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# MARKET INTELLIGENCE

## OTHER LEAD-ACID ELECTRIC ACCUMULATORS

OTHER THAN ONES USED FOR  
STARTING PISTON ENGINES

Pub. No.: 90075-IP

January 1991



Canada



ID. 90-0474

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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.

## TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. North America Imports - 1989	6
III. Summary of Canadian Imports	7
- By 1989 Province of Customs Clearance	7
IV. Canadian Imports by Major Countries of Origin	8
V. Canadian Production	9
VI. Canadian Exports - 1989	10
VII. Canadian Importers - 1989	11
VIII. Foreign Exporters to Canada - 1989	12
IX. Canadian Suppliers	13
X. Canadian and Foreign Tariffs	15
XI. United States Imports - 1989	16



## OTHER LEAD-ACID ELECTRIC ACCUMULATORS OTHER THAN ONES USED FOR STARTING PISTON ENGINES

### I. INTRODUCTION AND SCOPE

This 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.

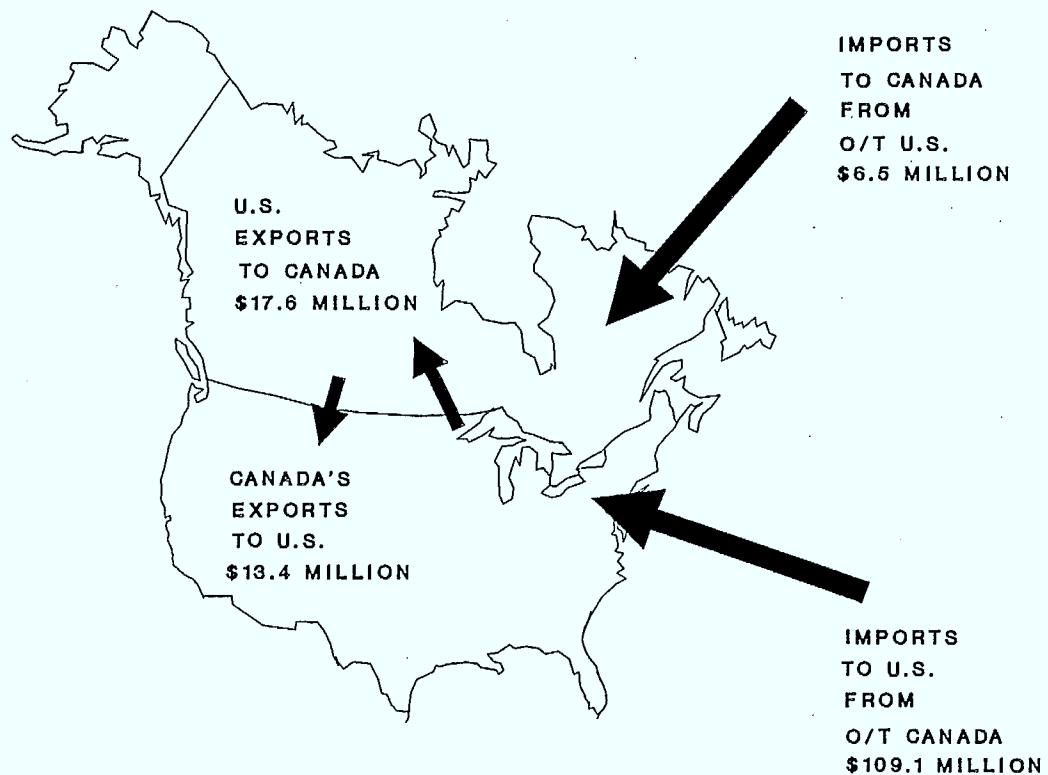
This profile is based on data from several sources (including some which are not generally available). The following is a list of all Harmonized System (H.S.) import commodity codes dealing with primary cells, primary batteries and electric accumulators. This report deals only with other lead-acid type (H.S. 8507.20.00.00). Other related reports are also listed.

<u>Description</u>	<u>H.S. Code Analyzed in this Report</u>	<u>Related Reports Pub. No.</u>
Primary Cells and Primary Batteries		
-Of an external volume not exceeding 300 cm <sup>3</sup> :		
--Manganese Dioxide		90068-IP
--Mercuric Oxide		N/A
--Silver Oxide		N/A
--Other, type not known		90066-IP
-Of an external volume not exceeding 300 cm <sup>3</sup> :		
-Parts		90067-IP
--Metal Caps		90067-IP
--Other		90067-IP
Electric Accumulators, including separators therefore, whether or not rectangular (including square)		
-Lead-Acid, of a kind used for starting piston engines		90071-IP
-Other Lead-Acid Accumulators	8507.20.00.00	
-Nickel-Cadmium		90063-IP
-Nickel-Iron		N/A
-Other, Type Not Known		90069-IP
-Parts		N/A

Total imports in 1989 for all of the above products were valued at \$244.3 million. Imports of other lead-acid electric accumulators included in this report amounted to \$24.0 million or ten per cent of the total.

