

HF
3221
.A1
C3
no.85-87



IMPORT PROFILE

Investment Opportunities

PORTABLE COMPRESSORS

Pub. No: 85-87

August 1987



Government
of Canada

Gouvernement
du Canada

Regional Industrial
Expansion

Expansion industrielle
régionale

Canada

DEPARTMENT OF REGIONAL
INDUSTRIAL EXPANSION
LIBRARY

FEB 9 1988

BIBLIOTHEQUE
MINISTERE DE L'EXPANSION
INDUSTRIELLE REGIONALE

PORTABLE COMPRESSORS

Pub. No: 85-87

August 1987

FOR MORE INFORMATION PLEASE CONTACT:

Market Information and Analysis Division
Market Development Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

OR
Energy Equipment Division
Electrical and Energy Equipment Directorate
Surface Transportation and Machinery Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3194

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.

C O N T E N T S

	<u>PAGE</u>
INTRODUCTION AND SCOPE	4
IMPORT TRENDS: OVERVIEW	5
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT	6
IMPORT DATA TRENDS BY TYPE	7
IMPORTS BY PROVINCE OF CLEARANCE - 1985	10
IMPORT MARKET CONCENTRATION	11
TYPE AND LOCATION OF TOP IMPORTERS	11
UNITED STATES IMPORTS	12
CANADIAN PRODUCTION	12
CANADIAN EXPORTS	12
DEPARTMENT OF SUPPLY AND SERVICES PROCUREMENTS	12
MARKET SUMMARY	13
APPENDIX A - IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE	14
APPENDIX B - UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1985	15
APPENDIX C - CANADIAN TARIFFS	17
APPENDIX D - CANADIAN IMPORTERS	18
DRIE REGIONAL OFFICES	24

PUB. NO: 85-87
IMPORT COMMODITY CODE - 507-29

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

PORTABLE 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.

Portable compressors, covered in this report, are classified to Import Commodity Classification (M.C.C.) Code 507-29. This code is subdivided into the following 12 Canadian International Trade Classification (C.I.T.C.) Codes. Tables in this report aggregate data for the 12 classes of products. Portable compressors are used mainly in the construction industry. Data for stationary air and gas compressors, and parts and accessories are included in profile numbers 84-87 and 86-87.

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

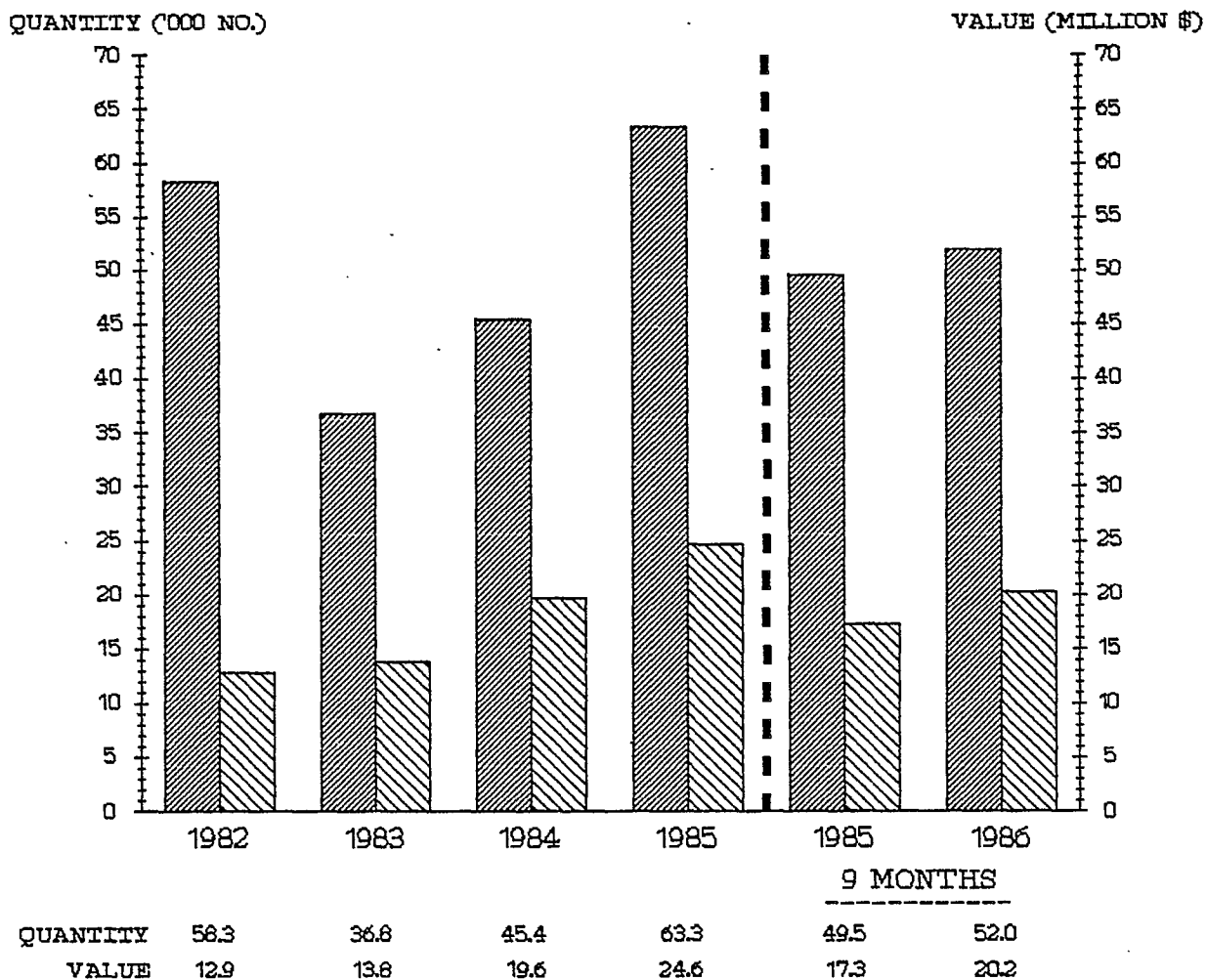
Commodity Code

Product Description

507-29-20	Compressors, Air, Portable, 10 Cubic Feet Per Minute and Under
507-29-21	Compressors, Air, Portable, 11 Cubic Feet Per Minute to 59 Cubic Feet Per Minute
507-29-22	Compressors, Air, Portable, 60 Cubic Feet Per Minute to 99 Cubic Feet Per Minute
507-29-23	Compressors, Air, Portable, 100 Cubic Feet Per Minute to 175 Cubic Feet Per Minute
507-29-24	Compressors, Air, Portable, 176 Cubic Feet Per Minute to 290 Cubic Feet Per Minute
507-29-25	Compressors, Air, Portable, 291 Cubic Feet Per Minute to 499 Cubic Feet Per Minute
507-29-26	Compressors, Air, Portable, 500 Cubic Feet Per Minute to 799 Cubic Feet Per Minute
507-29-27	Compressors, Air, Portable, 800 Cubic Feet Per Minute to 1099 Cubic Feet Per Minute
507-29-30	Compressors, Air, Portable, 1100 Cubic Feet Per Minute to 1399 Cubic Feet Per Minute
507-29-31	Compressors, Air, Portable, 1400 Cubic Feet Per Minute and Over
507-29-49	Compressors, Air, Portable, Package Unit, Not Elsewhere Specified
507-29-89	Compressors, Portable, Not Elsewhere Specified

IMPORT TRENDS: OVERVIEW

PORTABLE COMPRESSORS



Between 1982 and 1985, the value of imports of portable compressors rose at an average annual rate of 24 per cent. In the first two years of that period, the value of imports was steady, averaging \$13.3 million. However, in the last two years of the period, it experienced significant growth; it increased to \$19.6 million in 1984, and to \$24.6 million in 1985. Data for the first nine months of 1986, indicates a further large increase.

