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IMPORT ANALYSIS

Market Research Support

FRACTIONAL AC MOTORS 1/30 HP AND UNDER

JUNE 1986

Pub. No.: 87011-RR October 1987



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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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
Surface Transportation and Machinery
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

FRACTIONAL AC MOTORS 1/30 HP AND UNDER

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 fractional AC Motors 1/30 HP and under is based on a detailed examination of Revenue Canada Customs import documents for the month of June 1986. Products assigned to Canadian International Trade Classification (C.I.T.C.) import commodity code 503-66-20 Motors, Electric AC 1/3 HP and under were analysed.

The fractional motors included in this analysis are typically used in fans, appliances, timers, etc.

II. ANALYSIS OF IMPORTS

Imports of fractional AC motors 1/30 HP and under, as reported on documents for the month of June 1986, amounted to \$1.2 million.

Seventy thousand motors (38 per cent) had a unit price of under \$5.00, and another hundred thousand (55 per cent) were in the \$5.20 to \$10.00 range. These two groups accounted for 83 per cent of the total value. In the main unit price range, those in the range of 5.91 to 6.00 dollars were the most significant with a quantity of 39 000 units valued at \$233 132. Appendix A provides further details on motors by unit price range.

SUMMARY OF IMPORTS - BY UNIT PRICE RANGE

<u>Unit Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>% of Quantity</u>	<u>Value</u> (<u>\$</u>)	<u>% of Value</u>
1.87 to 4.97	69 372	38	285 240	25
5.20 to 10.00	100 264	55	672 789	58
10.10 to 14.71	5 028	3	61 056	5
15.07 to 20.00	2 549	1	42 917	4
20.25 to 25.00	3 035	2	69 783	6
25.55 to 30.50	727	*	20 594	2
32.88 to 40.81	204	*	7 545	*
48.00 to 124.10	<u>21</u>	<u>*</u>	<u>1 820</u>	<u>*</u>
Total	181 200	100	1 161 744	100

* Percentage figure is less than one per cent

Due to the lack of information on the documents analysed, imports worth \$773 000 (or 67 per cent of the total value analysed) were identified only as 1/30 HP and under, but could not be broken down further as to size. The 1/65 and 1/60 HP motors were the most prominent identified sizes, with 36 482 units valued at \$204 426.

SUMMARY OF IMPORTS - BY HORSEPOWER (HP)

<u>HP*</u>	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)
1/400, 1/375 and 1/350	11 393	44 895
1/300, 1/250 and 1/200	704	16 465
1/165, 1/150, 1/125 and 1/124	64	1 010
1/100	3 696	44 274
1/85, 1/83 and 1/80	814	13 314
1/75 and 1/70	448	4 622
1/65 and 1/60	36 482	204 426
1/55 and 1/50	246	5 926
1/47, 1/46 and 1/40	1 778	24 833
1/35 and 1/30	1 405	28 897
Horsepower not reported	<u>124 170</u>	<u>773 082</u>
Total	181 200	1 161 744

* Aggregated for reasons of confidentiality

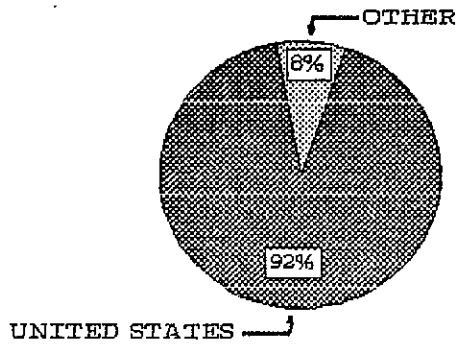
As shown on the next page and further detailed in Appendix B, the majority of motors of individual power units also tended to be in the 1 to 10 dollars price range.

