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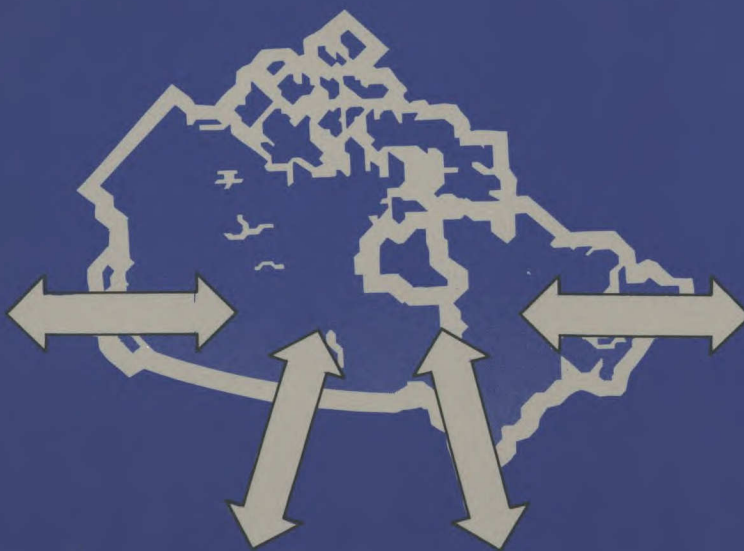
Industrie, Sciences et
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MARKET INTELLIGENCE

SHEARING MACHINES

Pub. No.: 90024-IP

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Canada



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SHEARING MACHINES

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FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

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) 954-9647
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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SHEARING MACHINES

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 exiting 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, 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>
Shearing machines (including presses) other than combined punching/shearing machines <u>numerically controlled</u> for working metal.				
8462.31				
Quantity (No.)	167	87		
Value (\$000)	4 712	5 025	U.S.A. 40	Fed. Rep. of Germany 40
Shearing machines (including presses) other than combined punching/shearing machines not elsewhere specified for working metal				
8462.39				
Quantity (No.)	429	373		
Value (\$000)	6 364	6 393	U.S.A. 66	U.S.A. 53

SHEARING MACHINES

CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN

MECHANICAL SHEARING MACHINES NUMERICALLY CONTROLLED (8462.31.00.10)

<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)
Italy	2	1 125	43	562	-	-	N/A	N/A
United States	23	1 103	42	48	5	310	10	62
Japan	5	205	7	41	5	450	15	90
Germany, Fed. Rep.	1	91	3	91	2	1 985	70	992
Switzerland	1	71	2	71	-	-	N/A	N/A
Belgium	-	-	N/A	N/A	4	87	3	21
TOTAL	32	2 596	100	81	16	2 834	100	177

HYDRAULIC SHEARING MACHINES NUMERICALLY CONTROLLED (8462.31.00.20)

<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	21	774	40	37	2	176	12	88
United Kingdom	47	445	23	9	12	54	3	4
France	12	439	22	37	24	772	54	32
Other	45	260	13	6	11	404	28	36
TOTAL	125	1 918	100	15	49	1 406	100	28

N/A - Not Applicable

SHEARING MACHINES

CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OTHER SHEARING MACHINES, NUMERICALLY CONTROLLED (8462.31.00.90)

<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)
Belgium	8	184	94	23	14	301	36	21
United States	2	12	6	6	5	458	55	91
Other	-	-	N/A	N/A	4	66	8	16
TOTAL	10	196	100	19	23	825	100	35

MECHANICAL SHEARING MACHINES, OTHER (8462.39.00.10)

<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	85	1 383	48	16	41	686	37	16
Yugoslavia	30	525	18	17	30	540	29	18
United Kingdom	32	435	15	13	20	255	13	12
Other	27	537	18	19	24	355	19	14
TOTAL	174	2 880	100	16	115	1 836	100	15

N/A - Not Applicable

SHEARING MACHINES

CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN (Cont'd)

HYDRAULIC SHEARING MACHINES, OTHER (8462.39.00.20)

