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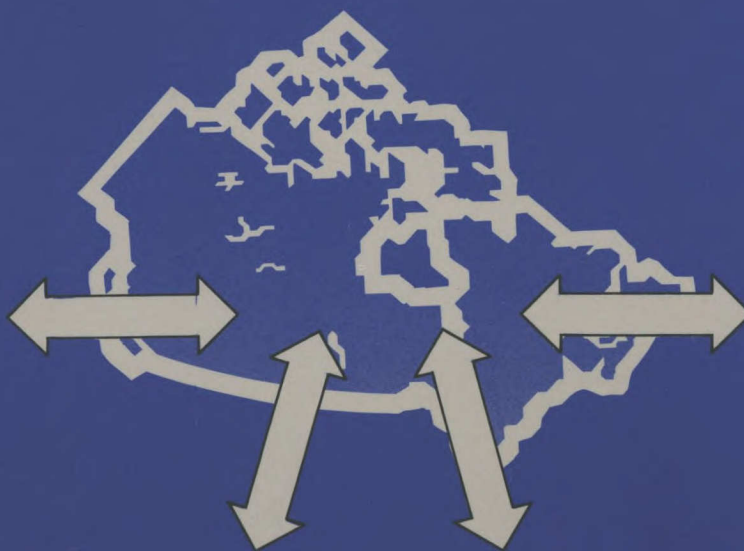
MARKET INTELLIGENCE

LEAD-ACID ELECTRIC ACCUMULATORS

(USED FOR STARTING PISTON ENGINES,

Pub. No.: 90071-IP

January 1991



Canada



ID. 90-0473

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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
Fax.: (613) 954-5463

OR Electrical and Energy Industries Equipment
Division
Surface Transportation and Machinery Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-6479
Fax.: (613) 954-1894

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) 954-7006
Fax.: (613) 954-2509

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

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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LEAD-ACID ELECTRIC ACCUMULATORS (USED FOR STARTING PISTON ENGINES)

I. INTRODUCTION AND SCOPE

This report is one of a continuing series of market intelligence reports on specific products and is designed to increase 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). The following is a list of all Harmonized System (H.S.) import commodity codes dealing with primary cells, primary batteries and electric accumulators. This report deals only with lead-acid electric accumulators, (H.S. 8507.10.00.00). Other available reports are also listed.

<u>Description</u>	<u>H.S. Codes Analyzed in this Report</u>	<u>Other Available Reports Pub. No.</u>
Primary Cells and Primary Batteries		
-Of an external volume not exceeding 300 cm ³ :		
--Manganese Dioxide		90068
--Mercuric Oxide		N/A
--Silver Oxide		N/A
--Other, type not known		90066
-Of an external volume not exceeding 300 cm ³ :		
-Parts		90067
--Metal Caps		90067
--Other		90067
Electric Accumulators, including separators therefor, whether or not rectangular (including square)		
-Lead-Acid, of a kind used for starting piston engines	8507.10.00.00	
-Other Lead-Acid Accumulators		90075
-Nickel-Cadmium		90063
-Nickel-Iron		N/A
-Other, type not known		90069
-Parts		N/A

Total imports in 1989 for all of the above products were valued at \$244.3 million. Imports of lead-acid electric accumulators included in this report amounted to \$83.7 million or 34 per cent of the total.

**LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)
(H.S. 8507.10.00.00)**

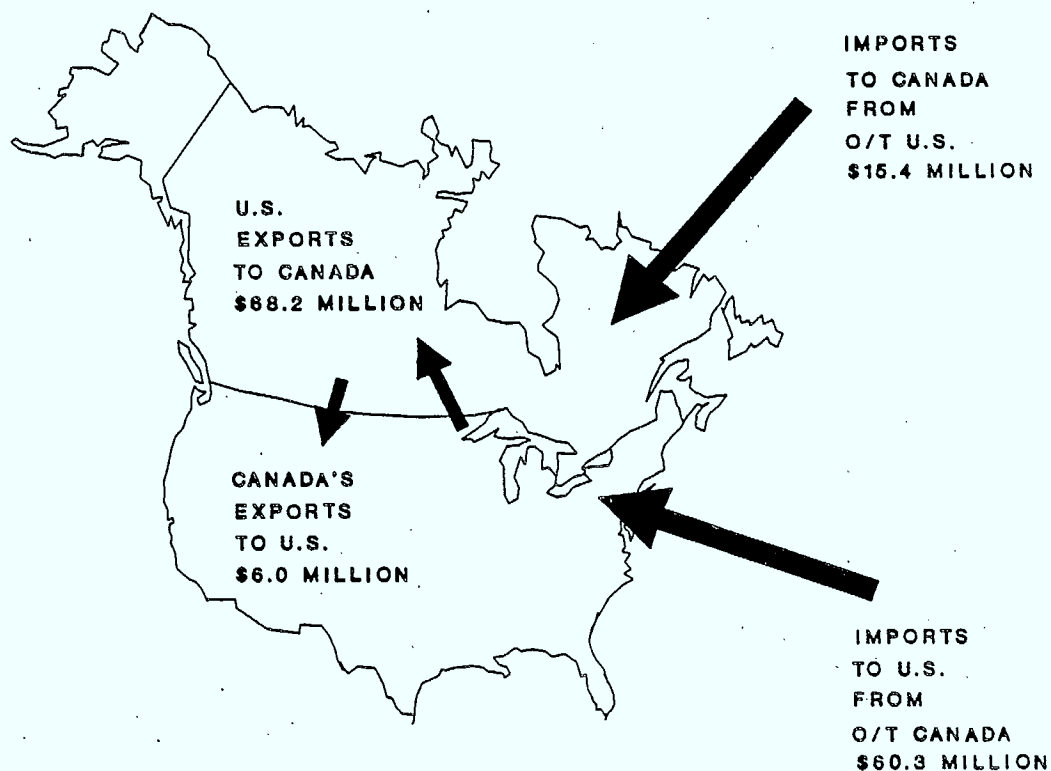
I. INTRODUCTION AND SCOPE (Cont'd)

