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IMPORT PROFILE

Investment Opportunities

PNEUMATIC POWER TRANSMISSION EQUIPMENT
AND PARTS

Pub. No: 89-87 August 1987



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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PNEUMATIC POWER TRANSMISSION EQUIPMENT
AND PARTS

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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

INDUSTRIELLE REGIONALE
MINISTERE DE L'EXPANSION

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) 954-3193

OR

The nearest DRIE Regional Office.
These offices are listed on the last
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

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36 to 39

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

PNEUMATIC POWER TRANSMISSION EQUIPMENT AND PARTS

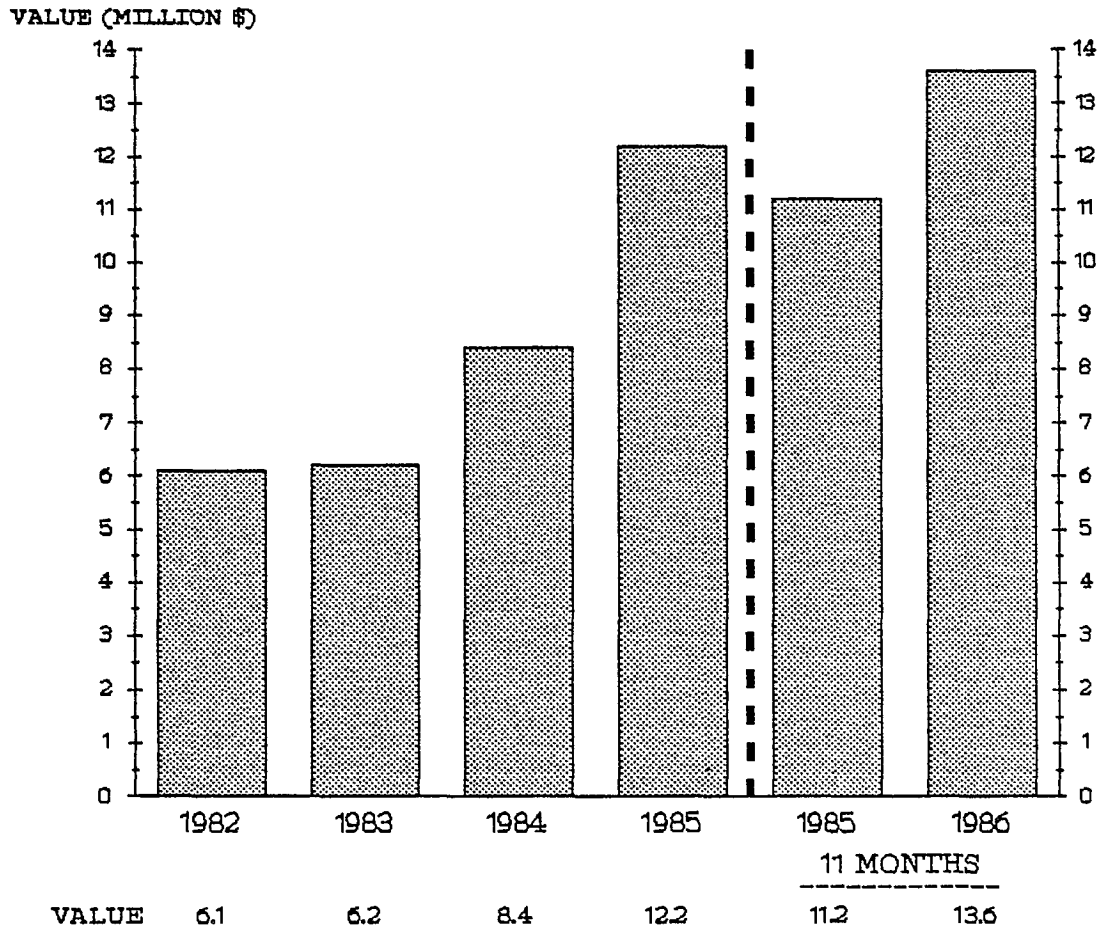
INTRODUCTION AND SCOPE

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 pneumatic power transmission equipment and parts included in the following seven Canadian International Trade Classification (C.I.T.C.) codes:

