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IMPORT PROFILE

Investment Opportunities

STATIONARY AIR AND GAS COMPRESSORS

Pub. No: 84-87 March 1987



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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STATIONARY AIR AND GAS COMPRESSORS

Pub. No: 84-87 March 1987

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The nearest DRIE Regional Office.
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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

STATIONARY AIR AND GAS COMPRESSORS

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.

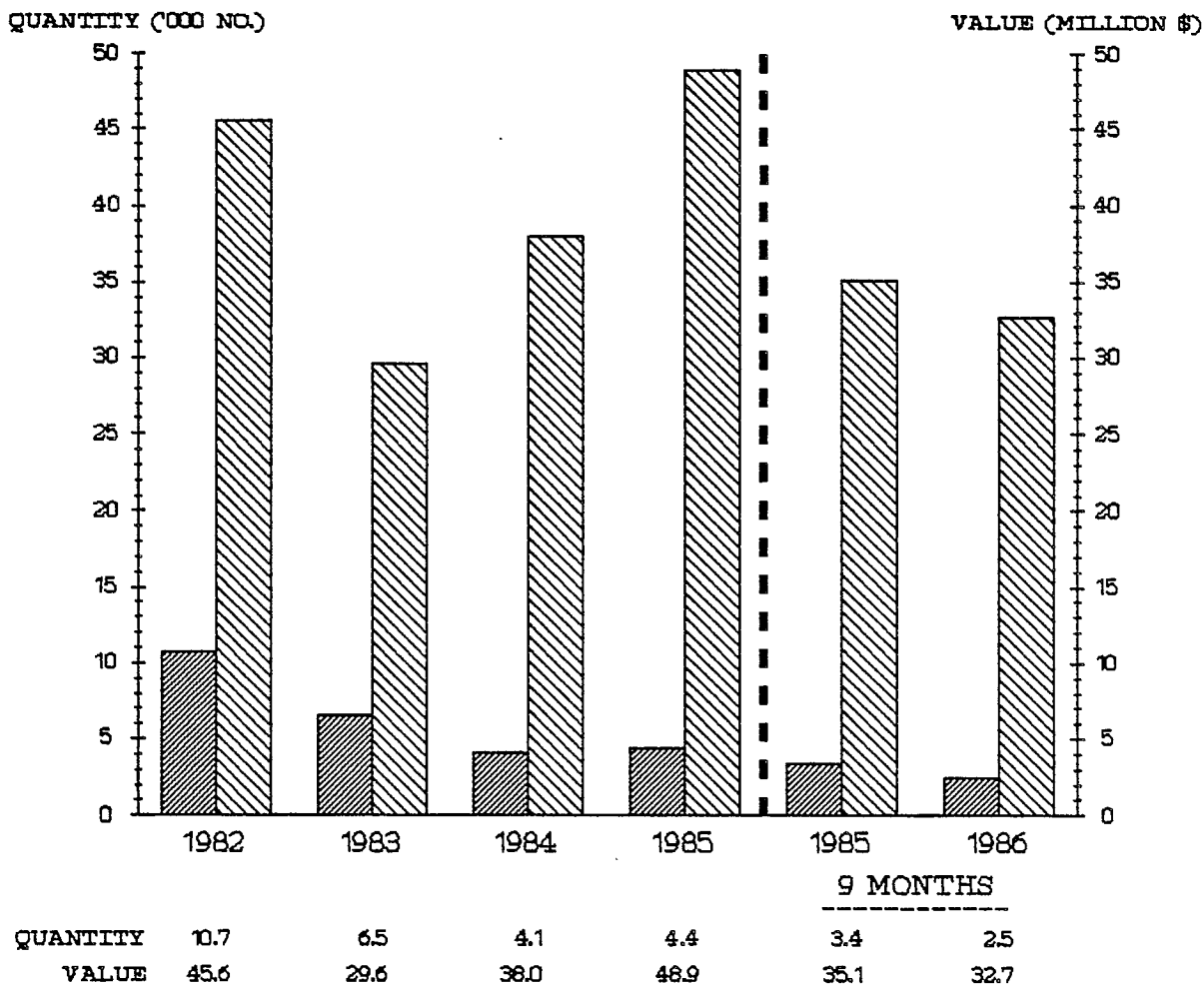
Stationary air and gas compressors, covered in this report, are classified to Import Commodity Classification (M.C.C.) Code 507-11. This code is subdivided into the following 25 Canadian International Trade Classification (C.I.T.C.) Codes. Tables in this report aggregate data for the 25 classes of products.

Canadian International
Trade Classification
(C.I.T.C.)

<u>Commodity Code</u>	<u>Product Description</u>
507-11-11	Compressors, Air, Stationary Reciprocating Liquid Cool, 9 HP and Under
507-11-12	Compressors, Air, Stationary Reciprocating Liquid Cool, 10 to 25 HP
507-11-13	Compressors, Air, Stationary Reciprocating Liquid Cool, 26 to 50 HP
507-11-14	Compressors, Air, Stationary Reciprocating Liquid Cool, 51 to 150 HP
507-11-15	Compressors, Air, Stationary Reciprocating Liquid Cool, 151 to 300 HP
507-11-16	Compressors, Air, Stationary Reciprocating Liquid Cool, 301 to 600 HP
507-11-17	Compressors, Air, Stationary Reciprocating Liquid Cool, over 600 HP
507-11-30	Compressors, Air, Stationary Reciprocating Air Cool, 9 HP and under
507-11-33	Compressors, Air, Stationary Reciprocating Air Cool, 10 to 25 HP
507-11-34	Compressors, Air, Stationary Reciprocating Air Cool, 26 to 50 HP
507-11-35	Compressors, Air, Stationary Reciprocating Air Cool, 51 to 150 HP
507-11-37	Compressors, Air, Stationary Reciprocating Package Unit
507-11-41	Compressors, Air, Stationary Rotary, Vane and Screw
507-11-42	Compressors, Air, Stationary Rotary, Centrifugal
507-11-43	Compressors, Air, Stationary Rotary, Package Unit
507-11-49	Compressors, Air, Stationary Rotary, Type, Not Elsewhere Specified
507-11-89	Compressors, Air, Stationary, Not Elsewhere Specified
507-11-51	Compressors, Gas, Stationary Reciprocating, 250 HP and Under
507-11-52	Compressors, Gas, Stationary Reciprocating, 251 HP to 1000 HP
507-11-53	Compressors, Gas, Stationary Reciprocating, Over 1 000 HP
507-11-61	Compressors, Gas, Stationary, Centrifugal Type
507-11-63	Engine-Compressors, Gas, Reciprocating
507-11-64	Compressors, Gas, for Cryogenic Service
507-11-65	Compressors, Gas, Diaphragm Type
507-11-69	Compressors, Gas, Stationary, Not Elsewhere Specified

IMPORT TRENDS: OVERVIEW

STATIONARY AIR AND GAS COMPRESSORS (507-11)



During the four-year period 1982-1985, the volume of imports of stationary air and gas compressors decreased significantly while the value increased moderately. The volume declined from 10 666 units to 4 412 units. In 1983, imports totalled \$29.6 million, a sharp drop of 35 per cent from 1982. However, between 1983 and 1985, the value of imports has shown a steady growth. In analysing this data, it should be noted that individual categories of products within the group are broad, including individual products of small value, high volume as well as high value, low volume. As a result, aggregate data shows large fluctuations from year to year and from one category to another. Nevertheless, the data, as presented, gives an overview of the sector while showing areas for potentially more detailed examination.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT
STATIONARY AIR AND GAS COMPRESSORS (507-11)