Beginning in January 1990, the Import Commodity Code analyzed (8507.10.00.00) was broken down into the following codes:

<u>Description</u>	<u>H.S. Codes</u>
-Lead-acid, of a kind used for starting piston engines	
Used batteries	8507.10.00.10
12V batteries	8507.10.00.91
Other	8507.10.00.92

**LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)
(H.S. 8507.10.00.00)**

II. NORTH AMERICA IMPORTS - 1989



North American Imports - \$75.7 Million*

* Excludes Mexico, and Canada - U.S. bilateral trade

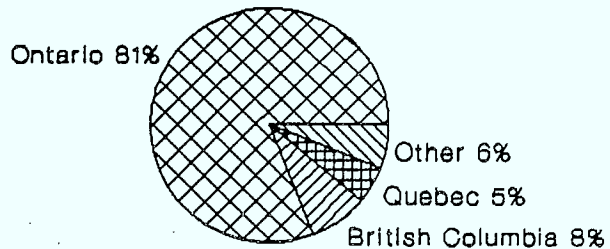
**LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)
(H.S. 8507.10.00.00)**

III. SUMMARY OF CANADIAN IMPORTS

1988		1989		1990 Jan.-June		Major Country % of Total Value		1990 Jan.-June
<u>Quantity</u> (No. M)	<u>Value</u> (\$ M)	<u>Quantity</u> (No. M)	<u>Value</u> (\$ M)	<u>Quantity</u> (No. M)	<u>Value</u> (\$ M)	<u>1988</u>	<u>1989</u>	
2.1	71.1	2.5	83.7	1.5	45.9	U.S.A. 85	U.S.A. 82	U.S.A. 80

1989 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

<u>Province</u>	<u>Quantity</u> (000)	<u>Value</u> (\$000)
Ontario	1 974	67 925
British Columbia	217	6 548
Quebec	155	3 827
Alberta	78	2 369
Manitoba	58	1 570
New Brunswick	16	565
Saskatchewan	13	426
Nova Scotia	8	420
All Provinces*	2 538	83 655



100% = \$83.7 Million.

* All provinces includes Yukon and Northwest Territories

LEAD-ACID ELECTRIC ACCUMULATORS (USED FOR STARTING PISTON ENGINES)

(H.S. 8507.10.00.00)

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

<u>Country of Origin</u> ⁽¹⁾	1988		1989		Jan.-June 1990*	
	<u>Quantity</u> (000)	<u>Value</u> (\$000)	<u>Quantity</u> (000)	<u>Value</u> (\$000)	<u>Quantity</u> (000)	<u>Value</u> (\$000)
United States	1 664	60 325	1 949	68 238	1 090	36 481
Korea, Rep. of	277	6 788	262	7 023	143	3 557
Japan	150	2 610	146	2 726	105	1 700
Germany, Fed. Rep.	5	205	56	2 311	37	2 133
Mexico	12	239	61	1 872	73	1 228
Taiwan	23	308	49	727	45	411
Sweden	7	347	11	566	9	301
Other	<u>6</u>	<u>257</u>	<u>4</u>	<u>193</u>	<u>7</u>	<u>63</u>
Total	2 144	71 079	2 538	83 655	1 509	45 875

Beginning in January 1990, the above code was broken down into three 10 digit H.S. Codes as follows:

USED BATTERIES (H.S. 8507.10.00.10)

<u>Country of Origin</u>	Jan.-June 1990	
	<u>Quantity</u> (000)	<u>Value</u> (\$000)
United States	45	66
Mexico	37	66
United Kingdom	6	12
Sweden	4	8
Japan	<u>1</u>	<u>2</u>
Total	93	154

⁽¹⁾ Countries are in descending order based on value for 1989.

**LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)**

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN (Cont'd)

12V BATTERIES (H.S. 8507.10.00.91)

<u>Country of Origin</u>	Jan.-June 1990	
	<u>Quantity</u> (000)	<u>Value</u> (\$000)
United States	877	30 639
Korea, Rep. of	110	2 622
Japan	55	873
Mexico	17	567
Taiwan	42	370
Germany, Fed. Rep. of	<u>6</u>	<u>280</u>
Total	1 107	35 351

OTHER (H.S. 8507.10.00.92)

<u>Country of Origin</u>	Jan.-June 1990	
	<u>Quantity</u> (000)	<u>Value</u> (\$000)
United States	168	5 777
Germany, Fed. Rep. of	30	1 853
Korea, Rep. of	33	935
Japan	50	825
Mexico	19	595
Sweden	5	293
Other	<u>4</u>	<u>92</u>
Total	309	10 370

LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)
(H.S. 8507.10.00.00)

V. CANADIAN PRODUCTION

Statistics Canada reports factory sales¹ of lead-acid batteries for the years 1988, 1989 and the first nine months of 1990 as follows:

	1988		1989		Jan.-Sept. 1990	
	<u>Quantity</u>	<u>Value²</u>	<u>Quantity</u>	<u>Value²</u>	<u>Quantity</u>	<u>Value²</u>
	(000)	(\$000)	(000)	(\$000)	(000)	(\$000)
Lead-acid batteries, of a type used for starting piston engines						
For replacement purposes						
-Automotive and Heavy Duty Commercial	3 329	170 333	3 183	163 021	1 840 ^r	95 963 ^r
-Other batteries ³	136	7 720	162	8 888	54 ^r	3 243 ^r

¹ These data reflect sales to wholesalers and retailers, not retail sales to consumers.

² Factory selling value exclusive of sales tax, excise duties and taxes or outward transportation charges by common or contract carriers.

³ Includes marine, recreational vehicle and railroad diesel starting.

^r revised figures

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 # 43-005, monthly.

**LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)**

(H.S. 8507.10.00.00)

VI. CANADIAN EXPORTS

1988		1989		Major Countries % of Total Value	
<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>1988</u>	<u>1989</u>
(000)	(\$000)	(000)	(\$000)		
593	25 045	331	15 843	U.S.A. 55	Fed. Rep. of Germany 48
				Saudi Arabia 23	U.S.A. 38

LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)
(H.S. 8507.10.00.00)

VII. CANADIAN IMPORTERS - 1989

The principal 3 importers of lead-acid electric accumulators accounted for 53 per cent of the total import value during 1989.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
3	44 117	53
10	63 629	76
15	68 536	82
25	74 337	89
All Importers (248)	83 655	100

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

<u>Name</u>	<u>Address</u>
Atlas Supply Co. of Canada Ltd.	Downsview, Ont.
Battery Buying Group Inc.	Markham, Ont.
Batronics Inc.	Maple, Ont.
Bombardier Ltée	Valcourt, Qué.
Canadian Tire Corporation Ltd.	Toronto, Ont.
Chrysler Canada Limited	Windsor, Ont.
Combat Commercial Battery Ltd.	Mississauga, Ont.
Estee Battery Inc.	Calgary, Alta.
Federal Battery Dist. Ltd.	Richmond, B.C.
Ford Motor Company of Canada	Oakville, Ont.
General Motors of Canada Limited	Oshawa, Ont.
Honda of Canada Mfg. Inc.	Rexdale, Ont.
International Battery Co. Ltd.	Surrey, B.C.
Kostoba Trade Agency	Winnipeg, Man.
Lethbridge Battery Distr. Ltd.	Lethbridge, Alta.
Navistar International Corp.	Hamilton, Ont.
Paccar du Canada Ltée	Ste Thérèse, Qué.
Pacific International Co.	Burnaby, B.C.
Power Battery Sales Ltd.	Scarborough, Ont.
Rozon Batteries Inc.	St. Luc, Qué.
U A P Inc.	Montréal, Qué.
Varta Batteries Ltd.	Willowdale, Ont.
Volkswagen Canada Inc.	Scarborough, Ont.
Volvo (Canada) Limited	Halifax, N.S.
Western Battery Calgary Ltd,	Edmonton, Alta.