Country of Origin	1988				1989			
	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$000)	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$000)
United States	42	1 807	86	43	41	1 701	55	41
Other	<u>15</u>	<u>313</u>	<u>14</u>	<u>20</u>	<u>84</u>	<u>1 425</u>	<u>46</u>	<u>16</u>
TOTAL	57	2 120	100	37	125	3 042	100	24

SHEARING MACHINES NOT FURTHER IDENTIFIED (8462.39.00.90)

Country of Origin	1988				1989			
	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$000)	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$000)
United States	154	1 038	87	6	89	1 059	71	11
Other	<u>44</u>	<u>325</u>	<u>23</u>	<u>7</u>	<u>41</u>	<u>412</u>	<u>28</u>	<u>10</u>
TOTAL	198	1 363	100	6	130	1 471	100	11

SHEARING MACHINES

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 shearing machines, 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>
Shearing machines (including presses other than combined presses/ shearing machines <u>numerically controlled</u> for working metal 8462.31				
Quantity (No.)	16	5	U.S.A.	*
Value (\$000)	1 835	242	42	-
Shearing machines (including presses) other than combined punching shearing machines <u>not elsewhere specified</u> for working metal 8462.39				
Quantity (No.)	52	25	U.S.A.	U.S.A.
Value (\$000)	1 531	664	100	94

* No singular major country of export

SHEARING MACHINES

UNITED STATES' IMPORTS

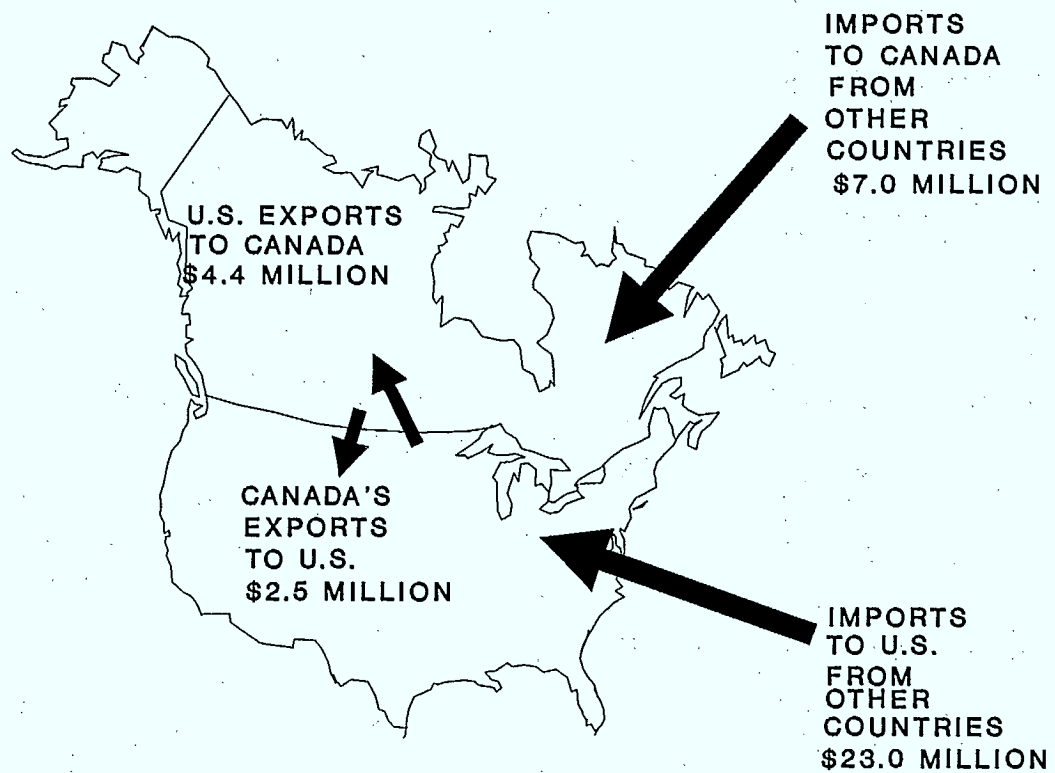
The United States Department of Commerce reports U.S. imports as follows:

