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# MARKET INTELLIGENCE

## WINCHES, MARINE AND BOAT TRAILER

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Canada



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**WINCHES, MARINE  
AND  
BOAT TRAILER**

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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 Marine Systems Division  
Surface Transportation and Machinery  
Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3428

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-0543  
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) 954-0543

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

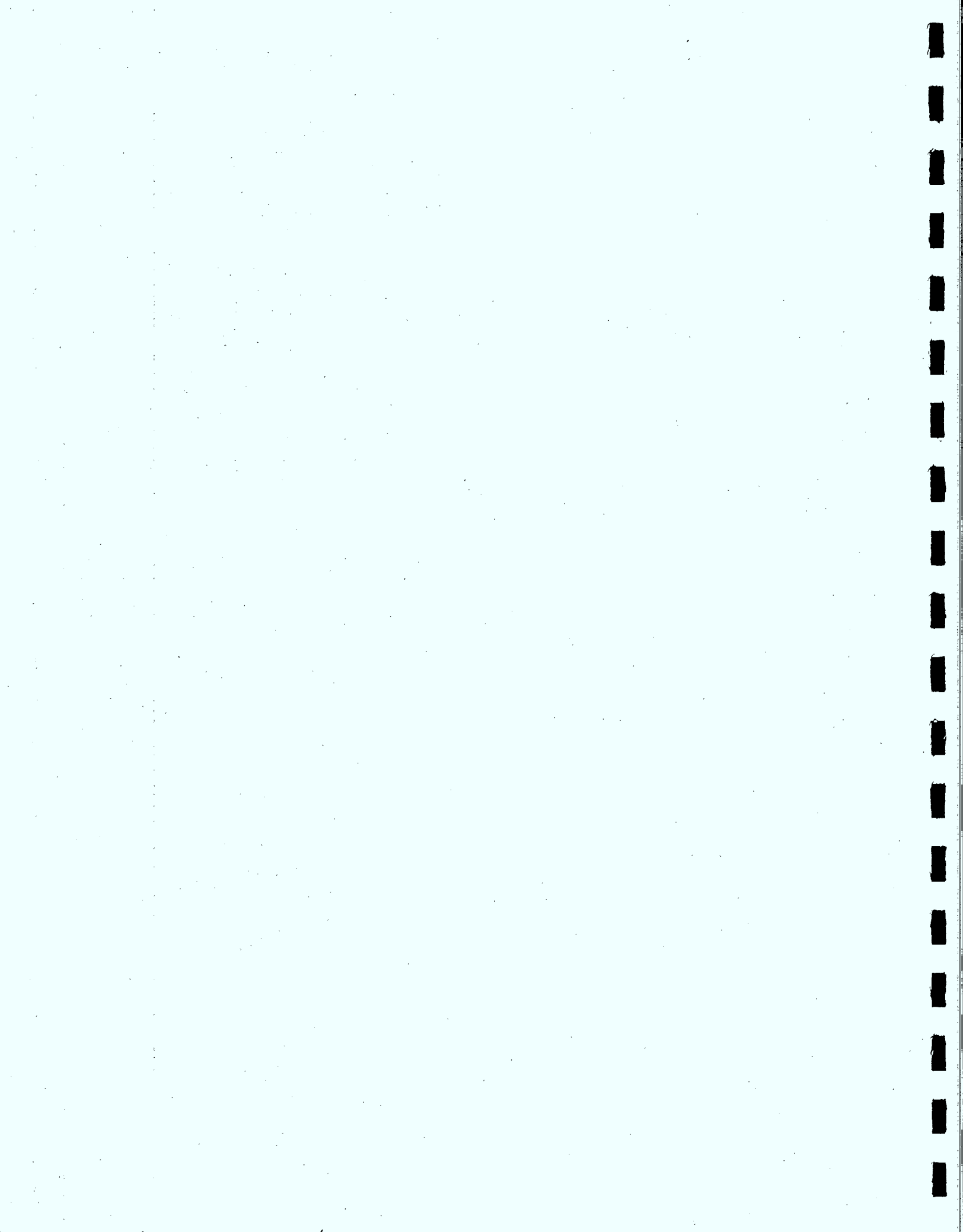
Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

### Rounding

Figures may not add due to rounding.

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## WINCHES, MARINE AND BOAT TRAILER

### I. INTRODUCTION AND SCOPE

This report is one of a continuing series of market intelligence on specific products and is designed to increase businesses awareness of the potential existing for production in Canada. It is import, 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 a data from several sources (including some which are not generally available) for the following Harmonized System (H.S.) commodity codes:

### II. CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Countries of Export to Canada % of Total Value</u>	
	<u>1988</u>		<u>1989</u>		<u>1988</u>	<u>1989</u>
	<u>Quantity (No.)</u>	<u>Value (\$000)</u>	<u>Quantity (No.)</u>	<u>Value (\$000)</u>		
Marine Winches H.S. 8425.39.90.11	5 168	2 187	4 718	1 608	U.S.A. 61 U.K. 24	U.S.A. 59 U.K. 24
Boat Trailer Winches H.S. 8425.39.90.12	4 928	319	17 671	247	U.S.A. 100	U.S.A. 98

### III. CANADIAN PRODUCTION

Although marine and boat trailer winches are manufactured in Canada, Statistics Canada does not report any Canadian shipments.