Between 1982 and 1983, the quantity of imports declined from 58 273 units to 36 798 units. However, in the last two years of the period analysed, imports increased dramatically. In analysing this data, it should be noted that the range of products within individual groups 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 TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

PORTABLE COMPRESSORS

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent Change 1984-1985	9-Month Imports		
					Price 1985 \$	Annual Growth Rate 1982-1985 %		Jan. to Sept. 1985	1986	
UNITED STATES										
Quantity (No.)	17 991	29 016	38 138	45 941			37	20	33 706	39 988
Value (\$000)	10 727	11 622	16 845	21 515	468		26	28	15 171	17 234
BELGIUM, LUXEMBOURG										
Quantity (No.)	46	300	50	112			35	124	84	431
Value (\$000)	526	673	588	881	7 866		19	50	646	1 170
FEDERAL REPUBLIC OF GERMANY										
Quantity (No.)	188	199	399	282			14	-29	215	99
Value (\$000)	251	231	318	474	1 681		24	49	324	185
TAIWAN										
Quantity (No.)	19 670	2 340	821	13 716			-11	1 571	13 492	6 122
Value (\$000)	314	113	191	457	33		13	139	401	217
ITALY										
Quantity (No.)	1 080	1 483	1 660	2 102			25	27	935	2 526
Value (\$000)	266	404	472	446	212		19	-6	226	544
OTHER										
Quantity (No.)	19 298	3 460	4 343	1 185			-61	-73	1 019	2 874
Value (\$000)	833	728	1 150	852	719		1	-26	562	812
TOTAL										
Quantity (No.)	58 273	36 798	45 411	63 338			3	39	49 451	52 040
Value (\$000)	12 917	13 771	19 564	24 625			24	26	17 330	20 162
UNIT PRICE (\$)	221	374	431	389					350	387

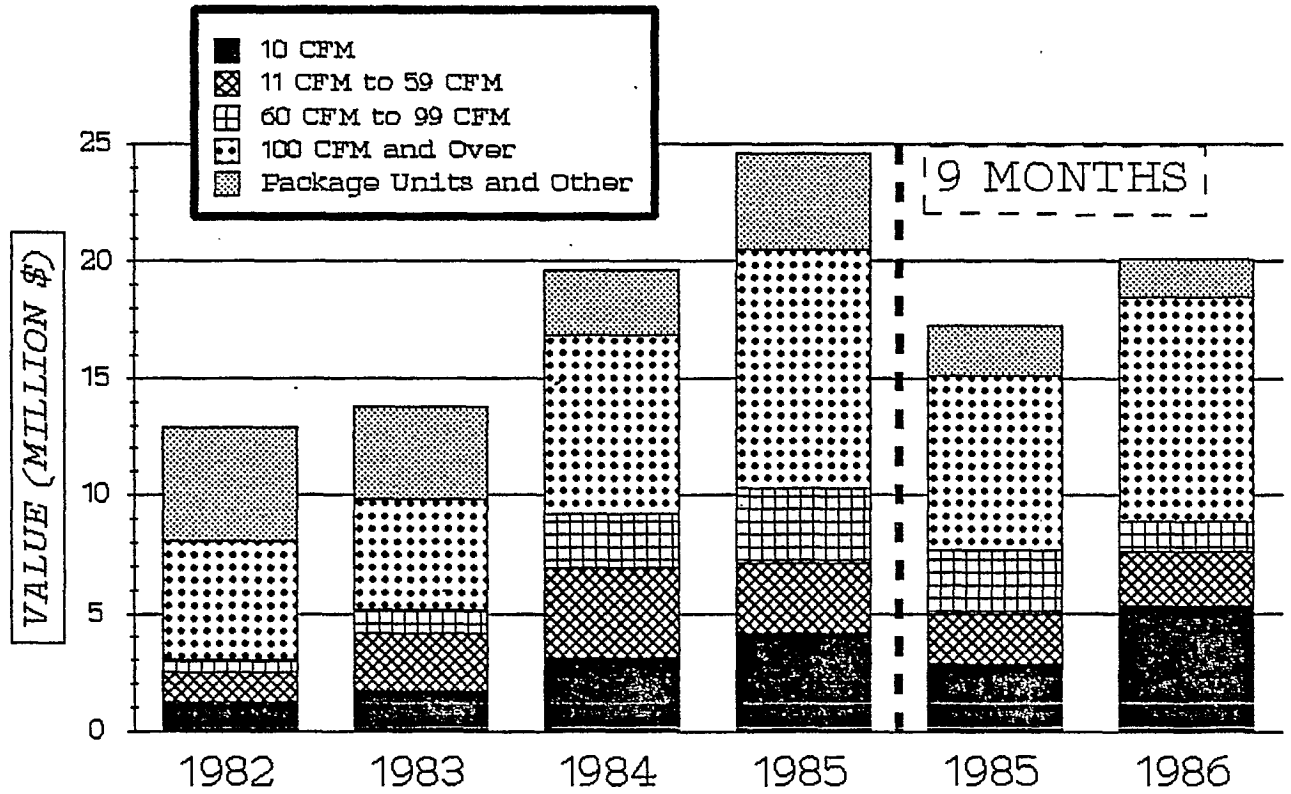
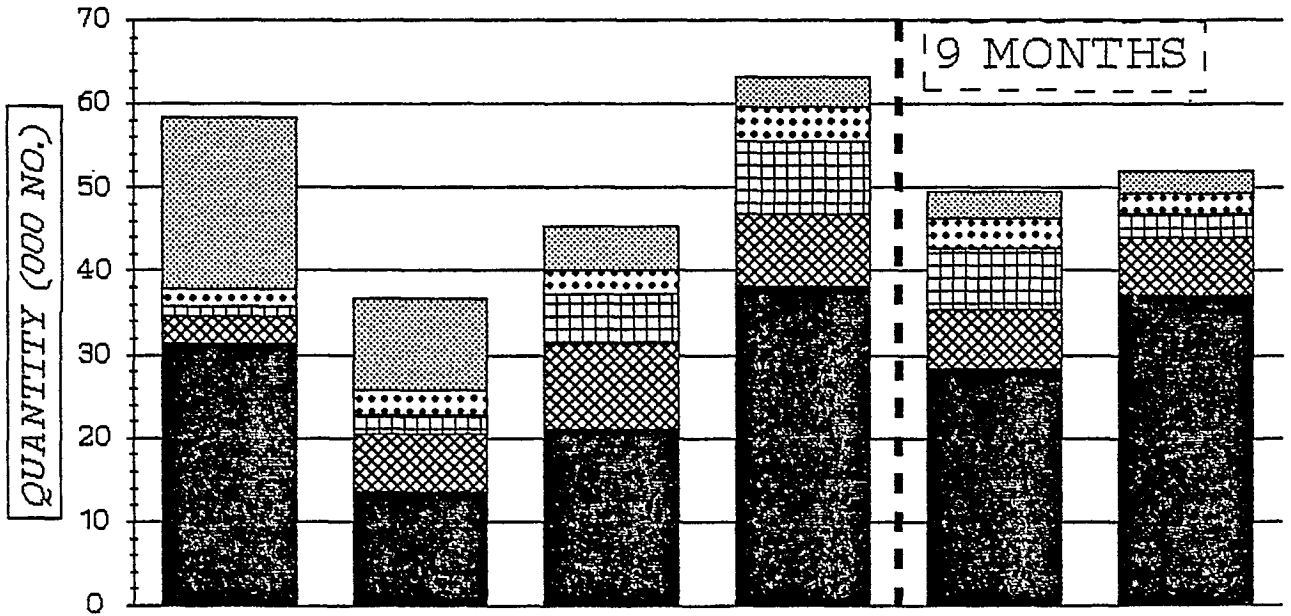
Between 1982 and 1985, in terms of value, the United States was the largest exporter to Canada of portable compressors. For each of the four years, it had at least 83 per cent of the Canadian import market. In 1985, it supplied \$21.5 million worth of portable compressors. In 1982, high volumes of imports were recorded from Hong Kong and Singapore which are included in "other countries". However, in 1985, there were no imports from these countries.