U.S. IMPORTS - 1989

H.S.* Product Code	Description	Quantity (No.)		Value (\$000)	
		Total	From Canada	Total	From Canada
	Shearing machines (including presses), other than combined punching and shearing machines:				
8462.31	<u>Numerically controlled</u>				
8462.31.00.40	-Used or rebuilt	1	-	3	-
8462.31.00.80	-Other	<u>56</u>	<u>1</u>	<u>7 872</u>	<u>71</u>
TOTAL	-Numerically controlled	<u>57</u>	<u>1</u>	<u>7 875</u>	<u>71</u>
8462.39	<u>Other</u>				
8462.39.00.10	-Used or rebuilt	41	7	296	55
8462.39.00.20	-Other, valued under \$2500 each	1 021	32	660	15
8462.49.00.50	-Other	<u>741</u>	<u>71</u>	<u>16 616</u>	<u>2 310</u>
TOTAL	-Other	<u>1 803</u>	<u>110</u>	<u>17 572</u>	<u>2 380</u>
TOTAL - U.S. IMPORTS		1 860	111	25 447	2 451

* 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.

SHEARING MACHINES
NORTH AMERICAN IMPORTS
1989



Total North American Imports = \$30.0 Million*

* Excludes Canada - U.S. Bilateral Trade.

SHEARING MACHINES

NORTH AMERICAN IMPORTS

JANUARY TO DECEMBER 1989

	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Average</u> <u>Unit Price</u> (\$000)
CANADA'S IMPORTS			
From the United States	183	4 392	24
From Other Countries	<u>276</u>	<u>7 026</u>	<u>25</u>
TOTAL	459	11 418	24
U.S. IMPORTS			
From Canada	111	2 451	22
From Other Countries	<u>1 749</u>	<u>22 996</u>	<u>13</u>
TOTAL	1 860	25 447	13
NORTH AMERICAN IMPORTS*	2 025	30 022	14

* Excludes Canada - U.S. Bilateral Trade

SHEARING MACHINES

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.

SHEARING MACHINES

CANADIAN IMPORTERS - 1988

MECHANICAL SHEARING MACHINES NUMERICALLY CONTROLLED (8462.31.00.10)

The principal three importers of mechanical shearing machines numerically controlled accounted for 68 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	1 767	68
6	2 264	87
10	2 503	96
All Importers (24)	2 596	100

All importers are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Canadian General Electric Co. Ltd.	Toronto, Ont.	Newman Steel Ltd.	Stoney Creek, Ont.
Garland Commercial Ranges Ltd.	Mississauga, Ont.	Ornements St-Michel Inc.	St-Léonard, Qué.
GC Storey Machinery Company Ltd.	Don Mills, Ont.	Promecan Industrielle Internationale Ltée.	Granby, Qué
Gensco Equipment Co. Ltd.	Toronto, Ont.	Rideout Tool & Supply Ltd.	St. Johns, Nfld.
Honeywell Ltd.	Willowdale, Ont.	Roger C Ouellette Limited	Grand Falls, N.B.
Ideal Supply Company Ltd.	Listowel, Ont.	Samuel Son & Co. Ltd.	Mississauga, Ont.
Island Paper Mills Ltd.	Vancouver, B.C.	Selectone Paints Limited	Weston Ont.
Legere Industrial Supplies Ltd.	Ottawa, Ont.	Stelco Inc. General Offices	Hamilton, Ont.
Matrox Electronic System Ltd.	Dorval, Qué.	Sycor Technology Inc., Div.	
Met-Can Supply Co. Limited	Oshawa, Ont.	Advance Wire and Cable Technical Products	Mississauga, Ont.
Morse Automotive Products, Div.		International Ltd.	Winnipeg Alta.
Borg-Warner (Canada) Ltd.	Simcoe, Ont.	Upton Bradeen & James Inc.	Don Mills, Ont.
Murphy Industries of Canada Ltd.	Owen Sound, Ont.	Weyerhaeuser Canada Ltd.	Kamloops, B.C.