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent Change 1984-1985	9-Month	
					Price 1985	Annual Growth Rate 1982-1985		Imports Jan. to Sept. 1985	1986
					\$	%	%		
UNITED STATES									
Quantity (No.)	4 181	2 633	3 191	2 925		-11	-8	2 194	1 724
Value (\$000)	35 739	22 740	27 298	39 465	13 492	3	45	28 069	24 529
BELGIUM, LUXEMBOURG									
Quantity (No.)	97	82	188	278		42	48	202	216
Value (\$000)	2 083	1 564	3 188	3 431	12 342	18	8	2 478	2 744
UNITED KINGDOM									
Quantity (No.)	158	182	249	356		31	43	306	107
Value (\$000)	764	593	1 561	2 533	7 115	49	62	2 244	1 500
FEDERAL REPUBLIC OF GERMANY									
Quantity (No.)	136	148	300	418		45	39	292	338
Value (\$000)	746	1 406	1 590	1 688	4 038	31	6	1 194	1 635
SWITZERLAND									
Quantity (No.)	37	32	61	46		8	-25	33	45
Value (\$000)	3 452	1 890	1 639	867	18 848	-37	-47	591	1 796
SINGAPORE									
Quantity (No.)	1 520	3 040	0	0		N/A	0	0	0
Value (\$000)	68	128	0	0	0	N/A	0	0	0
ITALY									
Quantity (No.)	4 165	2	10	35		-80	250	35	29
Value (\$000)	608	6	1 338	79	2 257	-49	-94	79	134

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT (CONT'D)

STATIONARY AIR AND GAS COMPRESSORS (507-11)

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent	9-Month	
					Price	Annual		Change	Imports
					1985	1982-1985	1984-1985	1985	1986
					\$	%	%		
OTHER									
Quantity (No.)	372	410	98	354		-2	261	324	64
Value (\$000)	2 131	1 252	1 351	805	2 274	-28	-40	571	493
<hr/>									
TOTAL									
Quantity (No.)	10 666	6 531	4 097	4 412		-25	8	3 351	2 494
Value (\$000)	45 591	29 579	37 965	48 868		2	29	35 147	32 697
Unit Price (\$)	4 274	4 529	9 267	11 076				10 489	13 110

N/A - Not applicable

Between 1982 and 1985, the total volume of imports of stationary air and gas compressors decreased at an average annual rate of 25 per cent. The value of imports fluctuated. In 1985, imports of stationary compressors totalled 4 412 units, valued at \$48.9 million.

During the 1982-1985 period, the United States dominated Canadian imports of these compressors. In terms of volume, the U.S. share of the import market grew from 39 per cent in 1982, to 66 per cent in 1985. Imports from the U.S. accounted for over 70 per cent of the total value of imports in each of the four years. High volumes of imports were recorded from Italy in 1982 and Singapore in 1983. However, in 1985 and 1986, there were no imports from Singapore and only negligible amounts from Italy. See Appendices A1 to A3 for detail data by foreign country of export for the three largest categories of compressors. The U.S. is consistently the major source of imports at about two thirds the value.

During the first nine months of 1986, the volume of imports of stationary compressors decreased by 26 per cent, when compared to the corresponding period of 1985. The value of imports decreased by seven per cent.

Between 1982 and 1986, the average unit price for stationary compressors increased from \$4 274 to \$13 110.

IMPORT DATA TRENDS BY TYPE

STATIONARY AIR COMPRESSORS

Stationary air compressors are broadly divided into two major categories, air and gas compressors. Air compressors can be further subdivided into a) air-cooled, reciprocating b) liquid-cooled, reciprocating and c) rotary compressors. The following tables show import data trends by type of air compressor.

Between 1982 and 1985, the volume of imports for all stationary air compressors decreased at an average annual rate of 23 per cent. The value of imports declined from \$30.9 million in 1982 to \$22.0 million in 1983. However, in 1984, the value grew to \$29.9 million, and in 1985, to \$35.0 million. In 1985, the U.S. was the dominant country of export, in terms of volume in each of the stationary air compressor categories. In terms of value, the U.S. dominated in all categories except liquid cooled reciprocating air compressors, over 300 HP.

Between 1982 and 1985, the largest product category for air compressors was the rotary type. During the period under review, imports of rotary compressors increased from 652 units to 1 088 units. The value of imports increased from \$19.9 million in 1982 to \$21.3 million in 1985. The largest of the three major categories, rotary air compressors, witnessed a particularly large increase in imports in 1984. This increase can be attributed primarily to vane and screw type rotary air compressors, which more than doubled in quantity and value to \$12.0 million.

On the other hand, for reciprocating, air-cooled compressors, considerable swings occurred from year to year in the 26 to 50 HP category. In all categories under 50 HP, a considerable shift in the quantity to value ratios in 1985 as compared to previous years, suggests changes in suppliers and/or shifts in size of compressors imported.

Similarly, the reciprocating liquid-cooled compressor category shows large changes in quantity to value ratios in 1985 for compressors under 25 HP and in 1982 for those under 9 HP and over 301 HP.

C.I.T.C. Commodity Code	Description	1982	1983	1984	1985	Average Annual Growth Rate 1982-1985	Major Country of Export 1985 Share	9-Month Imports		
						%		1985	1986	
<u>AIR COMPRESSORS, RECIPROCATING, AIR COOLED</u>										
507-11-30	9 HP and under									
	Quantity (No.)	639	3 384	744	637	0	402 United	585	122	
	Value (\$000)	473	392	685	455	-1	340 States	374	237	
507-11-33	10 to 25 HP									
	Quantity (No.)	98	145	122	286	43	269 United	232	130	
	Value (\$000)	217	285	288	887	60	808 States	709	453	
507-11-34	26 to 50 HP									
	Quantity (No.)	46	106	57	96	28	74 United	92	78	
	Value (\$000)	535	1 243	516	507	-2	316 States	473	370	
507-11-35	51 to 150 HP									
	Quantity (No.)	19	16	15	46	34	29 United	35	23	
	Value (\$000)	528	373	262	781	14	347 States	476	401	
507-11-37	Package unit									
	Quantity (No.)	210	25	32	48	-39	42 United	44	59	
	Value (\$000)	636	907	1 314	795	8	686 States	772	876	
<u>TOTAL AIR COOLED</u>										
	Quantity (No.)	1 012	3 676	970	1 113	3	816 United	988	412	
	Value (\$000)	2 389	3 200	3 065	3 425	13	2 497 States	2 804	2 337	

IMPORT DATA TRENDS BY TYPE (CONT'D)