During the first nine months of 1986, 85 per cent of the import value of portable compressors originated from the U.S.A. The remaining Canadian imports originated primarily from Belgium, Luxembourg and Italy.

The average unit price for portable compressors varied considerably during the four year period. The variation in unit price is due to the heterogeneity of the products (see page 8).

IMPORT DATA TRENDS BY TYPE

PORTABLE COMPRESSORS



IMPORT DATA TRENDS BY TYPE

PORTABLE COMPRESSORS

In 1985, the product category with the highest share of imports was portable compressors 10 CFM and under. During this period, this category represented 60 per cent of the quantity and 17 per cent of the value of imports of portable compressors. The next ranked category was portable compressors 60 CFM to 99 CFM which accounted for 14 per cent of the quantity and 13 per cent of the value of imports followed by portable compressors, 11 CFM to 59 CFM, which accounted for 14 per cent and 12 per cent respectively. Imports of portable compressors 100 CFM and over accounted for 4 146 units (7 per cent) and \$10.2 million (41 per cent). Package Units and Other accounted for 3 644 units (6 per cent) or \$4.1 million (17 per cent) of imports of portable compressors during 1985.

In 1985, in terms of quantity and value, the United States was the major exporter to Canada in every category of imports of portable compressors.

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	1986

PORTABLE AIR COMPRESSORS

507-29-20	10 Cubic Feet per minute (CFM) and under									
	Quantity (No.)	31 422	13 641	21 066	38 242	7	22 908	United	28 433	37 069
	Value (\$000)	1 204	1 650	3 090	4 212	52	3 560	States	2 753	5 323
	Unit Price (\$)	38	121	147	110		155		97	144
507-29-21	11 CFM to 59 CFM									
	Quantity (No.)	3 323	7 008	10 446	8 644	38	7 719	United	6 953	6 899
	Value (\$000)	1 252	2 475	3 801	2 853	32	2 582	States	2 246	2 318
	Unit Price (\$)	377	353	364	330		335		323	336
507-29-22	60 CFM to 99 CFM									
	Quantity (No.)	1 051	2 202	5 737	8 662	102	8 266	United	7 314	2 809
	Value (\$000)	513	978	2 262	3 220	84	3 071	States	2 727	1 283
	Unit Price (\$)	488	444	394	371		372		373	457
507-29-23	100 CFM to 175 CFM									
	Quantity (No.)	650	1 508	1 360	2 533	57	2 243	United	2 166	1 580
	Value (\$000)	915	1 307	1 515	2 482	39	2 031	States	1 776	1 974
	Unit Price (\$)	1 408	867	1 113	980		905		820	1 249
507-29-24	176 CFM to 290 CFM									
	Quantity (No.)	239	313	545	972	60	765	United	804	490
	Value (\$000)	655	385	879	2 763	62	2 024	States	1 839	1 671
	Unit Price (\$)	2 741	1 230	1 613	2 843		2 645		2 287	3 410

IMPORT DATA TRENDS BY TYPE (CONT'D)

PORTABLE COMPRESSORS

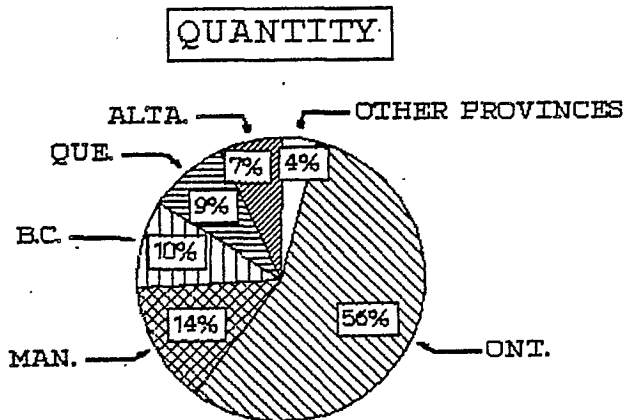
C.I.T.C. Commodity Code	Description	1982	1983	1984	1985	Average	Major		9-Month	
						Annual Growth Rate 1982-1985 %	Country of Export 1985	Share	Imports Jan. to Sept. 1985	1986
507-29-25	291 CFM to 499 CFM									
	Quantity (No.)	178	237	160	132	-9	132	United	100	124
	Value (\$000)	627	571	991	326	-20	326	States	204	815
	Unit Price (\$)	3 522	2 409	6 194	2 470		2 470		2 040	6 573
507-29-26	500 CFM to 799 CFM									
	Quantity (No.)	244	687	421	194	-7	149	United	151	106
	Value (\$000)	1 333	1 297	1 438	754	-17	519	States	493	993
	Unit Price (\$)	5 463	1 888	3 416	3 887		3 483		3 265	9 368
507-29-27	800 CFM to 1 099 CFM									
	Quantity (No.)	97	29	67	68	-11	36	United	55	53
	Value (\$000)	386	234	263	784	27	614	States	435	754
	Unit Price (\$)	3 979	8 069	3 925	11 529		17 056		7 909	14 226
507-29-30	1 100 CFM to 1 399 CFM									
	Quantity (No.)	157	105	49	64	-26	57	United	59	43
	Value (\$000)	591	159	577	598	0	546	States	529	374
	Unit Price (\$)	3 764	1 514	11 776	9 344		9 579		8 966	8 698
507-29-31	1 400 CFM and Over									
	Quantity (No.)	390	155	258	183	-22	170	United	155	227
	Value (\$000)	626	682	2 026	2 525	59	2 345	States	2 136	3 039
	Unit Price (\$)	1 605	4 400	7 853	13 798		13 794		13 781	13 388
507-29-49	Air, Package Unit, Not Elsewhere Specified									
	Quantity (No.)	20 272	10 742	4 990	3 351	-45	3 219	United	3 044	2 548
	Value (\$000)	3 682	3 335	1 516	1 364	-28	1 262	States	1 189	1 101
	Unit Price (\$)	182	310	304	407		392		391	432
507-29-89	Portable Compressor Not Elsewhere Specified									
	Quantity (No.)	250	171	312	293	5	277	United	217	92
	Value (\$000)	1 133	698	1 207	2 743	34	2 633	States	1 002	518
	Unit Price (\$)	4 532	4 082	3 869	9 362		9 505		4 618	5 630
Total Quantity (No.)		58 273	36 798	45 411	63 338	3	45 941	United	49 451	52 040
Total Value (\$000)		12 917	13 771	19 564	24 625	24	21 515	States	17 330	20 162
Unit Price (\$)		222	374	431	389		468		350	387

