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**Directory of Canadian Exporters of
Garage, Service Centre and
Bodyshop Equipment**

Sectoral Liaison Secretariat

Department of Foreign Affairs and International Trade
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December 1993

SECTORAL LIAISON SECRETARIAT (TOS)

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FOREWORD

This is the Second Edition of our Directory of Canadian Exporters of Garage, Service Centre and Bodyshop Equipment which was announced in the current departmental Global Automotive Aftermarket Strategy.

It covers all Canadian made automotive equipment normally used in garages, service centres and bodyshops to maintain, service and repair automotive vehicles. The equipment is available for export from the firms listed.

The opportunity to be included in this directory was offered to all Canadian manufacturers of Garage, Service Centre and Bodyshop Equipment known to us.

In order to make sure that the company presentations in this Directory would reflect the spirit of the individual approach to export marketing each manufacturer was asked to write its own.

By their maintaining, servicing and repairing some 45 different makes of automotive vehicles of various sizes, weights and types under different climatic conditions, Canadians have over time developed Garage, Service Centre and Bodyshop Equipment that will satisfy clients anywhere in the global marketplace.

Advanced Metaltech Manufacturing Corp.

Address: 194 Speedvale Avenue W.
Guelph, ON
N1H 1C3

Phone: 519-824-7653
Fax: 519-822-9485

Export Contact: Mr. George Lowry, Production Manager

Marketing Profile

Advanced Metaltech Manufacturing has a history that dates back to 1953. The company has a proven track record for providing quality C.N.C. Metal Fabrications (light gauge 1/2" plate), and C.N.C. machines. The company manufactures other companies' product lines under license.

Within their plant they have 40,000 square feet and a staff of 40 people. The company also has 3D CAD capabilities.

The company's primarily markets are Canada and the U.S.A. Many of its products are also shipped around the world.

Currently Advanced Metaltech Manufacturing Corp. has language capability in English and Italian.

Products/Services Available for Export:

Tire Changers
Oil Filter Crushers
Waste Oil Burning Furnaces
Self-Driven Floor Cleaning Units

Associated Industrial Brush Co. Limited

Address: 170 Highway 7 West
Unit 13
Brampton, ON
L7A 1A1

Phone: 416-451-8777
Fax: 416-451-8899

Export Contact: Mr. G. Ed Langlois, President

Marketing Profile

Associated Industrial Brush was founded in 1982 and has been servicing the O.E.M. and replacement brush market for automatic vehicle washing equipment in the fields of Public Transit (Bus/Train) and automatic car washes.

The company began exporting brushes to U.S. clients in 1987 and over 4 years its export sales have increased 100 percent per annum. A regional sales office was opened in the Northeastern United States in 1990 which has helped the firm's penetration south of the border.

In order to obtain broader coverage, especially in the Mid-West U.S., distributorship enquiries are welcome. Firms in Mexico with any automatic vehicle washing background/experience are also invited to inquire.

In order to achieve and service the rapidly growing demand for its Vehicle Washing Brushes emanating from the US markets a manufacturing operation has been set-up in the Northeastern United States and is seeking out new markets in which to expand.

Products/Services Available for Export:

Brushes, mechanical, for automatic vehicle washing equipment

Belco Controls Inc.

Address: 104-438 Victoria Avenue East
Regina, SASK
S4N-0N7

Phone: 306-525-1066
Fax: 306-352-0622

Export Contact: Mr. Darrell Baker, Export Manager

Marketing Profile

Belco Controls Inc. produces a Refrigerant Recovery and Recycling unit with a unique filter system that removes water, oil and acids from the refrigerant as the refrigerant is removed from an air conditioning or refrigeration unit.

The unit's features include: the unit's compressor is protected from contamination and damage that would result from unfiltered refrigerant flowing through it; the recovered refrigerant is ready for re-use without further filtering; the machine is easily portable by one person (30 Kg), reliable, and simple to use.

The machine has undergone extensive testing by the Underwriters Laboratories (UL) of Northbrook, Illinois, and has met the requirements of UL 1963 Standard and SAE J1991 specifications. As well, it has Canadian Standards Association (CSA) approval. This means that the recovery units can be used to evacuate air conditioners and refrigeration units under repair without jeopardizing warranty requirements. The Refrigerant Recovery and Recycle unit was designed and engineered in Canada. This enables the company to achieve a 75% Canadian content in its product.

Approximately 25% of the company's sales are made to the United States; they market through a network of 10 distributors in the U.S. The balance of its sales (75%) is made to Canadian distributors. With environmental preservation and protection fast becoming a global concern, demand for Refrigerant Recovery and Recycling units is quickly growing throughout the world wherever air conditioning or refrigeration is used. While Belco Controls is interested in pursuing and developing sales worldwide, its immediate challenge is to further develop its North American market. Afterwards it plans to develop its European, South American and Asian markets.

Products/Services Available for Export:

Refrigerant Recovery and Recycling Units

Binks Manufacturing Co. Of Canada Limited

Address: 14 Vansco Road
Toronto, ON
M8Z 5J5

Phone: 416-252-5181
Fax: 416-252-3618

Export Contact: Mr. Ray Pineau, National Marketing Manager

Marketing Profile

For over 100 years, Binks has been a major supplier of professional spray painting equipment and spray booths for automobiles, trucks, buses, appliances, furniture, boats and aircraft. Binks is a worldwide leader in the design and manufacture of refinishing equipment and today, the industry's most advanced and complete line of spray equipment is available from Binks Manufacturing Company.

Some of Binks products and systems include: over 50 different kinds of spray guns, cross-draft and down-draft spray booths, electrostatic application equipment, plural component systems and complete industrial finishing systems.

A continuous research program, focused on product improvement and development of new equipment to meet changing technology, is conducted at both Binks Research and Development Corporations in Boulder, Colorado and Franklin Park, Illinois. The company's Canadian head office and plant is located in Toronto, Ontario with branch office and warehouse facilities in Vancouver, British Columbia; Edmonton, Alberta; and Montreal, Quebec.

All of Binks Manufacturing Company's products are available for export.

Language capabilities include: English, French, Dutch, Indian and Spanish.

Products/Services Available for Export:

Painting and Finishing Equipment

C.C. Car Caddie Limited

Address: P.O. Box 790
Salmo, B.C.
V0G 1Z0

Phone: 604-357-2289
Fax: 604-357-2578

Export Contact: Mr. Theo Schaal, President

Marketing Profile

The concept of the Car Caddie is to mount a vehicle either by bolting the apparatus to the wheel studs or bolting it to the pinch weld. This allows the vehicle to rotate on its own axis giving you approximately three to three and a half feet of space from the floor to the sill of the vehicle.

The Car Caddie is used in bodyshops and for restoration. It speeds up all aspects of repairs from body-work to prep and paint. It also increases employee productivity and performance.

Car Caddie Jr. is a dolly which can be driven or pushed onto a wrecker. No jacking is required. It is especially beneficial for moving disabled vehicles through your shop.

With an Optional Lifting Adapter Kit you allow the Car Caddie Jr. to be utilized when your vehicle has suspension damage.

Their units are presently being sold in North America. They are actively pursuing markets in all of Europe.

Products/Services Available for Export:

Car Caddie
Car Caddie Jr.

