

Emerson Electric Canada Ltd.

Export Contact:

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Products

AIR POLLUTION CONTROL
WATER & WASTEWATER

Analyzers, Gases
Analyzers, Liquids
Control Valves
Electric Motor Drive Systems
Flowmeters
Instrumentation Systems

Monitors: Air
Gases
Pipes, Valves, Fittings
Pump Parts
Sensors
Valves, Air

Company/Product

Emerson is a Canadian manufacturer of a wide range of electrical, electronic, and mechanical products for the resource and process industry markets. The company was founded in 1957 as a manufacturer of heating controls. Over the past 35 years, Emerson has expanded to include 20 Canadian divisions with sales in 1992 of 350 million dollars. Today, the company has 10 manufacturing locations in Canada and over 2000 employees.

Emerson's Canadian manufacturing plants produce global products supported by world-class technology. Emerson's Industrial products are engineered for superior performance under severe operating conditions in environmental applications. These products include: electrical hardware for hazardous and nonhazardous locations, solenoid valves, bearings, and power transmission components, control valves, process management information systems, process instrumentation, electric motors and drives, and specialized flow control valves. Emerson's commitment to total product quality is reflected in its marketplace leadership as an ISO 9000 supplier.

Current Geographic Marketing Activities

Emerson's broad range of products can meet the needs of a diverse and demanding customer base. Emerson Canada has traditionally focused on the Canadian marketplace and has over 3000 Canadian customers but is very interested in expanding beyond the Canadian border.

Contact Sought

With its export development thrust into the environmental sector, Emerson Canada would like to develop contacts with the following groups:

1. Canadian consultants on foreign projects;
2. Canadian environmental OEM's which are exporting;
3. Host government or investors requiring Canadian goods;
4. Projects sponsored by Canadian government agencies, e.g. CIDA; and
5. IFI funded projects, e.g. World Bank, Asian Development Bank.