IMPORTS BY PROVINCE OF CLEARANCE - 1985

PORTABLE COMPRESSORS

In 1985, the bulk of the volume of imports of portable compressors were cleared through five provinces. The five provinces accounted for 61 091 units or 96 per cent of the total imports cleared into Canada.

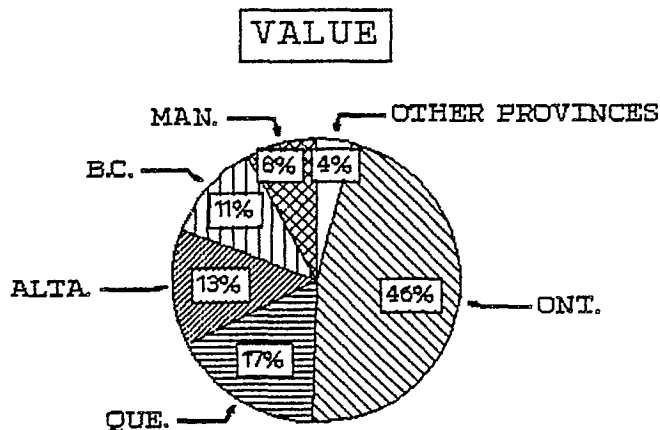
Ontario had the major share with 35 313 units or 56 per cent of total imports. Manitoba was second with 8 689 units or 14 per cent. Third, was British Columbia with 6 588 units or 10 per cent. Québec was fourth, with 5 796 or nine per cent, followed by Alberta with 4 705 units or seven per cent.



100% = 63 338 units

In 1985, by value, imports of portable compressors were primarily cleared through five provinces. The five provinces accounted for \$23.1 million or 94 per cent of the total value.

Ontario was the main province of clearance in terms of value with \$11.3 million, or 46 per cent of total imports. It was followed by Québec with \$4.1 million, or 17 per cent; Alberta with \$3.1 million or 13 per cent; British Columbia with \$2.8 million or 11 per cent; and Manitoba with \$1.9 million or 8 per cent. The other provinces' imports totalled \$1.5 million, or four per cent.



100% = \$24.6 million

NOTE: For more detailed data on imports of portable compressors, see Appendix A, page 14.

IMPORT MARKET CONCENTRATION - 1985

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 20 Importers</u>	<u>Top 40 Importers</u>	<u>All Importers</u>
Value (\$000)	7 039	10 843	14 036	17 326	24 625
Per cent of Total Value	29	44	57	70	100

In 1985, the 10 major importers of portable compressors accounted for \$10.8 million, or 44 per cent of the total imports. Six of the ten major importers are wholesalers, accounting for \$5.8 million or 24 per cent of imports. Of the top 10 importers, five companies were located in Ontario, four in Québec and one 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 40 KNOWN IMPORTERS - 1985
(70% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</u>		<u>OTHER(1)</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	6	1 069	13	5 938	3	1 669	22	8 676
Québec	2	3 704*	2	3 286*	2	1 659*	6	5 240
Western Provinces	3	-	7	-	2	-	12	3 409
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	11	4 773	22	9 224	7	3 328	40	17 325

Per cent of 1985 total value	19%	37%	14%	70%
---------------------------------	-----	-----	-----	-----

(1) includes three retailers with imports valued at \$895 000

*Québec and Western Provinces aggregated to preserve confidentiality.

In 1985, there were at least 435 importers of portable compressors. The top 40 importers accounted for \$17.3 million, or 70 per cent of the value of imports. Twenty-two of the top 40 importers were wholesalers, which represented \$9.2 million or 37 per cent of the value of imports. Thirteen of these 22 importers were wholesalers of industrial, construction and mining machinery and equipment, which accounted for \$6.4 million of the imports of portable compressors. Eleven of the top 40 importers were manufacturers, which represented \$4.7 million or 19 per cent of the value of imports. Five of these 11 importers were manufacturers of compressors or of mining machinery and equipment, and accounted for \$3.8 million of imports of portable compressors.

UNITED STATES IMPORTS

The United States Department of Commerce indicates U.S. imports of all stationary and portable compressors and parts from all countries totalled C\$353.5 million in 1985. Of this amount, portable air compressors totalled at least C\$22.0 million, Canadian exports accounting for at least C\$1.1 million. For further details see Appendix B, page 15.

CANADIAN PRODUCTION

There are at least three manufacturers of wheel or skid mounted portable compressor sets in Canada. Statistics Canada does not publish separate information on the manufacture of portable compressors.

CANADIAN 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 portable compressors. Data for the stationary type and parts for both stationary and portable types are included in profile numbers 84-87 and 86-87. The range of products covered in these three profiles includes standard plant air compressor, engine driven portables, oil and gas field production, process and pipeline service compressors and sets. 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 represented 60 per cent of the domestic market. The domestic market for portable compressors and parts is estimated at 20 per cent, while stationary air and gas compressors and parts accounted for 80 per cent. The only statistics available for 1985 were imports, which increased to \$152 million and exports which totalled \$24.1 million. In 1986, exports were \$11.7 million, a decline of 51 per cent, while imports decreased to \$14.4 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. There is a potential manufacturing opportunity for domestic and commercial portable compressors for fueling motor vehicles. Small compressors for oil and gas field service may also have manufacturing potential. 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
Electrical and Energy Equipment Directorate
Surface Transportation and Machinery Branch

