 508 | 1 200 | 1 721 | 33 096 | -14 | 43 |
| ITALY | | | | | | | |
| Quantity (No.) | 0 | 0 | 0 | 1 | | N/A | N/A |
| Value (\$000) | 0 | 0 | 0 | 24 | 24 000 | N/A | N/A |
| UNITED KINGDOM | | | | | | | |
| Quantity (No.) | 0 | 0 | 0 | 1 | | N/A | N/A |
| Value (\$000) | 0 | 0 | 0 | 15 | 15 000 | N/A | N/A |
| OTHER | | | | | | | |
| Quantity (No.) | 0 | 0 | 2 | 0 | | N/A | -100 |
| Value (\$000) | 0 | 0 | 78 | 0 | N/A | N/A | -100 |
| TOTAL | | | | | | | |
| Quantity (No.) | 59 | 33 | 36 | 54 | | -3 | 50 |
| Value (\$000) | 2 681 | 2 508 | 1 278 | 1 761 | | -13 | 38 |
| Unit Price (\$) | 45 441 | 76 000 | 35 500 | 32 611 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 21

| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 16 Importers</u> |
|----------------------------|-----------------------------|-----------------------------|
| 60 | 83 | 93 |

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, DIESEL ENGINE, A.C., OVER 1 000 KW (503-15-33)

| <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.) | 97 | 7 | 7 | 7 | | -58 | 0 |
| Value (\$000) | 456 | 195 | 289 | 709 | 101 286 | 16 | 145 |
| OTHER | | | | | | | |
| Quantity (No.) | 10 | 2 | 1 | 0 | | N/A | -100 |
| Value (\$000) | 3 588 | 963 | 223 | 0 | N/A | N/A | -100 |
| TOTAL | | | | | | | |
| Quantity (No.) | 107 | 9 | 8 | 7 | | -60 | -13 |
| Value (\$000) | 4 044 | 1 158 | 512 | 709 | | -44 | 38 |
| Unit Price (\$) | 37 794 | 128 667 | 64 000 | 101 286 | | | |

N/A - Not applicable

NOTE: There were only three importers of this size of generator sets in 1985.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, GAS ENGINE, D.C. (503-15-40)

| <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> % |
|--------------------------------------|-------------|-------------|-------------|-------------|--------------------------------------|--|---|
| JAPAN | | | | | | | |
| Quantity (No.) | 206 | 330 | 6 985 | 9 278 | | 256 | 33 |
| Value (\$000) | 83 | 104 | 3 282 | 3 219 | 347 | 238 | -2 |
| UNITED STATES | | | | | | | |
| Quantity (No.) | 170 | 58 | 146 | 344 | | 26 | 136 |
| Value (\$000) | 139 | 66 | 150 | 289 | 840 | 28 | 93 |
| OTHER | | | | | | | |
| Quantity (No.) | 0 | 1 | 0 | 0 | | N/A | N/A |
| Value (\$000) | 0 | 0 | 0 | 0 | N/A | N/A | N/A |
| TOTAL | | | | | | | |
| Quantity (No.) | 376 | 389 | 7 131 | 9 622 | | 195 | 35 |
| Value (\$000) | 222 | 170 | 3 432 | 3 508 | | 151 | 2 |
| Unit Price (\$) | 590 | 437 | 481 | 365 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 21

| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> |
|----------------------------|-----------------------------|
| 95 | 98 |

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, GAS ENGINE, A.C., 5 KW AND UNDER (503-15-50)

| Foreign Country of Export | 1982 | 1983 | 1984 | 1985 | Unit Price | Average Annual Growth Rate | Per cent Change |
|------------------------------|-------|--------|--------|-------|---------------|-------------------------------------|--------------------|
| | | | | | 1985 \$ | 1982-1985 % | 1984-1985 % |
| JAPAN | | | | | | | |
| Quantity (No.) | 3 697 | 9 799 | 23 972 | 5 992 | | 17 | -75 |
| Value (\$000) | 1 586 | 4 384 | 10 840 | 2 271 | 379 | 13 | -79 |
| UNITED STATES | | | | | | | |
| Quantity (No.) | 1 245 | 948 | 1 554 | 1 067 | | -5 | -31 |
| Value (\$000) | 846 | 642 | 1 187 | 718 | 673 | -5 | -40 |
| OTHER | | | | | | | |
| Quantity (No.) | 0 | 0 | 3 | 0 | | N/A | -100 |
| Value (\$000) | 0 | 0 | 1 | 0 | N/A | N/A | -100 |
| TOTAL | | | | | | | |
| Quantity (No.) | 4 942 | 10 747 | 25 529 | 7 059 | | 13 | -72 |
| Value (\$000) | 2 433 | 5 027 | 12 028 | 2 989 | | 7 | -75 |
| Unit Price (\$) | 492 | 468 | 471 | 423 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 39