SHEARING MACHINES

CANADIAN IMPORTERS - 1988 (Cont'd)

HYDRAULIC SHEARING MACHINES NUMERICALLY CONTROLLED (8462.31.00.20)

The principal six importers of hydraulic shearing machines numerically controlled accounted for 81 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	1 122	58
6	1 555	81
10	1 666	86
All Importers (13)	1 918	100

All importers are listed below in alphabetical order.

Name

Address

600 Group Equipment Ltd.
D&D Packing & Seals Inc.
GC Storey Machinery Company
Ltd.
Gensco Equipment Co. Ltd.
Indalex-Division of Indal
Limited
MBF Industries Corporation
Newman Steel Ltd.
Pinnacle Machinery Sales Ltd.
Promecan Industrielle
Internationale Ltée.
Raymond Robert Ltée.
RC Moffatt Supply Limited
Super Spin Services Inc.
Western Equipment Ltd.

Mississauga, Ont.
Mississauga, Ont.

Don Mills, Ont.
Toronto, Ont.

Weston, Ont.
Weston, Ont.
Stoney Creek, Ont.
Mississauga, Ont.

Granby, Qué.
St-Lambert, Qué.
Atikokam, Ont.
Mississauga, Ont.
Richmond, B.C.

SHEARING MACHINES
CANADIAN IMPORTERS - 1988 (Cont'd)

OTHER SHEARING MACHINES NUMERICALLY CONTROLLED (8462.31.00.90)

In order to preserve the confidentiality of Canadian Importers the names cannot be shown.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
All	196	100

SHEARING MACHINES
CANADIAN IMPORTERS - 1988 (Cont'd)

MECHANICAL SHEARING MACHINES, OTHER (8462.39.00.10)

The principal 20 importers of mechanical shearing machines, other accounted for 82 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	978	33
6	1 474	51
10	1 889	65
20	2 384	82
All Importers (51)	2 880	100

The principal 20 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.	Lake Ontario Steel Co. Ltd.	Whitby, Ont.
CML Machinery Inc.	Concord, Ont.	Mandak Metal Processors Ltd.	Selkirk, Alta.
Cold Metal Products Co. Ltd.	Hamilton, Ont.	Mercury Stainless Canada Inc.	Mississauga, Ont.
Crown Cork & Seal Canada Inc.	Concord, Ont.	Modern Tool Ltd.	Calgary, Alta.
Darbert Machinery Co. Ltd.	Mississauga, Ont.	Permaclad Products Limited	Montréal, Qué.
Dentech Products Limited	Mission, B.C.	Pinnacle Machinery Sales Ltd.	Mississauga, Ont.
EJ Turcotte Inc.	Jonquière, Qué.	Precision Metal Craft Inc.	Winnipeg, Alta.
GC Storey Machinery Company Ltd.	Don Mills, Ont.	QM Industries Ltd.	Prince George, B.C.
GE Phillips Ltd.	Rexdale, Ont.	United Window Manufacturer Ltd.	Concord, Ont.
		SKT-Pullmax (Canada) Ltd.	Oakville, Ont.
		Upton Bradeen & James Inc.	Don Mills, Ont.

SHEARING MACHINES

CANADIAN IMPORTERS - 1988 (Cont'd)

HYDRAULIC SHEARING MACHINES, OTHER (8462.39.00.20)

