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86012-RR



# IMPORT ANALYSIS

## Market Research Support

DIRECT CURRENT (D.C.) MOTORS  
OVER 1 HP TO 200 HP

(APRIL, MAY AND JUNE 1985)

Pub. No: 86012-RR      September 1986



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

I.D. 3061



DIRECT CURRENT (D.C.) MOTORS  
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EXPLANATORY NOTES

Method

The data shown in this analysis is extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers is aggregated.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

REFERENCE SOURCES

Department of Regional Industrial Expansion  
Statistics Canada  
Revenue Canada

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

Electrical Equipment Division  
Machinery and Electrical Equipment Branch  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-3262

OR

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

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IMPORT ANALYSIS

DIRECT CURRENT (D.C.) MOTORS

I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of an import analysis is developed in close consultation with the client, and is tailored to meet those specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This analysis of imports of direct current (D.C.) motors is based on a detailed examination of Revenue Canada Customs imports documents for the period April to June 1985. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analyzed:

- 503-69-42 Motors, Electric, D.C., over 1 HP to under 20 HP
- 503-69-43 Motors, Electric, D.C., 20 HP to 200 HP inclusive.

Total figures in this report do not correspond to those published by Statistics Canada. The differences are explained in Appendix E, Page 16.

II. ANALYSIS OF IMPORTS

Imports of direct current (D.C.) motors totalled 4 307 units valued at \$2.7 million during the three months of April, May and June 1985.

Ontario was the major province of entry; \$2 million worth of imports entered through the province.

Approximately 29 per cent, or \$799 000, of the D.C. motors imported to Canada during the period analysed, were for use in the manufacture of industrial trucks. (See page 15.)

The United States was the dominant source of imports of D.C. motors during the period in question. It accounted for \$2.6 million, or 94 per cent of total imports. The remaining imports originated principally from France, Mexico, Sweden and Japan.

The analysis reveals that imports of D.C. motors, 1.5 HP to 10 HP, amounted to 1 421 units, which represented 33 per cent of the imports for the three-month period. Imports of D.C. motors, 15 HP to 200 HP, totalled 186 units, which accounted for 4 per cent of the imports analysed. No information was available on the size of motors for the remaining 63 per cent of imports.

<u>HORSEPOWER</u>	<u>QUANTITY</u> (No.)	<u>VALUE</u> (\$ ,000)	<u>% OF TOTAL</u>	
			<u>QUANTITY</u>	<u>VALUE</u>
1.5-10	1 421	821	33	30
15 -200	186	962	4	35
NOT SHOWN	<u>2 700</u>	<u>966</u>	<u>63</u>	<u>35</u>
	4 307	2 749	100	100

According to Statistics Canada, imports of O.C. motors amounted to 43 776 units valued at \$16.9 million for the 12 months of 1985.

IMPORTS OF D.C. MOTORS

Summary of Imports - By Horsepower

April, May and June 1985

<u>HORSEPOWER</u>	<u>QUANTITY</u> (No.)	<u>VALUE</u> (\$000)	<u>AVERAGE</u> <u>UNIT PRICE</u> (\$)
1.5	391	113	290
2	279	113	404
2.5	92	42	455
3	161	100	619
5	363	298	820
7.5	93	83	889
10	42	72	1 724
15	21	57	2 710
20	12	26	2 182
25	10	31	3 134
30	28	85	3 035
40	28	113	4 019
50	20	127	6 368
60	9	36	4 009
75	18	100	5 546
100	17	121	7 127
125	4	32	8 028
150	13	136	10 465
200	6	99	16 600
Not shown	<u>2 700</u>	<u>966</u>	<u>358</u>
Total	4 307	2 749	638