STATIONARY AIR COMPRESSORS

C.I.T.C. Commodity Code	Description	1982	1983	1984	1985	Average Annual Growth Rate	Major Country of Export 1985 Share	9-Month Imports		
						1982-1985 %		1985	Jan. to Sept. 1986	
<u>AIR COMPRESSORS, RECIPROCATING, LIQUID COOLED</u>										
507-11-11	9 HP and under									
	Quantity (No.)	2 165	174	91	87	-66	87 United	60	106	
	Value (\$000)	164	107	51	877	75	877 States	501	283	
507-11-12	10 to 25 HP									
	Quantity (No.)	16	4	5	15	-2	15 United	15	6	
	Value (\$000)	50	24	30	129	37	129 States	129	29	
507-11-13	26 to 50 HP									
	Quantity (No.)	2	5	10	9	65	7 United	7	21	
	Value (\$000)	18	56	105	103	79	62 States	82	254	
507-11-14	51 to 150 HP									
	Quantity (No.)	81	6	36	49	-15	38 United	40	36	
	Value (\$000)	378	107	402	896	33	682 States	647	325	
507-11-15	151 to 300 HP									
	Quantity (No.)	10	6	13	45	65	26 United	33	8	
	Value (\$000)	100	171	356	801	100	753 States	762	220	
507-11-16	301 to 600 HP									
	Quantity (No.)	30	15	3	7	-38	5 U.S.	6	7	
	Value (\$000)	2 569	225	55	160	-60	90 U.K.	159	498	
507-11-17	Over 600 HP									
	Quantity (No.)	30	41	5	5	-45	3 U.S.	2	10	
	Value (\$000)	213	458	60	190	-4	86 Sweden	7	220	
<hr/>										
TOTAL LIQUID COOLED										
	Quantity (No.)	2 334	251	163	217	-55	181 United	163	194	
	Value (\$000)	3 492	1 148	1 059	3 156	-3	2 626 States	2 287	1 829	

IMPORT DATA TRENDS BY TYPE (CONT'D)

STATIONARY AIR COMPRESSORS

C.I.T.C. Commodity Code	Description	1982	1983	1984	1985	Average Annual Growth Rate 1982-1985 %	Major Country of Export 1985 Share	9-Month Imports		
						1985		1986		
<u>AIR COMPRESSORS, ROTARY</u>										
507-11-41	Vane and Screw									
	Quantity (No.)	300	338	783	793	38	377 United	624	652	
	Value (\$000)	6 411	5 771	11 983	9 784	15	6 161 States	7 479	8 916	
507-11-42	Centrifugal									
	Quantity (No.)	67	29	27	25	-28	25 United	16	12	
	Value (\$000)	6 734	4 187	3 617	4 707	-11	4 707 States	2 185	2 973	
507-11-43	Package Unit									
	Quantity (No.)	243	130	161	206	-5	104 United	161	65	
	Value (\$000)	6 248	3 323	4 251	6 070	-1	4 296 States	3 884	3 139	
507-11-49	Rotary Not Elsewhere Specified									
	Quantity (No.)	42	32	48	64	15	47 United	46	42	
	Value (\$000)	496	529	1 140	709	13	467 States	486	456	
<hr/>										
TOTAL ROTARY										
	Quantity (No.)	652	529	1 019	1 088	19	553 United	847	771	
	Value (\$000)	19 889	13 810	20 991	21 270	2	15 631 States	14 034	15 484	
<hr/>										
507-11-89	Air Not Further Identified									
	Quantity (No.)	4 969	1 858	1 679	1 682	-30	1 086 United	1 123	927	
	Value (\$000)	5 138	3 804	4 811	7 183	12	5 360 States	5 368	4 771	
<hr/>										
TOTAL AIR										
	Quantity (No.)	8 967	6 314	3 831	4 100	-23	2 636 United	3 121	2 304	
	Value (\$000)	30 908	21 962	29 926	35 034	13	26 114 States	24 493	24 421	

IMPORT DATA TRENDS BY TYPE (CONT'D)

STATIONARY GAS COMPRESSORS

The value of imports in the second major category, stationary gas compressors tended to be less than one third of those for stationary air compressors.

Between 1982 and 1983, the value for stationary gas compressors decreased significantly. It declined from \$14.7 million in 1982 to \$7.6 million in 1983. However, it has grown to \$13.8 million in 1985. In 1983, the volume dropped from 1 699 units to 217 units, increasing to 312 units in 1985. Major fluctuations occurred from year to year in all the individual gas compressor categories. As for air compressors, it is assumed that this occurred due to shifts of product imports within categories.

In 1985, the largest stationary gas compressor product category, in terms of value, was the centrifugal type. Its imports were valued at \$4.3 million and showed a particularly large increase in 1985.

In terms of volume the largest category was 251 HP to 1 000 HP reciprocating gas compressors. Between 1982 and 1985, imports of this product increased from 22 units to 92 units. The value of imports increased from \$1.6 million to \$3.7 million. In 1985, these imports accounted for 29 per cent of the volume and 26 per cent of the value of imports for stationary gas compressors.

The United States was the principal exporter to Canada of all types of stationary gas compressors in 1985.

C.I.T.C. Commodity Code	Description	1982	1983	1984	1985	Average	Major Country of Export 1985 Share	9-Month Imports	
						Annual Growth Rate 1982-1985 %		Jan. to Sept. 1985	Sept. 1986

GAS COMPRESSORS

507-11-51	Reciprocating 250 HP and Under									
	Quantity (No.)	31	36	59	53	20	50	United	36	44
	Value (\$000)	1 205	855	1 000	1 195	0	1 122	States	780	979
507-11-52	Reciprocating 251 to 1 000 HP									
	Quantity (No.)	22	25	29	92	61	88	United	59	73
	Value (\$000)	1 609	1 175	1 444	3 656	31	3 540	States	2 367	2 980
507-11-53	Reciprocating Over 1 000 HP									
	Quantity (No.)	11	23	28	22	26	22	United	19	6
	Value (\$000)	1 054	2 416	1 536	2 093	26	2 093	States	1 969	248
507-11-61	Centrifugal Type									
	Quantity (No.)	29	14	12	33	4	32	United	23	9
	Value (\$000)	5 690	1 577	903	4 320	-9	4 281	States	3 345	1 710

IMPORT DATA TRENDS BY TYPE (CONT'D)

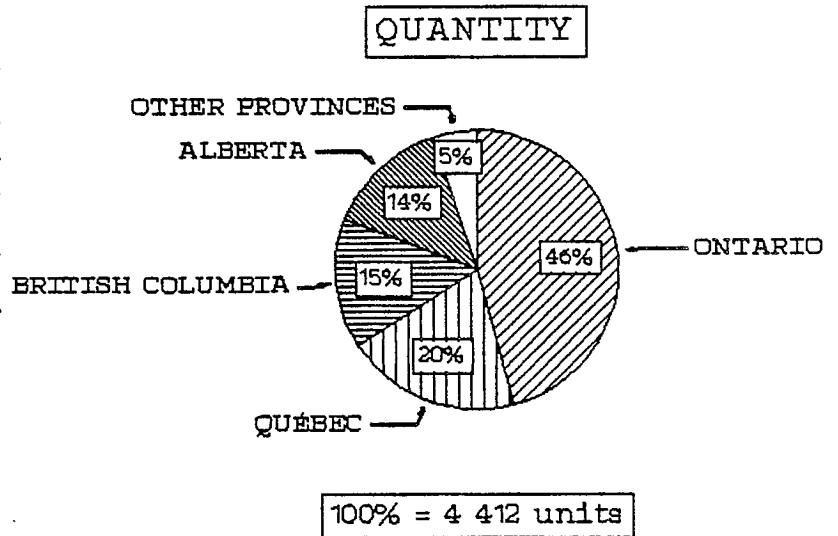
STATIONARY GAS COMPRESSORS

C.I.T.C. Commodity Code	Description	1982	1983	1984	1985	Average Annual Growth Rate	Major Country of Export 1985 Share	9-Month Imports		
						1982-1985 %		Jan. to Sept. 1985	1986	
<u>GAS COMPRESSORS (CONT'D)</u>										
507-11-63	Engine-Compressor, Gas, Reciprocating									
	Quantity (No.)	8	5	18	4	-21	4 United	3	2	
	Value (\$000)	2 151	495	1 275	272	-50	272 States	240	190	
507-11-64	For Cryogenic Service									
	Quantity (No.)	2	1	3	7	52	7 United	5	19	
	Value (\$000)	875	14	68	49	-62	49 States	44	1 441	
507-11-65	Diaphragm Type									
	Quantity (No.)	15	2	4	15	0	15 United	14	3	
	Value (\$000)	403	41	100	592	14	592 States	580	64	
507-11-69	Not Elsewhere Specified									
	Quantity (No.)	1 581	111	113	86	-62	71 United	71	34	
	Value (\$000)	1 696	1 044	1 715	1 658	-1	1 404 States	1 326	666	
<hr/>										
TOTAL GAS										
	Quantity (No.)	1 699	217	266	312	-43	289 United	230	190	
	Value (\$000)	14 683	7 617	8 041	13 835	-2	13 353 States	10 651	8 278	