**LEAD-ACID ELECTRIC ACCUMULATORS
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(H.S. 8507.10.00.00)**

VIII. FOREIGN EXPORTERS TO CANADA - 1989

Major exporters to Canada of lead-acid electric accumulators 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 these 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	Johnson Controls Battery Inc.	36 825
	East Pen Mfg. Co. Inc.	9 381
	Delco Remy Div. GM Corp.	7 286
	GNB Batteries Inc.	4 370
	Exide Battery Corp.	2 398
	Crown Battery Mfg. Inc.	1 320
Rep. of Korea	Global & Yuasa Battery Co.	3 137
	Korea Storage Battery Co.	1 454
	Sunkyoung Ltd.	425
	Namil Battery	348
Japan	Yuasa Battery Co. Ltd.	2 339

LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)
(H.S. 8507.10.00.00)

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1989 (\$000)</u>
Germany, Fed. Rep. of	Varta Batteries AG) Deta Akkumulatorenwerk)	2 184*
Mexico	Accumuladores Del Noreste	1 361
Taiwan	N.S. International)	
Sweden	Volvo Car Corp.)	1 041*
United Kingdom	Unipart Exp. Ltd.)	
TOTAL		73 869

* Aggregated to preserve confidentiality of Canadian importers.

LEAD-ACID ELECTRIC ACCUMULATORS (USED FOR STARTING PISTON ENGINES)

IX. 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

Companies are arranged in alphabetical order.

Batteries, Storage, Motor Vehicle

<u>Name</u>	<u>Address</u>
*B.W.B. Battery (Corp.) Ltd.	Calgary, Alta.
*Battronics Inc.	Maple, Ont.
	Drummondville, Qué.
Canadian Battery Corporation Ltd.	Richmond, B.C.
*General Motors of Canada Limited	Oshawa, Ont.
Magnacharge Battery Corporation	New Westminster, B.C.
*Surrette Battery Company Limited	Springhill, N.S.
*Varta Batteries Ltd.	North York, Ont.
	Winnipeg, Man.

* Company engaged in export trade

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

LEAD-ACID ELECTRIC ACCUMULATORS (USED FOR STARTING PISTON ENGINES)

IX. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Batteries, Storage, Lead Acid

<u>Name</u>	<u>Address</u>
Battery Electric Mfg. & Service Ltd.	Edmonton, Alta.
*Batronics Inc.	Maple, Ont.
C & D Charter Power Systems Canada Inc.	Concord, Ont.
Canada Commercial Industrial Battery Services Co. Ltd.	Mississauga, Ont.
Canadian Battery Corporation Ltd.	Richmond, B.C.
Chloride Canada Ltd./Ltée.	Mississauga, Ont.
*GNB Batteries (Canada) Inc.	Fort Erie, Ont.
*General Motors of Canada Limited	Oshawa, Ont.
Hay (Industrial) Battery Ltd.	Hamilton, Ont.
Magnacharge Battery Corporation	New Westminster, B.C.
*Power Battery (Iberville) Ltd.	Iberville, Qué.
Saft Batteries Ltd.	Scarborough, Ont.
Sanford Battery Manufacturing Limited	Hamilton, Ont.
*Surrette Battery Co. Ltd.	Springhill, N.S.
*Varta Batteries Ltd.	North York, Ont.

* 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

LEAD-ACID ELECTRIC ACCUMULATORS (USED FOR STARTING PISTON ENGINES)

X. CANADIAN AND FOREIGN TARIFFS

Lead-acid batteries included in this report are dutiable under the following Canadian tariff item.

Tariff Item	Description of Goods	Tariff Treatment		
		Most Favoured Nation Tariff	General Preferential Tariff	United States Tariff
	Electric accumulators, including separators therefor, whether or not rectangular (including square).			
8507.10.00	-Lead-acid, of a kind used for starting engines	10.8 %	7 %	8.6 %
	On and after January 1, 1991			7.5 %

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Japan, Federal Republic of Germany, Taiwan and Sweden.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Rep. of Korea and Mexico.

* In order to qualify for the General System of Preference, a special certificate of origin is required.

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs, as listed on page two of this report.

**LEAD-ACID ELECTRIC ACCUMULATORS
(USED FOR STARTING PISTON ENGINES)**

XI. UNITED STATES IMPORTS - 1989

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

<u>H.S. Product Code</u>	<u>Description</u>	Value (\$000) ⁽¹⁾	
		<u>Total</u>	<u>From Canada</u>
	Electric storage batteries including separators therefor, whether or not rectangular (including square); parts thereof: Lead-acid storage batteries, of a kind used for starting piston engines		
8507.10.00.20	Used batteries, for recovery of metal: Other: -12V batteries:	54	44
8507.10.00.30	-Not exceeding 6 kg in weight	20 879	34
8507.10.00.60	-More than 6 kg in weight	33 567	4 116
8507.10.00.90	-Other than 12V	11 802	1 889
TOTAL		66 302	6 083

⁽¹⁾ A conversion factor of 1.1842 was used to convert the value of 1989 U.S. imports to Canadian dollars.