Top 5
Importers

77

Top 10
Importers

92

Top 15
Importers

96

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, GAS ENGINE, A.C., OVER 5 KW (503-15-51)

| <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.) | 368 | 410 | 439 | 514 | | 12 | 17 |
| Value (\$000) | 1 626 | 3 966 | 1 380 | 1 656 | 3 222 | 1 | 20 |
| JAPAN | | | | | | | |
| Quantity (No.) | 120 | 56 | 557 | 39 | | -31 | -93 |
| Value (\$000) | 41 | 88 | 836 | 38 | 974 | -3 | -95 |
| OTHER | | | | | | | |
| Quantity (No.) | 2 | 0 | 1 | 1 | | -21 | 0 |
| Value (\$000) | 114 | 0 | 3 | 3 | 3 000 | -70 | 0 |
| TOTAL | | | | | | | |
| Quantity (No.) | 490 | 466 | 997 | 554 | | 4 | -44 |
| Value (\$000) | 1 781 | 4 054 | 2 219 | 1 697 | | -2 | -24 |
| Unit Price: (\$) | 3 635 | 8 700 | 2 226 | 3 063 | | | |

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

Total Number of Known Importers - 40

| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 15 Importers</u> | <u>Top 20 Importers</u> |
|----------------------------|-----------------------------|-----------------------------|-----------------------------|
| 71 | 81 | 87 | 91 |

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

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

GENERATOR SETS, UNIDENTIFIED (503-15-90)

| <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.) | 1 826 | 1 265 | 1 404 | 912 | | -21 | -35 |
| Value (\$000) | 4 880 | 2 038 | 2 265 | 1 292 | 1 417 | -36 | -43 |
| JAPAN | | | | | | | |
| Quantity (No.) | 4 505 | 1 404 | 3 491 | 2 367 | | -19 | -32 |
| Value (\$000) | 2 069 | 903 | 2 204 | 936 | 395 | -23 | -58 |
| FRANCE | | | | | | | |
| Quantity (No.) | 18 | 0 | 0 | 1 | | -62 | N/A |
| Value (\$000) | 52 | 0 | 0 | 31 | 31 000 | -16 | N/A |
| ITALY | | | | | | | |
| Quantity (No.) | 0 | 0 | 1 | 1 | | N/A | 0 |
| Value (\$000) | 0 | 0 | 4 | 8 | 8 000 | N/A | 100 |
| FEDERAL REPUBLIC OF GERMANY | | | | | | | |
| Quantity (No.) | 1 | 4 | 7 | 3 | | 44 | -57 |
| Value (\$000) | 3 | 9 | 10 | 3 | 1 000 | 0 | -70 |
| OTHER | | | | | | | |
| Quantity (No.) | 68 | 3 | 4 | 2 | | -69 | -50 |
| Value (\$000) | 11 | 12 | 5 | 4 | 2 000 | -29 | -20 |
| TOTAL | | | | | | | |
| Quantity (No.) | 6 418 | 2 676 | 4 907 | 3 286 | | -20 | -33 |
| Value (\$000) | 7 015 | 2 962 | 4 488 | 2 274 | | -31 | -49 |
| Unit Price (\$) | 1 093 | 1 107 | 915 | 692 | | | |

N/A - Not applicable

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

| | <u>Total Number of Known Importers - 110</u> | | | |
|----------------------------|--|-----------------------------|-----------------------------|--|
| <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 15 Importers</u> | <u>Top 20 Importers</u> | |
| 57 | 66 | 72 | 77 | |

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

CANADIAN TARIFFS, 1986.

