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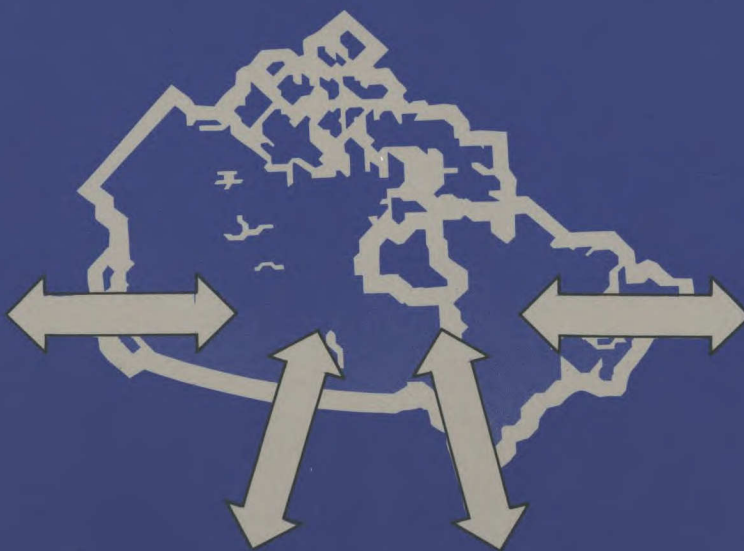
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

**PRESS BRAKES**

Pub. No.: 90017-IP

June 1990



Canada



ID. 90-0024

## PRESS BRAKES

Pub. No.: 90017-IP

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## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division  
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235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
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OR Secondary and Service Industries Equipment  
Division  
Machinery and Electrical Equipment Directorate  
Surface Transportation and Machinery Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-3244

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-7006  
U.S. Department of Commerce,  
Bureau of the Census, Tel.: (301) 763-7754

## TARIFFS

Enquiries concerning **Canadian** 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) 954-6928

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

## EXPLANATORY NOTES

### Commodity Classification

Canadian Trade statistics are classified and published according to the  
International Convention on the Harmonized Commodity and Description Coding  
System (H.S.), as defined by the Canadian Customs Tariff and Statistical  
Nomenclature.

### 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.

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## PRESS BRAKES

### INTRODUCTION

This report is part of a continuing series of market intelligence on specific products and is designed to increase business awareness of the potential existing for production in Canada. It is important, however, to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This profile is based on data from several sources, including some which are not generally available publicly, for the following Harmonized System (H.S.) import commodity codes:

### CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total Imports</u>		<u>Major Country of Export to Canada % of Total Value</u>	
	<u>1988</u>	<u>1989</u>	<u>1988</u>	<u>1989</u>
Press brakes, numerically controlled 8462.21.90.10				
Quantity (No.)	154	95	U.S.A.	Japan
Value (\$000)	2 797	4 181	78	31
Press brakes, other than numerically controlled 8462.29.90.10				
Quantity (No.)	763	2 437	U.S.A.	U.S.A.
Value (\$000)	4 980	5 509	63	58

## PRESS BRAKES

### CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

#### Press Brakes, Numerically Controlled (8462.21.90.10)

<u>Country of Origin</u>	<u>1988</u>				<u>1989</u>			
	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$000)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$000)
United States	94	2 175	78	23	54	1 196	29	22
Japan	32	351	13	11	23	1 313	31	57
Other	<u>28</u>	<u>271</u>	<u>10</u>	<u>10</u>	<u>18</u>	<u>1 672</u>	<u>40</u>	<u>93</u>
TOTAL	154	2 797	100	18	95	4 181	100	44

#### Press Brakes, Other (8462.29.90.10)

<u>Country of Origin</u>	<u>1988</u>				<u>1989</u>			
	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$000)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$000)
United States	497	3 142	63	6	2 159	3 214	58	1
Belgium	77	483	9	6	29	1 031	18	35
Italy	80	658	13	8	16	229	4	14
Other	<u>109</u>	<u>697</u>	<u>13</u>	<u>6</u>	<u>233</u>	<u>1 035</u>	<u>18</u>	<u>4</u>
TOTAL	763	4 980	100	7	2 437	5 509	100	2

## PRESS BRAKES

### CANADIAN PRODUCTION

Statistics Canada reports that shipments of metalworking machine tools for 1986 (latest year available) were \$73 million. They do not report production of press brakes, as described in this report separately.