<u>C.I.T.C. Codes</u>	<u>Description</u>
504-99-31	Power Unit, Pneumatic Power Transmission
504-99-32	Controls, Pneumatic Power Transmission
504-99-33	Cylinders, Pneumatic Power Transmission
504-99-36	Valves, Pneumatic, Manual Actuated, Power Transmission
504-99-37	Valves, Pneumatic, Auto Actuated, Power Transmission
504-99-38	Parts of Power Transmission Equipment, Pneumatic, Not Elsewhere Specified (NES)
504-99-39	Power Transmission Equipment, Pneumatic, Not Elsewhere Specified (NES)

IMPORT TRENDS: OVERVIEW



Between 1982 and 1985, imports of pneumatic power transmission equipment and parts rose steadily, at an average annual rate of 26 per cent from \$6.1 million to \$12.2 million. For the first 11 months of 1986, imports increased by 22 per cent, when compared to the same period of 1985.

VALUE OF IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

PNEUMATIC POWER TRANSMISSION EQUIPMENT AND PARTS

Foreign Country of Export	1982	1983	1984	1985	Average Annual Growth Rate 1982-1985	Per cent Change 1984-1985	11-Month Imports Jan. to Nov.	
					%		1985	1986
UNITED STATES Value (\$000)	5 039	5 353	6 958	9 605	24	38	8 891	9 850
UNITED KINGDOM Value (\$000)	724	527	574	630	-5	10	552	1 313
SWEDEN Value (\$000)	42	85	238	608	144	155	515	741
ITALY Value (\$000)	47	73	121	533	125	340	419	792
FEDERAL REPUBLIC OF GERMANY Value (\$000)	6	44	178	516	341	190	498	755
OTHER Value (\$000)	209	155	342	357	20	4	256	151
TOTAL Value (\$000)	6 067	6 237	8 411	12 249	26	46	11 192	13 602

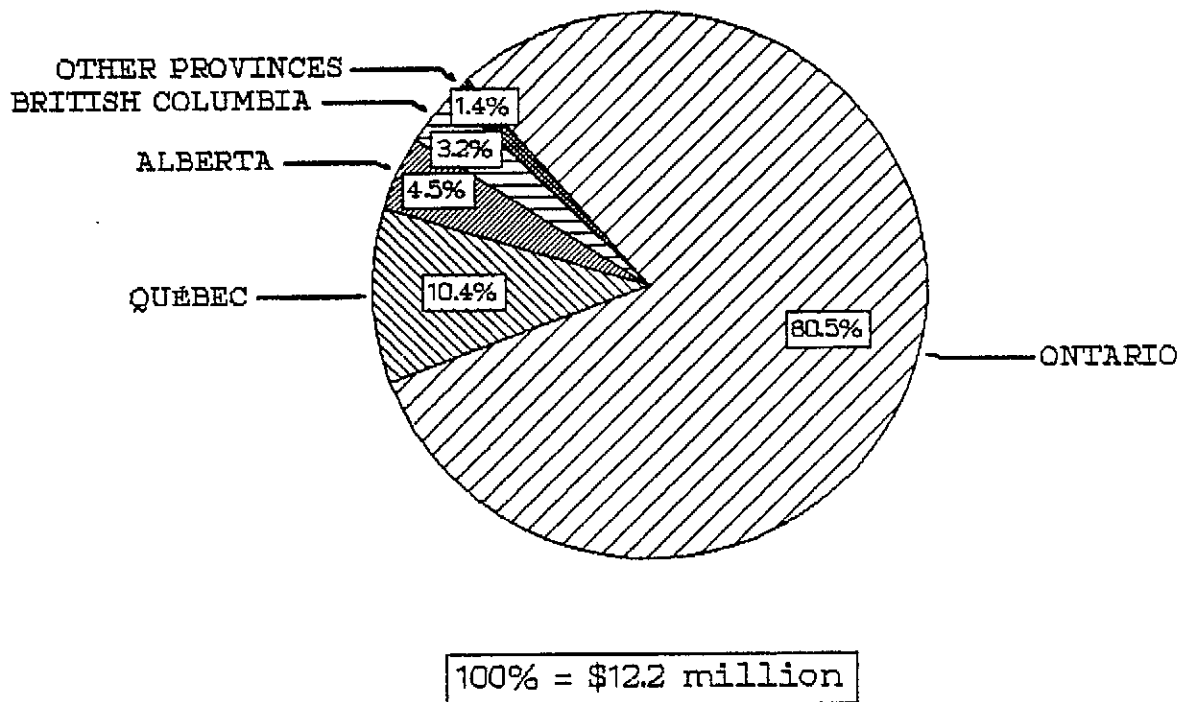
The United States was the main exporter to Canada of pneumatic power transmission equipment and parts with \$9.6 million, or 78 per cent of total imports.