Imports of O.C. Motors - Over 1 HP to 200 HP

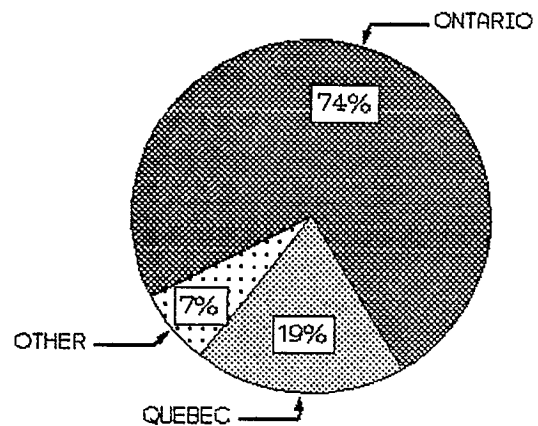
Summary of Imports - By Province of Clearance

April, May and June 1985

	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>% of Total</u>	
			<u>Quantity</u>	<u>Value</u>
Ontario	2 809	2 029 499	65	74
Québec	1 151	523 073	27	19
British Columbia	235	107 513	5	4
Alberta	20	52 522	*	2
Saskatchewan	69	21 452	2	*
Manitoba	16	6 706	*	*
New Brunswick )	<u>7</u>	<u>8 624</u>	<u>*</u>	<u>*</u>
Nova Scotia )				
	<u>4 307</u>	<u>2 749 389</u>	<u>100</u>	<u>100</u>

(\*) Less than one per cent

PROVINCE OF CLEARANCE



Ontario was the major province of clearance for the imports analysed. It accounted for \$2.0 million, or 74 per cent of the value of imports, and was followed by Québec with 19 per cent. The provinces of British Columbia, Alberta, Saskatchewan, Manitoba, New Brunswick and Nova Scotia accounted for the remaining 7 per cent.



MARKET SUMMARY

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

There is virtually no Canadian production of D.C. motors in the 1 to 200 HP size range, even though the import value of these products increased by 51 per cent in 1984, and 17 per cent in 1985, to reach \$16.9 million in 1985. The industry has indicated that the major impediment to the manufacture of electric D.C. motors in Canada is the volume required for a viable and profitable operation. D.C. motors manufactured in Canada are mainly very large ones (200 HP and over). These very large motors are sold primarily to Canadian and foreign resource processing industries, such as steel mills.

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

A manufacturer of electric D.C. motors, 1 to 200 HP, should have excellent export potential. Exports of electric D.C. and A.C. motors have increased substantially. Over the past two years, exports of electric D.C. and A.C. motors to the United States, the principal export destination, have increased by about 50 per cent per year. (There are no separate data on the exports of D.C. motors.)

Data on Canadian imports contained herein reflect the actual apparent domestic market for electric D.C. motors. The size of the market and its growth rate, as well as the potential for export indicate that it might be possible to establish in Canada a commercially viable operation for the manufacture of large electric D.C. motors within a reasonable period of time. Serious consideration should thus be given, by Canadian and foreign companies, to the manufacture in Canada of electric D.C. motors, 1 to 200 HP.

This report was prepared by:

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

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

Imports of D.C. Motors - Over 1 HP to 200 HP

By Horsepower and Revolutions Per Minute

April to June 1985

<u>Horsepower</u>	<u>RPM</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)	<u>Import Market Concentration</u> (Market Share)	
					<u>Top 3</u> <u>Firms</u> ( % of Quantity)	<u>Top 6</u> <u>Firms</u>
1.5 HP	1,150-1,725(1)	98	18 243	186		
	1,750-3,450(1)	32	12 707	397		
	RPM Not Shown	<u>261</u>	<u>82 394</u>	<u>316</u>	—	—
Sub-total		391	113 344	290	65	87
2 HP	1,150-1,725(1)	74	11 777	153		
	1,750-3,450(1)	35	17 508	500		
	RPM Not Shown	<u>170</u>	<u>83 412</u>	<u>491</u>	—	—
Sub-total		279	112 697	404	42	65
2.5 HP	RPM Not Shown	92	41 842	455	99	100*
3 HP	1,200-1,725(1)	57	17 712	311		
	1,750	18	21 982	1 221		
	2,500-3,450(1)	5	7 502	1 500		
	RPM Not Shown	<u>81</u>	<u>52 506</u>	<u>648</u>	—	—
Sub-total		161	99 702	619	60	81

(1) Aggregated to preserve confidentiality.

