

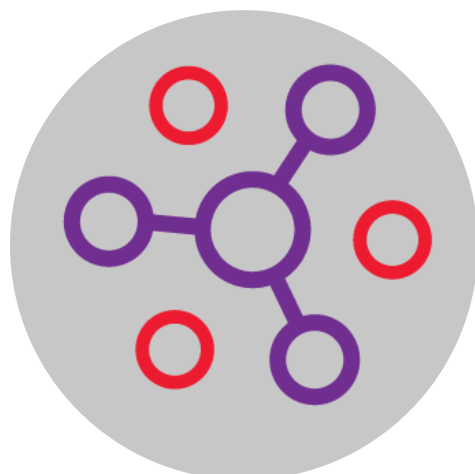


**EFC's Footprint in the Canadian Electrical Market\***

We represent **220 member companies**, of which:



**122** are Manufacturers

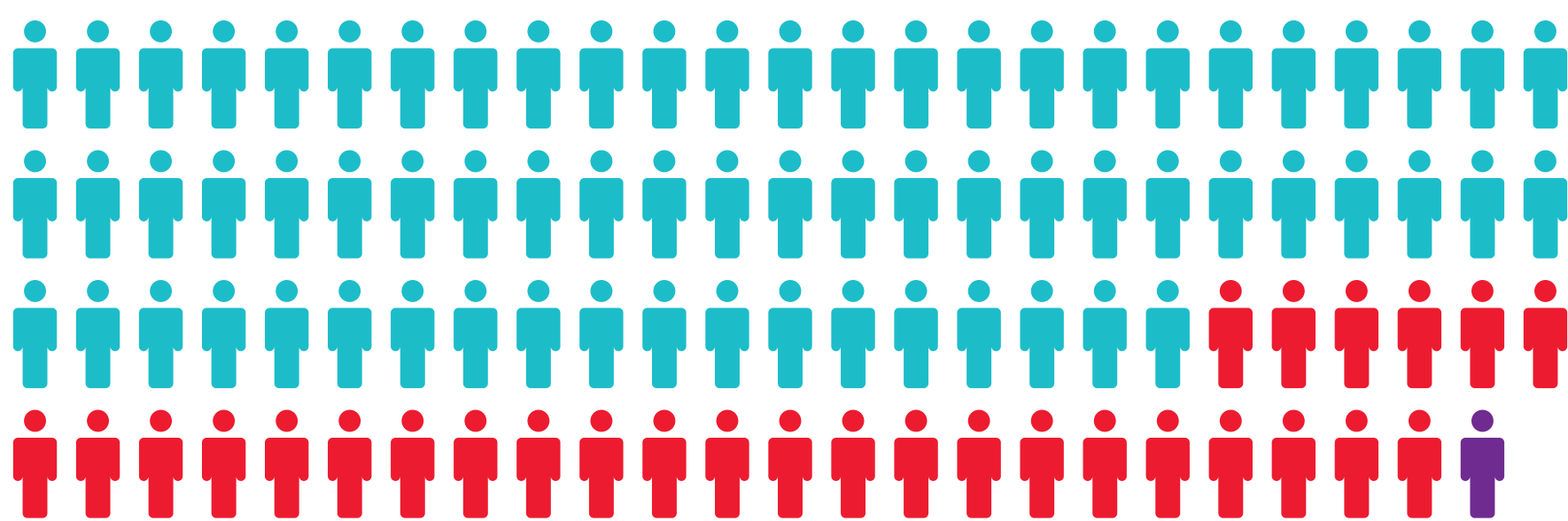


