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86014-RR



# IMPORT ANALYSIS

## Market Research Support

MINERAL ACOUSTICAL CEILING TILES

(JANUARY TO JUNE 1986)

Pub. No: 86014-RR February 1987



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

I.D. 3066

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MINERAL ACOUSTICAL CEILING TILES  
(JANUARY TO JUNE 1986)

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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

Fabricated Metal And Construction Products Division  
Resource Processing Industry Branch  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-3126

OR

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

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IMPORT ANALYSIS  
MINERAL ACOUSTICAL CEILING TILES

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 mineral acoustical ceiling tiles is based on a detailed examination of Revenue Canada Customs import documents for the period January to June 1986. Imports classified to the following Canadian International Trade Classification (C.I.T.C.) commodity codes were analyzed:

- 494-07-10 Mineral acoustical ceiling tiles and panels
- 494-09-90 Acoustical ceiling tiles and panels, not elsewhere specified (N.E.S.)

During the period of January to June 1986, imports of all types of acoustical ceiling tiles, including mineral, totalled 42 million square feet. The value of these imports was \$13 million.

The analysis excludes imports shipped from Armstrong World Industries Incorporated (Armstrong) of the United States. It also excludes products which were not specifically identified as mineral acoustical ceiling tiles and panels.

II. ANALYSIS OF IMPORTS

With the exception of shipments from Armstrong, imports of mineral acoustical ceiling tiles totalled about 18 million square feet for the period analyzed. The value of these imports was six million dollars. About 14 million square feet, or 78 per cent of the volume of imports, consisted of 5/8 X 24 X 48-inch ceiling tiles. All shipments of mineral acoustical ceiling tiles examined originated in the United States. During the period in question, the value of United States \$1 dollar expressed in Canadian \$1 dollar varied from 1.365 to \$1.44.

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES

SUMMARY OF IMPORTS - QUANTITY, VALUE AND AVERAGE UNIT PRICE BY SIZE

JANUARY TO JUNE 1986

<u>Size</u> (In.)	<u>Quantity</u> (000 Sq. Ft.)	<u>Value</u> (\$000)	<u>Average</u> <u>Unit Price</u> (¢ per Sq. Ft.)
5/8x24x48	14 351	4 368	30
5/8x24x24	704	343	49
3/4x24x24	657	511	78
5/8x24x60	406	137	34
5/8x20x60	349	147	42
Other 3/4 )			
Other 5/8 )			
Total 9/16)*	1 258	605	-
Total 1/2 )			
Not Shown )			
Total	17 725	6 111	

\* Aggregated to preserve confidentiality

Imports of fire-rated mineral acoustical ceiling tiles amounted to 3 million square feet, or 17 per cent of the volume of imports. The bulk of this category of products were also made up of 5/8 X 24 X 48-inch ceiling tiles (see Appendix A).

Ceiling tiles transported by truck accounted for 15 million square feet, or 83 per cent of the volume of imports. (See Appendix C).

Ontario was the principal province of clearance. It accounted for approximately nine million square feet of imports of ceiling tiles, or 51 per cent of the volume. The other important provinces of clearance were British Columbia, Alberta, Manitoba, and Québec. (See Appendix B for further details by size).

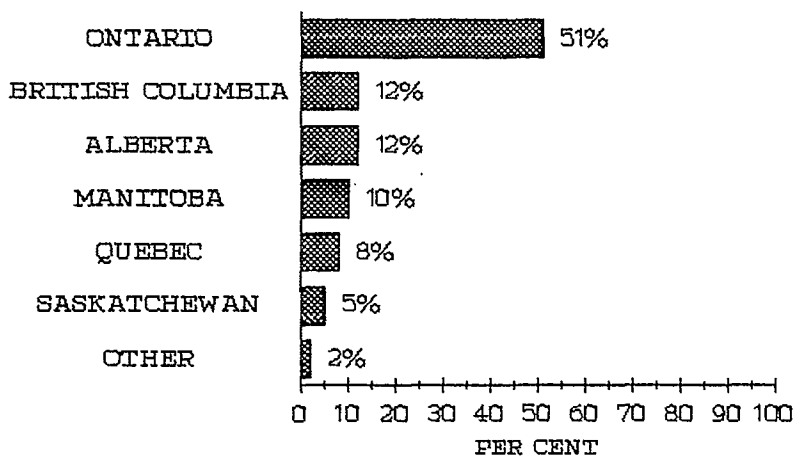
IMPORTS OF MINERAL ACOUSTICAL CEILING TILES