## WINCHES, MARINE

### IV. CANADIAN IMPORTERS - 1988

WINCHES, MARINE (8425.39.90.11)

There were 77 known importers of marine winches in 1988. The principal 15 importers accounted for 74 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	981	45
10	1 401	64
15	1 614	74
All Importers (77)	2 187	100

The principal 25 importers are listed below in alphabetical order. The importer is not necessarily the end-user of the product. This list excludes individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Acier Solac Ltée.	Westmount, Qué.	Hydraunav Inc.	Québec, Qué.
B C Packers Limited	Vancouver, B.C.	Hytac Equipment Limited	Vancouver, B.C.
Brewer Bros Enterprises Ltd.	Hamilton, Ont.	Inshore Midshore Ltd.	Port Au Choix, Nfld.
C & C Yachts Limited	Niagara-On-The-Lake, Ont.	Lewmar Marine Ltd.	Oakville, Ont.
Canadian Marconi Company Ltd.	Montréal, Qué.	Marystown Shipyard Ltd.	Marystown, Nfld.
Canus Fisheries Ltd.	Clarkes Harbour, N.S.	McCann Equipment Ltd.	Dorval, Qué.
Equipements Twin (1980) Ltée., Les	Montréal, Qué.	Northland Marine Products O/B 419222 Ont. Ltd.	Keswick, Ont.
Great Circle Trading Co. Ltd.	Weston, Ont.	Port Weller Dry Dock Limited	St. Catharines, Ont.
Hawboldt Industries Ltd.	Bedford, N.S.	R I Smith Company Ltd.	Shag Harbour, N.S.
Herb Fraser & Associates Ltd.	Port Colborne, Ont.	Waterline Yachts Inc.	Sidney, B.C.
Hinterhoeller Yachts Ltd.	St. Catharines, Ont.	Wire Rope Industries of Canada Ltd.	Pointe-Claire, Qué.
Hodder Tugboat Co. Ltd.	Richmond, B.C.	Yachters Choice Marine Products Inc.	Mississauga, Ont.
Hurum Marine Inc.	Longueuil, Qué.		



## WINCHES, BOAT TRAILER

### IV. CANADIAN IMPORTERS - 1988 (Cont'd)

#### WINCHES, BOAT TRAILER (8425.39.90.12)

There were 24 known importers of boat trailer winches in 1988. The principal five importers accounted for 76 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	241	76
10	289	91
15	316	99
All Importers (24)	319	100

All importers are listed below in alphabetical order. The importer is not necessarily the end-user of the product. This list excludes individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Acar Industries Inc.	Willoughby, OH, USA*	Huston Leisure Products Ltd.	Spruce Grove, Alta.
Allspeed Trailers & Mfg. Co. Ltd.	New Westminster, B.C.	J Boase & Associates Ltd.	Willowdale, Ont.
Bauman Manufacturing Ltd.	Hawkesville, Ont.	King Equipment Mfg. Corp. Ltd.	Woodstock, Ont.
Boyle Marine Ltd.	Little Current, Ont.	L & B Moore Co. Ltd.	Uxbridge, Ont.
Brewer Bros Enterprises Ltd.	Hamilton, Ont.	Marrs Leisure Products (1977) Inc.	Brandon, Man.
Canadian Tire Corporation Ltd.	Toronto, Ont.		Winnipeg, Man.
Consolidated Turf Equipment (1965) Ltd.	Winnipeg, Man.	Morco Products Canada Ltd.	Kingston, Ont.
Distribution d'Equipelement		Positor Inc.	Beloeil, Qué.
Novamar Corp.	St-Laurent, Qué.	Princess Auto & Machinery Ltd.	Winnipeg, Man.
E-Z Loader Canada Ltd.	Bolton, Ont.	Remeq Inc.	Princeville, Qué.
Ebco Industries Ltd.	Richmond, B.C.	Sea & Ski Marine Ltd.	Windsor, Ont.
H E Hebert Limitée	Montréal, Qué.	Sportspal Products Ltd.	Callander, Ont.
Highliner Trailers Ltd.	Richmond, B.C.	Western Marine Company Ltd.	Vancouver, B.C.