**47** are Distributors



**51** are Manufacturers' Reps

Our member companies employ **41,837** people nationwide



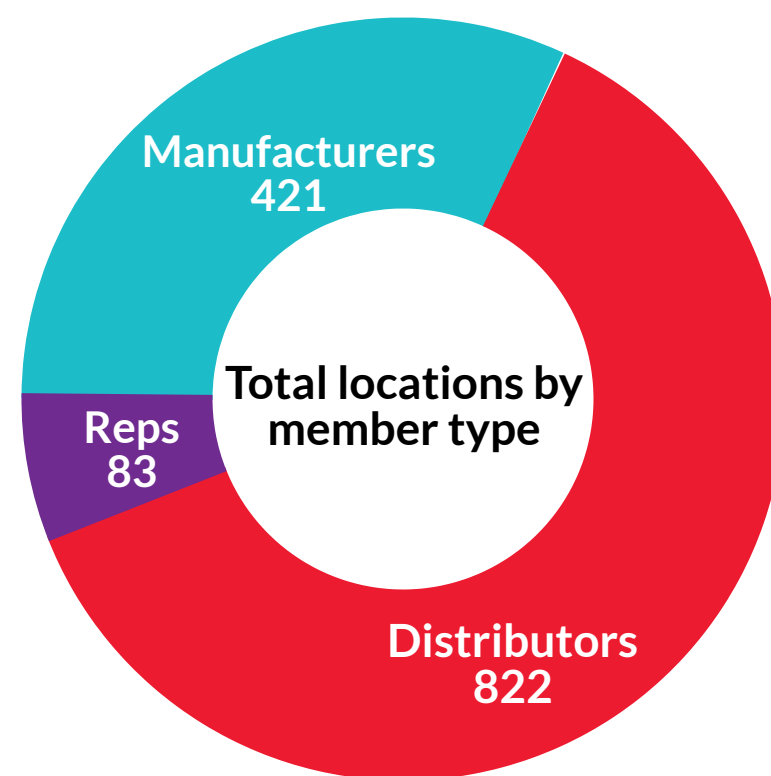
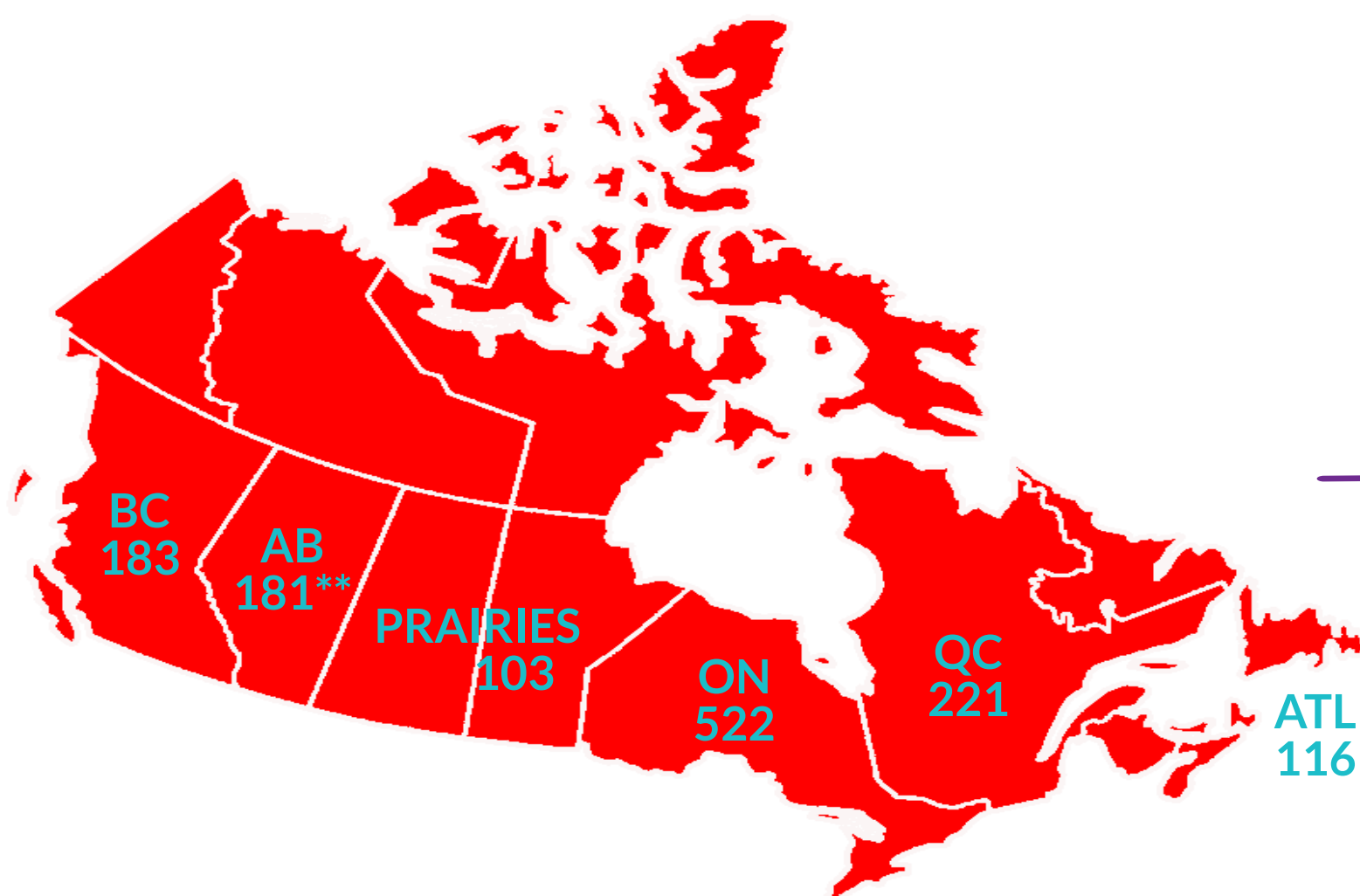
**29,071** Manufacturers' Employees