| Tariff Item | Description | % of Total Import Value (1985) | TARIFF TREATMENT | | | | |
|----------------|--|--|---|--------------------------|---|---|-----|
| | | | British Prefer- ential Tariff % | U.K. and Ireland % | Most Favoured Nation Tariff % | General Prefer- ential Tariff % | |
| 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 lathes, 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 | 53 | 2.6 | - | 10 | 35 | 2.6 |
| | <u>Future Scheduled Rates:</u> January 1, 1987 | | 2.6 | - | 9.3 | 35 | 2.6 |
| 44514-01 | Electric dynamos or generators and transformers, and complete parts thereof, n.o.p. | 23 | 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 |
| 42700-01 | Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | 11 | 2.5 | 9.2 | 9.9 | 35 | 2.5 |
| | <u>Future Scheduled Rates:</u> January 1, 1987 | | 2.5 | 9.2 | 9.2 | 35 | 2.5 |

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, JAPAN, FEDERAL
REPUBLIC OF GERMANY, ITALY
COUNTRY WHICH BENEFITS FROM THE MOST FAVOURED NATION TARIFF TREATMENT OR U.K. AND IRELAND TARIFF
TREATMENT: 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 generator sets, during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individual 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 type of generator sets imported: (1) diesel, D.C. generator sets; (2) diesel, A.C. generator sets, under 50 kW; (3) diesel, A.C. generator sets, 50 to 250 kW; (4) diesel, A.C. generator sets, 251 to 1000 kW; (5) diesel, A.C. generator sets, over 1 000 kW; (6) gas, D.C. generator sets; (7) gas, A.C. generator sets, 5 kW and under; (8) gas, A.C. generator sets, over 5 kW; (9) generator sets, unidentified.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|------------------------------|--|---------------------|
| A Z Rental Centre Ltd.(6)(8) | Halifax, N.S. | Camions Pierre Thibault Inc.(2) | Pierreville, Qué. |
| Acklands Limited (2)(6)(7)(9) | Winnipeg, Man. | Can-Car Rail Inc.(2) | Thunder Bay, Ont. |
| Acklands Limited (9) | Vancouver, B.C. | Canadian General Electric Co. Ltd.(9) | Toronto, Ont. |
| Actif de Lagden Equipment Ltd.(2)(8)(9) | Montréal, Qué. | Canadian National Railways(4) | Montréal, Qué. |
| Adcom Electronics Limited (9) | Toronto, Ont. | Canadian Tire Corporation Ltd.(9) | Toronto, Ont. |
| Aerotech Corporation Ltd.(9) | Winnipeg, Man. | Canoe Cove Manufacturing Ltd.(2) | Sidney, B.C. |
| Affiliated Inspection Bureau Ltd.(9) | Winnipeg, Man. | Carr-Tech Services Ltd.(1) | Scarborough, Ont. |