SUMMARY OF IMPORTS - BY PRICE RANGE AND BY HP RANGE

<u>PRICE RANGE</u> (<u>\$</u>)	<u>HP RANGE</u> <u>1/400 to 1/100</u>		<u>HP RANGE</u> <u>1/85 to 1/30</u>		<u>HORSEPOWER NOT REPORTED</u>		<u>TOTAL</u>	
	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)
1.87 to 4.97) 5.20 to 10.00)	11 978*	50 155*	13 539 23 929	57 266 156 066	44 646 75 544	185 512 509 030)) 169 636*	958 029*
10.10 to 14.71	2 656	30 225	991	12 805	1 381	18 026	5 028	61 056
15.07 to 20.00	475	8 385	1 749	29 313	325	5 219	2 549	42 917
20.25 to 25.00) 25.55 to 30.50) 32.88 to 40.81	748*	17 879*	551 191 202	12 245 5 031 7 472	1 738)) 536*	39 729)) 15 575*))) 3 966*	97 922*
48.00 to 124.10	-	-	21	1 820	-	-	21	1 820
Total	15 857	106 644	41 173	282 018	124 170	773 082	181 200	1 161 744

* Aggregated for reasons of confidentiality

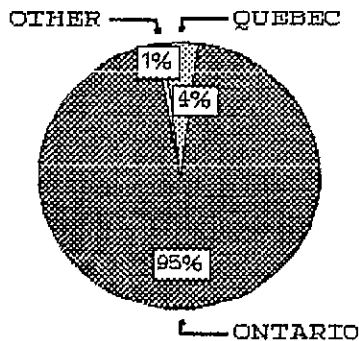
COUNTRY OF ORIGIN



100% = \$1.2 MILLION

The United States was the dominant source of imports of fractional AC motors 1/30 HP and under, during the month of June, 1986, accounting for 92 per cent of the total import value. Other countries exporting to Canada include the following in order of value: Federal Republic of Germany, the United Kingdom, Singapore and Japan. A detailed list of major foreign exporters to Canada, in descending order of value, is shown in Appendix D.

PROVINCE OF CONSIGNEE



100% = \$1.2 MILLION

Ontario was the major province of consignee, accounting for 95 per cent of the total import value. Québec accounted for 4 per cent. Imports to consignees in other provinces, (Manitoba, Saskatchewan and British Columbia) totalled 1 per cent.

IMPORT MARKET CONCENTRATION

<u>Consignees</u> (By Value)	<u>Cumulative</u> <u>Value</u> (<u>\$</u>)	<u>% of</u> <u>Total Value</u>
Top 3 Consignees	459 434	40
Top 6 Consignees	746 071	64
Top 12 Consignees	1 024 414	88
All Consignees (44)	1 161 744	100

"Top Consignees" are the largest consignees of fractional AC motors 1/30 HP and under.

There were at least 44 known consignees of fractional AC motors 1/30 HP and under during the month of June 1986. Five had imports of at least \$100 000 each during that period. The top 12 consignees accounted for more than \$1 million or 88 per cent of the total import value. All of these 12 consignees were located in Ontario. Appendix C lists all consignees.

III. CANADIAN PRODUCTION

According to industry sources, fractional AC motors 1/30 and under as described in this report are made in Canada. However, for reasons of confidentiality, data on production or shipments by Canadian manufacturers are not available.

APPENDIX A

IMPORTS OF FRACTIONAL AC MOTORS 1/30 HP AND UNDER - BY UNIT PRICE RANGE

<u>UNIT PRICE RANGE</u> (<u>\$</u>)	<u>QUANTITY</u> (<u>No.</u>)	<u>VALUE</u> (<u>\$</u>)
1.87 to 3.09	2 428	7 078
3.31 to 3.73	6 972	25 202
3.79 to 3.98	29 500	115 256
4.03 to 4.42	18 161	77 928
4.60 to 4.97	12 311	59 776
5.20 to 5.90	9 971	57 976
5.91 to 6.00	39 000	233 132
6.14 to 6.70	18 012	113 366
7.01 to 7.50	11 547	81 419
7.58 to 8.00	3 317	25 399
8.02 to 8.72	14 533	123 933
9.38 to 10.00	3 884	37 564
10.10 to 11.00	2 534	27 306
11.20 to 12.00	486	5 621
12.17 to 13.00	98	1 238
13.03 to 14.00	1 255	17 352
14.19 to 14.71	655	9 539
15.07 to 16.00	642	9 969
16.05 to 17.00	768	12 467
17.22 to 18.00	479	8 464
18.08 to 18.92	639	11 602
19.33 to 20.00	21	415
20.25 to 21.00	110	2 262
21.28 to 21.90	330	7 136
22.04 to 23.00	629	13 887
23.03 to 23.79	1 418	32 953
24.33 to 25.00	548	13 545
25.55 to 28.88	182	4 743
29.06 to 30.50	545	15 851
32.88 to 36.00	134	4 728
36.50 to 40.81	70	2 817
48.00 to 124.10	21	1 820
TOTAL	181 200	1 161 744