Between 1982 and 1985, U.S. imports increased from \$5.0 million to \$9.6 million. However, the U.S. share of total Canadian imports decreased slightly from 83 per cent to 78 per cent during the same period. During the first 11 months of 1986, the U.S. share continued to decrease, accounting for 72 per cent of total imports.

In 1985, the United Kingdom, Sweden, Italy and the Federal Republic of Germany each accounted for approximately five per cent of the total Canadian import market. Between 1982 and 1985, the United Kingdom's share decreased from \$724 000 to \$630 000. During the first 11 months of 1986, its share doubled in value, when compared to the first 11 months of 1985. During the same period, the import market share of Sweden, Italy and the Federal Republic of Germany, rose continuously and continued to increase during the first 11 months of 1986.

IMPORTS BY PROVINCE OF CLEARANCE

1985



Imports of pneumatic power transmission equipment and parts cleared through the provinces of Ontario and Québec, amounted to \$11.1 million, or 90.9 per cent of Canadian imports. Ontario was the main province of clearance with \$9.9 million, or 80.5 per cent of the total imports. Québec came second with \$1.3 million, or 10.4 per cent of Canada's imports.

NOTE: For more detailed data on imports of pneumatic power transmission equipment and parts, see Appendix A, page 11.

IMPORT TRENDS - SUMMARY

PNEUMATIC POWER TRANSMISSION EQUIPMENT AND PARTS

<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>
504-99-31	Power Unit, Pneumatic Power Transmission Value (\$000)	41	26	144	863	177	United States 849
504-99-32	Controls, Pneumatic Power Transmission Value (\$000)	258	361	562	966	55	Sweden 599
504-99-33	Cylinders, Pneumatic Power Transmission Value (\$000)	940	1 125	1 068	1 671	21	United States 1 312
504-99-36	Valves, Pneumatic, Manual Actuated, Power Transmission Value (\$000)	100	219	210	196	25	United States 176
504-99-37	Valves, Pneumatic, Auto Actuated, Power Transmission Value (\$000)	706	503	1 584	1 181	19	United States 873
504-99-38	Parts of Power Transmission Equipment, Pneumatic, Not Elsewhere Specified Value (\$000)	2 743	2 799	3 614	5 130	23	United States 4 274
504-99-39	Power Transmission Equipment, Pneumatic, Not Elsewhere Specified Value (\$000)	1 279	1 204	1 229	2 242	21	United States 1 757
<hr/>							United States
Total		6 067	6 237	8 411	12 249	26	9 840

In 1985, imports of parts of pneumatic power transmission equipment amounted to \$5.1 million, or 42 per cent of total imports. Pneumatic power transmission equipment, not elsewhere specified, accounted for \$2.2 million, or 18 per cent. This category contains equipment, such as pneumatic valves and pumps.

The United States was the major exporter to Canada in every category except controls. Sweden held a 62 per cent share of the import market for pneumatic power transmission controls. Between 1984 and 1985, all categories showed steady growth except valves, manually actuated or automatically actuated.

IMPORT MARKET CONCENTRATION - 1985

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 20 Importers</u>	<u>All Importers</u>
Value (\$000)	4 456	6 277	8 535	12 250
Per Cent of Total Value	36	51	70	100

The top 10 importers of pneumatic power transmission equipment and parts accounted for \$6.3 million, or 51 per cent of total imports. Of these 10 companies, six were manufacturers and four wholesalers. Nine were located in Ontario.

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

TYPE AND LOCATION OF THE TOP 41 KNOWN IMPORTERS - 1985
(84% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</u>		<u>OTHER</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	13	4 656	19	4 541	1	355**	33	9 779**
Québec	2	546*	1	185*	2		5	
Western Provinces	1		2		-	-	3	504
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	16	5 202	22	4 726	3	355	41	10 283
Per cent of 1985 total value		42		39		3		84

* Québec and Western Provinces aggregated to preserve confidentiality.