\* Less than six firms.

"RPM Not Shown" means that Customs documents did not contain information on the revolutions per minute of motors.

Imports of D.C. Motors - Over 1 HP to 200 HP

By Horsepower and Revolutions Per Minute

April to June 1985

<u>Horsepower</u>	<u>RPM</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)	<u>Import Market Concentration</u> (Market Share)	
					<u>Top 3</u> <u>Firms</u> (% of Quantity)	<u>Top 6</u> <u>Firms</u>
5 HP	1,200-1,725(1)	42	17 968	428		
	1,750	54	111 186	2 059		
	RPM Not Shown	<u>267</u>	<u>168 406</u>	<u>631</u>	—	—
	Sub-total	363	297 560	820	72	89
7.5 HP	1,150-1,725(1)	35	18 952	541		
	1,750	5	7 942	1 588		
	2,500-3,450(1)	10	9 120	912		
	RPM Not Shown	<u>43</u>	<u>46 633</u>	<u>1 084</u>	—	—
Sub-total		93	82 647	889	70	86
10 HP	1,750-3,500(1)	12	24 275	2 023		
	RPM Not Shown	<u>30</u>	<u>48 123</u>	<u>1 604</u>	—	—
Sub-total		42	72 398	1 724	67	88
15 HP	850-1,150-1,750(1)	21	56 906	2 710	80	95
20 HP	1,150-1,750-RPM Not Shown(1)	12	26 183	2 182	58	83
25 HP	1,750-RPM Not Shown(1)	10	31 337	3 134	90	100*

(1) Aggregated to preserve confidentiality.

\* Less than six firms.

"RPM Not Shown" means that Customs documents did not contain information on the revolutions per minute of motors.

Imports of D.C. Motors - Over 1 HP to 200 HP

By Horsepower and Revolutions Per Minute

April to June 1985

<u>Horsepower</u>	<u>RPM</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)	<u>Import Market Concentration</u> (Market Share)	
					<u>Top 3</u> <u>Firms</u> (% of Quantity)	<u>Top 6</u> <u>Firms</u>
30 HP	1,150-1,750 <sup>(1)</sup>	13	31 552	2 427		
	RPM Not Shown	15	53 036	3 562	—	—
Sub-total		28	84 588	3 035	71	93
40 HP	1,750-2,500-3,450 <sup>(1)</sup>	17	59 918	3 525		
	RPM Not Shown	11	52 613	4 783	—	—
Sub-total		28	112 531	4 019	68	86
50 HP	850-1,750-RPM Not Shown <sup>(1)</sup>	20	127 354	6 368	70	100
60 HP	1,750-RPM Not Shown <sup>(1)</sup>	9	36 085	4 009	100	100*
75 HP	1,750-RPM Not Shown <sup>(1)</sup>	18	99 835	5 546	72	100
100 HP	1,150-1,750 <sup>(1)</sup>	5	39 324	7 865		
	RPM Not Shown	12	81 835	6 820	—	—
Sub-total		17	121 159	7 127	59	88
125 HP	1,750-RPM Not Shown <sup>(1)</sup>	4	32 111	8 028	100	100
150 HP	1,750-RPM Not Shown <sup>(1)</sup>	13	136 043	10 465	85	100
200 HP	RPM Not Shown	6	99 200	16 600	83	100
HP Not Shown	RPM Not Shown	2 700	965 867	358	89	96
GRAND TOTAL		4 307	2 749 389	638	65	74

(1) Aggregated to preserve confidentiality.

\* Less than 6 firms.

"RPM Not Shown" means that Customs documents did not contain information on the revolutions per minute of motors.