Any enquiries and/or comments regarding Canadian production should be directed to:

Statistics Canada  
Census of Manufactures Section  
Industry Division  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-3523

Source: Catalogue # 42-250, annual, "Machinery Industries (Except Electrical Machinery)"

### CANADIAN EXPORTS

<u>Description and Commodity Code</u>	<u>Total Exports</u>		<u>Major Country Importing from Canada</u>	
	<u>1988</u>	<u>1989</u>	<u>% of Total Value 1988</u>	<u>1989</u>
Bending, folding, straightening or flattening machines (including presses): <u>numerically controlled</u> for working metal 8462.21				
Quantity (No.)	81	105	U.S.A.	U.S.A.
Value (\$000)	5 959	8 323	83	70
Bending, folding, straightening or flattening machines (including presses): <u>not elsewhere specified</u> for working metal 8462.29				
Quantity (No.)	315	952	U.S.A.	U.S.A.
Value (\$000)	<u>7 660</u>	<u>8 359</u>	81	80
TOTAL				
Quantity (No.)	396	1 057		
Value (\$000)	13 619	16 682		



## PRESS BRAKES

### UNITED STATES' IMPORTS

The United States Department of Commerce reports U.S. imports as follows:

#### U.S. IMPORTS - 1989

<u>H.S. Product Code</u>	<u>Description</u>	<u>Quantity (No.)</u>		<u>Value (\$000)</u>	
		<u>Total</u>	<u>From Canada*</u>	<u>Total</u>	<u>From Canada*</u>
8462.29.00.30	Press brakes	374	148	11 562	5 388

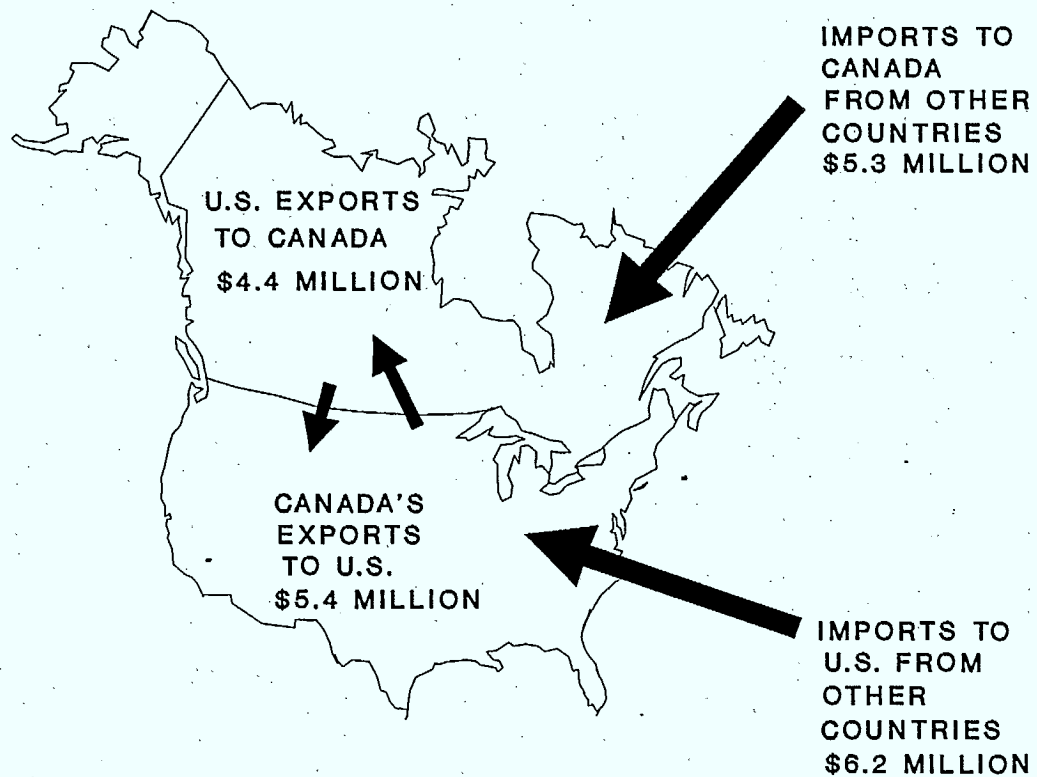
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\* Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States have been exchanging import data. The above discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada should no longer exist.

# PRESS BRAKES

## NORTH AMERICAN IMPORTS

### 1989



Total North America Imports - \$11.5 Million\*

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\* Excludes Canada - U.S. Bilateral Trade.