**12,290** Distributors' Employees

**476** Reps' Employees



A total of **1,326** locations from coast-to-coast  
Manufacturer, distributor and rep locations



Our members have a total of **203** head offices in Canada

See subsequent pages for profiles by member type and for a complete member company listing.  
 Questions? Contact Anne Harrigan, VP, Marketing Resource, EFC at: aharrigan@electrofed.com, 416-716-1897

# Manufacturers

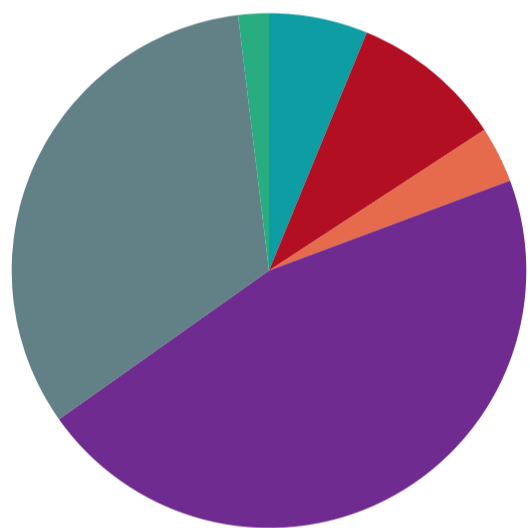


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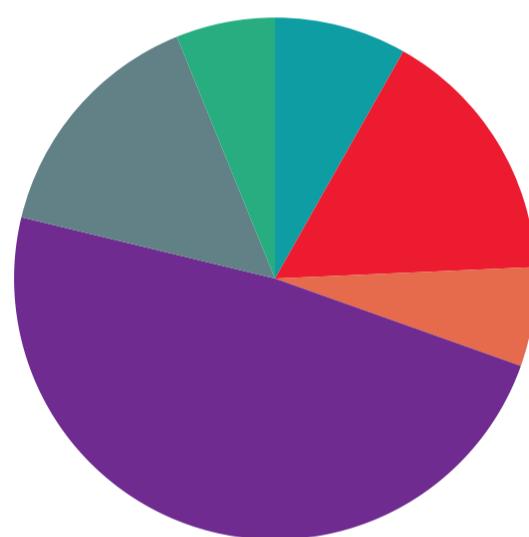
## Employees, Locations & Plants