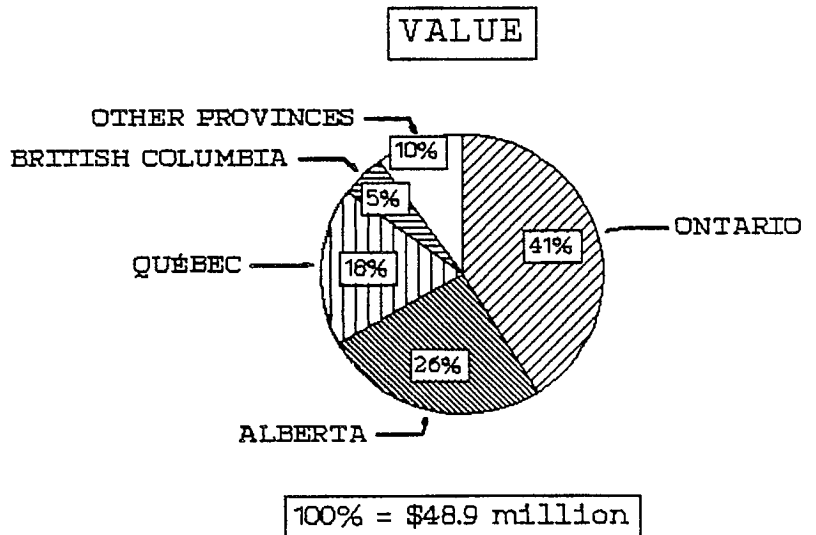
IMPORTS BY PROVINCE OF CLEARANCE - 1985

STATIONARY AIR AND GAS COMPRESSORS

The bulk of the imports of stationary air and gas compressors were cleared through four provinces. Ontario dominated the imports, accounting for 2 026 units or 46 per cent of total imports. Québec was the second major province of clearance, accounting for 886 units or 20 per cent of the total imports. British Columbia was third, accounting for 644 units, or 15 per cent of the total imports, followed by Alberta with 615 units, or 14 per cent of imports.



By value, clearance of imports differed from that of quantity with Alberta displacing Québec as the second major province of clearance. Ontario was the major province of clearance with \$19.8 million, or 41 per cent of the imports of stationary air and gas compressors. Alberta was the second province of clearance with \$12.8 million, or 26 per cent of the imports. Québec was third with \$8.9 million, or 18 per cent, followed by British Columbia with \$2.5 million, or five per cent of the imports. The remaining value of imports, \$4.8 million, or 10 per cent, entered Canada through the other provinces.



NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix B, page 20.

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

<u>Top 5</u> <u>Importers</u>	<u>Top 10</u> <u>Importers</u>	<u>Top 20</u> <u>Importers</u>	<u>Top 30</u> <u>Importers</u>
30	45	62	70

In 1985, the 10 major importers of stationary air and gas compressors accounted for \$22.1 million, or 45 per cent of the value of imports. Five of the 10 major importers are wholesalers of industrial, construction, and mining machinery and equipment accounting for \$11.2 million of imports. The other five major importers, which were manufacturers of air and gas compressors or of mineral mining machinery and equipment, accounted for \$10.9 million of imports. Of the 10 top importers, four companies were located in Alberta, three in Ontario and three in Québec.

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

TYPE AND LOCATION OF THE TOP 45 KNOWN IMPORTERS - 1985
(77% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>OTHER</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>	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>
Québec	3	6 451	6	7 037	-	-	9	13 488
Ontario	13	8 229	4	3 458	1	3 712*	18	24 357*
Western Provinces	4	2 484	9	6 474	5		18	
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	20	17 164	19	16 969	6	3 712	45	37 845

Per cent of 1985

Total Value	35%	35%	8%	77%
-------------	-----	-----	----	-----

* Ontario and Western Provinces aggregated to preserve confidentiality.

In 1985, there were at least 308 importers of stationary air and gas compressors. The total value of imports for all importers accounted for \$48.9 million. The top 45 importers accounted for \$37.8 million, or 77 per cent of the value of imports. Twenty of the top 45 importers were manufacturers, which represented \$17.2 million or 35 per cent of the value of imports. Seven of these twenty importers were manufacturers of air and gas compressors, and accounted for \$5 million of imports of stationary compressors. Nineteen of the top 45 importers were wholesalers; 13 of these 19 importers were wholesalers of industrial machinery and equipment, which accounted for \$10.9 million of the imports of stationary compressors. Another three importers were wholesalers of construction and mining machinery and equipment and accounted for \$5.4 million of imports.

UNITED STATES' IMPORTS

The United States Department of Commerce indicates U.S. imports of stationary and portable compressors and parts from all countries totalled \$353.5 million in 1985. Of this amount, stationary compressors totalled at least C\$94.5 million, Canadian exports accounting for at least C\$10.4 million. For further details see Appendix C, page 21.

CANADIAN PRODUCTION

There are approximately 40 manufacturers of stationary compressors in Canada. Statistics Canada does not publish separate information on the manufacture of stationary compressors.

EXPORTS

In 1986, Statistics Canada reported that exports of stationary and portable compressors accounted for 2 466 units, or \$3.6 million. Air compressors accounted for 2 418 units, valued at \$2.2 million; gas compressors accounted for 48 units valued at \$1.4 million. Parts for the stationary and portable compressors totalled \$8.1 million in 1986. This does not include all compressors as other types are included in export codes that do not show separate data for compressors (e.g. 655-99 Air Conditioning and Refrigeration Equipment and Parts, Not Elsewhere Specified).

DEPARTMENT OF SUPPLY AND SERVICES PROCUREMENTS

The Department of Supply and Services reports that the federal government purchased \$5.2 million worth of stationary and portable compressors during the period April 1985 to March 1986. This value includes acquisitions, repair and maintenance.

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

This profile deals specifically with stationary air and gas compressors. Data for the portable type and parts for both types are included in profile numbers 85-87 and 86-87. The range of products covered in these three profiles includes standard plant air compressors, engine driven portables, oil and gas field production, process and pipeline service. Also included are a wide range of miscellaneous compressors and sets for such diverse end uses as artists' air brushes, scuba diving, etc.

In 1984, the domestic market for all types of compressors and parts was estimated at \$206 million, with domestic shipments of \$114 million. Exports were \$31 million and imports were \$123 million. The import penetration represents 60 per cent of the domestic market. The domestic market for stationary air and gas compressors and parts is estimated at 80 per cent, while portable compressors and parts accounted for 20 per cent. In 1985, the only statistics available were imports, which increased to \$152 million and exports which totalled \$24 million. In 1986, exports were \$11.7 million, a decline of 51 per cent, while imports decreased to \$144 million.