** Ontario and Québec aggregated to preserve confidentiality.

In 1985, there were 238 known importers of pneumatic power transmission equipment and parts. The top 41 importers accounted for \$10.3 million, or 84 per cent of Canadian imports. Of these 41 importers, 16 were manufacturers, and 22 wholesalers. Of the 16 manufacturers, four produced valves and pipe fittings, with 11 per cent, or \$1.4 million of total imports. Of the 22 wholesalers, 19 sold industrial machinery, equipment and supplies and had 32 per cent, or \$3.9 million of Canada's imports.

CANADIAN PRODUCTION

There are at least five Canadian manufacturers of pneumatic power transmission equipment and parts. There are also at least ten manufacturers of packaged systems. Individual figures for pneumatic power transmission equipment are not available. Statistics Canada reports information on production as follows:

	<u>1983</u> Value (\$000)	<u>1984</u> Value (\$000)
- Hydraulic and pneumatic equipment and parts	4 996	4 548
- Parts for hydraulic power and pneumatic power transmission equipment	4 778	6 734

CANADIAN EXPORTS

Exports are minimal, with the major area being pneumatic cylinders. Statistics Canada does not provide specific export data on pneumatic power transmission equipment and parts.

MARKET SUMMARY

Pneumatic power transmission equipment covers a range of devices and components, some of which are: motors, pumps, valves, controls, cylinders and power units. This equipment is used in numerous domestic, commercial and industrial applications and is becoming increasingly more popular with the growth in demand for automated equipment and processes.

The Canadian market for pneumatic power transmission equipment is in the order of \$18 million annually. Domestic production in this sector which is almost exclusively in the areas of pneumatic cylinders and packaged pneumatic systems is on the increase and is expected to maintain this growth trend. Less than 40% of the Canadian market for these products is satisfied from the production of about 5 small Canadian companies. Exports in this sector are minimal to non-existent. Approximately 80% of imported pneumatic power transmission equipment originates in the United States and as a result the Canadian industry is comprised largely of distribution and warehouse/service facilities.

The potential opportunity for producing pneumatic power transmission equipment is good, especially when viewing Canada and United States as the prime marketplace. Import levels for these products are high and should Canadian production be established through business arrangements such as licencing of technology or joint venturing, strong potential benefits through increased domestic production and export marketing would result.

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

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</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 Value (\$000)	9 605	0	5	0	33	613	7 948	111	6	508	381
UNITED KINGDOM Value (\$000)	630	0	21	0	0	12	597	0	0	0	0
SWEDEN Value (\$000)	608	0	0	0	0	0	600	0	0	0	8
ITALY Value (\$000)	533	0	0	0	0	522	11	0	0	0	0
FEDERAL REPUBLIC OF GERMANY Value (\$000)	516	0	0	0	0	9	504	0	0	0	3
OTHER Value (\$000)	357	0	1	0	0	113	198	0	0	40	5
TOTAL Value (\$000)	12 249	0	27	0	33	1 269	9 858	111	6	548	397

CANADIAN TARIFFS

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	82	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
44603-01	Manufactures, articles or wares, of iron or steel or of which iron or steel or both are the component materials of chief value, n.o.p.:						
	January 1, 1985	5	10.1	12.1	35	8.0	10.2
	January 1, 1986		10.0	11.1	35	7.0	10.2
	January 1, 1987		10.0	10.2	35	6.5	10.2
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	3	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

CANADIAN TARIFFS (CONT'D)

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, Sweden, Italy, Federal Republic of Germany
Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland:
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) 954-6886