MANUFACTURERS	Employees in Canada	Locations	Manufacturing Plant Locations	Canadian Head Office Locations
British Columbia	1,805	32	14	4
Alberta	2,786	63	24	5
Prairies	1,025	24	9	1
Ontario	13,337	189	93	77
Quebec	9,559	89	53	21
Atlantic	559	24	6	0
<b>Total Canada</b>	<b>29,071</b>	<b>421</b>	<b>199</b>	<b>108</b>

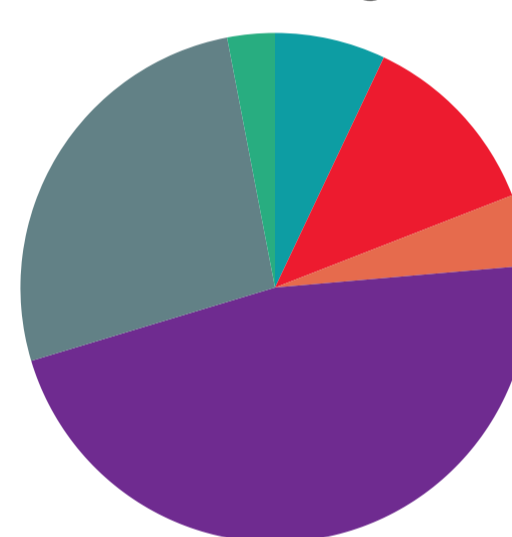
Employees



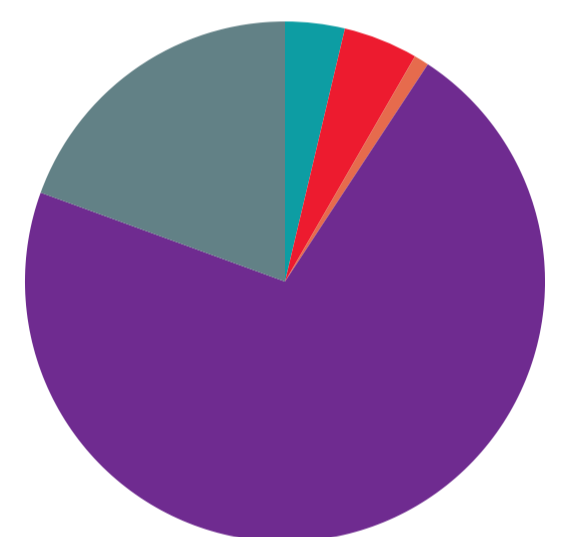
Locations



Manufacturing Plants



Head Offices



BC (6.21%) AB (9.58%) Prairies (3.53%) ON (45.88%)  
QC (32.88%) ATL (1.92%)

BC (8.18%) AB (16.11%) Prairies (6.14%) ON (48.34%)  
QC (15.09%) ATL (6.14%)

BC (7.04%) AB (12.06%) Prairies (4.52%) ON (46.73%)  
QC (26.63%) ATL (3.02%)

BC (3.70%) AB (4.63%) Prairies (0.93%) ON (71.30%)  
QC (19.44%) ATL (0%)