IMPORTS OF FRACTIONAL AC MOTORS 1/30 HP AND UNDER - BY HORSEPOWER AND UNIT PRICE RANGE

<u>HP*</u>	<u>UNIT PRICE RANGE*</u> (<u>\$</u>)	<u>QUANTITY</u> (<u>No.</u>)	<u>VALUE</u> (<u>\$</u>)	<u>AVERAGE</u> <u>UNIT PRICE</u> (<u>\$</u>)
1/400, 1/375 and 1/350	3.73 to 13.86	<u>11 393</u>	<u>44 895</u>	3.94
1/300, 1/250 and 1/200	12.75 to 20.00 21.00 to 24.84	57 <u>647</u>	839 <u>15 626</u>	
Sub-Total		704	16 465	23.39
1/165, 1/150, 1/125 and 1/124	12.17 to 14.71 16.29 to 30.50	40 <u>24</u>	570 <u>440</u>	
Sub-Total		64	1 010	15.78
1/100	6.70 to 22.14	<u>3 696</u>	<u>44 274</u>	11.98
1/85, 1/83 and 1/80	12.38 to 15.94 16.08 to 25.00	88 <u>726</u>	1 210 <u>12 104</u>	
Sub-Total		814	13 314	16.36
1/75 and 1/70	9.38 to 12.56 13.17 to 16.50	399 <u>49</u>	3 898 <u>724</u>	
Sub-Total		448	4 622	10.32
1/65 and 1/60	3.31 to 7.71 9.40 to 28.00	35 917 <u>565</u>	198 934 <u>5 492</u>	
Sub-Total		36 482	204 426	5.60
1/55 and 1/50	14.19 to 22.28 23.00 to 68.50	75 <u>171</u>	1 435 <u>4 491</u>	
Sub-Total		246	5 926	24.09

IMPORTS OF FRACTIONAL AC MOTORS 1/30 HP AND UNDER -

BY HORSEPOWER AND UNIT PRICE RANGE (CONT'D)

<u>HP*</u>	<u>UNIT PRICE RANGE*</u> (\$)	<u>QUANTITY</u> (No.)	<u>VALUE</u> (\$)	<u>AVERAGE</u> <u>UNIT PRICE</u> (\$)
1/47, 1/46 and 1/40	2.49 to 10.49	1 001	9 537	
	14.62 to 18.08	546	8 221	
	21.75 to 40.45	<u>231</u>	<u>7 075</u>	
Sub-Total		1 778	24 833	13.97
1/35 and 1/30	15.17 to 16.00	312	4 751	
	16.05 to 18.00	64	1 037	
	18.15 to 21.00	598	10 889	
	21.78 to 28.88	330	7 529	
	29.17 to 124.10	101	4 691	
Sub-Total		1 405	28 897	20.57
Horsepower not reported	1.87 to 3.98	26 709	102 543	
	4.12 to 6.14	64 457	360 880	
	7.01 to 10.00	29 024	231 119	
	10.10 to 13.00	543	6 278	
	13.96 to 16.29	1 145	16 615	
	18.50 to 36.50	2 292	55 647	
Sub-Total		124 170	773 082	6.23
TOTAL		181 200	1 161 744	