CANADIAN IMPORTERS

Importers of pneumatic power transmission equipment and parts 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. The numbers in brackets following the names of the importers indicate the specific types of equipment they are importing as follows: (1) power unit; (2) controls; (3) cylinders; (4) manually operated valves; (5) automatically operated valves; (6) parts for pneumatic power transmission equipment, not elsewhere specified, and; (7) pneumatic power transmission equipment, not elsewhere specified.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A T Distributors (Central) Ltd.(3)	Kitchener, Ont.	Belkin Paperboard, Division of Belkin Inc.(6)	New Westminster, B.C.
APV Hall Crepaco Inc.(6)	Montréal, Qué.	Bell Industries Ltd.(2)(6)	Edmonton, Alta.
Abco Equipment & Supplies Ltd.(7)	Weston, Ont.	Berlett Payne Equipment Ltd.(6)	Toronto, Ont.
Acme Steel Company of Canada Ltd.(7)	Scarborough, Ont.	Buffalo Sheet Metal Works Ltd.(6)	Winnipeg, Man.
Air Brake Repairs (1962) Ltd.(5)(6)	Vancouver, B.C.	Buhler-Miag (Canada) Ltd.(6)	Don Mills, Ont.
Air Niagara (1978) Ltd.(6)	Mississauga, Ont.	C A Norgren Co. (Canada) Ltd.(2)(5)(6)(7)	Mississauga, Ont.
Airtek Ltd.-Ltée(6)	St-Laurent, Qué.	C I L Inc.(7)	Willowdale, Ont.
Alberta Power Limited(2)	Edmonton, Alta.	C N G Fuels Ltd.(3)	Toronto, Ont.
American Standard, Div. of Wabco Standard Ltd.(6)	Toronto, Ont.	CAE Webster Ltd.(7)	London, Ont.
Ammco Industrial Equipment (Québec) Ltd.(3)	Rexdale, Ont.	CIP Inc. Paper Products Div.(4)(5)(6)	Montréal, Qué.
Annual Rings Import Export Ltd.(7)	Thornhill, Ont.	CML Northern Blower Inc.(6)	Winnipeg, Man.
Arinah Services Ltd.(5)	Edmonton, Alta.	Can Flo Hydraulics Limited(5)	Concord, Ont.
Armour Valve Inc.(5)	Pointe-Claire, Qué.	Can-Car Rail Inc.(2)	Thunder Bay, Ont.
Armstrong Jones Limited(5)	Toronto, Ont.	Canadian Bluebird Sales Co.(5)	Brantford, Ont.
Aro Canada Inc.(2)(3)(4)(5)(6)(7)	Rexdale, Ont.	Canadian Pneumatic Tool Company Ltd.(7)	Toronto, Ont.
Arslan Automotive Canada Ltd.(6)(7)	Pointe-Claire, Qué.	Canadian Worcester Controls Ltd.(1)(6)(7)	Scarborough, Ont.
Associated Industrial Rubber Co. Ltd.(6)(7)	Montréal, Qué.	Cancoppas Ltd.(2)(6)	Oakville, Ont.
Atlantic Packaging Products Ltd.(7)	Scarborough, Ont.	Canrep Inc.(6)	New Glasgow, N.S.
Atlantic Purification Systems Ltd.(6)	Dartmouth, N.S.	Central Precision Ltd.(6)	Rexdale, Ont.
Automation Components Limited(5)(6)	Pickering, Ont.	Checker Industrial Rubber & Tire Limited(3)	Windsor, Ont.
Avdel Incorporated(6)(7)	Mississauga, Ont.	Chemline Plastics Limited(5)(6)	Thornhill, Ont.
B B C Brown Boveri Canada Inc.(3)	Pointe-Claire, Qué.	Cherco Compressors Ltd.(5)	Calgary, Alta.
Bailey Controls, A Div. of Babcock & Wilcox Industries(1)(2)	Burlington, Ont.	Ciments Canada Lafarge Ltée(5)	Montréal, Qué.
Bearing Supply & Service (Canada) Ltd.(6)	Winnipeg, Man.	Clyde Industrial Equipment Ltd.(4)(6)	Pickering, Ont.
Bekair Equipment Sales Limited(6)	Markham, Ont.	Coast Industrial Supply Ltd.(6)(7)	Surrey, B.C.
		Cole Motion Incorporated(5)(7)	Windsor, Ont.
		Compair Canada Limited(5)(6)(7)	Mississauga, Ont.
		Conamara Ltd.(5)	Richmond Hill, Ont.
		Core Laboratories Canada Ltd.(5)	Calgary, Alta.
		Cottam Diecasting Limited(7)	Cottam, Ont.
		Cowper Inc.(1)	Lachine, Qué.
		Cubex Ltd.(6)	Winnipeg, Man.
		Curran Valve Supply Ltd.(5)	Mississauga, Ont.