Canablast Industries Inc.

Address: 8111 Edison
Ville d'Anjou, QUE
H1J 1S9

Phone: 514-351-0340
Fax: 514-354-6516

Export Contact: Mr. Lionel Delarue, President

Marketing Profile

Canablast Industries is a Canadian manufacturer and has been in business for 10 years in Ville d'Anjou Quebec. Canablast specializes in the design and manufacturing of sand blasting equipment and dust recovery units.

Canablast's products are sold across Canada by a network of specialized distributors. The Montreal market is covered directly by the company's factory representatives.

Canablast Industries Inc. manufacture to customer specifications and also produce a standard line of products and equipment.

A certain category of Canablast's equipment is sold to the automotive market, especially to bodyshops and rebuilders, through organizations such as UAP, Uniselect, etc.

Canablast portable sand blasters are used to clean and repair the surfaces of used and reconditioned automobiles before painting. They have a federal charter and employ about 20 full-time staff.

Products/Services Available for Export:

Sandblast Cleaning Equipment

Centaur Manufacturing Co. Limited

Address: 57 Newkirk Road
Richmond Hill, ON
L4C 3G4

Phone: 416-884-6474

Fax: -

Export Contact: Mr. H. Donald Hamilton P. Eng., General Manager

Marketing Profile

For many years the automotive service industry has had available to it an array of equipment which has been of some help in setting engines to factory specifications. However, many times after the engine is turned to factory specs problems still exist. Seemingly little things, that have no relation to the factory specs, can upset the more demanding, critical and higher performance engines encountered in today's market.

Such problems as high speed misses, poor starting, rough idle, intermittent performance, etc. have resulted in a new approach to problem solving which is fast, accurate, and still requires only a minimum of instruction to the user of such test equipment. This requirement is met with the Centaur Ignition Analyzer which is a dynamic instrument being able to show a multitude of faults under a load condition which shows the circuit under test as a "Go or No Go" situation directly on the meter. As the same time changes in engine RPM or even dwell angle can be seen under load conditions.

This instrument is perhaps unique in that it does not require batteries or external power but derives activation from the engine under test (normally the 12v DC source). It is designed to pin-point problems in electrical circuits, whether in the primary (12v Ignition, battery connections, etc.) or the secondary high voltage (lead wire-coil, distributor and/or spark plugs).

While they do not see a market in the North American automotive sector it has been well received in the industrial market for industrial engines, fork lift trucks, for example. However, they have sold many of these instruments in markets outside of North America for both automotive and industrial applications. Beside the Tach/Dwell feature this instrument offers the condition of the primary and secondary circuits, and finally a load test of the engine itself while operating.

Products/Services Available for Export:
Diagnostic Ignition Analyzer

D.R. Chips Windshield Canada Limited

Address: 7500 Clark Crescent
Lantzville, B.C.
V0R 2H0

Phone: 604-390-2457
Fax: 604-390-4541

Export Contact: Mr. Roy Darling, Export Contact

Marketing Profile

This service is used by many independent mobile service windshield repair technicians. This is an ideal "home based" business for service oriented people. The repair kit comes with a complete comprehensive video training manual. This repair service is supported by the auto insurance industry in many countries around the world. One major Canadian auto glass company does approximately 45,000 repairs annually using the D.R. Chips system. It is an ideal home-based business, for early retirees.

Products/Services Available for Export:

Windshield Repair Kit

DeVilbiss Air Compressor Products

Address: 50 Wood Street
P.O. Box 5800
Barrie, ON
L4M 6K3

Phone: 705-728-5657
Fax: 705-739-5971

Export Contact: Mr. Fred Mink, Sales Manager

Marketing Profile

Air compressors have found a wide variety of uses in supporting the automotive market operating various tools and equipment as well as supporting spray painting equipment in automotive finishing operations. DeVilbiss has been manufacturing heavy air duty compressors for over 80 years and has achieved a reputation for reliability and service in the automotive after market, industry and pneumatic control markets.

Their products consist of air cooled reciprocating air compressors ranging from 1/4 hp to 40 hp operating at pressures up to 350 psi. They incorporate many unique design features that have made them the number one choice for the automotive after market. These include low pressure, oil-pickup ring lubrication, individually tested and easily serviceable valve assemblies made of corrosion resistant brass alloy, and honing and piston ring technology that ensures the lowest possible oil carryover for excellent air quality.

They are currently supplying compressor pumps and outfits to the United States and France.

Products/Services Available for Export:

Air Cooled Reciprocal Air Compressors

Dominion Sure Seal Limited

Address: 5496 Gorvan Drive
Mississauga, ON
L4W 3E8

Phone: 416-625-7900
Fax: 416-625-4021

Export Contact: Mr. Ron Morton, President and CEO

Marketing Profile

Celebrating its 20th year, Dominion Sure Seal Limited is a market leader for automotive adhesives, sealants, protective coatings and plastic repair products. The company manufactures and sells these products worldwide to the autobody repair facility, and to the O.E.M., through a worldwide network of licensed Distributors.

Dominion Sure Seal has a solid reputation with many auto-makers worldwide, including General Motors, Ford, Chrysler, and Volkswagen, and is called upon repeatedly as a supplier and provider of technical support.

The use of plastics in the automotive industry has more than doubled during the past six years. Dominion Sure Seal's "Plastic Surgery System" for the repair of these plastics has become the recognized leader worldwide among key plastic and vehicle manufacturers, as well as among distributors to the autobody repair industry.

Currently, Dominion Sure Seal which distributes worldwide, and operates out of offices in the U.S.A., France, and Japan is looking to expand its licensed distributor network, and is exploring new market opportunities for its product offering.

Products/Services Available for Export:

Sealants/Adhesives/Epoxies application equipment
Anti-Corrosion Equipment
Spray Equipment

Dover Corporation (Canada) Limited, Rotary Lift Division

Address: 130 Bridgeland Avenue
Suite 210
Toronto, ON
M6A 1Z4

Phone: 416-256-4100
Fax: 416-256-3924

Export Contact: Mr. R.B. Bawden, President

Marketing Profile

Dover Corporation (Canada) Limited, Rotary Lift Division was founded in 1921 in Chatham, Ontario. The company is the North American leader in the automotive, truck and the transit lift industry.

The Chatham plant produces a complete line of in-ground and surface lifts. Rotary Lift provides customers with computer-aided-design (CAD) facility planning service to assist owners in dividing their work space into the most efficient layout. Rotary Lift has also taken the industry lead in tackling the most pressing problem of the decade and the next century -- the environment.

Rotary Lift has introduced an environmentally safe biodegradable hydraulic fluid RL1190 which was developed from a vegetable oil base and has qualities equal or superior to the common petroleum-based hydraulic fluid.

The Rotary Lift experience provides technical design, installation, and sales and service for all its manufactured lifts.

Products/Services Available for Export:

Automotive In-Ground and Surface Lifts

Drolic International Inc.

Address: C.P. 145
St-Hubert, QUE
J3Y 5S9

Phone: 514-466-9636
Fax: 514-466-0772

Export Contact: M. Ronald Côté

Marketing Profile

Drolic International is presently manufacturing three models of collision repair systems for automotive and light truck chassis at its plant in St-Hubert, Quebec. This equipment is designed for bodyshops and automotive dealers with body repair services. The products are generally distributed by companies specializing in the sale of bodyshop equipment. They have a 95% Canadian content.