The international marketplace for all types of compressors and compressor sets is dominated by a few large manufacturers who have all the inherent benefits and economies of scale. However, the high level of imports clearly indicates opportunities for Canadian manufacture. The domestic market for the stationary type is estimated at \$200 million per annum. There is a potential manufacturing opportunity for small compressors for oil and gas field service. Many Canadian companies have the manufacturing capability to expand or enter the compressor product area, particularly through such vehicles as joint ventures or licensing agreements with foreign manufacturers.

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

STATIONARY ROTARY, VANE AND SCREW, AIR COMPRESSORS (507-11-41)

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent Change 1984-1985	9-Month Imports	
					Price 1985	Growth Rate 1982-1985		1985	Jan. to Sept. 1986
					\$	%	%		
UNITED STATES									
Quantity (No.)	229	257	469	377			18	306	339
Value (\$000)	5 497	4 701	7 880	6 161	16 342	4	-22	4 722	5 592
BELGIUM, LUXEMBOURG									
Quantity (No.)	13	30	154	244		166	58	176	193
Value (\$000)	296	753	2 256	2 458	10 074	103	9	1 801	2 246
FEDERAL REPUBLIC OF GERMANY									
Quantity (No.)	8	21	125	144		162	15	118	99
Value (\$000)	163	97	1 171	591	4 104	54	50	427	610
UNITED KINGDOM									
Quantity (No.)	16	15	9	18		4	100	14	11
Value (\$000)	213	116	191	449	24 944	28	135	404	299
AUSTRIA									
Quantity (No.)	0	0	2	6		N/A	200	6	0
Value (\$000)	0	0	16	75	12 500	N/A	369	75	0
OTHER									
Quantity (No.)	34	15	24	4		-51	-83	4	10
Value (\$000)	242	104	469	50	12 500	-41	-89	50	169
TOTAL									
Quantity (No.)	300	338	783	793		38	1	624	652
Value (\$000)	6 411	5 771	11 983	9 784		15	-18	7 479	8 916
Unit Price (\$)	21 370	17 074	15 304	12 338				11 986	13 674

N/A - Not applicable

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT (CONT'D)

STATIONARY ROTARY, PACKAGE UNIT, AIR COMPRESSORS (507-11-43)

Foreign Country of Export	1982	1983	1984	1985	Average Annual Growth Rate		Per cent Change 1984-1985	9-Month Imports Jan. to Sept.	
					Unit Price 1985 \$	1982-1985 %		1985	1986
UNITED STATES									
Quantity (No.)	113	102	101	104		-3	3	69	40
Value (\$000)	2 418	1 310	2 838	4 296	41 308	21	51	2 479	2 257
BELGIUM, LUXEMBOURG									
Quantity (No.)	55	20	29	34		-15	17	26	11
Value (\$000)	1 436	600	872	973	28 618	-12	12	677	377
UNITED KINGDOM									
Quantity (No.)	17	2	19	38		31	100	36	10
Value (\$000)	38	29	211	732	19 263	168	247	657	398
FEDERAL REPUBLIC OF GERMANY									
Quantity (No.)	38	1	0	2		-63	N/A	2	1
Value (\$000)	114	13	0	49	24 500	-25	N/A	49	11
ITALY									
Quantity (No.)	6	1	0	25		61	N/A	25	0
Value (\$000)	243	4	0	10	400	-65	N/A	10	0
OTHER									
Quantity (No.)	14	4	12	3		-40	-75	3	3
Value (\$000)	1 999	1 367	330	10	3 333	-83	-97	12	96
TOTAL									
Quantity (No.)	243	130	161	206		-5	28	161	65
Value (\$000)	6 248	3 323	4 251	6 070		-1	43	3 884	3 139
Unit Price (\$)	25 712	25 562	26 403	29 466				24 124	48 292

N/A - Not applicable

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT (CONT'D)
STATIONARY AIR COMPRESSORS, NOT ELSEWHERE SPECIFIED (507-11-89)

Foreign Country of Export	1982	1983	1984	1985	Unit Price 1985 \$	Average	Per cent Change 1984-1985 %	9-Month Imports Jan. to Sept.	
						Annual Growth Rate 1982-1985 %		1985	1986
UNITED STATES									
Quantity (No.)	2 629	1 505	1 268	1 086		-26	-14	719	628
Value (\$000)	4 228	2 874	3 285	5 360	4 936	8	63	4 018	3 633
UNITED KINGDOM									
Quantity (No.)	88	162	199	275		46	38	233	67
Value (\$000)	357	424	952	1 069	3 887	44	12	940	344
FEDERAL REPUBLIC OF GERMANY									
Quantity (No.)	88	111	143	226		37	58	138	176
Value (\$000)	157	178	238	540	2 389	51	127	286	557
JAPAN									
Quantity (No.)	1	44	7	17		157	143	17	5
Value (\$000)	3	98	16	59	3 471	170	269	59	24
OTHER									
Quantity (No.)	2 163	36	62	78		-67	26	16	51
Value (\$000)	393	230	320	155	1 987	-27	-52	65	213
<hr/>									
TOTAL									
Quantity (No.)	4 969	1 858	1 679	1 682		-30	0	1 123	927
Value (\$000)	5 138	3 804	4 811	7 183		12	49	5 368	4 771
Unit Price (\$)	1 034	2 047	2 865	4 271				4 780	5 147

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1985

STATIONARY AIR AND GAS COMPRESSORS

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES											
Quantity (No.)	2 925	3	0	27	46	484	1 325	62	64	559	355
Value (\$000)	39 465	5	0	225	643	4 033	16 332	1 726	1 911	12 419	2 173
BELGIUM, LUXEMBOURG											
Quantity (No.)	278	0	0	1	0	270	1	6	0	0	0
Value (\$000)	3 431	0	0	19	0	3 335	4	72	0	0	0
UNITED KINGDOM											
Quantity (No.)	356	0	0	23	0	45	275	1	0	9	3
Value (\$000)	2 533	0	0	121	0	724	1 510	8	0	152	18
FEDERAL REPUBLIC OF GERMANY											
Quantity (No.)	418	2	0	0	0	27	309	2	0	45	32
Value (\$000)	1 688	6	0	0	0	380	1 046	15	0	152	90
SWITZERLAND											
Quantity (No.)	46	0	0	0	1	17	27	0	0	1	0
Value (\$000)	867	0	0	0	2	158	639	0	0	67	0
OTHER											
Quantity (No.)	389	0	0	1	1	43	89	0	0	1	254
Value (\$000)	884	0	0	86	6	309	306	0	0	5	174
<hr/>											
TOTAL											
Quantity (No.)	4 412	5	0	52	48	886	2 026	71	64	615	644
Value (\$000)	48 868	11	0	451	651	8 939	19 837	1 821	1 911	12 795	2 455

UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1985

COMPRESSORS

Due to differences in the import coding systems of the United States and Canada, the product content of commodity codes may differ slightly.