SUMMARY OF IMPORTS - QUANTITY AND VALUE BY PROVINCE OF CONSIGNEE

JANUARY TO JUNE 1986

<u>Province</u>	<u>Quantity</u> (000 Sq. Ft.)	<u>Value</u> (\$000)	<u>% of Total</u>	
			<u>Quantity</u>	<u>Value</u>
Ontario	9 034	3 053	51	50
British Columbia	2 114	740	12	12
Alberta	2 073	755	12	12
Manitoba	1 760	672	10	11
Québec	1 496	515	8	8
Saskatchewan	819	241	5	4
Newfoundland	164)	60)	0	0
Nova Scotia	143)	46)	2	3
New Brunswick	123)	30)	0	0
Total	17 726	6 112	100	100

PROVINCE OF CONSIGNEE  
BY QUANTITY



OTHER - Includes Newfoundland, Nova Scotia and New Brunswick

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES - QUANTITY AND VALUE

BY SIZE AND UNIT PRICE RANGE

JANUARY TO JUNE 1986

<u>Size</u> (In.)	<u>Unit Price Range</u> (¢ Per Sq. Ft.)	<u>Quantity</u> (Sq. Ft.)	<u>Value</u> (\$)	<u>Fire Rated Type</u> (Sq. Ft.)
1/2x12x12 ) 1/2x24x48 )*	25 to 30	130 712	36 010	-
9/16x12x12) 9/16x24x48)*	23 to 71	157 808	40 186	-
5/8x12x12	20 to 90	78 808	50 623	4 992
5/8x20x60	29 to 49	349 369	146 691	-
5/8x24x24	25 to 39	187 072	59 072	98 880
	40 to 49	253 112	112 497	43 000
	50 to 59	123 520	66 504	30 016
	60 and over	<u>140 536</u>	<u>103 966</u>	-
		704 240	342 886	171 896
5/8x24x48	21 to 29	9 826 280	2 524 496	533 368
	30 to 34	2 380 837	774 320	1 314 560
	35 to 39	1 106 288	400 694	713 392
	40 to 49	287 596	129 263	143 340
	50 to 69	328 862	180 792	138 240
	70 to 79	280 496	211 751	110 640
	80 and over	<u>140 770</u>	<u>147 042</u>	<u>42 240</u>
		14 351 129	4 368 358	2 995 780

\* Aggregated to preserve confidentiality



IMPORTS OF MINERAL ACOUSTICAL CEILING TILES - QUANTITY AND VALUE

BY SIZE AND UNIT PRICE RANGE (CONTINUED)

JANUARY TO JUNE 1986

<u>Size</u> (In.)	<u>Unit Price</u> <u>Range</u> (¢ Per Sq. Ft.)	<u>Quantity</u> (Sq. Ft.)	<u>Value</u> (\$)	<u>Fire Rated Type</u> (Sq. Ft.)
5/8x24x60	25 to 29	176 880	46 725	-
	30 and over	<u>229 515</u>	<u>90 660</u>	-
		406 395	137 385	
5/8x24x54 ) 5/8x27 3/4x27 3/4)* 5/8x30x60 )	26 to 92	114 747	39 406	15 887
3/4x12x12	45 to 74	55 752	37 389	-
	75 and over	<u>87 208</u>	<u>92 714</u>	-
		142 960	130 100	-
3/4x24x24	35 to 69	182 112	112 794	-
	70 to 89	345 184	267 856	76 384
	90 and over	<u>130 072</u>	<u>130 772</u>	<u>2 400</u>
		657 368	511 422	78 784
3/4x24x48	50 to 69	63 552	41 596	-
	70 and over	<u>44 533</u>	<u>38 748</u>	-
		108 085	80 344	
Not Shown		<u>524 994</u>	<u>228 788</u>	-
Total		17 726 615	6 112 199	3 267 339