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT
AND PROVINCE OF CLEARANCE

1985

PORTABLE 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.)	45 941	22	4	888	278	5 121	21 166	8 207	1 042	4 209	5 001
Value (\$000)	21 515	48	2	365	360	2 809	10 148	1 901	700	2 951	2 227
BELGIUM, LUXEMBOURG											
Quantity (No.)	112	0	0	0	0	111	0	0	0	1	0
Value (\$000)	881	0	0	0	0	881	0	0	0	0	0
FEDERAL REPUBLIC OF GERMANY											
Quantity (No.)	282	0	0	0	0	68	133	0	0	37	42
Value (\$000)	474	0	0	0	0	117	234	0	0	46	76
TAIWAN											
Quantity (No.)	13 716	0	0	0	0	82	11 969	480	0	28	1 157
Value (\$000)	457	0	0	0	0	31	341	3	0	12	70
ITALY											
Quantity (No.)	2 102	0	0	0	0	259	1 430	0	0	396	17
Value (\$000)	446	0	0	0	0	107	268	0	0	67	5
OTHER											
Quantity (No.)	1 185	0	1	3	4	155	615	2	0	34	371
Value (\$000)	852	0	0	12	3	195	329	1	0	13	299
<hr/>											
TOTAL											
Quantity (No.)	63 338	22	5	891	284	5 796	35 313	8 689	1 042	4 705	6 588
Value (\$000)	24 625	48	2	377	363	4 140	11 320	1 905	700	3 089	2 677

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. TARIFF SCHEDULE 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	226 988	34 546
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	12 685	18 976
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	3 080	40 994
661-10-57	Air Compressors, Portable:	Canada	10 732	1 109
		Taiwan	371 807	6 472
		Japan	29 392	7 997
		Others	<u>215 542</u>	<u>6 433</u>
		TOTAL	627 473	22 011
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	163	1 141

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

U.S. TARIFF SCHEDULE NUMBER	COMMODITY DESCRIPTION	COMPRESSORS		
		COUNTRY OF ORIGIN	QUANTITY (No.)	VALUE(1) (c\$000)
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
		Japan	-	92 087
		Italy	-	22 691
		Others	-	<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>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

PORTABLE COMPRESSORS

Tariff Item	Description	% of Total Import Value (1985)	Tariff Treatment				
			British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
42700-01	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: January 1, 1985	43	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	56	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, Taiwan, Italy