<u>U.S. COMMODITY CODE NUMBER</u>	<u>COMMODITY DESCRIPTION</u>	<u>COUNTRY OF ORIGIN</u>	<u>QUANTITY (No.)</u>	<u>VALUE⁽¹⁾ (C\$000)</u>
661-10-51	Air Compressors Stationary, 15 HP and under:	Canada	17 978	5 801
		Italy	107 388	9 954
		India	12 571	6 304
		Others	<u>89 051</u>	<u>12 487</u>
		TOTAL	<u>226 988</u>	<u>34 546</u>
661-10-53	Air Compressors, Stationary, over 15 HP but not over 100 HP:	Canada	1 225	1 134
		Belgium, Luxembourg	630	5 442
		Federal Republic of Germany	791	4 175
		Others	<u>10 039</u>	<u>8 225</u>
		TOTAL	<u>12 685</u>	<u>18 976</u>
661-10-55	Air Compressors, Stationary, over 100 HP:	Canada	14	3 466
		Belgium, Luxembourg	1 927	20 825
		Federal Republic of Germany	235	5 645
		Others	<u>904</u>	<u>11 058</u>
		TOTAL	<u>3 080</u>	<u>40 994</u>
661-10-57	Air Compressors, Portable:	Canada	10 732	1 109
		China	371 807	6 472
		Japan	29 392	7 997
		Others	<u>215 542</u>	<u>6 433</u>
		TOTAL	<u>627 473</u>	<u>22 011</u>
661-10-63	Compressors, Centrifugal and Axial:	Canada	19	579
		United Kingdom	38	176
		Federal Republic of Germany	86	227
		Others	<u>20</u>	<u>160</u>
		TOTAL	<u>163</u>	<u>1 141</u>

UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1985
COMPRESSORS (CONT'D)

<u>U.S. COMMODITY CODE NUMBER</u>	<u>COMMODITY DESCRIPTION</u>	<u>COUNTRY OF ORIGIN</u>	<u>QUANTITY (No.)</u>	<u>VALUE⁽¹⁾ (C\$000)</u>
661-10-65	Compressors, not specially provided for (NSPF), including reciprocating (RECIP) and rotary 250 HP and under:	Canada	7	97
		United Kingdom	527	2 294
		Federal Republic of Germany	89	612
		Others	<u>107</u>	<u>740</u>
	TOTAL		730	3 743
661-10-67	Compressors, NSPF, Inc. RECIP and rotary, 250 HP, but not over 1 000 HP:	Canada	2	180
		United Kingdom	129	1 735
		Japan	58	635
		Others	<u>52</u>	<u>900</u>
	TOTAL		241	3 450
661-10-69	Compressors, NSPF, Inc. RECIP and rotary over 1 000 HP:	Canada	2	580
		Federal Republic of Germany	31	1 888
		Switzerland	91	4 029
		Others	<u>46</u>	<u>1 820</u>
	TOTAL		170	8 317
661-10-90	Parts of compressors:	Canada	-	23 969
		Italy	-	22 691
		Japan	-	92 087
		Others	<u>-</u>	<u>71 005</u>
	TOTAL		-	209 752
661-13-00	Compressors and parts, Canadian Article, Automotive Product Trade Act:	Canada	-	7 853
661-14-00	Compressors, NSPF and parts, certified for civil aircraft:	Canada	-	348
		United Kingdom	-	1 495
		Japan	-	270
		Others	<u>-</u>	<u>627</u>
	TOTAL		-	2 740
GRAND TOTAL FOR ALL COMPRESSORS AND PARTS				353 523

SOURCE - United States Department of Commerce. U.S. Imports for Consumption (Report No. IM 146, December, 1985)

(1) Conversion Factor for U.S. to Canadian dollars = 1.3652 (yearly average, 1985).

CANADIAN TARIFFS

STATIONARY AIR AND GAS COMPRESSORS

Tariff Item	Description	% of Total Import Value (1985)	Tariff Treatment				U.K. and Ireland
			British Preferential Tariff	Most Favoured Nation Tariff	General Tariff	General Preferential Tariff	
			%	%	%	%	%
42700-01	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: January 1, 1985	52	2.5	10.7	35	2.5	9.2
	January 1, 1986		2.5	9.9	35	2.5	9.2
	January 1, 1987		2.5	9.2	35	2.5	9.2
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: January 1, 1985	37	2.7	10.9	35	2.7	-
	January 1, 1986		2.6	10.0	35	2.6	-
	January 1, 1987		2.6	9.3	35	2.6	-

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, Belgium, Luxembourg, Federal Republic of Germany, Switzerland, Italy
 Country which benefits from the Most Favoured Nation tariff treatment or United Kingdom and Ireland tariff treatment: United Kingdom
 Country which benefits from the Most Favoured Nation tariff treatment or General System of Preference* or British Preferential System: Singapore