\* Aggregated to preserve confidentiality

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES - QUANTITY

BY SIZE AND PROVINCE OF CONSIGNEE

JANUARY TO JUNE 1986

<u>Size</u> (In.)	<u>Quantity</u> (Sq. Ft.)	<u>B.C.</u>	<u>ALTA.</u>	<u>SASK.</u>	<u>MAN.</u> (-% of Quantity-)	<u>ONT.</u>	<u>QUÉ.</u>	<u>N.B.</u>	<u>N.S.</u>	<u>NFLD.</u>
1/2x12x12 ) 1/2x24x48 )*	130 712	0	-	-	-	100	-	-	-	-
9/16x12x12 ) 9/16x24x48 )*	157 808	-	-	-	-	97	3	-	-	-
5/8x12x12	78 808	15	38	-	8	39	0	-	-	-
5/8x20x60	349 369	2	-	-	-	98	0	-	-	-
5/8x24x24	704 240	9	10	8	15	55	1	-	2	-
5/8x24x48	14 351 129	13	11	5	10	50	8	1	1	1
5/8x24x60	406 395	4	17	5	16	44	14	-	-	-
5/8x24x54 ) 5/8x27 3/4x27 3/4)* 5/8x30x60 )	114 747	3	20	-	4	47	26	-	-	-
3/4x12x12	142 960	8	8	0	26	57	-	-	-	-
3/4x24x24	657 368	4	28	0	16	37	15	-	-	-
3/4x24x48	108 085	22	-	1	8	66	-	-	-	3
Not Shown	<u>524 994</u>	<u>19</u>	<u>26</u>	<u>3</u>	<u>5</u>	<u>29</u>	<u>16</u>	<u>-</u>	<u>-</u>	<u>2</u>
Total	17 726 615	12	12	5	10	51	8	0	2	0

\* Aggregated to preserve confidentiality

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES - SHIPPED BY TRUCK - QUANTITY

BY SIZE AND PROVINCE OF CONSIGNEE

JANUARY TO JUNE 1986

<u>Size</u> (In.)	<u>Quantity</u> (Sq. Ft.)	<u>B.C.</u>	<u>ALTA.</u>	<u>SASK.</u>	<u>MAN.</u> (-% of Quantity-)	<u>ONT.</u>	<u>QUÉ.</u>	<u>N.B.</u>	<u>N.S.</u>	<u>NFLD.</u>
1/2x12x12 ) 1/2x24x48 )*	130 712	*	-	-	-	100	-	-	-	-
9/16x12x12) 9/16x24x48)*	157 808	-	-	-	-	97	3	-	-	-
5/8x12x12	58 360	17	31	-	11	41	0	-	-	-
5/8x20x60	349 369	2	-	-	-	98	0	-	-	-
5/8x24x24	602 104	2	7	10	13	64	1	-	3	-
5/8x24x48	12 388 210	7	7	5	11	57	10	1	1	1
5/8x24x60	319 255	1	8	6	22	45	18	-	-	-
5/8x24x54 ) 5/8x27 3/4x27 3/4)* 5/8x30x60 )	91 247	3	-	-	5	59	33	-	-	-
3/4x12x12	139 760	6	8	0	27	59	-	-	-	-
3/4x24x24	611 064	3	25	0	16	40	16	-	-	-
3/4x24x48	108 085	22	-	1	8	66	-	-	-	3
Not Shown	<u>349 429</u>	<u>7</u>	<u>10</u>	<u>5</u>	<u>6</u>	<u>44</u>	<u>25</u>	<u>-</u>	<u>-</u>	<u>3</u>
Total	15 305 403	6	7	5	11	58	10	0	3	0

\* Aggregated to preserve confidentiality

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES - QUANTITY AND VALUE

BY TARIFF ITEM

JANUARY TO JUNE 1986

Tariff items applicable to imports of mineral acoustical ceiling tiles, during the period analyzed, are listed below in descending order of volume of imports (see Appendix H for individual tariff item applications.)