**PRESS BRAKES**  
**NORTH AMERICAN IMPORTS**

**JANUARY TO DECEMBER 1989**

	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Average</u> <u>Unit Price</u> (\$000)
<b>CANADA'S IMPORTS</b>			
From the United States	2 213	4 410	.2
From Other Countries	<u>319</u>	<u>5 280</u>	<u>17</u>
TOTAL	2 532	9 690	4
<b>U.S. IMPORTS</b>			
From Canada	148	5 388	36
From Other Countries	<u>226</u>	<u>6 174</u>	<u>27</u>
TOTAL	374	11 562	31
<b>NORTH AMERICA'S IMPORTS*</b>	545	11 454	21

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\* Excludes Canada - U.S. Bilateral Trade

## **PRESS BRAKES**

### **MARKET SUMMARY - MACHINE TOOLS SECTOR**

Machine tools produce metal products (including other machines) and are a basic element of industrial production. Machine tools include metal-cutting machines which shape metal by cutting, and a related machine tool group metal-forming machines which shape metal by pressure.

The apparent Canadian market for machine tools in 1986 was an estimated \$927 million. Imports accounted for approximately 85 per cent of the market demand with the United States supplying about 50 per cent of imports. Mostly these imports were manual and CNC standard configuration machine tools which are not produced in Canada. There is strong capability in Canada for the production of special transfer machines for the automotive industry, presses, shearing machines, and roll forming lines.

The machine tool industry in Canada is made up of some 75 firms employing approximately 2,500 people. The majority of Canadian machine tool manufacturers are small and very specialized, with a staff of 15 to 25 and annual sales less than \$5 million. The seven largest firms in Canada each employ 100 to 250 persons. These firms, which are largely manufacturers of custom-built machinery for the automotive industry, account for an estimated 60 per cent of machine tool shipments. The industry is predominantly located in southern Ontario and there are also a number of firms in the Montreal and Vancouver areas.

## PRESS BRAKES

### CANADIAN IMPORTERS - 1988

#### PRESS BRAKES, NUMERICALLY CONTROLLED (8462.21.90.10)

The principal 10 importers of press brakes, numerically controlled, accounted for 86 per cent of the total import value during 1988.

<u>Principal Importers (No.)</u>	<u>Cumulative Value (\$000)</u>	<u>Per Cent of Total Value</u>
5	1 852	66
10	2 429	86
All Importers (28)	2 797	100

All importers are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A G Simpson Company Ltd.	Scarborough, Ont.	Macdon Industries Ltd.	Winnipeg, Man.
All New Manufacturing Ltd.	Calgary, Alta.	Midas Canada Inc.	Agincourt, Ont.
CML Machinery Inc.	Concord, Ont.	Mont-Hard Canada Inc.	Boucherville, Ont.
Commander Electrical Equipment Inc.	Scarborough, Ont.	Northern Telecom Ltd.	Islington, Ont.
Darbert Machinery Co. Ltd.	Mississauga, Ont.	Promecan Industrielle International Ltée.	Granby, Qué.
Demster Systems Ltd.	Toronto, Ont.	Pronto Auto Repair Dealership Inc.	Pickering, Ont.
Dentech Products Ltd.	Mission, B.C.	Qualico Metal Fabricating Ltd.	Montréal, Qué.
Edcha of Canada	Niagara Falls, Ont.	Scott Springfield Manufacturing (1983) Ltd.	Calgary, Alta.
G C Storey Machinery Company Ltd.	Don Mills, Ont.	Siemens Electric Limited	Mississauga, Ont.
Interfast Inc.	Rexdale, Ont.	Spun Steel Ltd.	Strathroy, Ont.
Interfriction Canada Inc.	Ville d'Anjou, Qué.	Stevens Machinery Sales Ltd.	Toronto, Ont.
International Nickel Co. of Canada Ltd., The	Copper Cliff, Ont.	Stollco Industries Ltd.	Port Coquitlam, B.C.
J W Fauver (Canada) Ltd.	Madison Heights, MI, USA*	Upton Bradeen and James Inc.	Don Mills, Ont.
		Walter Haas Ltd.	Montréal, Qué.
		Walter Haas Machinery Ltd.	Brampton, Ont.