Drolic would like to be selling its products worldwide but its priority markets are the United States and Asia (Japan and China). Any advice concerning agents and distributors in these markets is welcome. The company would be willing to sign agreements with European companies desiring to expand its product ranges.

Products/Services Available for Export:

Collision Repair Systems for Automotive and Light Truck Chassis

Eagle Precision Technologies Inc.

Address: 565 West Street
P.O. Box 786
Brantford, ON
N3T 5R7

Phone: 519-756-5223

Fax: 519-756-9062

Export Contact: Mr. Vincent Harold, Vice President/Sales Manager

Marketing Profile

Eagle Precision Technologies Inc. was established as Eagle Precision Tool Limited in 1958, with its roots in the precision tool making industry. Eagle has retained its toolmaking skills while specializing in the design and manufacture of tube and forming machinery, tube bending machinery and machinery to produce exhaust silencers (mufflers), catalytic converters, exhaust pipes, resonators, tubular manifolds, struts and shock absorbers.

While Eagle's main customer base has been automotive and automotive parts manufacturers, its products also have tubular applications in non-automotive industries such as aircraft and furniture. Eagle is a totally integrated manufacturer with its own design, fabrication, machining, assembly and testing facilities located in 75,000 square feet in two factories in Brantford, Ontario. They currently employ 155 people in Brantford largely consisting of design engineers, machinists, toolmakers and electricians.

Eagle's largest market is the U.S. automotive parts industry. However, its products are used by manufacturers in over 30 countries worldwide including Mexico, Sweden, Australia, Russia, and Japan. They have recently received the first contracts for equipment from the People's Republic of China and Tunisia.

Products/Services Available for Export:

Tube Ending Forming Equipment
Tube Bending Equipment
Silencer (Muffler) Manufacturing Equipment
Custom Designed Tube Manipulation Machinery

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Easy-Kleen Systems Limited

Address: R.R. 1
 Hatfield Point, N.B.,
 E0C 2A0

Phone: 506-485-2675
Fax: 506-485-2692

Export Contact: Mr. Brad Howland, Vice President

Marketing Profile

Easy-Kleen System is one of the leading manufacturers in Canada of industrial high pressure cleaning systems and equipment. In January 1992 the company celebrated its 10th anniversary. The company has shown progressive growth and has over 120 models in its line of pressure washers.

Easy-Kleen's majority of sales are mainly to food plants, transportation, fishing, mining and farming industries. Diversification is what has made the company successful, as it offers PTO units, on board systems, as well as an extensive line of custom design in plant systems. The company also carries an extensive line of industrial and automotive chemicals and associated accessories.

Easy-Kleen Systems is a Canadian owned company and offers high quality products and accessories at very competitive prices. The company takes pride in its work and provides after-sales service to its customers throughout Canada.

Easy-Kleen sells its high pressure equipment throughout Canada and some units have been distributed in the United States, mostly in the Northeastern states. Distributor locations expansion is a priority in Canada and abroad. The company is looking to expand more into the U.S. and overseas markets and explore the possibilities of finding strong potential dealer representation.

Products/Services Available for Export:

Pressure Washers	Chemical Dispensary Equipment (NM)
Sewer Flushers	Foaming Systems
Recirculating Parts Washers	Low and High Pressure Hose Reels
Waste Water Reclaim Systems	Car Wash Vending Equipment
Coin-Operated Car Washes	Truck and Car Wash Brushes
Touchless Car Washes	Filters and Strainers (Full Line) (NM)
Wet Sandblast Systems and Equipment	Liquid Filled Pressure Gauges (NM)
Tank and Drain Cleaning Equipment	

Econo-Serve Systems Limited

Address: 103-250 East 11 Street
North Vancouver, B.C.
V7L 2G8

Phone: 604-988-5409
Fax: 604-987-8162

Export Contact: Mr. John Stanger, President

Marketing Profile

Econo-Serve Systems was established in Canada three years ago. The company designed and now manufactures a unique windshield service centre used at service stations for the purpose of storing and dispensing materials used to clean glass and check oil levels. The Econo-Serve System is unique in its ability to dispense plastic gloves and either single sheets of paper towel or European style core-less rolls. The design is registered in Canada, the United Kingdom, the U.S.A. and Australia.

The company also designs and manufactures storage containers for waste and recyclable materials. Clients in Canada include most major oil companies. The company manufactures under licence in the U.K. and seeks licences in Australia and the U.S.A.

The company currently markets a windshield service centre dispenser for paper towels and protective gloves. It also markets matching containers for both garbage and recyclables. The company exports tooling and small injection moulded parts used to dispense various products.

The company has established a licensed manufacturer in the United Kingdom and is seeking to make similar arrangements in Australia and the U.S.A.

Products/Services Available for Export:

Dispensing Systems for Windshield Servicing
Waste and Recyclable Materials Storage Containers

Emcor Inc.

Address: Hwy 8 East
R.R. 4
Clinton, ON
NOM 1L0

Phone: 519-233-3418
Fax: 519-233-3474

Export Contact: Mr. James D. Coon, Export Contact

Marketing Profile

Emcor was incorporated in April 1990 to purchase the business assets of two companies: Epps Manufacturing Limited., Clinton, Ontario, incorporated in 1935, and MACM Holdings Inc., Mississauga, Ontario, incorporated in 1983. The company produces a complete line of high pressure washing equipment in its Clinton plant. This equipment is used on the automotive after market, industrial maintenance, agriculture, resource industries, construction industries, municipalities and wherever fast, labour efficient cleaning is required.

Sales are made through a Canada wide dealer network and on a direct-to-user basis.

Emcor's export focus has been on the Northern United States. Their equipment is competitive with U.S. and offshore manufacturers products in quality function and price.

Products/Services Available for Export:

Cold Pressure Washers - Electric Motor or Gasoline Engine Driven
Hot Pressure Washers - Oil or Natural Gas/Propane Fired
All Electric - Combination Steam Cleaner/Pressure Washers 2.0 - 4.0
Gallons per Minute - 1000-2500 PSI

F.A.E. Sales & Service Limited

Address: 6431 Arbroath Street
Burnaby, B.C.
V5E 1C3

Phone: 604-432-7998
Fax: 604-432-1134

Export Contact: Mr. Doug Bishop, Owner

Marketing Profile

Founded over twenty-five years ago, F.A.E. (Fluid Air Electric) Sales and Service Ltd., has become Canada's leading manufacturer of hot and cold pressure cleaning equipment.

The company's current line of pressure washers, WATER WACKER, range from the small 2.2 G.P.M. at 1000 P.S.I. unit, up to and including a 5 G.P.M. at 4000 P.S.I. machine. At present, the company has in excess of one hundred different models to choose from, including an all-new design that is built right into a building at the time of construction. F.A.E. also custom designs and builds units for special applications. Water Wacker hot units and separate heater units are either natural gas, propane, or diesel fired, and come with a variety of safety and gas approvals (i.e. CGA/CSA and CCEMA). These products are normally sold through distributors to the end-users. Water Wacker products are presently being operated throughout North America, from as far north as the Canadian Arctic to the Mexican/U.S. border and the Caribbean in the south. Its simple, uncomplicated designs, along with the use of high quality components have made Water Wacker one of the most durable units on today's market.