<u>Tariff Item</u>	<u>Quantity</u> (Sq. Ft.)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
19200-5	15 140 624	85	5 072 490	83
19200-1	2 303 383	13	793 810	13
71100-1	<u>282 608</u>	<u>2</u>	<u>245 899</u>	<u>4</u>
Total	17 726 615	100	6 112 199	100

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES

IMPORT MARKET CONCENTRATION

JANUARY TO JUNE 1986

A. Canada-Wide

	<u>Quantity</u>	
	<u>(Sq. Ft.)</u>	<u>(%)</u>
Top three Consignees	5 638 695	32
Top six Consignees	7 950 758	45
All Consignees	17 726 615	100

B. By Region of Consignee

	<u>Consignees West of Ontario</u>		<u>Consignees in Ontario</u>		<u>Consignees East of Ontario</u>	
	<u>(Sq. Ft.)</u>	<u>(%)</u>	<u>(Sq. Ft.)</u>	<u>(%)</u>	<u>(Sq. Ft.)</u>	<u>(%)</u>
Top three Consignees in each region	2 609 766	39	4 731 441	52	668 640	35
Top six Consignees in each region	3 984 960	59	6 026 712	67	1 058 121	55
All Consignees in each region	6 766 887	100	9 034 267	100	1 925 461	100

"Top Consignees" are the largest importers of ceiling tiles.

CANADIAN IMPORTERS

Importers of mineral acoustical ceiling tiles during the period January to June 1986, as 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.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
ABCA Contracting Ltd.	Richmond, B.C.	Central Lumber Co. Ltd.	Downsview, Ont.
Acoustique Gaétan Gaudet Ltée.	Montréal, Qué.	Chroma Marketing Ltd.	Burlington, B.C.
Advance Acoustics Ltd.	Winnipeg, Man.	Coastal Drywall and Acoustic Supply Co.	Dartmouth, N.S.
Afton Systems Ltd.	Richmond, B.C.	Coastal Equipment Agencies Ltd.	Dartmouth, N.S.
Arnold Manufacturing Ltd.	Windsor, Ont.	Cweco Canada Ltd.	Rexdale, Ont.
Ascot Acoustics Ltd.	Vancouver, B.C.	D and M Building Supplies Ltd.	Milliken, Ont.
Atco Ind. N.A. Ltd.	Calgary, Alta.	Dons Building Supplies Ltd.	Lethbridge, Alta.
B.C. Acoustical Specialties Ltd.	Vancouver, B.C.	Drexel Co.	Burnaby, B.C.
Beaver Lumber Co. Ltd.	Thunder Bay, Ont.	F and H Warehousing Ltd.	Regina, Sask.
Benardi Building Supplies Ltd.	Winnipeg, Man.	F. Drexel Co.	Calgary, Alta.
Browne, Frank Acoustics (1975) Ltd.	Weston, Ont.	Florida Drywall Co. Ltd.	Burnaby, B.C.
Builders Supplies Ltd.	Kelowna, B.C.	Fox-Richardson Ltd.	Regina, Sask.
Builders Warehouse Inc.	Brampton, Ont.	G.R.H. Ventures Ltd.	Downsview, Ont.
Building Products of Canada Ltd.	Scarborough, Ont.	Hembruff and Dambrowitz Ltd.	Rexdale, Ont.
CNG Distribution Ltd.	Orleans, Ont.	Hilco Walls and Ceiling Ltd.	Winnipeg, Man.
Camico Ltd.	Pont Rouge, Qué.	I.B. Acoustics Ltd.	Matheson, Ont.
Canadian Gypsum Co. Ltd.	St. Johns, Nfld.	Intercon Acoustics Ltd.	Regina, Sask.
	Calgary, Alta.	Interior Building Supplies Co. Ltd.	Vancouver, B.C.
	Toronto, Ont.	Kenroc Building Materials Co. Ltd.	Edmonton, Alta.
	Toronto, Ont.	Labbe-Leech Interiors Ltd.	Windsor, Ont.
	Laval des Rapides, Qué.	Lansing Bldg. Supply Ltd.	Calgary, Alta.
	Winnipeg, Man.	Lou's Drywall, 407404 Ont. Ltd.	Saskatoon, Sask.
	Regina, Sask.	MacDonald, J.A. Ltd.	Edmonton, Alta.
	Burnaby, B.C.	Malec Building Products Ltd.	Scarborough, Ont.
Capro Ceilings and Interiors Supply Ltd.	Ottawa, Ont.	Manugypse Inc.	Woodridge, Ont.
Carrière et Lefèvre (1978) Ltée	Laval des Rapides, Qué.	Matériaux de Construction Lacroix Inc.	London, Ont.
Cartwright Builders Supply Ltd.	North Bay, Ont.	McPhail, R.W. Drywall Ltd.	Windsor, Ont.
Cashway Building Centre, Div. of Corporate Mgt. Co. Ltd.	Sudbury, Ont.	Métal R.L. Ltée.	Ste. Foy, Qué.
		Nor-Ont. Supply Ltd.	St. Laurent, Qué.
			New Market, Ont.
			Montréal, Qué.
			Thunder Bay, Ont.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Oakdale Drywall Co. Ltd.	Toronto, Ont.	Weldwood of Canada Ltd.	Québec, Qué.
Pacific West Systems Supply	Burnaby, B.C.		London, Ont.
Panorama Building Systems Ltd.	Burnaby, B.C.		Ottawa, Ont.
Peacock Drywall Ltd.	Belleville, Ont.		Sudbury, Ont.
Phillips, D. Acoustic Services Ltd.	Winnipeg, Man.		Winnipeg, Man.
Rigney Building Supplies Ltd.	Kingston, Ont.	Western Ceiling and Interiors Ltd.	Edmonton, Alta.
Roy's Drywall Supplies Ltd.	Dieppe, N.B.	Winroc Gypsum Supply (B.C.) Ltd.	Calgary, Alta.
Royal Acoustics and Assoc. Ltd.	Markham, Ont.	Wood Cogger Ltd.	New Westminster, B.C.
Soundtex Interiors Ltd.	Calgary, Alta.	Woollatt Building Materials Inc.	Regina, Sask.
Tad Distributors Ltd.	Burnaby, B.C.		London, Ont.
Tempo Building Supply Ltd.	Burnaby, B.C.		
Timor Marts Ltd.	Burnaby, B.C.		
Total Distributors Ltd.	N. Vancouver, B.C.		
VFB Acoustics Ltd.	Richmond, B.C.		
Val Royal Ltée	Montréal, Qué.		
Vinroc Gypsum Supply (B.C.) Ltd.	New Westminster, B.C.		