| Ag-Tronic Mfg. Ltd.(7)(9) | Hastings, NE, USA* | Casco Company (9) | London, Ont. |
| Air Niagara (1978) Ltd.(9) | Mississauga, Ont. | Caterpillar of Canada Ltd.(2) | Mississauga, Ont. |
| Allan Potato Handling Equipment Ltd.(1) | Little York, P.E.I. | Ceeco Machinery Manufacturing Ltd.(9) | Concord, Ont. |
| Amdahl Communication Inc.(9) | Mississauga, Ont. | Celludata (Canada) Inc.(4)(9) | North York, Ont. |
| American Boat Sales Ltd.(8) | Toronto, Ont. | Cemeco Holdings Ltd.(6) | Winnipeg, Man. |
| Andrews Motor Repair Inc.(7) | Charlottetown, P.E.I. | Certified Rentals Ltd.(2) | Edmonton, Alta. |
| Armature Shefford Inc.(8) | Granby, Qué. | Cervini Farms Limited (3)(4) | Leamington, Ont. |
| Arrow Transportation Systems Ltd.(8) | North Vancouver, B.C. | Chairtex Mfg. Ltd.(9) | Downsview, Ont. |
| Asamera Inc.(9) | Calgary, Alta. | Charison Turkey Hatchery Ltd.(9) | Gunton, Man. |
| Atlas Polar Co. Ltd.(9) | Toronto, Ont. | Chesters Industrial Tool Supply Ltd.(8) | Calgary, Alta. |
| Aviquipo of Canada Ltd.(4) | Dorval, Qué. | Conklin and Garrett Ltd.(4) | Brantford, Ont. |
| B C Equipment Company Ltd.(2)(7)(8) | North Vancouver, B.C. | Cooper Enterprises Ltd.(2) | Maple Ridge, B.C. |
| Barber Engineering and Controls Ltd.(1) | Edmonton, Alta. | Crothers Ltd.(1)(2)(3)(4)(9) | Concord, Ont. |
| Beimler Engineering Limited (3) | Etobicoke, Ont. | Crown Food Service Equipment Ltd.(9) | Downsview, Ont. |
| Bennett & Emmott Limited (9) | Edmonton, Alta. | Cullen Detroit Diesel Allison Ltd.(9) | Burnaby, B.C. |
| Bonar Packaging Ltd.(2) | Calgary, Alta. | Cummins Diesel Power Ltd.(1)(9) | Vancouver, B.C. |
| Bow Valley Offshore Drilling Ltd.(9) | Halifax, N.S. | Cummins Mid-Canada Ltd.(4) | Winnipeg, Man. |
| Branson Ultrasonics Corp.(8)(9) | Markham, Ont. | Cummins Ontario Limited (3)(4) | Etobicoke, Ont. |
| Burlington Northern Inc.(6) | Vancouver, B.C. | Custom Motor Rewinding Ltd.(3) | Edmonton, Alta. |
| C & C Yachts Manufacturing Ltd.(2)(8)(9) | Niagara-on-the-Lake, Ont. | Customs Structures Division of Bralorne Resources Limited (2) | Spruce Grove, Alta. |
| C A E Electronics Ltd.(9) | St-Laurent, Qué. | Department of National Defence (8)(9) | Ottawa, Ont. |
| C W McLeod Fisheries Ltd.(3) | Port Mouton, N.S. | Deskin Sales Corp.(7)(9) | Montréal, Qué. |
| Camille A Deon Boatbuilders Ltd.(9) | Yarmouth, N.S. | Dismobec Ltée.(6) | Anjou, Qué. |
| | | Dreco Ltd.(4) | Edmonton, Alta. |
| | | Dresser Clark Division Dresser Canada Inc.(9) | Lethbridge, Alta. |