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 portable 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>
271794 B.C. Ltd.	Richmond, B.C.	Atlantic Purification Systems Ltd.	Dartmouth, N.S.
281586 Alberta Ltd.	Edmonton, Alta.	Atlas Copco Canada Inc.	Dorval, Qué.
A H Murray & Company Ltd.	St. John's, Nfld.	Atlas Steel Company, Div. of Rio Algom Mines Ltd.	Welland, Ont.
ACF Canada Limited	New York, NY, U.S.A.*	Auctions Unlimited	Dorchester, Ont.
ADK Pressure Equipment Ltd.	Burlington, Ont.	Auro Marine Electric Ltd.	Vancouver, B.C.
APV Crepaco of Canada Ltd.	Weston, Ont.	B.C. Compressor Sales & Service Ltd.	Burnaby, B.C.
Academy Products Canada Inc.	Downsview, Ont.	Batt & Macrae Ltd.	Charlottetown, P.E.I.
Accessories Outillage Ltée.	Montréal, Qué.	Barross Equipment Ltd.	Calgary, Alta.
Ace Sharpening, Div. of Merlin Machine Co. Ltd.	Kitchener, Ont.	Barry & Paquin 1976 Inc.	St-Rock, Qué.
Ace Tool Supply Ltd.	Edmonton, Alta.	Basil Fearn Ltd.	St. John's, Nfld.
Acklands Limited	Winnipeg, Man.	Behnsen Graphic Supplies Ltd.	Vancouver, B.C.
Acklands Limited	Vancouver, B.C.	Bevco Conveying Systems Inc.	Surrey, B.C.
Across Canada Warehouses (1972) Ltd.	Markham, Ont.	Binks Manufacturing of Canada Ltd.	Toronto, Ont.
Adhesive Application Systems Ltd.	Scarborough, Ont.	Bomba Diamond Tools Company Ltd.	Scarborough, Ont.
Aerotech Corporation Ltd.	Winnipeg, Man.	Bostitch, Division of Textron Canada Ltd.	Toronto, Ont.
Agrafbec Ltée	Montréal, Qué.	Brittania Compression Industries Ltd.	Calgary, Alta.
Agrafes Dorson Limitée	Montréal, Qué.	Bruce Sutherland Associates Ltd.	Moncton, N.B.
Air Industriel I & E Inc.	Laval, Qué.	Builders Tool Supplies Ltd.	Concord, Ont.
Airsbrushing Unlimited	Islington, Ont.	Burlington Art Shop Ltd.	Edmonton, Alta.
Airtek Ltd.-Ltée	St-Laurent, Qué.	Busy Bee Machine Tools Ltd.	Concord, Ont.
Alberta Gas Chemicals Ltd.	Edmonton, Alta.	Busy-Bee Imports Ltd.	Burnaby, B.C.
All Trade Tool Sales & Bldg. Supplies Co. Ltd.	Toronto, Ont.	Buy Low Foods Ltd.	Vancouver, B.C.
Alliance Ro-Na Home Inc.	St. Jacobs, Ont.	C N G Fuels Ltd.	Toronto, Ont.
Allied Fasteners & Supplies Limited	Vanier, Ont.	CFM Air Equipment, Div. of Western Air Equipment Ltd.	Calgary, Alta.
Allied Tools Ltd.	Edmonton, Alta.	CH Thomas Importers Incorporated	Digby, N.S.
Allis Chalmers Cda. Inc.	Lachine, Qué.	Calgary Fasteners & Tools Ltd.	Calgary, Alta.
Aluminum Company of Canada Ltd.	Montréal, Qué.	Calkins & Burke Ltd.	Vancouver, B.C.
American Hospital Supply Canada Inc.	Mississauga, Ont.	Cameron Compressor Ltd.	Toronto, Ont.
Andrew Antenna Company Ltd.	Whitby, Ont.	Cameron Management Ltd.	Calgary, Alta.
Arslan Automotive Canada Ltd.	Pointe-Claire, Qué.	Can-Air Hobbies Inc.	Montréal, Qué.
Asamera Inc.	Calgary, Alta.	Canadian Air Compressor Ltd.	Toronto, Ont.
Ash Temple Ltd.	Don Mills, Ont.		
Associated Graphic Supplies Ltd.	Vancouver, B.C.		
Atlantic Industrial Distributors Ltd.	Dartmouth, N.S.		
Atlantic Oxygen Ltd.	Halifax, N.S.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Canadian Ceramic Wholesalers Ltd.	Surrey, B.C.	Cummins Diesel Power Ltd.	Vancouver, B.C.
Canadian Dental Supplies Alta. Ltd.	Sherwood Park, Alta.	Cypress Home Recreation Centre Ltd.	Surrey, B.C.
Canadian Dewatering Ltd.	Richmond, B.C.	D J Macaulay & Associates, O/B DJM Sales Limited	Weston, Ont.
Canadian Industrial Distributors Inc.	Rexdale, Ont.	D.H. Howden & Co. Limited	London, Ont.
Canadian Pneumatic Tool Company Ltd.	Toronto, Ont.	Dam Products Alberta Ltd.	Calgary, Alta.
Canadian Pure Gas Equipment Ltd.	Hamilton, Ont.	Dan Barclay Enterprises Ltd.	Kelowna, B.C.
Canadian Standards Ass.	Rexdale, Ont.	Dels Electric Motor Supply Ltd.	Winnipeg, Man.
Canadian Tire Corporation Ltd.	Toronto, Ont.	Delta International Marketing Ltd.	Toronto, Ont.
Canrep Inc.	New Glasgow, N.S.	Delta Shellfish Corp.	Delta, B.C.
Canterra Engineering Ltd.	Calgary, Alta.	DenTech Products Ltd.	Mission, B.C.
Cape Oil Ltd.	Calgary, Alta.	Denco, Division of Sybron Canada Ltd.	Willowdale, Ont.
Cecco Supply Limited	Sarnia, Ont.	Dépot Dentaire Ltée.	Montréal, Qué.
Centre d'Outillage Duberger A.G. Inc.	Duberger, Qué.	Desco Case Lot Supply Ltd.	Surrey, B.C.
Ceramics Unlimited	Kitchener, Ont.	Devilbiss (Canada) Ltd.	Barrie, Ont.
Certified Rentals Ltd.	Edmonton, Alta.	Dismobec Ltée	Anjou, Qué.
Champion Road Machinery Ltd.	Goderich, Ont.	Distribution Vaillancourt Ltd.	Rock-Forest, Qué.
Chase Teck Ltd.	Calgary, Alta.	Dominion Oilfield Supply Company Ltd.	Calgary, Alta.