"HP Not Shown" means that Customs documents did not have information on the size of motors.

CANADIAN IMPORTERS

Importers of D.C. motors, during the period April, May and June 1985, indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee, (i.e. the recipient of the goods shipped) the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product. This list includes all importers except private importers.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A.C. Wickman Ltd.	Toronto, Ont.	Elston Industries Ltd.	Toronto, Ont.
ACME Strapping Inc.	Scarborough, Ont.	Erectoweld Co. Ltd.	Oakville, Ont.
AISCO Inc.	Burlington, Ont.	Eurobec Metal Ltd.	Lachute, Qué.
Akhurst Machinery Ltd.	Vancouver, B.C.	Eurocan Pulp & Paper Co. Ltd.	Kitimat, B.C.
Alberta Industrial Controls & Drive, Div. of 202116 Holdings Ltd.	Edmonton, Alta.	F. Jos. Lamb Company Ltd.	Windsor, Ont.
Albis Canada Inc.	Pickering, Ont.	Fischer Novateck Inc.	Mississauga, Ont.
Alcan Canada Products Ltd.	Shawinigan, Qué.	Greater Canada Colour Printing Ltd.	Stevensville, Ont.
Asea Inc.	Montréal, Qué.	Gross Machinery Canada Ltd.	Toronto, Ont.
	Vancouver, B.C.	Hampton Power Products Ltd.	Richmond, B.C.
	Weston, Ont.	Harnischfeger Co. of Canada Ltd.	Scarborough, Ont.
Bartell Industries Ltd.			Surrey, B.C.
Basic Hydraulic & Industrial Equipment Ltd.	Welland, Ont.	Hawkes Siddeley Diesel & Electric Ltd.	Oakville, Ont.
Beel Controls Ltd.	St-Laurent, Qué.	Hepburn, John T. Ltd.	Toronto, Ont.
Beverage Services Ltd.	Winnipeg, Man.	Highlands Irrigation Ltd.	Burnaby, B.C.
Boise Cascade Ltd.	Kenora, Ont.	Highway Refrigeration Ltd.	Burnaby, B.C.
	Fort France, Ont.	Hurley Brothers Ltd.	Toronto, Ont.
Browning Mfg., Div. of Emerson Electric Canada Ltd.	Markham, Ont.	Husky Injection Molding Systems Ltd.	Bolton, Ont.
Bruce Sutherland Associated Ltd.	Moncton, N.B.	IRD Mechanalysis Ltd.	Stoney Creek, Ont.
Budd Company	Kitchener, Ont.	Imprimerie Le Bon Fon Ltée (Groupe Québecor)	Val D'Or, Qué.
Canadian General Electric Co. Ltd.	Peterborough, Ont.	Intranscorp Ltd.	Mississauga, Ont.
CCI Industrial Air Clutches Inc.	Guelph, Ont.	J. Wilson Electric Ltd.	Fordwich, Ont.
Canadian Electro Drives 1982 Ltd.		Johnston, G.N. Equipment Co. Ltd.	Mississauga, Ont.
Burnaby, B.C.		Kimberly Clark du Canada Ltd.	St-Hyacinthe, Qué.
Canadian Mills Supply Co. Ltd.	Scarborough, Ont.	Ladish Co. of Canada Ltd.	Brantford, Ont.
Canadian National Railway Co.	Toronto, Ont.	Lasalle Machine Tool of Canada Ltd.	Tecumseh, Ont.
Geeco Machinery Manufacturing Ltd.	Concord, Ont.	Leeson Electric (Canada) Ltd.	Mississauga, Ont.
Central Transport Refrigeration (Man.) Ltd.	Winnipeg, Man.	Leroy Somer Canada Ltée	Granby, Qué.
Champion Road Machinery Ltd.	Goderich, Ont.	Les Distributions MEP Inc.	Lachine, Qué.
Cirtcele Tronic Inc.	Montréal, Qué.	Les Equipements Industriels (M.S.P. Inc.)	Laval, Qué.
Clark Equipment of Canada Ltd.	St. Thomas, Ont.	Les Ventilateurs Industriels Belle Aire Inc.	Lachine, Qué.
Clarke Supply & Service Ltd.	Moose Jaw, Sask.	Lift Parts National Inc.	Montréal, Qué.
Columbia Machines (Canada) Ltd.	Cooksville, Ont.	Liftow Ltd.	Mississauga, Ont.
Danco Equipment Ltd.	Saskatoon, Sask.	Lloyd Controls Ltd.	Port Coquitlam, B.C.
Dismobec Ltée	Montréal, Qué.	Madison Industrial Equipment Ltd.	Burnaby, B.C.
Dow Chemicals Canada Inc.	Varenes, Qué.	Maple Leaf Drives Ltd.	Mississauga, Ont.
Dryden Agencies Ltd.	Edmonton, Alta.	Market Farm Equipment Ltd.	Dashwood, Ont.
E.W. Playford Inc.	St-Laurent, Qué.	McPherson & Thorn Ltd.	Calgary, Alta.