Canadian Importers (Continued)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|-----------------------|---|----------------------|
| E-Mark Electric Equipment Company Ltd.(2) | Malton, Ont. | J A Faguy & Sons Ltd.(2)(3)(7)(8)(9) | St-Laurent, Qué. |
| Édouard Thibodeau & Fils Inc.(9) | Montréal, Qué. | John Deere Ltd.(9) | Grimsby, Ont. |
| Electrodesign Ltd.(9) | Lachine, Qué. | John White Ltd.(1)(2)(7) | Halifax, N.S. |
| Eli Lilly Canada Inc.(9) | Scarborough, Ont. | Keewatin Electric & Diesels Ltd.(1)(2)(6) | Winnipeg, Man. |
| Emerson Electric Canada Ltd.(9) | Markham, Ont. | Klassen Diesel Sales Ltd.(2)(3) | Richmond, B.C. |
| Enertec Geophysical Services Ltd.(7) | Calgary, Alta. | Knoll Rig & Equipment Mfg. Co.(3)(4) | Edmonton, Alta. |
| Eskimo Refrigeration Ltd.(3) | Calgary, Alta. | Lake of the Woods Electric (Kenora) Ltd.(1)(2)(7)(8) | Kenora, Ont. |
| Excavation Nadeau et Fils Inc.(1) | Lévis, Qué. | Lakusta Compression Equip. Ltd.(8) | Calgary, Alta. |
| Fasco Rentals Ltd.(2)(7)(8) | Edmonton, Alta. | Land-Sea Power Ltd.(2)(9) | Vancouver, B.C. |
| Finning Tractor Co. Limited (3)(4)(5) | Vancouver, B.C. | Laws Poultry Farm Ltd.(3) | Hatfield Point, N.B. |
| Frank Dorney Management Ltd.(9) | Bolton, Ont. | Lever Brothers Limited (8) | Toronto, Ont. |
| Friesen Electric Ltd.(9) | Clearbrook, B.C. | Levitt Safety Eastern Ltd.(9) | Toronto, Ont. |
| G P R Industries Ltd.(9) | Grande Prairie, Alta. | Loffland Brothers Co. of Canada (4)(5) | Calgary, Alta. |
| Geneq Inc.(9) | Anjou, Qué. | Lummus Canada Inc.(1) | Willowdale, Ont. |
| General Coach Hourly, Div. of Citair Inc.(6)(7)(8) | Hensall, Ont. | Magnéto Hydraulique & Pneumatique Inc.(2) | Boucherville, Qué. |
| General Motors of Canada Ltd.(2)(5) | Oshawa, Ont. | Malcolm Campbell & Son Ltd.(7) | Vancouver, B.C. |
| Gensco Equipment Co. Ltd.(3)(8)(9) | Toronto, Ont. | Malette Wood Products Ltd.(9) | Timmins, Ont. |
| Goran Holdings Ltd.(2)(4)(8)(9) | Vancouver, B.C. | Mandem-Industrial Division of Asamera Inc.(2)(3)(7)(8)(9) | Winnipeg, Man. |
| Great Bear Lake Lodge Limited (8) | Winnipeg, Man. | Mar-Tech Municipal Pipe Services Ltd.(9) | Surrey, B.C. |
| Greater Canada Colour Printing Ltd. (6) | Buffalo, NY, USA* | Marlin Detroit Diesel Inc.(1)(2) | Ste-Foy, Qué. |
| Greenleese Distributors (1971) Ltd. O/A Hotry Equipment Co.(9) | Edmonton, Alta. | Marubeni Canada Ltd.(6)(7)(9) | Toronto, Ont. |
| Groupe Maska Inc.(2) | St-Hyacinthe, Qué. | Matts Manufacturing Ltd.(8) | Calgary, Alta. |
| Guardian Inspection Services Ltd.(8) | Edmonton, Alta. | McDonnell Douglas Canada Ltd.(9) | Toronto, Ont. |
| Hanmar Homes Equipment Ltd.(6)(9) | Kitchener, Ont. | McGraw-Edison of Canada Ltd. Power System Division(9) | Willowdale, Ont. |
| Hinterhoeller Yachts Ltd.(9) | St-Catharines, Ont. | McQueens Boat Works Ltd.(2) | Vancouver, B.C. |
| Hitec Research & Development Inc.(9) | Calgary, Alta. | Mico Machinery Ltd.(9) | Vancouver, B.C. |
| Homelite Terry Division of Textron Canada Ltd.(6)(7)(9) | Pointe-Claire, Qué. | Montréal Fast Print (1975) Ltd.(9) | Montréal, Qué. |
| Honda Canada Incorporated (1)(2)(6)(7)(8)(9) | Scarborough, Ont. | Moore Electric Co.(8) | Prince George, B.C. |
| Honeywell Controls Limited (9) | Willowdale, Ont. | Moteurs Leroy-Somer Canada Ltée (2)(9) | Granby, Qué. |
| Independent Theatre Supply Ltd.(9) | Edmonton, Alta. | Mumford Medland Limited, Div. of Mandem Corporation Ltd.(2) | Winnipeg, Man. |
| Industrial Parts & Service Ltd.(1) | Fort Whyte, Man. | N S Tractors & Equipment Ltd.(3)(4) | Halifax, N.S. |
| | | Newmat Drilling Ltd.(9) | Calgary, Alta. |
| | | Nfld Tractor and Equipment Company Limited (3) | St-John's, Nfld. |