Products/Services Available for Export:

Hot and Cold Pressure Washers (Natural Gas, Propane and Oil Fired)

Ford Smith Machine Co. Limited

Address: 675 Arvin Avenue
Winona, ON
L0R 2L0

Phone: 416-643-1273
Fax: 416-643-3055

Export Contact: Mr. David Giglia, Vice-President

Marketing Profile

Ford-Smith was incorporated and started operations in 1918 designing, manufacturing and sales of custom machinery. Over the years product emphasis has changed to the point where they have been exclusively involved in the design, manufacture and sale of lifting equipment for the servicing of automobiles, trucks, city and highway buses, stretchers and subway since 1953.

Ford-Smith is an integrated manufacturer combining metal fabrication with machining, painting and assembly in a 55,000 square foot facility in Stoney Creek, Ontario.

The product line consists of in-ground and surface mounted hydraulic and pneumatic/hydraulic lifts. The in-ground units range from single post lifts, 8,000 lbs. capacity for automobiles, to six post lifts, 120,000 lbs. capacity for articulating buses and stretchers. The surface mounted units range from two post lifts, 7,000 lbs. capacity for automobiles, to six post lifts, 90,000 lbs. capacity for trucks.

Present exports are primarily to the U.S.A. with an increasing amount to Middle and Far East countries.

Products/Services Available for Export:

Lifting Equipment for the Servicing of Automobiles, Trucks, City and Highway Buses, Stretchers and Subway Cars.

Gray Tool Sales Limited

Address: 299 Orenda Road
Brampton, ON
L6T 1E8

Phone: 416-457-3014
Fax: 416-457-1050

Export Contact: Mr. Alan Bull, Director of Export

Marketing Profile

Gray Tool Company was founded in Canada in 1912. They are Canada's foremost manufacturer of a broad line of quality hand tools especially for the mechanical trades.

They currently distribute products from their headquarters in Brampton, Ontario and Cullman, Alabama, U.S.A.

Gray products have received wide recognition and acceptance from industry, the automotive trade and government agencies both in Canada and worldwide.

By owning two of the most efficient drop forge facilities in addition to their hand tool manufacturing plant they are able to control the entire manufacturing process.

Their experience in handling export business allows them to handle all requirements.

Products/Services Available for Export:

Hand Tools

H & S Autoshot Manufacturing Co. Limited

Address: 49 Mountainview Road North
Georgetown, ON
L7G 4J7

Phone: 416-873-1813
Fax: 416-873-2813

Export Contact: Mr. Bernie Schatti, President

Marketing Profile

H & S Autoshot was established in Canada 17 years ago. The company has developed and now manufactures two major product lines for the automotive repair industry.

The first is the complete line of Uni-Spotter stud welding equipment. By using a Uni-Spotter stud gun the bodyman can weld a stud to a car's exterior allowing sheet-metal damage to be pulled from the outside without disturbing internal liners and fixtures. Additional tips have been developed to allow the welding of mold rivets to attach external trim, and to shrink high spots and "oil can" damage.

The line is completed with a variety of pulling tools and custom accessories. Uni-Spotter guns are hand-held and lightweight. They can be produced in either 110 volt or 220 volt configurations. There a variety of kits available: from the 4500 Starter Kit to the 9000 Deluxe Kit.

Their kits are currently used throughout North America. Kit accessories and consumables are normally distributed through paint, body and equipment warehouses with technical support available from their factory experts. H & S Autoshot also manufactures a complete range of fluorescent and incandescent work-lights.

The fluorescent work-lights are unique in that they are the only ones produced without a ballast, or resistance wire in the plug or cable. High power state of the art circuitry eliminates the cumbersome ballast.

A complete range of lights and reels is available for distribution.

Products/Services Available for Export:

Uni-Spotter Stud Gun Kits and Accessories
Superlite Work-lights and Reels

H.R. Runciman & Co. Limited

Address: 5200 Dixie Road
Unit 46
Mississauga, ON
L4W 1E4

Phone: 416-625-7222
Fax: 416-625-3790

Export Contact: Mr. William J. Keane, President

Marketing Profile

H.R. Runciman Co. has been established for over twenty years manufacturing VENTAIR, which is a suction hose system for exhausting fumes from cars and trucks while the engine is running during service, and is available for in ground installation or above ground, both methods having a hose retracting feature.

The product has been used extensively for over twenty years in vocational school auto shops, new car and truck dealerships and Canadian Forces service garages to exhaust carbon monoxide and diesel fumes.

Health hazardous products and energy saving being so important today the concept of exhausting carbon monoxide fumes from the workplace right at the source (the engine exhaust) by means of a hose and piping connected to an exhaust fan, has become a necessary requirement not only in new garages but in older existing buildings too.

Ventair has a variety of exhaust units that can be set in a floor, hung from overhead or mounted on the wall at the repair bay. The system concept is very simple and practical.

Products/Services Available for Export:

Garage Ventilation Equipment

Henning Hansen Inc.

Address: P.O. Box 220
Pickering, ON, L1V 2R4

Phone: 416-839-7481,
Fax: 416-839-3686

Export Contact: Mr. Henning Hansen, President & General Manager

Marketing Profile

Henning Hansen Inc. was incorporated in Canada on January 4th, 1977. Their initial manufactured product, the Hansen Gauge Kit, is still being produced today. The four gauges are suspended by chains from the damaged automobile chassis to give fast and accurate assessment of alignment and to assure proper fit of new body panels. Their manufacturing facility in Pickering, Ontario is capable of meeting the exact needs of each individual customer.

Their most recently developed product, the Hansen Mig Arm CH7290, removes cables, hoses and the welding machine from the floor and places them conveniently overhead in an articulated support capable of servicing three work bays. This patented product provides Planetary Mig Welding dust extraction, smoke extraction, compressed air, electricity on an overhead arm capable of covering a maximum work area of 201 sq. meters or folding neatly against the wall for storage. The Hansen Vac Arm CH020 provides the same overhead access to two compressed air and vacuum outlets and is available with an optional electrical switch and a 110 volt outlet on an articulated arm assembly.

For a location where a wall or beam support for the arm is not available the Hansen Double Ceiling Drop CH0710 brings two air and vacuum outlets down to easy overhead access and is also available with an optional electrical package. The Hansen Air/Vac Hose Assembly CH0750 is available to connect tools to the double vacuum outlets of their products. The new 200 Amp Planetary Mig Welder HH2180 straightens wire.

Many options are offered for the standard product line and both specialized and standard Hansen Mig Arms and Vac Arms are in operation in Hawaii, Japan, Holland and throughout North America. The company is actively pursuing markets in Korea and Europe as well as in other applicable markets. Although English is the language of their business, they can communicate in Danish when needed. The company's main goal is to establish additional distribution centres to serve a larger market.

Products/Services Available for Export:

Hansen Mig Arm CH7290	Hansen Push Pull Mig Arm CH7293
Hansen Dual Drive Mig Arm CH7292	Hansen Vac Arm CH0720
Hansen Planetary Mig Welder HH2180	

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Herbrand Tools Corp.