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>
Monarch Industries Ltd.	Winnipeg, Man.
Munck Cranes Inc.	Stoney Creek, Ont.
Northwood Industrial Supply Inc.	Sudbury, Ont.
Peacock Inc.	Lasalle, Qué.
Penn Ventilator Canada Ltd.	Farnham, Qué.
Perth Forms Systems Ltd.	Newton, Ont.
Pro-Eco Ltd.	Mississauga, Ont.
Pumps and Power Ltd.	Vancouver, B.C.
R.G. Speed Control Devices Ltd.	Weston, Ont.
RNG Equipment Inc.	Dartmouth, N.S.
Raymond Industrial Equipment Ltd.	Brantford, Ont.
Réfrigération Protec Inc.	Montréal, Qué.
Reliance Electric Ltd.	Stratford, Ont.
	St-Laurent, Qué.
Roberts, H.H. Machinery Ltd.	Mississauga, Ont.
Roczo Mfg. Co. Ltd.	Mississauga, Ont.
Rosler Construction Ltd.	Saskatoon, Sask.
Rowley Co. Ltd.	Scarborough, Ont.
Rumble Equipment Ltd.	Rexdale, Ont.
S. & C. Electric Canada Ltd.	Rexdale, Ont.
Saftronics Ltd.	Stratford, Ont.
	Richmond Hill, Ont.
Scepter Mfg. Co. Ltd.	Scarborough, Ont.
Schnurr Alfred Electric Co. Ltd.	Guelph, Ont.
Sego Industries Ltd.	Lethbridge, Alta.
Sermia Material Ltée	Montréal, Qué.
Siemens Electric Ltd.	Pointe-Claire, Qué
	Edmonton, Alta.
Sterling Power Systems Inc.	Hamilton, Ont.
Stockdales Electric Motors Corp.	Raymore, Sask.
Stove-Safety Canada Ltd.	Scarborough, Ont.
Sussex Farm Supplies Ltd.	Sussex, N.B.
Tennant Co.	Mississauga, Ont.
Thetford Armature Works Ltd.	Thetford Mines, Qué.
Transbearco Ltd.	Rexdale, Ont.
Transocean Machine Co. Inc.	Montréal, Qué.
Union Pump Canada Ltd.	Calgary, Alta
	Burlington, Ont.
Urgent Industrial Supply Inc.	Windsor, Ont.
Via Tools Limited	Mt. Brydges, Ont.
Wajax Industries Ltd.	Mississauga, Ont.
Westinghouse Canada Inc.	Hamilton, Ont.
Yale Industries & Trucks Ltd.	Dorval, Qué.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of D.C. motors, during the period of April, May and June 1985, shown in this report, are listed in descending order of dollar value. These exporters accounted for \$2.4 million, or 90 per cent of the value of imports analysed.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
Prestolite Motor Div.	Syracuse, NY	United States )	
Reliance Electric Co. Ltd.	Flowery Branch, GA	United States )	1 103
	Ashtabua, OH	United States )	
General Electric Inc.	Hendersonville, TN	United States )	
	Erie, PA	United States )	
	Fort Wayne, IN	United States )	496
	Dothan, AL	United States )	
Baldor Electric Co.	Ft. Smith, AR	United States )	
	St. Louis, MO	United States )	306
Saftronics Ltd.	Youngstown, NY	United States )	
Husky Injection Molding Systems Inc.	Buffalo, NY	United States )	233
Moteurs Leroy Somer	Angoulême	France )	
Stone Safety Int'l Inc.	Wallingford, CT	United States )	
Browning Mfg. Div. of Emerson Electric Co.	Chicago, IL	United States )	151
	Maysville, KY	United States )	
Ingersoll-Rand Co.	Hastings, NE	United States )	
Doerr Electric Copr.	Cedarburg, WI	United States )	
	Sturgeon Bay, WI	United States )	
Mac Draw Inc.	Williamsport, MD	United States )	139
Asea, S.A.	Persan	France )	
Burton Industries Inc.	Pawtucket, RI	United States )	