Chromalox, Div. of Canadian Corporate Management Co. Ltd.	Rexdale, Ont.	Dow Chemical Canada Inc.	Sarnia, Ont.
City Machinery (1971) Ltd.	Winnipeg, Man.	Dresser Canada Inc.	Mississauga, Ont.
Clarkson Machinery Ltd.	Mississauga, Ont.	Drill Systems, Div. Dualco Mfg. Ltd.	Calgary, Alta.
Coastal Rental Sales & Service Ltd.	Dartmouth, N.S.	Dry-Con Inc.	Summerstown, Ont.
Cochrane-Dunlop Hardware Ltd.	Etobicoke, Ont.	EMCO Ltd.	London, Ont.
Collavino Inc.	Windsor, Ont.	ERS Energy Resource Supply Ltd.	Calgary, Alta.
Comairco Equipment Ltd.	Downsview, Ont.	EW Playford Ltd.	Montréal, Qué.
Combustion Engineering Canada Inc.	Ottawa, Ont.	Eagle Pump & Compressor Ltd.	Calgary, Alta.
Comco Roots Compressor Canada Inc.	Baie D'Urfé, Qué.	Earl Scheib Auto Paintings Company Inc.	Beverly Hills, CA, U.S.A.*
Compair Canada Ltd.	Clarkson, Ont.	East Coast Construction Ltd.	Moncton, N.B.
Compresseurs Québec Inc.	Mont-Royal, Qué.	Echo Bay Mines Ltd.	Edmonton, Alta.
Compressor Essentials Limited	Mississauga, Ont.	Edgar Breton Inc.	Iberville, Qué.
Comprevac Inc.	Mississauga, Ont.	Édouard Beauchesne (1985) Inc.	St-Mathieu, Qué.
Continental Laboratories (1985) Ltd.	Calgary, Alta.	Electronics Canada Inc.	Aurora, Ont.
Coscol Equipment & Chemicals Ltd.	Calgary, Alta.	Elgin Farm Supply Ltd.	St. Thomas, Ont.
Costco Wholesale Corporation	Burnaby, B.C.	Enerflex Systems Ltd.	Calgary, Alta.
		Energy Industries Ltd.	Calgary, Alta.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Équipement Germain Inc.	Québec, Qué.	Grobet File Company of	Scarborough, Ont.
Équipement Duray Dubois Inc.	St-Narcisse, Qué.	Canada Ltd.	
Erico Incorporated	Cleveland, OH., U.S.A.*	Groupe I P A Pièces	Montréal, Qué.
		D'Auto Ltée.	Burlington, Ont.
Essex International		Haar-Drum Canada Inc.	
Canada Ltd.	St. Thomas, Ont.	Hayhoe Equipment &	Aurora, Ont.
Estrin Manufacturing Ltd.	Vancouver, B.C.	Supply Ltd.	St. John's, Nfld.
F H Crispo Company Ltd.	Rexdale, Ont.	Hickman Equipment Ltd.	
Fairwater Sales Ltd.	Candiac, Qué.	Higginson Equipment	Burlington, Ont.
Federated Co-Operatives Ltd.	Canoe, B.C.	Sales Ltd.	
Feed-Rite Ltd.	Winnipeg, Man.	Hobbycraft Canada, Div. of	Rexdale, Ont.
Fijiana Tools Limited	Hamilton, Ont.	Canadian Hobbycraft Ltd.	St. Jacobs, Ont.
Fil et Cable Alcan, Div.		Home Hardware Stores Ltd.	
d'Aluminium du Canada Ltée	Granby, Qué.	Homestead Ceramic	Willowdale, Ont.
Finning Tractor Co. Limited	Vancouver, B.C.	Warehouse Ltd.	Edmonton, Alta.
Fischertechnik		House of Tools (Edmonton) Ltd.	Calgary, Alta.
Canada Ltd./Ltée.	Montréal, Qué.	House of Tools Ltd.	Lachine, Qué.
Flexpac Systems Ltd.	Calgary, Alta.	Howden Canada Inc.	Calgary, Alta.
Florida Pneumatic		Hughes Tool Company Ltd.	Montréal, Qué.
Canada Ltd.	Kitchener, Ont.	Hydro Dynamics Ltd.	Burnaby, B.C.
Forney Welding Equipment &		IH Caswell & Company Ltd.	Orillia, Ont.
Supplies Ltd.	Regina, Sask.	IMT Cranes Canada Ltd.	Guelph, Ont.
Fourniture de Céramique Québec		ITT Canada Limited	Scarborough, Ont.
Inc.	Laval, Qué.	Ibis Products Limited	
Franco Belgian Company Ltd.	Toronto, Ont.	Industrial Equipment Company	Delta, B.C.
Friesen Electric Ltd.	Clearbrook, B.C.	Ltd.	Sherbrooke, Qué.
Fundy Grinding & Machining Ltd.	Truro, N.S.	Ingersoll Rand Canada Inc.	Montréal, Qué.
G & G Distributors Ltd.	Saskatoon, Sask.	Ingersoll Rand Canada Inc.	Vancouver, B.C.
G P McEachern Ltd.	Thunder Bay, Ont.	Intermann Marine Marketing Ltd.	Belleville, Ont.
GLM Equipment Services Ltd.	Nisku, Alta.	J B Fluid Power Incorporated	Calgary, Alta.
Gardner Denver Company Canada		J Horn Drilling Ltd.	
Ltd.	Scarborough, Ont.	JP Soubry Distribution	Repentigny, Qué.
General Compressors o/b		Représentation Limitée	Markham, Ont.
478906 Ontario Ltd.	Downsview, Ont.	Jack Watson Sports Inc.	Don Mills, Ont.
General Motors of Canada Ltd.	Oshawa, Ont.	Japan Camera Centre Ltd.	Grimsby, Ont.
George Good Equipment Ltd.	Ottawa, Ont.	John Deere Ltd.	Toronto, Ont.
George O Hill Supply Ltd.	Thunder Bay, Ont.	Joy Mfg. Co. Canada Ltd.	Cowansville, Qué.
Gerry T. Smith Holdings Ltd.	Calgary, Alta.	K-Way Canada Inc.	Winnipeg, Man.
Greater Canada Colour		Kafka Enterprises Ltd.	Blenheim, Ont.
Printing Ltd.	Buffalo, NY, U.S.A.*	Kent Farm Supplies Ltd.	Calgary, Alta.
Greg Lund Products Ltd.	Oakville, Ont.	Kristian Electric Ltd.	Morden, Man.
Gregg Properties Ltd.	Edmonton, Alta.	L Krushel & Sons Ltd.	
Grip Clinch Canada Ltd.	Weston, Ont.	La Compagnie Unie d'Outils Mtl.	Montréal, Qué.
Grip Clinch Fasteners Ltd.	Burnaby, B.C.	Ltée	