\* Non resident importer

# **PRESS BRAKES** **CANADIAN IMPORTERS - 1988**

## PRESS BRAKES, OTHER (8462.29.90.10)

The principal 15 importers of press brakes, other, accounted for 67 per cent of the total import value during 1988.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
3	1 521	30
6	2 366	47
15	3 369	67
25	3 974	79
All Importers (70)	4 980	100

The principal 25 importers are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
600 Group Equipment Ltd.	Mississauga, Ont.	Promecan Industrielle	
A G Simpson Company Ltd.	Scarborough, Ont.	Internationale Ltée.	Granby, Qué.
Akhurst Machinery Ltd.	Vancouver, B.C.	Qualico Metal Fabricating Ltd.	Montréal, Qué.
Aluminum Company of Canada Ltd.		Raymond Robert Ltée.	St. Lambert, Qué.
C M L Machinery Inc.	Scarborough, Ont.	Reynolds Aluminum Co. of Canada Ltd.	Weston, Ont.
Darbert Machinery Co. Ltd.	Concord, Ont.	Stevens Machinery Sales Ltd.	Toronto, Ont.
G C Storey Machinery Co. Ltd.	Mississauga, Ont.	Upton Bradeen and James Inc.	Don Mills, Ont.
K M W Products Ltd.	Don Mills, Ont.	Wallace Machinery and Supply Co. Ltd.	Winnipeg, Man.
Kaycan Ltd./Ltée.	Fort Erie, Ont.	Walter Haas Ltd.	Montréal, Qué.
Locweld Inc.	St-Laurent, Qué.		Brampton, Ont.
M A Brian Co. Ltd.	Candiac, Qué.	Westway Machinery Ltd.	Mississauga, Ont.
Modern Tool Ltd.	Windsor, Ont.	William M Brennan Co. (1978) Ltd.	London, Ont.
Machinerie B V Ltée.	Calgary, Alta.	Williams and Wilson Limited	Montréal, Qué.
Pinnacle Machinery Sales Ltd.	Plessisville, Qué.		
	Mississauga, Ont.		

**PRESS BRAKES**  
**FOREIGN EXPORTERS TO CANADA**  
**JANUARY - SEPTEMBER 1989**

**PRESS BRAKES, NUMERICALLY CONTROLLED (8462.21.90.10)**

Major exporters to Canada of press brakes, numerically controlled, are listed in descending order of dollar value. These exporters accounted for 86 per cent of the total value of Canadian imports during the period January to September 1989.

The names of the foreign companies are as captured on the computer system and may not be the full legal corporate name. A foreign company may appear in the source several different ways. Attempts are made to consolidate all various entries into one company. For this reason, the value associated with any given company is deemed to be the minimum value.

<u>Name</u>	<u>Country</u>	<u>Value of Exports to Canada Jan.-Sept. 1989 (\$000)</u>
Amada Co. Ltd.	Japan )	
LVD Co.	Belgium )	1 634*
Pacific Press & Shear Inc.	USA )	
Niagara Machinery	USA )	
Automec Inc.	USA )	310*
Gates Power Drive	USA )	
Cincinnati Inc.	USA )	
Haco	Belgium )	184*
Best Machinery	USA )	

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\* Aggregated to preserve confidentiality of Canadian importers

**PRESS BRAKES**  
**FOREIGN EXPORTERS TO CANADA**

**JANUARY - SEPTEMBER 1989**

**PRESS BRAKES, OTHER (8462.29.90.10)**

Major exporters to Canada of press brakes, other, are listed in descending order of dollar value. These exporters accounted for 64 per cent of the total value of Canadian imports during the period January to September 1989.

The names of the foreign companies are as captured on the computer system and may not be the full legal corporate name. A foreign company may appear in the source several different ways. Attempts are made to consolidate all various entries into one company. For this reason, the value associated with any given company is deemed to be the minimum value.

<u>Name</u>	<u>Country</u>	<u>Value of Exports to Canada Jan.-Sept. 1989 (\$000)</u>
Haco N.V.	Belgium	751
Tapco Products Int. Corp.	USA	537
Van Mark Products Corp.	USA	458
Cincinnati Inc.	USA	490*
Jill Co. Metals	USA	
Roper Whitney Co.	USA	
Rousselle Corp.	USA	347*
LVD Co.	Belgium	
Wichita Clutch Dana Corp.	USA	
Tennsmith Inc.	USA	272*
Dries and Krump Mfg. Co.	USA	
Atlantic Machine Tools	Belgium	
Amada Co. Ltd.	Japan	

\* Aggregated to preserve confidentiality of Canadian importers