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

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) 954-6886

CANADIAN IMPORTERS

Importers of stationary air and gas compressors during 1985 as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A-1 Rentals Ltd.	Regina, Sask.	Calkins & Burke Ltd.	Vancouver, B.C.
ACF Canada Limited	New York, NY, U.S.A.*	Cameron Compressor Ltd.	Toronto, Ont.
APE Canada Div. of NEI Canada Limited	Toronto, Ont.	Can-Eng Manufacturing Ltd.	Niagara Falls, Ont.
APV Hall Crepaco Inc.	Montréal, Qué.	Canada Machinery Corporation Ltd.	Cambridge, Ont.
Accessoires Outillage Ltée	Montréal, Qué.	Canadian Air Compressor Ltd.	Toronto, Ont.
Air Canada Inc.	Winnipeg, Man.	Canadian Dental Supplies Alta. Limited	Sherwood Park, Alta.
Air Drilling Service International Ltd.	Nisku, Alta.	Canadian Industrial Distributors Inc.	Rexdale, Ont.
Air Industriel I & E Inc.	Laval, Qué.	Canadian Occidental Petroleum Ltd.	Calgary, Alta.
Airtron Assembly Tools Inc.	Scarborough, Ont.	Canadian Pacific Ltd.	Montréal, Qué.
Airways Compressor Sales Ltd.	Calgary, Alta.	Canadian Pneumatic Tool Company Ltd.	Toronto, Ont.
Allied Fasteners & Supplies Limited	Vanier, Ont.	Canadian Reynolds Metal Company	Cté. Saguenay, Qué.
Allis Chalmers Canada Inc.	Toronto, Ont.	Canterra Engineering Ltd.	Calgary, Alta.
Allis Chalmers Cda. Inc.	Lachine, Qué.	Carling O'Keefe Limited	Toronto, Ont.
Amaco Construction Equipment Inc.	Mississauga, Ont.	Cecco Supply Limited	Sarnia, Ont.
American Hoist of Canada Ltd.	Brampton, Ont.	Ceco Sales Ltd.	Burnaby, B.C.
Amoco Fabrics & Fibres Ltd.	Hawkesbury, Ont.	Centre d'Outillage Duberger A.G. Inc.	Duberger, Qué.
Atlas Copco Canada Inc.	Dorval, Qué.	Certified Rentals Ltd.	Edmonton, Alta.
Auctions Unlimited	Dorchester, Ont.	Cherco Compressors Ltd.	Calgary, Alta.
B McDowell Equipment Limited	Sudbury, Ont.	Cimco Limited	Toronto, Ont.
B.C. Compressor Sales & Service Ltd.	Burnaby, B.C.	Ciment Québec Incorporé	St-Basile de Portneuf, Qué.
B.C. Hydro & Power Authority	Vancouver, B.C.	City Machinery (1971) Ltd.	Winnipeg, Man.
BASF Fibres Inc.	Arnrior, Ont.	Cold Spring Granite (Canada) Ltd.	Lac du Bonnet, Man.
Bailey Controls, A Div. of Babcock & Wilcox Industries	Burlington, Ont.	Colkar Limited	Cambridge, Ont.
Barross Equipment Ltd.	Calgary, Alta.	Comairco Equipment Ltd.	Downsview, Ont.
Basil Fearn Ltd.	St. John's, Nfld.	Comco Roots Compressor Canada Inc.	Baie D'Urfé, Qué.
Beach Auto Limited	Toronto, Ont.	Cominco Ltd.	Toronto, Ont.
Beaver-Delta Machinery Corp.	Guelph, Ont.	Compair Canada Limited	Mississauga, Ont.
Bennett & Emmott Limited	Edmonton, Alta.	Compresseurs Québec Inc.	Mont-Royal, Qué.
Bernardin of Canada Limited	Toronto, Ont.	Comprevac Inc.	Mississauga, Ont.
Binks Manufacturing of Canada Ltd.	Toronto, Ont.	Contest Communications Products Ltd.	Nepean, Ont.
Bombardier Ltée	Valcourt, Qué.	Cooper Energy Services Ltd.	Stratford, Ont.
Bralorne Resources Limited	Calgary, Alta.	Corby Distilleries Ltd.	Corbyville, Ont.
Brittania Compression Industries Ltd.	Calgary, Alta.	Crothers Ltd.	Concord, Ont.
Brown Boveri Canada Inc.	Pointe-Claire, Qué.	Cubex Ltd.	Winnipeg, Man.
Bulldog Bag Ltd.	Richmond, B.C.	Custom Engineering Ltd.	Delta, B.C.
C E NATCO Ltd.	Calgary, Alta.	Dart Cup Ltd.	Campbellford, Ont.
C N G Fuels Ltd.	Toronto, Ont.		
CFM Air Equipment, Div. of Western Air Equipment Ltd.	Calgary, Alta.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Davanac Inc.	St-Laurent, Qué.	Finning Tractor Co. Limited	Vancouver, B.C.
Davidson Rubber Co. Limited	Port Hope, Ont.	Fleck Bros. Limited	Burnaby, B.C.
Degremont Infilco Ltée	Montréal, Qué.	Fleet Industries, A Div. of	
Denco, Division McGaw Supply Ltd.	Willowdale, Ont.	Ronyx Corporation Limited	Fort Erie, Ont.
Dépot Dentaire (Canada) Ltée	Montréal, Qué.	Flexpac Systems Ltd.	Calgary, Alta.
Desourdy Inc.	Longueuil, Qué.	G & G Distributors Ltd.	Saskatoon, Sask.
Dome Petroleum Ltd.	Calgary, Alta.	Gaco Systems Limited	Brantford, Ont.
Dominion Oilfield Supply Company Ltd.	Calgary, Alta.	Gardner Denver Company Canada Ltd.	Scarborough, Ont.
Dow Chemical Canada Inc.	Sarnia, Ont.	Gatx-Fuller Ltd.	Scarborough, Ont.
Dresser Canada Inc., Worthington Pump Div.	Brantford, Ont.	Geneq Inc.	Montréal, Qué.
Dresser Clark, Division Dresser Canada Ltd.	Lethbridge, Alta.	General Equipment Ltd.	Vancouver, B.C.
Drill Systems, O/B 28209 Alta Ltd.	Calgary, Alta.	General Motors of Canada Ltd.	Oshawa, Ont.
Dupont Canada Inc.	Mississauga, Ont.	George O Hill Supply Ltd.	Thunder Bay, Ont.
E D A Mechanical Services Ltd.	Winnipeg, Man.	Gerry T. Smith Holdings Ltd.	Calgary, Alta.
ERS Energy Resource Supply Ltd.	Calgary, Alta.	Goodyear Canada Inc.	Islington, Ont.
EW Playford Ltd.	Montréal, Qué.	Goran Holdings Ltd.	Vancouver, B.C.
Eagle Pump & Compressor Ltd.	Calgary, Alta.	Griffin Canada Inc.	St-Hyacinthe, Qué.
Earl Scheib Auto Paintings Company Inc.	Beverly Hills, CA, U.S.A.*	Halliburton Services Limited	Calgary, Alta.
Edgewind Sales and Manufacturing Limited	Windsor, Ont.	Hamworthy Canada Ltd.	St. Catharines, Ont.
Electrolyser Corporation	Toronto, Ont.	Heat Engineering and Technology Limited	Concord, Ont.
Elgin Farm Supply Ltd.	St. Thomas, Ont.	Henderson Power Equipment Limited	Winnipeg, Man.
Elk Lake Planing Mill Ltd.	Elk Lake, Ont.	Horton CBI Ltd.	Fort Erie, Ont.
Elliott Industrial Equipment Co. Div. of Carrier Air Conditioning	Brampton, Ont.	Howden Canada Inc.	Lachine, Qué.
Emco Limited	London, Ont.	Howden Company Inc.	Toronto, Ont.
Enerflex Systems Ltd.	Calgary, Alta.	Hub Equipment Ltd.	Agincourt, Ont.
Energy Industries Ltd.	Calgary, Alta.	Hugdahl Trading Ltd.	Vancouver, B.C.
Engrenage Provincial D R D Inc.	Québec, Qué.	Husky Injection Moulding Systems Ltd.	Bolton, Ont.
Équipement C B R Ltée	Beloeil, Qué.	Hydro Electric Power Commission	Milverton, Ont.
Équipement Mécanique à Vapeur des Spécialistes Ltée	Montréal, Qué.	ITT Canada Limited	Guelph, Ont.
Estrin Manufacturing Ltd.	Vancouver, B.C.	Ibis Products Limited	Scarborough, Ont.
Exploration Logging Canada Ltd.	Calgary, Alta.	Imasco Limited, Imasco Limitée	Montréal, Qué.
F Jos Lamb Company Limited	Windsor, Ont.	Imperial Oil Ltd.	Don Mills, Ont.
Fil et Cable Alcan, Div. D'Aluminium du Canada Ltée	Granby, Qué.	Imperial Optical Company Ltd.	Toronto, Ont.
Finnan Engineered Products Ltd.	Scarborough, Ont.	Industrial Equipment Company Ltd.	Delta, B.C.
		Industrial Grain Products, A Div. of Ogilvie Mills Co. Ltd.	Montréal, Qué.
		Ingersoll Rand Canada Inc.	Sherbrooke, Qué.
		Ingersoll Rand Canada Inc.	Montréal, Qué.
		Inter-City Bandag Ontario Ltd.	Oshawa, Ont.
		J McCall Limited	Fort Whyte, Man.
		JMAR Compressors Inc.	Richmond, B.C.
		Johnson Controls Ltd.	Markham, Ont.
		Joy Mfg. Co. Canada Ltd., Precipitation Div.	Toronto, Ont.
			Pub. No: 84-87