CANADIAN AND FOREIGN TARIFFS

Imports of direct current motors covered in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	% of Total Import Value Apr. to June (1985)	TARIFF TREATMENT				
			British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %
44516-1	Electric motors and complete parts thereof, n.o.p.	68	10.8	10.8	37.5	7	10.8
44511-1	Electric motors, direct current, rated at not less than 20 volts nor more than 75 volts, for use in the manufacture of industrial trucks commonly known as "fork lift" or lift trucks	29	Free	Free	37.5	Free	Free

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

COUNTRIES WHICH BENEFIT FROM THE MOST FAVOURED NATION TARIFF TREATMENT: FRANCE, JAPAN, SWEDEN, AND THE UNITED STATES.

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

ENQUIRIES CONCERNING TARIFFS SHOULD BE DIRECTED TO THE NEAREST CUSTOMS AND EXCISE OFFICE OR TO:

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

TARIFF PROGRAMS  
REVENUE CANADA  
CUSTOMS AND EXCISE  
OTTAWA, ONTARIO  
K1A 0L5  
TEL: (613) 992-2623

Foreign Countries

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

INFO EXPORT  
EXTERNAL AFFAIRS  
OTTAWA, ONTARIO  
K1A 0G2  
Tel: (613) 993-6435



RECONCILIATION

Imports of D.C. motors, during the period April, May and June 1985, covered in this report, amounted to \$2 749 389.

The value indicated in this import analysis does not correspond to official Statistics Canada figures for various reasons.

Reconciliation of the figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$'000)</u>
Documents referring to products which should have been classified elsewhere	1 069
Value reported by Statistics Canada but not included in this report (e.g. missing documents, used motors)	92
Total values reported in this import analysis	<u>2 749</u>
Total values accounted for as above	3 910
Total values published by Statistics Canada	3 910

Note: Statistics Canada's figure are subject to revision; changes will be reflected in the normal way, i.e., "pink sheets", which are located in the front section of Catalogue #65-007.

DRIE REGIONAL OFFICES

**Newfoundland**

P.O. Box 8950  
Parsons Building  
90 O'Leary Avenue  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-4884

**Prince Edward Island**

P.O. Box 1115  
Confederation Court Mall  
134 Kent Street, Suite 400  
Charlottetown, Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400

**Nova Scotia**

P.O. Box 940, Station M  
1496 Lower Water Street  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-2018

**New Brunswick**

P.O. Box 1210  
Assumption Place  
770 Main Street  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 857-6400

**Québec**

P.O. Box 247  
Tour de la Bourse  
800 Victoria Place, 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) 949-4090

**Saskatchewan**

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

**Alberta**

Cornerpoint Building  
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