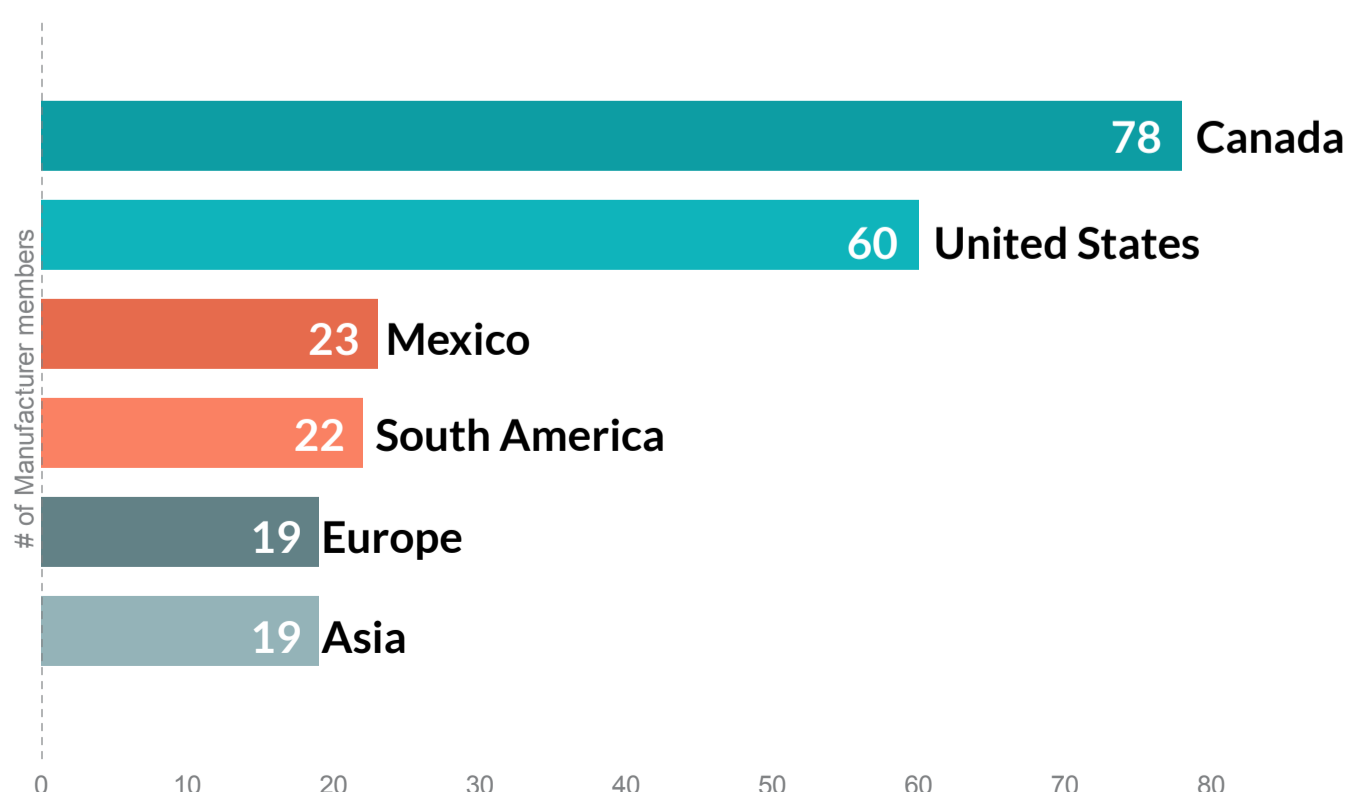
## Where in the World? Our Global Footprint