Address: 340 Dufferin Street
Toronto, ON
M6K 1Z9

Phone: 416-534-7943
Fax: 416-537-1642

Export Contact: Mr. Eric Brooks, International Marketing

Marketing Profile

Herbrand is the oldest name in the North American hand tool market. Its origins date back to 1881. The Corporation has been manufacturing and marketing "Tools of Quality" in Canada since 1930. The company's wide range of products covers the automotive, industrial, electric, electronic, refrigeration, heating, and plumbing markets. Marketing is directed mainly to the franchise dealer network and O.E.M. users.

The corporation has distributors in the Middle East, Far East and Europe. Representation for other overseas markets is being handled by sales agents.

The corporation also operates through franchises and is interested in expanding its franchise dealer network in Europe and Australia. Enquiries are invited from Third World countries regarding the establishment of manufacturing joint ventures.

Products/Services Available for Export:

Automotive Tools

Hobart Brothers Of Canada Limited

Address: 807 Pattulo Avenue
Woodstock, ON
N4S 7W8

Phone: 519-537-6291
Fax: 519-421-0480

Export Contact: Mr. Brian Anderson, Export Manager

Marketing Profile

Hobart Brothers of Canada Limited incorporated in 1965 in a small manufacturing facility in Woodstock, Ontario, centrally located in Southern Ontario's heartland. Hobart, once known primarily as a leading manufacturer of arc welding systems and consumables for the welding and metal fabrication trades, has made deliberate efforts to expand its product range and expertise, growing along with the new technologies in welding. Those efforts are mirrored in the growth and variety of the products the company's 115 employees manufacture, market and warehouse, as well as the continuous expansion of the physical facilities that have housed the Canadian headquarters of the company during the past 28 years. Today the diversity of products beyond the welding industry includes thermal arc spraying equipment and consumables, industrial battery charging equipment and the distinction of being one of Canada's largest robotics companies.

Products/Services Available for Export:

SMAW Electrodes
FCAW (Flux Cored) Wires
GMAW (MIG/Solid) Wires
Industrial Battery Chargers
Industrial Robots
Thermal Arc Spraying Equipment and Consumables
Arc Welding Equipment and Consumables

Hydra-Lift Industries Limited

Address: 15 East Beaver Creek Road
Richmond Hill, ON
L4B 1B3

Phone: 905-731-2464
Fax: 905-731-9206

Export Contact: Mr. William Ward, Export Manager

Marketing Profile

Hydra-Lift is a manufacturer and exporter of two-post, four-post and scissor style ground automotive service lifts. They have been a major player in the Canadian and American markets since 1979. The company manufactures all parts of its lifts including the hydraulics. This enables them to offer one of the best warranties in the business. Its models range from 7,000 lbs. to 15,000 lbs. capacity for all cars and medium-sized trucks. They offer four-post models for exhaust and "rapid-lube" flat ramp styles as well as their unique alignment models with no beam between the runways.

The company is interested in selling its products worldwide even though its emphasis until now has been on the North American market. Hydra-Lift is prepared to modify its lifts to suit specific customer requirements.

Hydra-Lift is looking for distributors worldwide who have experience in the lift industry and who are interested in a product line that offers a full range of unique models that is not already "over distributed". The company offers quality products at competitive prices plus very reliable after-sales support.

The company can communicate fluently in English, French, and Spanish.

Products/Services Available for Export:

Automotive Service Lifts, Two and Four Post, Above Ground
Scissor-style Frame

Impacto Protective Products Inc.

Address: 40 Dussek Street
P.O. Box 524
Belleville, ON
K8N 5B2

Phone: 613-966-0062
Fax: 613-966-0067

Export Contact: Mr. E.M. Lehtinen, President

Marketing Profile

Impacto Protective Products is a manufacturer of specialty safety products from the perspective of personal ergonomics.

Manufacturing products including: a) impact and vibration absorbing gloves, knee pads, and cushions; b) wrist support for office, commercial and industrial applications for protection from repetitive strain injuries; c) gloves, mitts and clothing for protection from heat and slash injuries; d) specific industry designed guards, pads and uniforms (e.g. forearm guards, impact), high pads (impact), neck protector (slash), uniforms (anti-flash).

Impacto has developed many innovative designs as well as some new fabrics to optimize employee protection and comfort in today's workplace.

Products are currently sold in Canada, the United States, Europe, Japan and Mexico.

Products/Services Available for Export:

Impacto Gloves
Impacto Wrist Supports
Air Belt Back Supports
Kevlar Gloves
Cut Resistant Gloves
Heat Resistant Gloves
Fire Retardant Clothing
Anti-Fatigue Insoles/Matting
Uniforms, Industrial

Les Industries MB

Address: 288 Rang St-Edouard
Iberville, QUE
J2X 4J3

Phone: 514-346-3637
Fax: 514-346-5858

Export Contact: Mr. Marcel Bergeron, President

Marketing Profile

Les Industries MB is very experienced in automobile chassis straightening. Since 1986, Les Industries MB and its founder have developed equipment that reflects all the qualities needed by the industry's specialists such as rapidity, security and accessibility to the vehicle.

The company's collision repair equipment is used in automobile repair shops for work on automobiles and light-duty trucks. The equipment has a built-in anchoring device and a twin power pulling system (five or ten ton) which allows the user to do his work more effeciently, saving both time and effort.

The company is interested in pursuing foreign markets and invites enquiries from distributors around the world.

Products/Services Available for Export:

"Turbo" Collision Repair Rack
Ground Anchoring System "MB"
"Costaud" Pulling System
Collision Repair Equipment for Cars and Light Trucks

Magikist Limited

Address: 1488 Main Street
Winnipeg, MAN
R2W 3W2

Phone: 204-589-5468
Fax: 204-586-3760

Export Contact: Mr. M. Cohen, President

Marketing Profile

For over a quarter of a century Magikist Limited has been fulfilling the cleaning needs of the automotive garages, service centres and bodyshops. The company manufactures a complete range of high pressure cleaning equipment and accessories for exterior vehicle washing, engine cleaning and tire cleaning. Magikist also manufactures industrial grade stainless steel vacuum cleaners for vehicle cleaning.

Magikist offers a complete selection of portable pressure washers to fit any automotive cleaning job, big or small. For the ultimate in cleaning power, Magikist hot water systems provide the superiority of hot water cleaning in a space saving package. The Tire/Engine Cleaner System is a simple yet effective system for applying engine degreaser or tire cleaners. Requiring only a small air compressor and city water pressure, the system uses no pump, unlike more complex and costly systems. Magikist high capacity vacuum cleaners are ruggedly built of stainless steel to resist corrosion. Their integral timer ensures that they are not left operating while not in use.

Magikist currently supplies both the Canadian and U.S. markets. Canadian and U.S. sales are made through a variety of distributors located across the country. Magikist is keenly interested in expanding to other markets internationally. Its marketing personnel have language capability in English and French.