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**II. NORTH AMERICA IMPORTS - 1989**



**North American Imports - \$115.6 Million\***

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

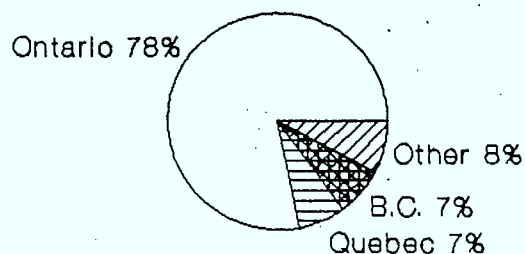
**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**III. SUMMARY OF CANADIAN IMPORTS**

1988		1989		1990 Jan.-June		Major Country % of Total Value		
<u>Quantity</u> (000)	<u>Value</u> (\$000)	<u>Quantity</u> (000)	<u>Value</u> (\$000)	<u>Quantity</u> (000)	<u>Value</u> (\$000)	<u>1988</u>	<u>1989</u>	<u>1990 Jan.-June</u>
499	15 332	822	24 073	359	11 180	U.S.A. 69	U.S.A. 73	U.S.A. 70

**1989 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE**

<u>Province</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
Ontario	550 972	18 865
Québec	134 495	1 775
British Columbia	110 861	1 632
Alberta	18 282	872
Manitoba	5 576	623
Saskatchewan	674	220
Nova Scotia	43	37
New Brunswick	745	36
Newfoundland	4	9
All Provinces*	821 652	24 073



**100 % = \$ 24.0 Million**

\* All provinces includes Yukon and Northwest Territories



**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**IV. CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN**

<b>Country<sup>(1)</sup> of Origin</b>	<b>1988</b>		<b>1989</b>		<b>1990 Jan.-June</b>	
	<b><u>Quantity</u> (000)</b>	<b><u>Value</u> (\$000)</b>	<b><u>Quantity</u> (000)</b>	<b><u>Value</u> (\$000)</b>	<b><u>Quantity</u> (000)</b>	<b><u>Value</u> (\$000)</b>
United States	201	10 560	450	17 585	171	7 871
Japan	125	1 625	228	2 315	9	555
United Kingdom	4	289	17	1 108	27	272
Mexico	104	565	55	981	7	482
Germany, Fed. Rep. of	55	1 816	24	961	116	1 219
Taiwan	1	36	29	318	2	62
Sweden	0	200	1	243	0	245
Korea, Rep. of	2	69	9	204	2	153
Spain	-	-	2	148	-	-
France	7	106	4	134	20	164
Other	<u>0</u>	<u>66</u>	<u>3</u>	<u>76</u>	<u>—</u>	<u>—</u>
<b>TOTAL</b>	<b>499</b>	<b>15 332</b>	<b>822</b>	<b>24 073</b>	<b>359</b>	<b>11 180</b>

<sup>(1)</sup> Countries are in descending order based on value for 1989.

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**V. CANADIAN PRODUCTION**

Statistics Canada reports factory sales<sup>1</sup> of other lead-acid batteries for the years 1988, 1989 and the first nine months of 1990 as follows:

	1988		1989		Jan.-Sept. 1990	
	<u>Number of Units</u> (000)	<u>Value</u> <sup>2</sup> (\$000)	<u>Number of Units</u> (000)	<u>Value</u> <sup>2</sup> (\$000)	<u>Number of Units</u> (000)	<u>Value</u> <sup>2</sup> (\$000)
Other lead-acid batteries and cells						
For direct motive power						
Large cells <sup>3</sup>	194	26 643	203	28 495	141	20 583
Light industrial batteries <sup>4</sup>	20	1 905	X	X	X	X
Stationary cells <sup>5</sup>	X	X	-	-	X	X

<sup>1</sup> These data reflect sales to wholesalers and retailers, not retail sales to consumers.

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

<sup>3</sup> Includes railroad and fork lift, but excludes railroad diesel starting.

<sup>4</sup> Includes golf cart, wheel chair and sweeper.

<sup>5</sup> Includes uninterruptible power supply, telecommunications and switchgear applications and photovoltaic.

x Confidential, suppressed to meet the requirements of the Statistics Act.

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.

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**VI. CANADIAN EXPORTS - 1989**

<u>Country</u>	<u>Quantity</u> (Nmb.)	<u>Value</u> (\$000)
United States	166 403	13 367
Liberia	132	309
Mexico	3 649	172
Mali	78	129
Niger	42	115
Israel	550	101
United Kingdom	487	97
Other*	<u>11 087</u>	<u>821</u>
Total	182 428	15 111

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\* Other includes 34 countries; these accounting only six per cent of the total value exports.