### Global manufacturer head offices:

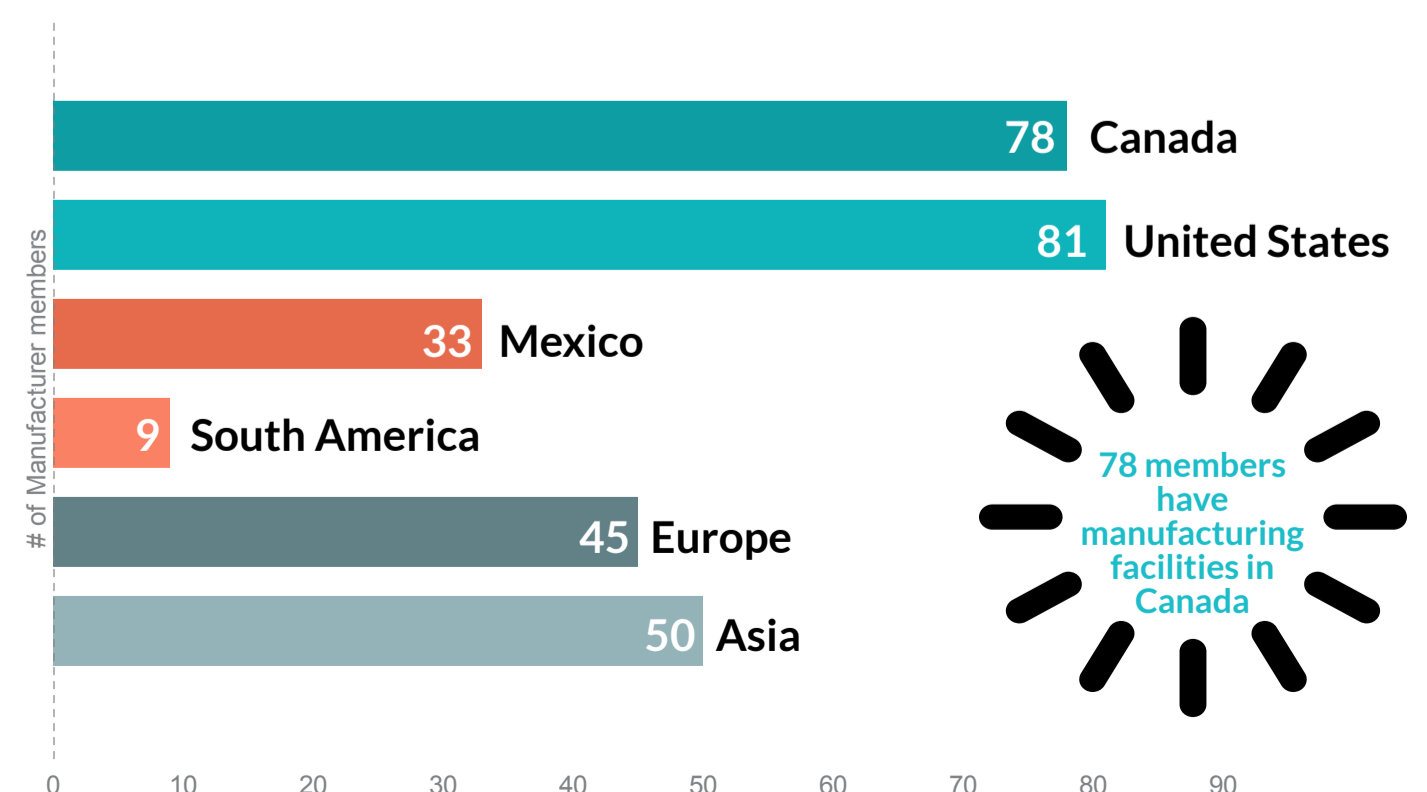
49 in the United States  
33 in Canada  
30 in Europe  
8 in Asia  
1 in Mexico  
1 in South America



### Exports: Where are Canadian-manufactured products sold?



### Imports: Products sold in Canada - where are they manufactured?



# Distributors

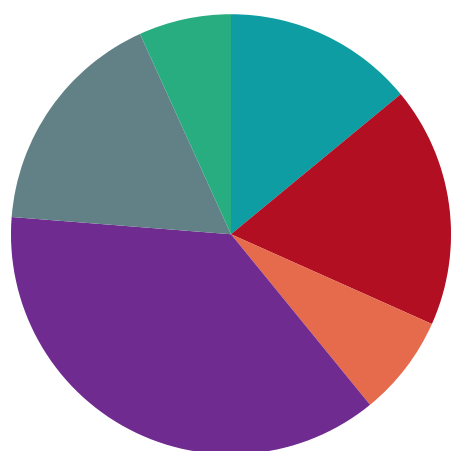


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## Employees & Locations

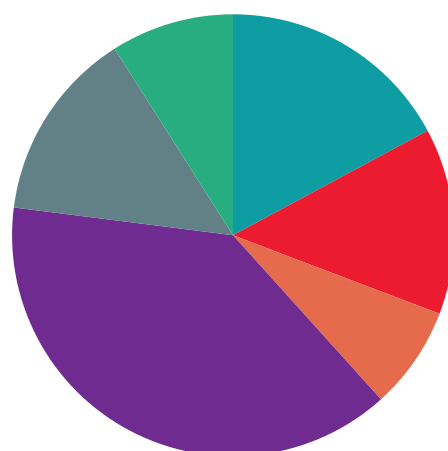
DISTRIBUTORS	Employees in Canada	Locations	Head Office Locations
B.C.	1,723	141	4
Alberta	2,171	112	4
Prairies	913	62	1
Ontario	4,564	318	24
Quebec	2,085	115	6
Atlantic	834	74	5
<b>Total Canada</b>	<b>12,290</b>	<b>822</b>	<b>44</b>