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Kamyr Canada Inc.	Ottawa, Ont.	National Standard Company of Canada Ltd.	Guelph, Ont.
Kenting Oilfield Services Ltd.	Leduc, Alta.	National Supply Canada Ltd.	Edmonton, Alta.
Kidd Creek Mines Ltd.	Timmins, Ont.	Noranda Mines Ltd.	Toronto, Ont.
LOF Glass of Canada Ltd.	Collingwood, Ont.	Northern Breweries Ltd.	Sault Ste-Marie, Ont.
La Compagnie Électrique Pioneer de Québec Inc.	Granby, Qué.	Northwood Industrial Supply Inc.	Sudbury, Ont.
Lakusta Compression Equip. Ltd.	Calgary, Alta.	Norton Simon Canada Inc.	Scarborough, Ont.
Leo Allan Wayrynen Inc.	Thunder Bay, Ont.	Norward Energy Services Ltd.	Calgary, Alta.
Leroi Division DICL	St. Thomas, Ont.	Nova, An Alberta Corporation	Calgary, Alta.
Les Compresseurs Gélinas Inc.	Montréal, Qué.	Novacor Chemicals Ltd.	Edmonton, Alta.
Les Compresseurs Lavoie Ltée	Laval, Qué.	Nugget Drilling Ltd.	Calgary, Alta.
Les Emballages Novotel Inc.	Ville d'Anjou, Qué.	Ontario Compressor Supplies Limited	Oldcastle, Ont.
Les Équipements Chalin Ltée	Laval, Qué.	Palmer-Hayes Air Equipment Limited	Burlington, Ont.
Les Équipements G. Bolen Ltée	St-Laurent, Qué.	Pepper Compressed Air & Gas Limited	Dorchester, Ont.
Les Tricots Main Inc.	Montréal, Qué.	Perry Holding Ltd., O/A Bargain Equipment Supply & Tool Co. Ltd.	Vancouver, B.C.
Liftow Ltd.	Malton, Ont.	Power Application & Mfg. Co. Ltd.	Calgary, Alta.
Lily Cups Inc.	Scarborough, Ont.	Power Press & Equipment Company Ltd.	Montréal, Qué.
Loffland Brothers Co. of Canada	Calgary, Alta.	Propane Services Inc.	Olmsted Falls, OH, U.S.A.*
London Compressed Air Equipment Limited	London, Ont.	Provincial Papers, Division of Abitibi-Price Inc.	Toronto, Ont.
Loram Maintenance of Way Ltd.	Hamel, Mn., U.S.A.*	Pumps & Power Ltd.	Vancouver, B.C.
Lux & Zwingenberger Ltd.	Toronto, Ont.	QIT Fer & Titane du Québec Inc.	Sorel, Qué.
M D A Technologies Ltd.	Richmond, B.C.	R P I Inc.	Brampton, Ont.
MDS Health Group Limited	Rexdale, Ont.	Ray-Gordon Ltd.	Weston, Ont.
Malnar Industries Ltd.	Winnipeg, Man.	Refrigeration I C M Ltée	Montréal, Qué.
Mandem-Industrial, Division of Asamera Inc.	Winnipeg, Man.	Rheem Canada Inc.	Hamilton, Ont.
March Shipping Ltd.	Montréal, Qué.	Rideout Tool & Supply Ltd.	St. John's, Nfld.
Maritime Compressor Ltd.	Notre-Dame, N.B.	Ridlers Central Refrigeration (1981) Limited	Downsview, Ont.
Maxi Poultry Co. Ltd.	Ville des Laurentides, Qué.	Riggers Industrial Sales Ltd.	Hope, B.C.
Merit Manufacturing Limited	Windsor, Ont.	Rocky Mountain Welding Supplies Ltd.	Vernon, B.C.
Micro Machine & Tool Company Ltd.	Downsview, Ont.	Rollins Machinery Ltd.	Vancouver, B.C.
Milliken Industries of Canada Ltd.	Deseronto, Ont.	Rotair Industries Limited	Burnaby, B.C.
Monenco Engineers and Constructors Inc.	Calgary, Alta.	Safety Supply Company, c/o Imperial Optical Company Ltd.	Toronto, Ont.
Motoparts Inc.	Plessisville, Qué.	Schlegel Canada Inc.	Oakville, Ont.
Mumford Medland Limited, Div. of Mandem Corportation Ltd.	Winnipeg, Man.	Scott Maritimes Limited	New Glasgow, N.S.
Napier-Reid Ltd.	Markham, Ont.	Shell-O-Matic Inc.	Montréal, Qué.
National Compressed Air (Canada) Ltd.	Mississauga, Ont.	Sheridan Equipment Ltd.	Toronto, Ont.
National Energy Equipment Inc.	Burnaby, B.C.	Siemens Electric Limited	Mississauga, Ont.
		Sihl Pumps Limited	Guelph, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Silcofab-Division Robco Inc.	Guelph, Ont.	WN White & Company Ltd.	Halifax, N.S.
Simpsons-Sears Ltd.	Toronto, Ont.	WR Scott Equipment (1977) Ltd.	Edmonton, Alta.
Singer Company of Canada Ltd.	St. Thomas, Ont.	Wainbee Ltd.	Rexdale, Ont.
Skeans Engineering & Machinery Ltd.	Vancouver, B.C.	Webster Air Equip., Div. of Curtiss-Wright of Canada Inc.	London, Ont.
Ski Montcalm Ltd.	Rawdon, Qué.	Welles Corporation Limited	Windsor, Ont.
Snap-On Tools of Canada Ltd.	Concord, Ont.	Westcoast Transmission Co. Ltd.	Vancouver, B.C.
Solar Turbines Canada Ltd.	Edmonton, Alta.	Westech Industrial Ltd.	Calgary, Alta.
Southeastern Commonwealth Drilling Ltd.	Halifax, N.S.	Western Compression Systems Ltd.	Calgary, Alta.
Stelco Inc.	Hamilton, Ont.	Western Rock Bit Company Ltd.	Calgary, Alta.
Stephens Equipment Inc.	Montréal, Qué.	Whiting Equipment Canada Inc.	Welland, Ont.
Sterling Engine Works Ltd.	Winnipeg, Man.	Wiens Equipment Supplies Ltd.	St. Catharines, Ont.
Stmako Inc.	St-Laurent, Qué.	Wilron Equipment Ltd.	Edmonton, Alta.
Storrington Industries Limited	Pickering, Ont.	Wilson Oilfield Supply Ltd.	Calgary, Alta.
Sturdy Truck Body (1972) Ltd.	Kitchener, Ont.	Windsor Bumper Co., Div. of Gulf & Western (Canada) Ltd.	Windsor, Ont.
Sullair Québec Inc.	Beloeil, Qué.	Windsor Factory Supply Ltd.	Windsor, Ont.
Sullivan Sales (USA) Inc.	Mississauga, Ont.	Wometco (B.C.) Ltd.	Richmond, B.C.
Sulpetro Limited	Calgary, Alta.		
Sulzer Canada Inc.	Dorval, Qué.		
Tender Tootsies Limited	London, Ont.		
Tericorp Ltd.	Winnipeg, Man.		
The Cementation Company (Canada) Ltd.	Brampton, Ont.		
The General Tire & Rubber Co. of Canada Ltd.	Barrie, Ont.		
The Nash Engineering Company of Canada Limited	Burlington, Ont.		
The Ontario Dental Association	Toronto, Ont.		
The Spencer Turbine Company	Fort Erie, Ont.		
Thomson-Gordon Ltd.	Burlington, Ont.		
Timber Specialities Limited	Buffalo, New York, U.S.A.*		
Toro Canada Ltd.	Steinbach, Man.		
Twison Industries, Div. of 558627 Ontario Ltd.	Milton, Ont.		
UAP Inc.	Montréal, Qué.		
Union Carbide Canada Ltd.	Toronto, Ont.		
United Co-Operatives of Ontario	Mississauga, Ont.		
United Tire & Rubber Co. Ltd.	Rexdale, Ont.		
Universal Bath Systems Ltd.	Calgary, Alta.		
University of Toronto	Toronto, Ont.		
Uraken Canada Limitée	St-Eustache, Qué.		
Volvo (Canada) Limited	Halifax, N.S.		
WKM, Division Joy Manufacturing Company (Canada) Limited	Calgary, Alta.		

* Non-resident importer

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