\* Non resident importer



## WINCHES, MARINE

### V. FOREIGN EXPORTERS TO CANADA

1989

WINCHES, MARINE (H.S. 8425.39.90.11)

Major exporters to Canada of marine winches are listed by major country of origin in descending order of dollar value. These exporters accounted for 79 per cent of the total value of Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		<u>Value of Exports</u> <u>to Canada</u>
			<u>1989</u> (\$000)
Australia and the United States	IMI-Barient	)	
		)	
United Kingdom	Lewmar Marine	)	774*
		)	
United States	Superwinch Inc.	)	
	Braden Cargo Gearmatic	)	
		)	
United Kingdom	GEC Mechanical	)	
		)	223*
United States	Kennebex Marine Co.	)	
		)	
United States	Almon A. Johnson Inc.	)	
	Inter Ocean Systems	)	167*
		)	
United Kingdom	Simpson-Lawrence Ltd.	)	
		)	
United States	Cross Associates	)	
	Ramsay Winch Co.	)	101*
	Maritime Fish	)	

\* Aggregated to preserve confidentiality of Canadian importers.

## WINCHES, BOAT TRAILER

### V. FOREIGN EXPORTERS TO CANADA (Cont'd)

1989

WINCHES, BOAT AND TRAILER (H.S. 8425.39.90.12)

Major exporters to Canada of boat trailer winches are listed below in descending order of dollar value. These exporters accounted for 88 per cent of the total value of Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1989 (\$000)</u>
United States	Fulton Mfg. Corp. ) Dutton-Lainson Co. )	218*

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\* Aggregated to preserve confidentiality of Canadian importers.

## WINCHES, MARINE AND BOAT TRAILERS

### VI. CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

#### BOSS

Canadian companies are arranged in alphabetical order.

#### Winches, Marine

<u>Name</u>	<u>Address</u>
A & B Marine Manufacturing Limited	Barrington Passage, N.S.
Alberni Engineering & Shipyard Ltd.	Port Alberni, B.C.
Atkinson & Bower Limited	Shelburne, N.S.
*Burrard Iron Works Limited	Vancouver, B.C.
*Can Do All Marine (1983) Ltd.	New Westminster, B.C.
Carrying Industries of Alberta (1984) Ltd.	Edmonton, Alta.
Curran & Briggs Limited	Summerside, P.E.I.
Delta Hydraulic Power Ltd.	Richmond, B.C.
Docks & Lifts Unlimited Inc.	Kenora, Ont.
Dugas Fab Inc.	Caraquet, N.B.
*Hall and Stavert Ltd.	Charlottetown, P.E.I.
Harrison & Robbins Mfg. Ltd.	Vancouver, B.C.
Hydraulic Systems Limited	Dartmouth, N.S.
Hydro-Mac Inc.	Montréal, Qué.
*Indal Technologies Inc.	Mississauga, Ont.
Jacklyn's Industrial Welding Limited	Shelburne, N.S.
*John T. Hepburn Limited	Mississauga, Ont.
Kenco Industries, Div. of Mark Valley Ltd.	Roblin, Man.
*Machineries Verville Inc., Les	Drummondville, Qué.
Marine Sales and Services Limited	St. John's, Nfld.
Provincial Crane Inc.	Niagara Falls, Ont.
Ramsay Machine Works Limited	Victoria, B.C.
Steel Span Industries Limited	Truro, N.S.
Timberland Equipment Limited	Woodstock, Ont.
Treuil de la Capitale Inc.	Loretteville, Qué.
*Trites Marine Services Ltd.	Richmond, B.C.
Usinage Egide Jean Inc.	Rimouski, Qué.
*Vancouver Gear Works Ltd.	Richmond, B.C.
W. George Fryatt Ltd.	Delta, B.C.
W.J. Keating, Div. of Dibblee Tools Ltd.	Pointe-Claire, Qué.

\* Company engaged in export trade

## WINCHES, MARINE AND BOAT TRAILERS

### VI. CANADIAN SUPPLIERS (Cont'd)

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel.: (613) 954-5031  
Telex: 053-4123  
Fax: (613) 954-1894

#### CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

#### (Davits) Winches, Marine

<u>Name</u>	<u>Address</u>
Can Do All Marine (1983) Ltd.	New Westminster, B.C.
*Smith Bros. Foundry & Machines Works Ltd.	Victoria, B.C.
Thom, W.A. (1983) Ltd.	North Vancouver, B.C.

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\* Company engaged in export trade

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association  
One Yonge Street  
Toronto, Ontario M5E 1J9  
Tel.: (416) 363-7261  
Telex: 065-24693  
Fax: (416) 363-3779

## WINCHES, MARINE AND BOAT TRAILERS

### VII. CANADIAN AND FOREIGN TARIFFS

Winches, Marine and Boat Trailer included in this report were dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
8425.39.90.11	Marine Winches	9.2%	2.5%	7.3%
	On and after January 1, 1990			5.5%
	On and after January 1, 1991			3.6%
8425.39.90.12	Boat Trailer Winches	9.2%	2.5%	7.3%
	On and after January 1, 1990			5.5%
	On and after January 1, 1991			3.6%

Enquiries concerning 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) 954-0543  
Fax.: (613) 954-2509

### FOREIGN COUNTRIES

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  
Fax.: (613) 996-9709