The principal 25 importers of hydraulic shearing machines, other accounted for 82 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>
5	1 016	47
10	1 361	64
20	1 658	78
25	1 740	82
All Importers (34)	2 120	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	
AG Baird Ltd.	Weston, Ont.	Internationale Ltée.	Granby, Qué.
Alureco Inc.	Québec, Qué.	Qualico Metal Fabricating Ltd.	Montreal, Qué.
Applied Power Industrial		Ray Proof Canada Co. Limited	Smith Falls, Ont.
Canada Ltd.	Mississauga, Ont.	Sirco Machinery Co. Ltd.	Toronto, Ont.
Cle de Profiles Reynolds Ltée.	Richmond Hill, Ont.	Standard Products (Canada) Ltd.	Stratford, Ont.
CML Machinery Inc.	Concord, Ont.	Stevens Machinery Sales Ltd.	Toronto, Ont.
Demster Systems Ltd.	Toronto, Ont.	Strescon Limited	Saint John, N.B.
Ferrobec Ltd.	LaSalle, Qué.	Thiessen Equipment Ltd.	Surrey, B.C.
Flakt Canada Ltd.	Ottawa, Ont.	Universal Metal Co. NS Ltd.	Sydney, N.S.
Macdon Industries Ltd.	Winnipeg, Alta.	Versatile Farm Equipment	
Machinerie BV Ltée.	Pleissisville, Qué.	Operation New Holland of	
Mermac Machinery Limited	Mississauga, Ont.	Canada Ltd.	Winnipeg, Man.
Metaux Boni Canada Inc.	Montréal, Qué.	Wesgar Industries Ltd.	Vancouver, B.C.
		Williams & Wilson Limited	Montreal, Qué.

SHEARING MACHINES

CANADIAN IMPORTERS - 1988 (Cont'd)

SHEARING MACHINES NOT FURTHER IDENTIFIED (8462.39.00.90)

The principal 10 importers of combined shearing machines not further identified accounted for 94 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	667	48
6	1 033	75
10	1 285	94
All Importers (12)	1 363	100

The importers are listed below in alphabetical order.

Name

A Newman & Co. Ltd.
Canadian Phoenix Steel Products,
Division of Bridgetan Investment
Cheminées Sécurité (1982) Ltée.
General Scrap & Car Shredder Ltd.
GTE Sylvania Canada Ltd.
Machinerie Gilles Lupien Inc.
Sidbec Dosco Ltée.
Upton Bradeen & James Inc.
Van Dresser Ltd.
W McNish & Son Steel Ltd.
Walter Haas Ltd.
Williams & Wilson Limited

Address

St. Catharines, Ont.

Toronto, Ont.
Laval, Qué.
Winnipeg, Man.
Montréal, Qué.
Drummondville, Qué.
Contrecoeur, Qué.
Don Mills, Ont.
Waterloo, Ont.
Winterburn, Alta.
Montréal Qué.
Montréal, Qué.

SHEARING MACHINES
FOREIGN EXPORTERS TO CANADA

JANUARY - SEPTEMBER 1989

SHEARING MACHINES, NUMERICALLY CONTROLLED (8462.31)

Major exporters to Canada of shearing machines, numerically controlled are listed by major country of origin in descending order of dollar value. These exporters accounted for 88 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>
Fisher Maschingalorik	West Germany	2 776*
Amada SA	France	
Haco N.V.	Belgium	
Amada Co. Ltd.	Japan	475*
Cincinnati Inc.	U.S.A.	
Mitsubishi Intl. Corp.	Japan	

* Aggregated to preserve confidentiality of Canadian importers.

SHEARING MACHINES
FOREIGN EXPORTERS TO CANADA (Cont'd)
JANUARY - SEPTEMBER 1989

SHEARING MACHINES, OTHER (8462.39)

Major exporters to Canada of shearing machines, other are listed by major country of origin in descending order of dollar value. These exporters accounted for 76 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>
Iowa Precision Ind.	U.S.A.)	573
Europex Co.	Yugoslavia)	844*
F.J. Edwards Ltd.	United Kingdom }	
Labounty Mfg. Inc.	U.S.A. }	
Niagara Machine & Tool	U.S.A.)	190
Shredding Systems Inc.	U.S.A.)	485*
J. McIntyre	United Kingdom }	
Cincinnati Inc.	U.S.A. }	
Roth Steel Corp.	U.S.A.)	402*
Advanced Cutting Service	U.S.A. }	
Deltamatic Engineering	United Kingdom }	
Midwest Auto	U.S.A. }	
LVD Corp	U.S.A.)	364*
Herr-Voss	U.S.A. }	
Roper Whitney Co.	U.S.A. }	

* Aggregated to preserve confidentiality of Canadian importers