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
La Coopérative Fédérée de Québec	Montréal, Qué.	Monsanto Canada Inc.	Mississauga, Ont.
Lance Bissett Ltd.	West Vancouver, B.C.	Moore Equipment Ltd.	St-Laurent, Qué.
Lentia Manufacturing Ltd.	Port Coquitlam, B.C.	Mossmans Appliance Parts Ltd.	Toronto, Ont.
Leo Allan Wayrynen Inc.	Thunder Bay, Ont.	Mussens Equipment Ltd.	Lachine, Qué.
Leroi Division DIDL	St. Thomas, Ont.	Myers Controls & Equipment Ltd.	Burnaby, B.C.
Les Compresseurs Gélinas Inc.	Montréal, Qué.	N Saginur and Company, O/B84062 Canada Limited	Toronto, Ont.
Les Compresseurs Lavoie Ltée	Laval, Qué.	N.S. Tractors & Equipment Ltd.	Halifax, N.S.
Les Équipements Chalin Ltée	Laval, Qué.	Nantais Sport Shop Ltd.	Windsor, Ont.
Les Équipements G. Bolen Ltée	St-Laurent, Qué.	Napier-Reid Ltd.	Markham, Ont.
Lewis Instruments Ltd.	Winnipeg, Man.	National Compressed Air (Canada) Ltd.	Mississauga, Ont.
Liftow Ltd.	Malton, Ont.	National Plastic Equipment W.L. Inc.	Repentigny, Qué.
Lindrick Enterprise Ltd.	Burnaby, B.C.	Neles Canada Inc.	St-Laurent, Qué.
London Compressed Air Equipment Limited	London, Ont.	Nfld. Tractor & Equipment Company Ltd.	St. John's, Nfld.
London Drugs Ltd.	Richmond, B.C.	Niagara Forge Inc.	Niagara Falls, Ont.
Loomis & Toles Company Ltd.	Toronto, Ont.	Norcal Reprographics (1981) Ltd.	Regina, Sask.
Lukes Machinery (1968) Ltd.	Winnipeg, Man.	North America Decorative Products Inc.	Bramalea, Ont.
Lux & Zwingenberger Ltd.	Toronto, Ont.	North American Machine Equipment Co.	Calgary, Alta.
MDA Technologies Ltd.	Richmond, B.C.	North Star Sporting Goods Ltd.	Edmonton, Alta.
MacDonald Dettwiler & Associates Ltd.	Richmond, B.C.	Northern Metallic Sales Ltd.	Grande-Prairie, Alta.
MacLeod Stedman Inc.	Winnipeg, Man.	Northern Reactor Gasification Ltd.	Calgary, Alta.
Macdon Industries Ltd.	Winnipeg, Man.	Northwood Industrial Supply Inc.	Sudbury, Ont.
Macmore Industries (1981) Ltd.	Winnipeg, Man.	Nova, An Alberta Corporation	Calgary, Alta.
Malberg Industrial Corp.	Saskatoon, Sask.	Nyab Vicom, A Division of General Signal Ltd.	Montréal, Qué.
Malberg Supply Ltd.	Saskatoon, Sask.	Omer de Serre Ltée.	Montréal, Qué.
Malcolm Campbell & Son Ltd.	Vancouver, B.C.	Ontario Compressor Supplies Limited	Oldcastle, Ont.
Mandem-Industrial, Division of Asamera Inc.	Winnipeg, Man.	Orient Impex Co. Ltd.	Newmarket, Ont.
Mark Hot Incorporated	Longueuil, Qué.	Oscars Surplus Jobbers Ltd.	Downsview, Ont.
Markland Specialty Engineering Ltd.	Mississauga, Ont.	P M Hansen Ltd.	Richmond, B.C.
Marvelite Industries Ltd.	Edmonton, Alta.	Pacific Forklift Sales Ltd.	Surrey, B.C.
Matelas Centurion Inc.	St-Narcisse, Qué.	Paint City Auto Supplies Ltd.	Hyde Park, Ont.
Mechanix Distributors Inc.	Toronto, Ont.	Palmer-Hayes Air Equipment Limited	Burlington, Ont.
Medigas Manitoba Ltd.	Winnipeg, Man.	Paramount Industries, Div. of Donlee Mfg. Ind. Ltd.	Weston, Ont.
Merchants Consolidated Ltd.	Winnipeg, Man.		
Mesam Ltd.	Markham, Ont.		
Mico Machinery Ltd.	Vancouver, B.C.		
Midland Liquidators Ltd.	Vancouver, B.C.		
Midwest Pump Ltd.	Lethbridge, Alta.		
Modern Tire Supply Ltd.	Edmonton, Alta.		
Monarch Industries Ltd.	Winnipeg, Man.		
Monarch Propane Ltd.	Mississauga, Ont.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Parker Cedar Products Ltd.	Surrey, B.C.	Rowand Industries Ltd.	Richmond, B.C.
Patterson Consolidated Tool & Die Inc.	London, Ont.	Safety Supply Company, c/o Imperial Optical Company Ltd.	Toronto, Ont.
Peacock Equipment Ltd.	Aldergrove, B.C.	Salex Equipment Ltd.	Ottawa, Ont.
Peavey Industries Limited	Red Deer, Alta.	Sansom Equipment Ltd.	Fredericton, N.B.
Perco Limited	Montréal, Qué.	Shelbar Enterprises Ltd.	London, Ont.
Peridot Sales Ltd.	St. John's, Nfld.	Sheridan Equipment Ltd.	Toronto, Ont.
Perry Holding Ltd.	Vancouver, B.C.	Shugarmans Ltd.	Edmonton, Alta.
Philips Electronics Ltd.	Scarborough, Ont.	Signode Canada Inc.	Scarborough, Ont.
Photo Images by Horst Baender Inc.	Moose Jaw, Sask.	Sihi Pumps Limited	Guelph, Ont.
Photozone Inc.	Scarborough, Ont.	Simer Pumps of Canada Inc.	Mississauga, Ont.
Polyquip of Canada Ltd.	St-Laurent, Qué.	Simpsons-Sears Ltd.	Toronto, Ont.
Powell Equipment Ltd.	Winnipeg, Man.	Skyline Sports Centre Ltd.	Vancouver, B.C.
Power Application & Mfg. Co. Ltd.	Calgary, Alta.	Solotech Inc.	Montréal, Qué.
Power Press & Equipment Company Ltd.	Montréal, Qué.	Speedex Mfg., A Division of Magna Intl. (Canada) Ltd.	Concord, Ont.
Prairie Ditching Ltd.	Lethbridge, Alta.	Sports Equipment of Toronto Ltd.	Don Mills, Ont.
Price & Markle Equipment Ltd.	Vernon, B.C.	St. Louis Ship Canada Ltd.	St. Louis, Mo. U.S.A.*
Pride Rentals Ltd.	Maple Ridge, B.C.	Stabeco Art & Drafting Supplies Inc.	Mississauga, Ont.
Prime Fasteners Ltd.	Scarborough, Ont.	Sterling Engine Works Ltd.	Winnipeg, Man.
Prime Fasteners Maritimes Ltd.	Scarborough, Ont.	Storrington Industries Limited	Pickering, Ont.
Prime Fasteners of B.C. Ltd.	Scarborough, Ont.	Sturdy Truck Body (1972) Ltd.	Kitchener, Ont.
Princess Auto & Machinery Ltd.	Winnipeg, Man.	Sullair Québec Inc.	Beloeil, Qué.
Professional Pharmaceutical Corporation	Lachine, Qué.	Sullivan Sales (USA) Inc.	Mississauga, Ont.
Prolite Plastics Ltd.	Edmonton, Alta.	Sulzer Canada Inc.	Dorval, Qué.
Protection Incendie Viking Ltée	Boisbriand, Qué.	Sumitomo Canada Limited	Toronto, Ont.
Pumps & Power Ltd.	Vancouver, B.C.	Surface, Div. Midland Ross of Canada Ltd.	Mississauga, Ont.
Quintech, A Division of Lab Volt Qué. Ltd.	Belleville, Ont.	T L R Industries Ltd.	Toronto, Ont.
R A S Equipment Ltd.	Montréal, Qué.	TSC Stores Limited	London, Ont.
Ray-Gordon Ltd.	Weston, Ont.	Techmat (1983) Inc.	Jonquière, Qué.
Raychuck Machinery Inc.	Stanbridge East, Qué.	Tericorp Ltd.	Winnipeg, Man.
Raymond (1973) Ltée.	Anjou, Qué.	Terra Cotta Ceramics Ltd.	Agincourt, Ont.
Rentco Equipment Ltd.	Grande-Prarie, Alta.	Terris Sales Ltd.	Moncton, N.B.
Revelstoke Companies Ltd.	Calgary, Alta.	The Tool Store, OP by BJRS Enterprises Ltd.	Dawson Creek, B.C.
Rideout Tool & Supply Ltd.	St. John's, Nfld.	Thomas Skinner & Son Ltd.	Vancouver, B.C.
Riggers Industrial Sales Ltd.	Hope, B.C.	Thomson-Gordon Ltd.	Burlington, Ont.
Robert H. Laning & Sons Ltd.	Waterford, Ont.	Thomson-Gordon Ltd.	Burlington, Ont.
Rollins Machinery Ltd.	Vancouver, B.C.	Thousand Islands Sales & Rentals Ltd.	Brockville, Ont.
Rondex Limited	Winnipeg, Man.	Thunder Bay Bearings Ltd.	Thunder Bay, Ont.
Rotair Industries Limited	Burnaby, B.C.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Towers Department Stores Inc.	Toronto, Ont.
Turin Ltd.	Calgary, Alta.
U Select Inc.	Boucherville, Qué.
U-Haul Company of Canada Ltd.	Burlington, Ont.
UAP Inc.	Montréal, Qué.
Ultra Care Products Ltd.	Woodstock, Ont.
Uniquip Canada Ltée	Montréal, Qué.
United Co-Operatives of Ontario	Mississauga, Ont.
United Farmers of Alberta Co-Operative Ltd.	Calgary, Alta.
Unitor Ships Service Canada Ltd.	Montréal, Qué.
Urgent Industrial Supply Inc.	Windsor, Ont.
Valley Star Holdings Ltd.	Burnaby, B.C.
Vick Investments Ltd.	Vancouver, B.C.
Volvo (Canada) Limited	Halifax, N.S.
WN White & Company Ltd.	Halifax, N.S.
Wainbee Ltd.	Rexdale, Ont.
Wajax Industries Ltd.	Mississauga, Ont.
Wajax, Western Div. of Wajax Equipment Ltd.	Coquitlam, B.C.
Waterflood Service & Sales Ltd.	Estevan, Sask.
Webster Air Equip., Div. of Curtiss-Wright of Canada Inc.	London, Ont.
Welders Service (Erie-Huron) Limited	London, Ont.
Welland Chemical Ltd.	Mississauga, Ont.
Western Industrial Enterprises Ltd.	Port Moody, B.C.
Western Research & Development Ltd.	Calgary, Alta.
Western Rock Bit Company Ltd.	Calgary, Alta.
Whalley Hardware, Div. of Holland Import Inc.	Burnaby, B.C.
Wiens Equipment Supplies Ltd.	St. Catharines, Ont.
Wilron Equipment Ltd.	Edmonton, Alta.
Wilson Oilfield Supply Ltd.	Calgary, Alta.
Windsor Factory Supply Ltd.	Windsor, Ont.
Wirth Limited	Montréal, Qué.
York Warehouse, c/o Mr. Tool Warehouse Ltd.	Yorkton, Sask.
York, Division of Borg Warner Canada Ltd.	Rexdale, 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, Place Victoria, Suite 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) 365-3737

Manitoba
P.O. Box 981
330 Portage Avenue
Room 608
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-4090

Saskatchewan
Canada Building
6th Floor, 105-21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-4400

Alberta
Cornerpoint Building
10179 - 105th Street, Suite 505
Edmonton, Alberta
T5J 3S3
Tel: (403) 420-2944

British Columbia
P.O. Box 49178
Bentall Postal Station
Bentall Tower IV
1101 - 1055 Dunsmuir Street
Vancouver, British Columbia
V7X 1K8
Tel: (604) 666-0434

Yukon
Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
Tel: (403) 668-4655

Northwest Territories
P.O. Bag 6100
Precambrian Building
Yellowknife, Northwest Territories
X1A 1C0
Tel: (403) 920-8571