Employees



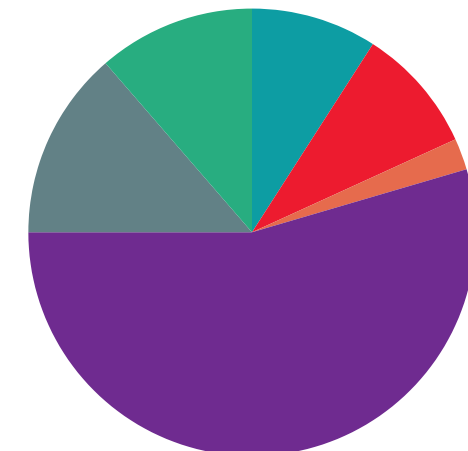
BC (14.02%) AB (17.66%) Prairies (7.43%) ON (37.14%)  
QC (16.97%) ATL (6.79%)

Locations



BC (17.15%) AB (13.63%) Prairies (7.54%) ON (38.69%)  
QC (13.99%) ATL (9%)

Head Offices



BC (9.09%) AB (9.09%) Prairies (2.27%) ON (54.55%)  
QC (13.64%) ATL (11.36%)



# Manufacturers' Reps (CEMRA)



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## Employees & Locations

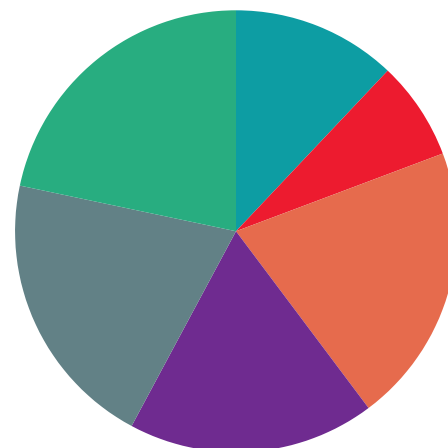
CEMRA	Employees in Canada	Locations	Head Office Locations
B.C.	52	10	7
Alberta	39	6	4
Prairies	67	17	7
Ontario	112	15	10
Quebec	122	17	13
Atlantic	84	18	10
<b>Total Canada</b>	<b>476</b>	<b>83</b>	<b>51</b>

Employees



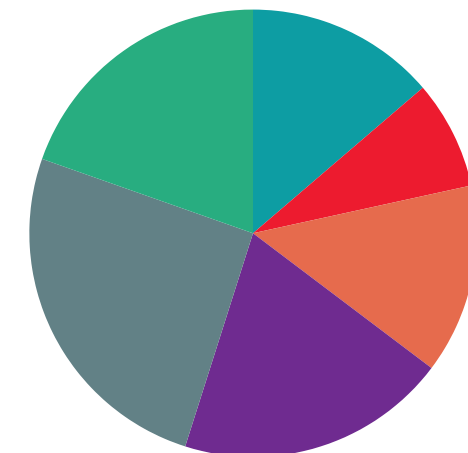
BC (10.92%) AB (8.19%) Prairies (14.08%) ON (23.53%)  
QC (25.63%) ATL (17.65%)

Locations



BC (12.05%) AB (7.23%) Prairies (20.48%) ON (18.07%)  
QC (20.48%) ATL (21.69%)

Head Offices



BC (13.73%) AB (7.84%) Prairies (13.73%) ON (19.61%)  
QC (25.49%) ATL (19.61%)