Canadian Importers (Continued)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|---------------------------|---|-------------------|
| Nor Wester Energy Systems Ltd.(9) | Calgary, Alta. | Simplex International Time Equipment Co. Ltd.(9) | Mississauga, Ont. |
| Noreast Electronics Co. Ltd.(9) | Hawkesbury, Ont. | Simpson Power Products Ltd.(6) | Coquitlam, B.C. |
| North Castle Marine Ltd.(2) | Goderich, Ont. | Sommers Motor-Generator Sales Ltd.(1)(2)(3)(7)(8) | Tavistock, Ont. |
| Omnitronix Ltée (9) | St-Laurent, Qué. | Sonic Barrier Sound Products Ltd.(3) | Richmond, B.C. |
| Ontario Diesel Limited (2) | St-Catharines, Ont. | Sonics Exploration Ltd.(7) | Calgary, Alta. |
| Otis Canada Inc.(9) | Oakville, Ont. | Sopers Supply Ltd.(7) | Edmonton, Alta. |
| Overseas Yacht Sales Inc.(2) | Collingwood, Ont. | Spartan Drilling Ltd.(9) | Calgary, Alta. |
| Pacific Generator and Marine Sales Inc.(9) | Campbell River, B.C. | St-Rémi Couvre Planchers Enrg.(9) | St-Rémi, Qué. |
| Peacock Equipment Ltd.(9) | Aldergrove, B.C. | Sumitomo Canada Limited (7)(9) | Vancouver, B.C. |
| Peel Engine Service Co. Ltd.(2)(3)(7)(8)(9) | Mississauga, Ont. | Superior Emergency Equipment Ltd.(8)(9) | Red Deer, Alta. |
| Pelsue Inc.(9) | Dollard-des-Ormeaux, Qué. | Surgeson Electric Limited (7)(9) | Cornwall, Ont. |
| Peterson Electric Company Ltd.(2)(3)(4)(9) | Thunder Bay, Ont. | Suzuki Canada Inc.(6)(7) | Downswiew, Ont. |
| Polyquip of Canada Ltd.(2)(7)(8) | St-Laurent, Qué. | T & N Credit Union Ltd.(4) | Rexdale, Ont. |
| Powell Equipment Ltd.(3)(4)(9) | Winnipeg, Man. | T N T Stand - By Power Inc.(2)(8)(9) | Kitkton, Ont. |
| Power Application & Mfg. Co. Ltd.(9) | Calgary, Alta. | Tanaka Kogyo U S A Co. Ltd.(7) | Botheil, WA, USA* |
| Prévost Car Incorporé (9) | Ste-Claire, Qué. | Target Importers Inc.(9) | Toronto, Ont. |
| Princess Auto & Machinery Ltd.(7) | Winnipeg, Man. | Tate Power (1984) Ltd.(9) | Edmonton, Alta. |
| Pritchard Engineering Company Ltd.(1)(7)(8)(9) | Winnipeg, Man. | Thousand Island Sales & Rentals Ltd.(9) | Brockville, Ont. |
| Project Holdings Ltd.(8) | Winnipeg, Man. | Timber Specialties Limited (3) | Buffalo, NY, USA* |
| Pryme Power & Diesels Ltd.(2)(3)(4)(6)(7)(8)(9) | Saskatoon, Sask. | Total Power Limited (3)(8) | Scarborough, Ont. |
| Purves Ritchie, Div. of Rivtow Equipment Ltd. Group A (9) | Vancouver, B.C. | Trenton Cold Storage Ltd.(2) | Trenton, Ont. |
| R A Lister Canada Ltd.(2) | Toronto, Ont. | Turgeon & Jobin Ltée (7) | Québec, Qué. |
| R Angus Alberta Ltd.(3)(4) | Edmonton, Alta. | Uniquip Canada Ltée(8)(9) | Montréal, Qué. |
| R C C Electronics Ltd.(9) | Etobicoke, Ont. | Unisource Technology Inc.(9) | Montréal, Qué. |
| R H MacFarland Ltd.(2)(7) | Halifax, N.S. | Unit Rig & Equipment Co.(9) | Natal, B.C. |
| Renown Industries Ltd.(7) | Edmonton, Alta. | Varisco Canada Equipement Industriel Ltée (9) | Lotbinière, Qué. |
| Robert Bosch Inc.(9) | Mississauga, Ont. | Volkswagen Canada Inc.(9) | Scarborough, Ont. |
| Robinson Diesel Injection Ltd.(7) | Saskatoon, Sask. | W E Enterprises Ltd.(9) | Mississauga, Ont. |
| Roy Marchand Inc.(8) | Mount Royal, Qué. | W N White & Company Ltd.(2)(3)(6)(9) | Halifax, N.S. |
| Sansom Equipment Ltd.(2)(3) | Fredericton, N.B. | W S Wood Associates Limited (6)(7)(9) | Clarkson, Ont. |
| Sceptre Yachts Ltd.(8) | Richmond, B.C. | Westinghouse Canada Limited (4) | Hamilton, Ont. |
| Scheldtec Power Corporation (9) | Kamloops, B.C. | Whitby Boat Works Ltd.(2) | Whitby, Ont. |
| Select Automotive & Industrial & Marine Ltd.(7) | Alberton, P.E.I. | Whitten Agencies Ltd.(2) | St. John's, Nfld. |
| Shelby Drilling Ltd.(1)(8) | Calgary, Alta. | Willer Engineering Limited (2) | Willowdale, Ont. |
| Siemens Electric Limited (3) | Mississauga, Ont. | Yamaha Motor Canada Ltd.(7)(9) | Willowdale, 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
P.O. Box 247
Tour de la Bourse
800 Victoria Place, Room 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
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