Products/Services Available for Export:

Portable Pressure Washers
Hot Water Systems
Tire/Engine Cleaner System
Vacuum Cleaners
High Pressure Cleaning Accessories

Micrologic Limited

Address: #12A 4101-19th Street N.E.
Calgary, ALTA
T2E 7C4

Phone: 403-250-2911
Fax: 403-250-5009

Export Contact: Mr. Robert Atkins, President

Marketing Profile

Micrologic Limited was incorporated in 1978 to provide the oil and gas industry in Canada with electronics engineering services, especially for the remote exploration regions where little has existed in terms of usable electronic equipment. Micrologic has developed a good deal of expertise in the operation of electronic systems under environmental extremes such as those encountered in the automotive industry.

The company's model 8702 Self-Service Carwash Times and AccuWare Software provide a complete management system for the self service carwash owner. The system features a modern capable computer interface to provide complete marketing and financial management reports anywhere in the world. Flexible input/output capabilities with an elapsed time display and last coin alert allow you to provide the latest carwash features to your customers and the accurate count prevents employee theft. Its unique credit and debit keys attract volume users such as trucking companies and automobile dealers.

The company's timers are presently used in both Canada and U.S.A. and the company is seeking representation overseas.

Products/Services Available for Export:

Model 8702 Self-Service Carwash Timer
AccuWare Self-Service Carwash Software

National General Filter Products Limited

Address: 100 Rutherford Road South
Brampton, ON
L6W 3J5

Phone: 416-459-6409
Fax: 416-459-0096

Export Contact: Mr. A. English, President

Marketing Profile

National General Filter products Ltd. was established in 1966 to provide industrial disposable filters for the Canadian market.

National General Filter Products Ltd. has grown its own network of sales outlets across Canada. They also market their auto body-filter line through distributors who sell paint and related products direct to auto bodyshops.

Their products, WSP panels, paints arrestors, downdraft media and pre-filter bags are extensively used in auto bodyshops in Canada and they enjoy over 70% of the available market. "Auto Bodyshop Filtration" is becoming a major industry with the advent of new ultra-spray booths and due to the ongoing replacement requirement and excellent means of steady repeat sales.

Products/Services Available for Export:

Wire Supported Panels for Spraybooths
Downdraft Media and Pre-filter Bags
Paint Arrestors

Papiers Sablés Unique JTM Inc.

Address: 550 rue Haggerty
Drummondville, QUE
J2C 3G5

Phone: 819-472-5468
Fax: 819-477-4641

Export Contact: Mr. Jack Globus, President

Marketing Profile

Papiers Sablés Unique was founded in 1985. Their products were designed in Canada in 1979, and are used by automotive manufacturers and bodyshops. They offer a variety in terms of both materials and degrees of abrasiveness. Compared to the conventional self-adhering products, their products offer savings of both time and money.

Their abrasives, laminated to a nylon brush or a piece of foam, are cut to varying sizes to suit the customer's needs. They are used for manual or orbital sanding. The velcro pad design allows use of the entire surface of the abrasive. This increases the durability of the product and pads. They are easy to use and can be reused until completely worn out.

They sell across Canada to regular customers and they are beginning to penetrate the U.S.A. market. Present production could easily be doubled or even tripled. Their aim is to find new outlets among auto manufacturers and car body part distributors.

Their marketing agents are fluent in both English and French.

Products/Services Available for Export:

Abrasives

Proceco Industrial Machinery Limited

Address: 7300 Tellier Street
Montreal, QUE
H1N 3T7

Phone: 514-254-8494
Fax: 514-254-8184

Export Contact: Mr. Luc H. Laforest, Director of Sales and Marketing

Marketing Profile

For over 23 years, Proceco designs and manufactures parts washers for the automotive rebuilding industry as well as the manufacturing industry.

Proceco spray washers are marketed under the Typhoon trade name and are available in a wide range of sizes and capacities. All Proceco washers are designed to recirculate a low concentration hot detergent solution to clean the workpieces. This saves energy and reduces consumption of chemical products. The Proceco process is environmentally sound, and increases productivity. Cost savings and increased productivity mean fast pay-back for the customer.

Automotive applications include cleaning of gas and diesel engine blocks, cylinder head, cleaning of transmissions, axles, differentials, etc.

Proceco washers are used all over North America and in many overseas countries.

Products/Services Available for Export:

Cleaning Equipment
Parts Washers

R R McGlogan Equipment Limited

Address: 867 Frederick Street
Kitchener, ON
N2B 2B4

Phone: 519-822-1620
Fax: 519-822-4041

Export Contact: Mr. Robert McGlogan, President

Marketing Profile

R.R. McGlogan Equipment Ltd. is a thirteen year old Canadian company which specializes in automotive engine rebuilding machinery and accessories. Products manufactured are cylinder head-block pressure testers used to locate cracks or perforations in auto, truck, and marine engines, and engine run-in machines used for testing short block engines before installation.

The newly designed cylinder head fixture and milling cutter was designed to convert industrial milling into a guide seat machine and cylinder head resurfacing machine, giving more versatility and saving the cost of purchasing conventional guide and seat machine and cylinder head resurfacers. R.R. McGlogan's cylinder head milling machine conversion kit will be most useful to low income countries as it will greatly reduce the capital required to start an engine rebuilding shop.

R.R. McGlogan Equipment Ltd. is Canada's largest distributor of used engine rebuilding equipment.

Purchasing good used engine rebuilding equipment is the most reasonable method for countries wishing to start up low cost engine rebuilding shops.

Products/Services Available for Export:

Cylinder Head-Block Pressure Testers
Cylinder Head Milling Machine Conversion Kit
Specialized Cylinder Boring Tools
C.B.N. Conversion Kits for Flywheels Grinders, Cylinder Head and Block Surface Grinders

R.J. West (1966) Limited

Address: 200-202 Milvan Drive
Weston, ON
M9L 1Z9

Phone: 416-741-4821
Fax: 416-741-6418

Export Contact: Mr. James Hardill, President

Marketing Profile

R.J. West (1966) Limited with its 27 years experience in the manufacturing of brake lathes and precision machining, offers West Brake Lathes and Special Tooling for passenger cars and light trucks.

Benefits of West Brake Lathes include: West manufactures component parts and tooling for its machines on computerized equipment ensuring a high standard of accuracy and finish. Materials used for the production of West Lathes are of the highest quality and the castings are of an extra-heavy construction to provide long life and trouble-free service; and electrical equipment consists of CSA/UL approved motors, switches and wiring.

West lathes are presently being distributed throughout Canada, Mexico, Saudi Arabia, Japan, the United States, South America and Australia. They are interested in receiving enquiries from distributors in other areas.

Their lathes are used in garages, brake shops and car dealerships.

Lathes available for export will be built to order.

Products/Services Available for Export:

Automotive Brake Lathes/Benches
Automotive Brake Lathe Tooling
Automotive Balancer Tooling

Reid Electric & Equipment Limited

Address: 4550 Cote Vertu
Montreal, QUE
H4S 1C7

Phone: 514-332-3100
Fax: 514-332-4898

Export Contact: M. Stanley Reid, President

Marketing Profile

Reid Electric & Equipment has been in business since 1962, manufacturing battery chargers, jumpers and jumper cables. The Re-Volt and Boost-O-Matic jumpers are used to start cars, trucks, and heavy equipment, and are also installed on service or tow trucks.

The above mentioned products are presently marketed mainly in Canada but are all available for export.