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**VII. CANADIAN IMPORTERS - 1989**

The principal 15 importers of other lead-acid accumulators accounted for 73 per cent of the total import value during 1989.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	11 669	48
10	15 604	65
15	17 961	75
25	20 316	84
All Importers (239)	24 073	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>
Batronics Inc.	Maple, Ont.
Black & Decker Canada Inc.	Brockville, Ont.
C&D Charter Power Systems Canada Inc.	Concord, Ont.
Canada Commercial Battery Ltd.	Mississauga, Ont.
Caterpillar of Canada Ltd.	Mississauga, Ont.
Chloride Canada Ltd.	Mississauga, Ont.
Duracell Inc.	Mississauga, Ont.
Edwards A Unit of General Signals Ltd.	Owen Sound, Ont.
Exide Electronics Canada Inc.	Mississauga, Ont.
Ford Motor Company of Canada Ltd.	Oakviell, Ont.
General Motors of Canada Ltd.	Oshawa, Ont.
GNB Batteries (Canada) Inc.	Fort Erie, Ont.
Hovis Medical Ltd.	Mississauga, Ont.
Infinity Trading Company Ltd.	Burnaby, B.C.
Investissements Lebeuf et Paquette Inc., Les	St. Hubert, Qué.
Johnson Controls Inc. Battery Div.	Milwaukee, WI, USA*
Kaufel Group Ltd.	Dorval, Qué.
Lumacell Inc.	Scarborough, Ont.
Northern Telecom Canada Ltd.	Islington, Ont.
OEM Battery Systems Ltd.	Surrey, B.C.
Oldham Batteries Canada Inc.	St. Léonard, Qué.
Sab Nife Corporation	Scarborough, Ont.
Soft Batteries Ltd.	Scarborough, Ont.
Varta Batteries Ltd.	Willowdale, Ont.
Zentronics Div. of Westburne Ltd.	Brampton, Ont.

\* Non resident importer

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**VIII. FOREIGN EXPORTERS TO CANADA - 1989**

Major exporters to Canada of other lead-acid accumulators are listed by major country of origin in descending order of dollar value. These exporters accounted for 74 per cent of the total value of these Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	Value of Exports to Canada
		<u>1989</u> (\$000)
United States	Exide Battery Corp.	6 867
	GNB Batteries Inc.	2 630
	Johnson Controls Battery Inc.	2 023
	C&D Power Systems )	
	Gates Energy Products )	
	Crown Battery Mfg. Co. Inc. )	2 057*
	East Pen Mfg. Co. Inc. )	
Japan	GS Battery Inc. )	
	Tecom Ltd. )	1 864*
	Matsushita Electric Ind. )	
United Kingdom	Chloride Standby Batteries )	
	CMP Batteries )	1 063*
	Alcan Standby )	
Mexico	Gates Energy Prod. )	
Germany, Fed. Rep. of	Varta Batteries AG )	1 527*
Taiwan	GS Battery Inc. )	
<b>TOTAL</b>		<b>18 031</b>

\* Aggregated to preserve confidentiality of Canadian importers.

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**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). To be included in these lists a firm must have registered itself as a supplier of the products in question in BOSS and/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, Wet Cells, N.E.S.**

<u>Name</u>	<u>Address</u>
B.W.B. Battery (Corp.) Ltd.	Calgary, Alta.
Battery Depot Incorporated	Mississauga, Ont.
Batronics Inc.	Maple, Ont.
Batronics Inc.	Drummondville, Qué.
*C&D Charter Power Systems Canada Inc.	Concord, Ont.
Canada Commercial Battery Limited	Mississauga, Ont.
Continuous Mining Systems Ltd.	Sudbury, Ont.
Duracell Canada Inc.	Mississauga, Ont.
*GNB Batteries (Canada) Inc.	Fort Erie, Ont.
Hermes Electronics Limited	Dartmouth, N.S.
Innovative Power Pak Ltd.	Brampton, Ont.
*Magnacharge Battery Corporation	New Westminster, B.C.
Nica Power Battery Corp.	Mississauga, Ont.
*Photonics Analysis Ltd.	Waterloo, Ont.
*Surrette Battery Company Limited	Springhill, N.S.

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\* 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

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**IX. CANADIAN SUPPLIERS (Cont'd)**

**CANADIAN TRADE INDEX**

Companies are arranged in alphabetical order.

**Battery, Acid**

**Name**

**Address**

Flexpac Products Ltd.  
Hall-Chem Inc.

Oshawa, Ont.  
Montréal, Qué.

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

**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**X. CANADIAN AND FOREIGN TARIFFS**

Other lead-acid accumulators included in this report are dutiable under the following Canadian tariff item.

<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>
	Electric accumulators, including separators therefore, whether or not rectangular (including square).			
8507.20.00	Other lead-acid accumulators	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, The United Kingdom, Fed. Rep. of Germany, Taiwan, Sweden, France and Spain.

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

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\* 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.



**OTHER LEAD-ACID ELECTRIC ACCUMULATORS  
OTHER THAN ONES USED FOR STARTING PISTON ENGINES  
(H.S. 8507.20.00.00)**

**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) <sup>(1)</sup>	
		<u>Total</u>	<u>From Canada</u>
	Electric storage batteries including separators therefore, whether or not rectangular (including square); parts thereof:		
	Other lead-acid storage batteries		
8507.20.00.20	Used batteries, for recovery of metal	39	6
8507.20.00.40	12V batteries	38 538	6 778
8507.10.00.80	Other than 12V batteries	<u>83 903</u>	<u>6 583</u>
TOTAL		122 480	13 367

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<sup>(1)</sup> A conversion factor of 1.1842 was used to convert 1989 U.S. imports value to \$Cdn.