		Danco Equipment Ltd.(3)(4)	Calgary, Alta.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Davis Controls Limited(3)	Islington, Ont.	George A. Minns Ltd.(6)	Burnaby, B.C.
Deacro Tool & Die Ltd.(7)	Brampton, Ont.	Grand Falls Industries Ltd.(3)	Grand Falls, N.B.
Deep Sea Oilfield Services Inc.(7)	Dartmouth, N.S.	Gray Hand Tool Sales Ltd.(6)	Bramalea, Ont.
Desco Case Lot Supply Ltd.(6)(7)	Surrey, B.C.	Grundfos Pumps Inc.(7)	Clovis, CA, USA*
Diffracto Ltd.(5)	Windsor, Ont.	Gullico International Limited(6)	Toronto, Ont.
Dijo Industrial Sales Limited(6)(7)	Windsor, Ont.	H & K Rosista Process Inc.(6)	Weston, Ont.
Dixon Valve & Coupling Ltd.(6)	Barrie, Ont.	H W Bickle Company(7)	Niagara Falls, Ont.
Dodge Canada, Division Reliance Electric Ltd.(6)	Bramalea, Ont.	Haar-Drum Canada Inc.(6)	Burlington, Ont.
Domtar Inc.(6)	Montréal, Qué.	Harrington, Div. of Ingersoll- Rand Canada Inc.(6)	Montréal, Qué.
Dresser Canada Inc.(7)	Gandiac, Qué.	Hastings Ltd.(6)	Scarborough, Ont.
Dresser Industries Canada Ltd.(6)	Mississauga, Ont.	Hawker Siddeley Canada Ltd.(6)	Toronto, Ont.
Dynacast, Div. of J P Coats (Canada) Ltd.(3)	Lachine, Qué.	Hi-Line Manufacturing Company Limited(6)	Weston, Ont.
Dyneer Research Inc.(7)	Windsor, Ont.	Higginson Equipment Sales Ltd.(3)	Burlington, Ont.
Electro Sonic Inc.(1)	Willowdale, Ont.	Holtz Canada (1984) Inc.(7)	St-Laurent, Qué.
Engineered Oil Controls Ltd.(5)	Edmonton, Alta.	Honeywell Limited(3)	Willowdale, Ont.
Erco, A Div. of Tenneco Canada Inc.(7)	Islington, Ont.	Hoyle Industries Limited(7)	Vancouver, B.C.
Eric Kingston Sales Ltd.(7)	Toronto, Ont.	Hunter Douglas Canada Limited(7)	Dorval, Qué.
Exanno Products Limited(7)	Hamilton, Ont.	Hydro Electric Power Commission(6)	Milverton, Ont.
F Jos Lamb Company Limited(3)(5)	Windsor, Ont.	Hydroflo Equipment (Man.) Ltd.(7)	Winnipeg, Man.
Fabricated Steel Products, Div. of Indal Limited(6)	Windsor, Ont.	Hyper Systems Ltd.(6)	Vancouver, B.C.
Falk Canada Inc.(6)(7)	Rexdale, Ont.	Hyseco Fluid Systems Ltd.(6)	Vancouver, B.C.
Fel-Pro of Canada Ltd.(6)	Toronto, Ont.	I P E C Ltd.(3)(5)	Downsview, Ont.
Feldcamp Equipment Limited(7)	North Bay, Ont.	Industrial Equipment Company Ltd.(4)	Delta, B.C.
Festo Inc.(6)	Rexdale, Ont.	Industrial Projects (1976) Ltd.(5)	Montréal, Qué.
Firestone Steel Products of Canada Ltd.(3)	London, Ont.	Ingersoll Rand Canada Inc.(6)	Montréal, Qué.
Firing Industries Ltd.(5)(7)	St. Catharines, Ont.	Interprovincial Steel & Pipe Corporation Ltd.(6)	Regina, Sask.
Fisher Controls Co. of Canada Ltd.(3)	Woodstock, Ont.	Interroll Canada Ltd.(6)	Concord, Ont.
Fitting King Inc.(2)	Winnipeg, Man.	Ivaco Rolling Mills, Division of Ivaco Ltd./Ltée(6)	L'Orignal, Ont.
Fred A Dungey Inc.(7)	Agincourt, Ont.	J N Fauver (Canada) Ltd.(7)	Michigan, IL, USA*
Fruehauf Canada Inc.(7)	Mississauga, Ont.	J R Normand Inc.(6)	Ste-Henedine, Qué.
Furneco Industrial Supplies & Instruments Co. Ltd.(6)(7)	Montréal, Qué.	Jems Hydraulique Inc.(1)	Toronto, Ont.
G P McEachern Ltd.(3)	Thunder Bay, Ont.	Jenkins Control Systems Ltd.(4)	Calgary, Alta.
Galvanic Analytical Systems Ltd.(6)	Calgary, Alta.	John Spotton Company Ltd.(7)	Mississauga, Ont.
Gatx-Fuller Ltd.(4)(5)(7)	Scarborough, Ont.	Kalium Chemicals PPG Canada Inc.(3)	Regina, Sask.
General Motors of Canada Ltd.(6)(7)	Oshawa, Ont.	Kenson Industrial Supplies Ltd.(1)	Winnipeg, Man.
Geo T White Company Limited(6)(7)	Windsor, Ont.	Kockums Can. Car Inc.(3)	Vancouver, B.C.
		Ladish Co. of Canada Ltd.(5)	Cudahy, WI, USA*