* Aggregated for reasons of confidentiality

CANADIAN IMPORTERS

Importers of fractional AC motors 1/30 HP and under during the month of 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>
Air King Ltd.	Brampton, Ont.
Allegretti Manufacturing Co.	Tilbury, Ont.
Amre Supply Co.	Vancouver, B.C.
Brevel Motors of Canada Ltd.	Scarborough, Ont.
Caframo Ltd.	Warton, Ont.
Caltic Scientific Ltd.	Edmonton, Alta.
Camco Inc.	Hamilton, Ont.
	Orangeville, Ont.
Canadian General Electric Co. Ltd.	Peterborough, Ont.
Coleco Canada Ltd.	Montréal, Qué.
Conservation Energy Systems Inc.	Saskatoon, Sask.
Del's Electric Motor Supply Ltd.	Winnipeg, Man.
Delta Enterprises (Sarnia) Ltd.	Sarnia, Ont.
Electric Motor Service Co.	Toronto, Ont.
Emerson Electric Canada Ltd., Emerson Motor Division	Napanee, Ont.
Erie Manufacturing Co. (Canada) Ltd.	Stouffville, Ont.
Euroclean Canada Inc.	Cambridge, Ont.
Franklin Electric of Canada Ltd.	Strathroy, Ont.
General Refrigeration, Div. of Intermetco Ltd.	Mississauga, Ont.
Graham Dewar & Associates Ltd.	Ottawa, Ont.
Hickey Appliance Parts Ltd.	London, Ont.
Hobart Bros of Canada Ltd.	Owen Sound, Ont.
	Woodstock, Ont.
Honeywell Ltd.	Scarborough, Ont.
Hupp Canada, Div. of W C I Manufacturing Ltd.	L'Assomption, Qué.
Husmann Store Equipment Limited	Brantford, Ont.
Industrial Electric Motor Ltd.	Lachine, Qué.
Inglis Ltd.	Mississauga, Ont.
Keeprite Inc.	Brantford, Ont.
Merse Motor Electric Ltd.	Thunder Bay, Ont.
Mitsubishi Electric Sales Canada, Inc.	Markham, Ont.
National Cash Register Canada Ltd.	Waterloo, Ont.
Nortron Industries Ltd.	Mississauga, Ont.
Otis Canada Inc.	Hamilton, Ont.
Pall (Canada) Ltd.	Brockville, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Prestcold Ltd.	St-Laurent, Qué.
Producto Systems Inc.	Montréal, Qué.
R & R Motors and Parts, Inc.	St-Laurent, Qué.
Regal Controls Ltd.	Vancouver, B.C.
Reliable Parts Ltd.	Vancouver, B.C.
Resco Equipment Div. (D.E.M. Controls of Canada Ltd.)	Guelph, Ont.
Steveco Products S M S Ltd.	Agincourt, Ont.
T R E Incorporated	Welland, Ont.
Universal Electric Motors Inc.	St-Laurent, Qué.
Vending International Ltd.	Ville Lemoyne, Qué.
Westinghouse Canada Inc.	St-Jean, Qué.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of fractional AC motors 1/30 HP and under, with total shipments of \$10 000 and over, are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 93 per cent of the total analysed value of \$1 161 744.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
Hansen Manufacturing Co. Inc.	Princeton, IN	United States	493
G S Electric	Carlisle, PA	United States	} 169*
	Hudson, WI	United States	
Uppco Manufacturing Co.	Chicago, IL	United States	124
Arkansas General Industries Heidolph Elektro GmbH & Co. Inc.	Bald Knob, AR	United States	} 148*
		Fed. Rep. of Germany	
Brevel Motors Bristol Saybrook Co., Div. Pratt Read Corp. Universal Electric Ltd.	Carlstadt, NJ	United States	} 71*
		United States	
	Old Saybrook, CT	United States	
		Gainsborough	
E C M International Corp. Coleman OEM, Inc. Hamilton Standard Controls	Schaumburg, IL	United States	} 56*
	Crystal Lake, IL	United States	
	Logansport, IN	United States	
Kanematsu-Gosho (USA) Inc. Fasco Industries Inc.	Somerset, NJ	United States	} 23*
		Eldon, MO	
	Cassville, MO	United States	

* Aggregated to preserve confidentiality

CANADIAN MANUFACTURERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the federal Department of Regional Industrial Expansion (DRIE); and b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all manufacturers of the products in question, as companies must themselves register in BOSS, or, for the Canadian Trade Index. In both cases, information of Canadian products manufactured is as supplied by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity codes.