Products/Services Available for Export:

Battery Chargers
Boosters
Booster Cables

Shrader Canada Limited

Address: 830 Progress Court
Oakville, ON
L6L 6K1

Phone: 416-847-0222
Fax: 416-847-5404

Export Contact: Mr. J.P. Poirier, Director of Sales and Marketing

Marketing Profile

Shrader Canada Limited is an international manufacturer of proprietary automotive chemical products and fluid injector kits.

Shrader is recognized as one of the primary leaders in its field. This position was achieved as a result of knowledge and experience gained from over 30 years as a supplier to the North American automotive and oil industry.

To their knowledge, no other company within their industry serves as many prominent North American companies with over 40 OEM tested and approved chemical product and fluid injector kits.

In addition to their domestic market, they are proud to be a supplier to a number of overseas Original Equipment Manufacturers. Packaging can be done in any language required from their Oakville facility.

Products/Services Available for Export:

Fluid Injector Kits

Signet Tool Inc.

Address: 850 Brock Road South
Units 2 & 3
Pickering, ON
L1W 1Z8

Phone: 416-831-7186
Fax: 416-831-7188

Export Contact: Mr. Ian Parkhill, Sales & Marketing Manager

Marketing Profile

Signet Tool Inc. was founded on an extensive history in the development and marketing of hand tools worldwide.

Their marketing concept has allowed them to create an extensive assortment of hand tools for professionals in both the automotive and industrial trades. This program includes products such as sockets and drive tools, combination wrenches, screwdrivers, pliers, striking tools (hammers), adjustable wrenches, etc. and was designed to meet both the performance and the aesthetic requirements of the professional tradesman. The international scope of their operations allows them to offer a significant pricing advantage in many different markets.

Their products are currently in distribution throughout Canada as well as Japan, Israel, Taiwan and the Barbados. They are actively pursuing the U.S. market along with target markets throughout Europe, the Middle East and Australia/New Zealand. Their personnel have capabilities in English, French and German.

Products/Services Available for Export:

Professional Quality Hand Tools and Accessories
Professional Tool Storage Systems

Snap-On Tools Of Canada Limited

Address: 2325 Skymark Avenue
Mississauga, ON
L4W 5A9

Phone: 416-624-0066
Fax: 416-238-9658

Export Contact: Mr. Jack Taylor, V.P. Sales

Marketing Profile

Snap-on Tools of Canada Ltd., supplies a broad range of hand tools, equipment and storage units for use by automotive technicians and industry. Products are manufactured either in Newmarket, Ontario; one of the parent company, Snap-on Tools Corporation's U.S. plants; or by a selected quality suppliers.

Snap-on Tools of Canada Ltd., incorporated in 1931, is well-known for the high quality of its products.

Export sales go to the U.S., Great Britain, Australia and Japan.

Products/Services Available for Export:

Automotive Hand Tools and Equipment
Storage Units

Specialty Tools Of Canada Inc.

Address: #101-6270-205th Street
Langley, B.C.
V3A 4P7

Phone: 604-533-8434
Fax: 604-533-7206

Export Contact: Mr. Clyde Knapp, President

Marketing Profile

Specialty Tools manufactures a hand held cutter used mostly in the automotive industry. It provides a straight, even cut through heater, air conditioning, and braid brake hoses. The cutter will cut up to 1 1/8 diameter. It also works well on 12 volt battery cable and seven wire trailer cable.

Most of their cutters are sold in North America through tool jobbers

Products/Services Available for Export:

Hand Held Multi Cutter

Spraybake Canada Limited

Address: 89 Connie Crescent
Unit 4 & 5
Concord, ON
L4K 1L3

Phone: 416-669-6548
Fax: 416-669-1171

Export Contact: Mr. J Michael Ball, President

Marketing Profile

Spraybake was established in Canada in 1980 to produce and service combination down draft spray-booths and ovens for the automotive after market and other refinishing industries. A Spraybake booth serves first as a down-draft spray booth with its own very efficient independent air make up system giving the owner all of the inherent advantages of a down draft paint system (clean temperature controlled air, immediate removal in a downward flow of all over spray and noxious fumes to name but a few) and then turns into an 85% efficient oven with the flick of a switch. The spray booth enclosure is insulated with one and a half inches of glass fibre insulation and all booths are constructed of white pre-painted galvanized steel on the outside walls. Spraybake designs and manufactures its own indirect-fired heat exchangers which can be fired on oil, natural gas, propane and manufactured gas.

Spraybake produces a full line of down draft combination booths with and without make up air, water wash extract or dry filter extract; a complete line of circulating and vented preparation decks; as well as a complete line of paint mixing rooms. Their products are modular in design leading to simplified changes in length, height and width dimensions.

All Spraybake products are custom manufactured to their rigid specification in their 4,650 sq. meter facility in Concord, Ontario. Concord is a suburb of Toronto. State-of-the-art CAD systems are employed, as well as CNC punching, notching and forming equipment. As well as CAD systems for the manufacturing area, Spraybake's Bodyshop Planning department uses CAD to design and develop body shop layouts for end users. Thousands of Spraybake products are in daily use throughout North and Central America. They are actively pursuing markets in the Pacific Rim countries, Australia and New Zealand as well as Western European countries.

Products/Services Available for Export:

Down Draft Spray-booths and Ovens
Recirculating and Vented Preparation Decks

Paint Mixing Rooms

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Superior Auto Products

Address: 601 Dundas Street
P.O. Box 24106
Whitby, ON
L1N 8X8

Phone: 416-428-2667
Fax: 416-428-2667

Export Contact: Mrs. Jackie Oord, President

Marketing Profile

The Econobreather was established in 1984. Their ambient air machine draws fresh air from a non-contaminated area and services a hazardous toxic work environment to protect employees. The Econobreather is perfect for all work places where airborne waste may present problems such as auto spraying booths, chemical plants, woodworking shops and other manufacturers that include welding and grinding facilities.

The unit can be wall-mounted to the outside of the spray booth or placed on a shelf for portability. The filter that is supplied with the Econobreather is a grade 5 coalescing tube manufactured with glass, epoxy, carbon cellulose and rayon polyester and wrapped with an activated charcoal absorber. The activated charcoal portion of the filter will collect oil and hydrocarbon vapours. The filter tube has a D.O.P. efficiency 0.3 to 0.6 micron particles of 99.9%. In their oil-less air supply system this filter, with its activated charcoal wrap will assure that this system will meet the OSHA 29 C.R.F. 1910.134 specifications.

Two models are available: one person unit 4 cubic ft. per minute 1/3 H.P. motor and a two person unit 10 cubic ft. per minute 3/4 H.P. motor.

These machines are basically maintenance free with the exception of two filters that need to be replaced periodically.

All literature is in both English and French.

Products/Services Available for Export:
Econobreather Air Machine (Fresh Air Drawer)

Tiger Tool Co. Limited

Address: 540-33255 South Fraser Way
Abbotsford, B.C.
V2S 2B2

Phone: 604-859-7522
Fax: 604-859-3977

Export Contact: Mr. Mike Skoworodko, President

Marketing Profile

Tiger Tool Company Ltd was established in Canada in 1985. It produces a unique line of pullers used to dismantle universal joints on trucks and cars as well as a truck and trailer slack adjuster puller. The u-joint puller is a one piece unit that removes sealed u-joints in minutes. The slack adjuster puller is well designed for high capacity pull and is simple to slip on for instant results.