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of mineral acoustical ceiling tiles, during the period of January to June 1986, shown in this report, are listed in descending order of dollar value. These exporters accounted for six million dollars, or 99 per cent of the value of imports analyzed.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> <u>(\$000)</u>
U.S.G. Acoustical Products Co.	Cloquet, MN, USA Greenville, MS, USA	4 200
Celotex Corporation	L'Anse, MI, USA	1 583
Emert and Zednik Co. Inc. Ceiling and Interior Systems Supply Inc.	Portland, OR, USA ) Seattle, WA, USA ) )	147*
Acoustical Distributor, Inc. Turner Brooks Inc. Drexel Contracting Inc. D and G Acoustical Products Co.	Mt. Clements, MI, USA ) Madison Heights, MI, USA ) Redmond, WA, USA ) Greenville, MS, USA )	111* <hr/> 6 041

\* Aggregated in order to preserve confidentiality



CANADIAN AND FOREIGN TARIFFS

Imports of mineral acoustical ceiling tiles covered in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	% of Total Import Value Jan. to June (1986)	TARIFF TREATMENT				
			British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %
19200-1	Tarred paper and prepared roofings (including shingles), tiles and lay-in panels for ceilings, fibreboard, straw-board, sheathing and insulation, manufactured wholly or in part of vegetable fibres, n.o.p.; blotting paper, not printed nor illustrated:						
	Other than the following.....	13	9.9	9.9	35	Free	9.9
	on and after January 1, 1987		9.2	9.2	35	Free	9.2
19200-5	Tiles and lay-in panels, other than hardboard, for ceilings, n.o.p. ....	83	9.9	9.9	35	6.5	9.9
	on and after January 1, 1987		9.2	9.2	35	6	9.2
71100-1	All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited.....	4	11.1	11.1	25	7	11.1
	on and after January 1, 1987		10.2	10.2	25	6.5	10.2

N.O.P. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

COUNTRY WHICH BENEFITS FROM THE MOST FAVOURED NATION TARIFF TREATMENT:  
THE UNITED STATES.

CANADIAN AND FOREIGN TARIFFS

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) 996-6595

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

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**  
C. P. 247  
Tour de la Bourse  
800, Place Victoria, Bureau 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  
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