503-66-20 Motors, Electric, AC 1/3 HP and Under

<u>Name</u>	<u>Address</u>
Argord Industries Central Ltd.	Toronto, Ont.
Brevel Motors of Canada Ltd.	Scarborough, Ont.
Canadian General Electric Company Ltd.	Toronto, Ont.
Electrohome Ltd.	Kitchener, Ont.
Etatech Industries Incorporated	Brantford, Ont.
Les Moteurs P M Inc.	Shawinigan, Qué.
Moteurs Leroy-Somer Canada Ltée	Granby, Qué.
Ramsay Machine Works Limited	Victoria, B.C.
Seabreeze Electric Corporation	Toronto, Ont.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Telephone: (613) 954-5031
Telex: 053-4123

CANADIAN MANUFACTURERS (CONT'D)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Motors, Electric, AC, DC, Induction and Synchronous and Motors Fan
(Not Necessarily Fractional AC Motors 1/30 HP and Under)

<u>Name</u>	<u>Address</u>
Ainsworth Electric Co. Ltd.	Toronto, Ont.
Argord Industries Central Limited	Toronto, Ont.
Astro Electric Motors Limited	Sault Ste-Marie, Ont.
Automatic Armature Service Ltd.	Scarborough, Ont.
* Beel Electronics Inc.	St-Laurent, Qué.
Bennett & Emmott Limited	Edmonton, Alta.
* Brevel Motors of Canada Ltd.	Scarborough, Ont.
Canadian General Electric Company Ltd.	Toronto, Ont.
* E-Mark Electric Equipment Company Limited	Malton, Ont.
E M S Service de Moteur Electrique -(1960) Inc.	Rosemont, Qué.
* Electrohome Limited	Kitchener, Ont.
Electrolux Canada, a Div. of Sara Lee Corporation of Canada Ltd.	Willowdale, Ont.
Emerson Electric Canada Limited, Emerson Motor Div.	Markham, Ont.
* Emhart Canada Limited, Mallory Components Division	Woodstock, Ont.
Emsco Limited	Belleville, Ont.
* Etatech Industries Inc.	Brantford, Ont.
* Franklin Electric of Canada Ltd.	Strathroy, Ont.
* Leeson Electric (Canada) Ltd.	Mississauga, Ont.
Leroy-Somer Canada Limited	Granby, Qué.

* Indicates firms engaged in export trade

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
One Yonge Street
Toronto, Ontario
M5E 1J9
Telephone: (416) 363-7261
Telex: 065-24693

CANADIAN AND FOREIGN TARIFFS

Fractional AC motors 1/30 HP and under included in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	Tariff Treatment					
		British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential 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:	1986	2.5	9.9	35.0	2.5	9.2
		on and after January 1, 1987	2.5	9.2	35.0	2.5	9.2
44516-01	Electric motors, and complete parts thereof, n.o.p.:	1986	10.0	10.0	37.5	6.5	10.0
		on and after January 1, 1987	9.3	9.3	37.5	6.0	9.3

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Japan, Federal Republic of Germany, and the United States

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment* or British Preferential System tariff treatment: Singapore

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

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

CANADIAN AND FOREIGN TARIFFS (CONT'D)

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) 954-6993

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 OR 1-800-267-8376

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
4th Floor
Dominion Public Building
1 Front Street West
Toronto, Ontario
M5J 1A4
Tel: (416) 973-5000

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

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P.O. Box 49178
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1101 - 1055 Dunsmuir Street
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Tel: (403) 920-8571