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Laurentide Controls Ltd.(4)	Pointe-Claire, Qué.	Oliver Industrial Supply Ltd.(6)	Lethbridge, Alta.
Les Fournitures Industrielles de Granby Ltée(2)(3)(5)(6)(7)	Granby, Qué.	Outils Industriels Ro-Mond Inc.(6)	Vanier, Qué.
Les Industries Tanguay Ltée(6)(7)	St-Prime, Qué.	Panduit (Canada) Limited(6)(7)	Markham, Ont.
Liquid Air Engineering Corp.(5)	Montréal, Qué.	Parker-Hannifin (Can.) Ltd.(3)	Owen Sound, Ont.
Lous Bearings & Transmission Ltd.(2)	Waterloo, Ont.	Parker-Hannifin (Canada) Ltd.(2)(6)(7)	Grimsby, Ont.
Lucas Industries of Canada Ltd.(3)(6)(7)	Richmond Hill, Ont.	Peerless Engineering Sales Ltd.(3)	Burnaby, B.C.
M A Stewart & Sons Ltd.(2)	Surrey, B.C.	Pfizer Canada Inc.(5)	Kirkland, Qué.
Mainar Industries Ltd.(4)	Winnipeg, Man.	Pilot Steel & Tool Company (1975) Ltd.(6)	Montréal, Qué.
Maple Engineering & Construction Co. Ltd.(7)	Brampton, Ont.	Plushwood Mfg. Ltd.(6)	Atikokan, Ont.
Maple Leaf Monarch Company(5)	Windsor, Ont.	Pneumatic Industrial Equipment Ltd.(3)(6)	Toronto, Ont.
Martonair (Canada) Ltd.(3)(4) (6)(7)	Mississauga, Ont.	Pneutool Parts & Service Co. Ltd.(7)	Mississauga, Ont.
Marvin Classic Millworks Inc.(1)	Vancouver, B.C.	Pompack Inc.(7)	Pointe-Claire, Qué.
Master-Dyne Limited(6)	Mississauga, Ont.	Power Press & Equipment Company Ltd.(3)(4)(5)(6)(7)	Montréal, Qué.
McCann Equipment Ltd.(6)	Dorval, Qué.	Princess Auto & Machinery Ltd.(3)	Winnipeg, Man.
McDonald Railway Supplies Ltd.(6)	Brockville, Ont.	Pritchard Engineering Company Ltd.(3)(4)(6)	Winnipeg, Man.
Mesam Ltd.(7)	Markham, Ont.	Producto Die Makers Supplies Ltd.(2)(3)(4)(5)(6)	Downsview, Ont.
Metrican Mfg. Co. Inc.(4)	Oakville, Ont.	Proval Equipment Ltd.(5)	Downsview, Ont.
Mil-Com Technologies Inc.(6)	Waterloo, Ont.	R N G Equipment Inc.(2)	Anjou, Qué.
Miller Fluid Power Canada Ltd.(3)(5)(6)(7)	Mississauga, Ont.	Ritchey Supply Ltd.(7)	Mississauga, Ont.
Moli Energy Limited(5)	Burnaby, B.C.	Robin Hood Multifoods Ltd.(6)	Saskatoon, Sask.
Myers Tire Supply (Canada) Ltd.(5)	London, Ont.	Romatec-R M L, Division of Robert Muddiman Limited(6)	Willowdale, Ont.
N L Rucker Products Ltd.(7)	Richmond, Ont.	Rotair Automation Inc.(6)	Mississauga, Ont.
Nacan Products Limited(3)	Bramalea, Ont.	Rotair Industries Limited(6)	Burnaby, B.C.
National Hydraulics Co. Limited(1)(2)	Concord, Ont.	Rowley Company Ltd.(6)(7)	Scarborough, Ont.
Neles Canada Inc.(5)	St-Laurent, Qué.	Royal Fluid Power Company(6)(7)	Burlington, Ont.