Also available is the Brake Clevis Pin Press which instantly shears the cotter pin and removes the badly rusted and frozen brake Clevis pins. It works on all makes and models of truck and trailer slack adjusters.

These tools are sold directly to retail customers through sales staff as well as through advertising. There are over 30 active dealers in Canada and 5 years ago the company expanded into the American market. Over 40 dealerships have been established, and sales have been overwhelming in the U.S.

Tiger Tool Company is interested in pursuing sales world wide as it currently holds patents for its tools in 15 countries. European countries, specifically the U.K., Germany, France, Italy and Sweden, have been identified as priority markets.

Tiger Tool Company Limited's production and marketing people have language capability in English and Russian.

Products/Services Available for Export:

Universal Joint Pullers (Available in three sizes)
Universal Joint Bearing Cup Installer
Manual Truck and Trailer Slack Adjuster Puller
Rockwell Self-Adjusting Slack Adjusting Puller
Brake Clevis Pin Press

Vulcan Electric Co. Inc .

Address: 6510 Lawrence Avenue E.
Scarborough, ON
M1C 4A7

Phone: 416-281-1550
Fax: 416-281-3416

Export Contact: Mr. W.H. Hopper, President

Marketing Profile

Vulcan Electric Company Inc. is a small company specializing in the manufacturing of a full range of battery chargers (excluding the small domestic type). Markets served include electrically operated lift trucks, diesel engine starting systems, emergency stand-by power installations, and heavy duty automotive battery chargers used in service stations and commercial garages.

Vulcan's manufacturing facilities include transformer winding, cabinet manufacturing and assembly, and test facilities.

Vulcan has exported to England, Sweden, Cuba and the United States.

Products/Services Available for Export:

Fork-Lift Truck Battery Chargers
Diesel Engine Start Battery Chargers
Commercial Automotive Battery Chargers

Washex, Division of Industrial Cleaning Systems

Address: #3-850 Marion Street
Winnipeg, MAN
R2J 0K4

Phone: 204-233-9600
Fax: 204-231-0716

Export Contact: Mrs. Amy Brown, Secretary

Marketing Profile

Washex was established in 1969 in Winnipeg under the name of Industrial Cleaning Systems.

Washex manufactures, sells and services the following products: Coin operated car and truck washes; Automatic Car, truck, or bus washes, either in brush or cloth or touchless wash systems and portable pressure washers; Portable hot or cold water High-Pressure washers; Stationary hot or cold high pressure cleaning systems for either industrial or farm use; Truck or trailer mounted hot or cold high pressure cleaning systems; vacuums - portable, coin operated, central vacuums; Chemicals, such as soaps, waxes etc.; parts for all makes and models of pumps etc.; Battery washers.

Products/Services Available for Export:

Car and Truck & Bus Washing Systems
Portable or Stationary Hot or Cold High Pressure Washes
Battery Washing Systems

Washtronics Limited

Address: 866 King Edward Street
Winnipeg, MAN
R3H 0P7

Phone: 204-775-8126
Fax: 204-783-1597

Export Contact: Mr. Michael Hoffer, President

Marketing Profile

Washtronics has been active in the fleet vehicle cleaning industry for over 30 years, having completed several hundred installations throughout both North and South America. These have included automated wash systems for transit buses, commodity transportation vehicles and light rail trains, a series of interior cleaning systems, blast dryers as well as water reclamation systems.

The integrity, durability and reliability of their systems is renowned, in fact a recent independent survey of over 1500 fleet maintenance operations indicated that Washtronics is rated #1 in customer satisfaction.

They are proud of this distinction, and through their persistence in the development of advanced technologies and innovative customer support programs they shall continue to purvey products and services of the highest calibre. Towards this end, several research projects have been initiated in response to the challenges facing the industry as they approach the twenty-first century. These include the development of highly advanced control systems which will monitor equipment conditions and efficiency, environmentally conscious systems which reduce energy requirements and improve the recovery of waste-water, a proprietary line of biodegradable chemicals and detergents which are both efficient and considerate to their environment and finally a comprehensive customer support program providing life long support.

All of the aforementioned products are available for export, and Washtronics would be pleased to provide every assistance in your forthcoming project. Their primary language is English and they are functional in French and German, though they will make every effort to communicate in your preferred language.

Products/Services Available for Export:

Automated Wash Systems
Interior Cleaning Systems

Water Reclamation Systems
Blast Dryers

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Wedge Clamp International Inc.

Address: 1511 Valmont Way
Richmond, B.C.
V6V 1Y3

Phone: 604-270-4928
Fax: 604-270-6598

Export Contact: Mr. A.G. Dean, President

Marketing Profile

Wedge Clamp International Inc. manufactures and markets a unique and patented line of autobody anchoring, measuring, and straightening equipment used in collision repair of the new unitized body vehicles.

The advantages of the Wedge Clamp repair and measuring system include extremely high levels of user productivity, a high level of accuracy in measuring, and compact size and storage. The measuring system is able to measure any point on the vehicle structure, including upper body and under body with a + or - 1 mm accuracy. The uncomplicated design of the system enables mechanics to operate the system with minimal training. The Wedge Clamp anchoring and measuring systems are supplied with video cassettes instructing users on the use and installation of the product.

The company has installed over 3,000 units in 16 countries.

Products/Services Available for Export:

Autobody Repair Anchoring, Straightening, and Measuring Equipment
Autobody Repair Tools and Accessories

Wheeltronic Division of Derland Manufacturing

Address: 1125 Aerowood Drive
Mississauga, ON
L4W 1Y6

Phone: 416-238-0909
Fax: 416-238-9061

Export Contact: Mr. Harold Yeo, Vice President

Marketing Profile

Wheeltronic is a division of Derland Manufacturing Inc., a 500 million dollar company listed on the Toronto Stock Exchange. Wheeltronic started in 1978. Currently, it sells 54% of all alignment hinged (postless) lifts sold in North America. To compliment its Space Saver Scissor Lift they also have a fully hydraulic Wheelfree 2 post lift and a Quad Rack Four Post Lift both in alignment and non-alignment. The latest addition to the Space Saver line is the company's versatile Mid-Rise 600 series lifts.

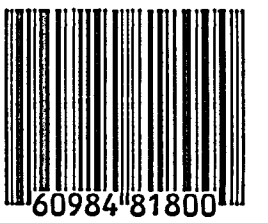
Wheeltronic has an established reputation as a supplier of quality automotive lifts with a genuine interest in customer service. The commitment of after-sales support is highlighted with the inclusion of a toll-free number (1-800-268-7959) for Canada and the United States.

Wheeltronic has been a major supplier of quality automotive lifts to many national and international corporations such as Bear Automotive Inc., General Motors and Sears.

Presently, Wheeltronic is seeking to expand its penetration of the U.S. and European markets (nine selective areas) through agents/distributors with sales and service capability.

Products/Services Available for Export:

Space Saver Scissor Lift
Wheel Free Twin Post Lift
Quad Rack 4 Post Lift
Mid Rise 6000 Lift



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