Newcor Canada Ltd.(3)	Windsor, Ont.	Sadler Inc.(1)	Montréal, Qué.
Newman Hattersley Ltd.(3)	Mississauga, Ont.	Samson Controls Inc.(7)	Markham, Ont.
Niagara Fluid Power, Div. of H B Fluid Power Service Ltd.(2)	St. Catharines, Ont.	Schrader-Bellows (Canada) Inc.(3)(6)(7)	Toronto, Ont.
Nopak Canada Inc.(3)(5)(6)(7)	Waterloo, Ont.	Semperit Trading Ltd.(7)	Montréal, Qué.
North American Hydraulics Ltd.(6)	Brampton, Ont.	Simer Pumps of Canada Inc.(6)	Mississauga, Ont.
Northland Glass & Metal Ltd.(6)	North Bay, Ont.	Skeans Engineering & Machinery Ltd.(2)(6)(7)	Vancouver, B.C.
Northwestern Golf Enterprises(7)	Chicago, IL, USA*	Smith Press Automation Limited(6)	Burlington, Ont.
Nucon Systems Inc.(7)	Concord, Ont.	Société Canadienne Overhead Handling Inc.(3)	Boisbriand, Qué.
Numatics Air Controls Ltd.(7)	Highland, MI, USA*		
Oetiker Ltd.(6)	Alliston, Ont.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Sonat Offshore Canada Ltd.(6)	Dartmouth, N.S.
St-Denis & Sons Ltd.(2)(7)	Oldcastle, Ont.
Stretch Packaging Systems International(7)	Concord, Ont.
Sulco Marine Limited(7)	Montréal, Qué.
Sullivan Sales (USA) Inc.(7)	Mississauga, Ont.
Sullivan Strong Scott Ltd.(7)	Downsview, Ont.
Surrey Fluid Power Ltd.(3)(6)	Surrey, B.C.
Teal Manufacturing Ltd.(7)	Windsor, Ont.
Tech-Rep Electronics Ltd.(7)	St-Laurent, Qué.
Terra Cotta Ceramics Limited(6)	Agincourt, Ont.
The Valiant Machine & Tool Inc.(7)	Windsor, Ont.
Thermo Gauge Instrument Company(3)(5)	Windsor, Ont.
Tommy's Upholstery Ltd.(6)	Victoria, B.C.
Toprings Ltée(6)	Granby, Qué.
Toyota Canada Inc.(1)	Scarborough, Ont.
Transalta Resources Corp.(5)	Calgary, Alta.
Tri-Star Industries Limited(2)	Yarmouth, N.S.
U T Tools Ltd.(6)	Montréal, Qué.
University of Victoria(7)	Victoria, B.C.
Urgent Industrial Supply Inc.(7)	Windsor, Ont.
Valtek Controls Ltd.(4)(5)(6)(7)	Edmonton, Alta.
Vente Service D'instruments ISS Inc.(6)	Montréal, Qué.
W J Deacon Ltd., Op. as D & D Industries(1)(2)(3)(5)(6)(7)	Woodbridge, Ont.
W R Grace & Co. of Canada Ltd.(7)	Cooksville, Ont.
Wainbee Ltd.(3)(4)(6)	Rexdale, Ont.
Waircom Corporation(3)(6)	Bromont, Qué.
Wajax Industries Limited(6)(7)	Mississauga, Ont.
Webconvert Ltd.(6)	Toronto, Ont.
Westcan Industries Ltd.(7)	Vancouver, B.C.
Westinghouse Canada Limited(6)	Hamilton, Ont.
Whirl-Air-Flow of Canada Ltd.(6)	Mississauga, Ont.
Wiens Equipment Supplied Ltd.(6)	St. Catharines, Ont.
Windsor Factory Supply Ltd.(3)	Windsor, 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

