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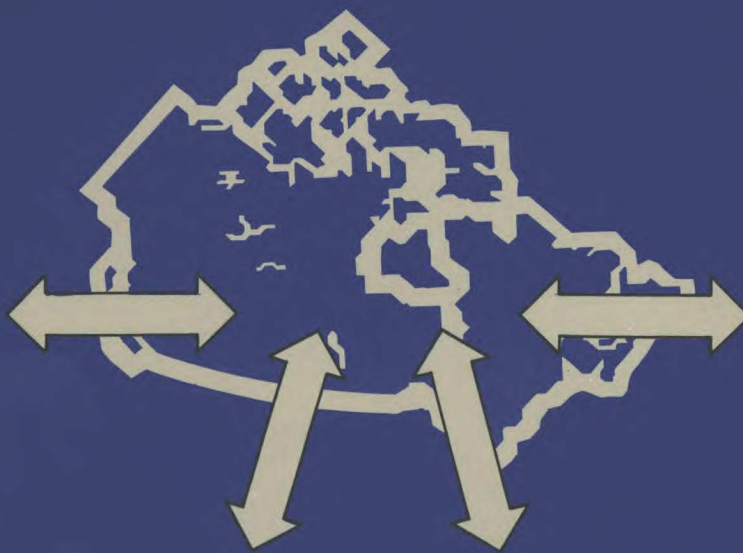
MARKET INTELLIGENCE

TECHNOLOGIE CAN

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS

Pub. No.: 90084-IP

January 1991



Canada



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NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6913
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) 954-6913
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.

Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

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NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS

I. INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

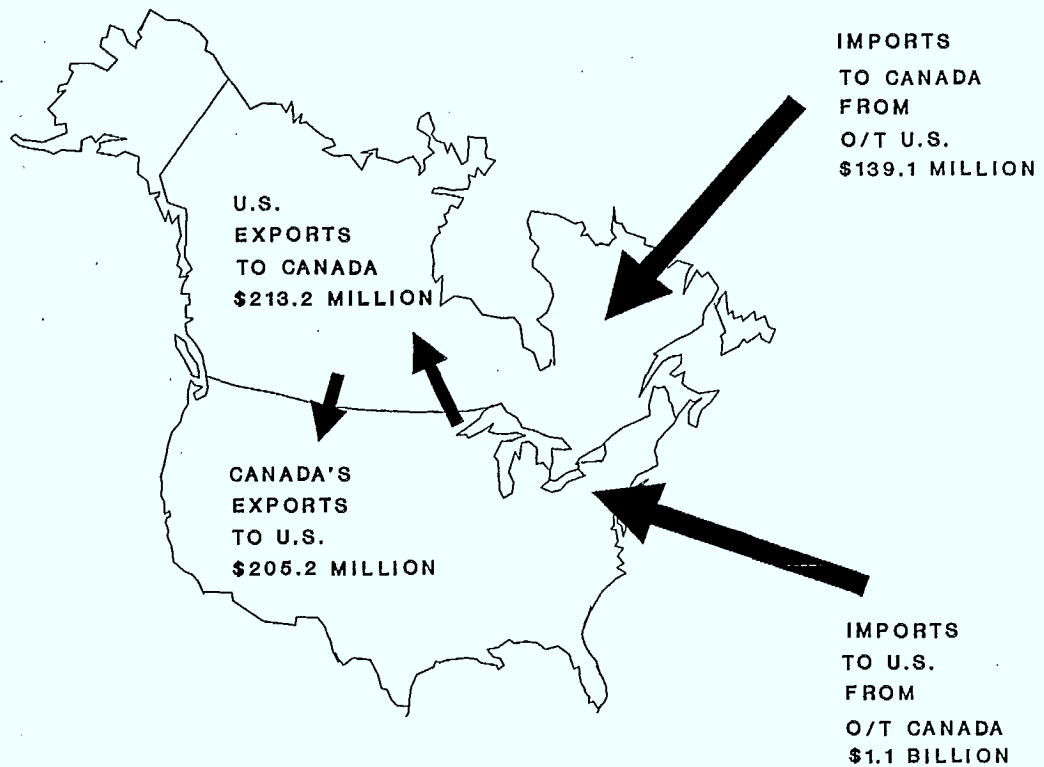
This report is based on data from several sources for the following Harmonized System (H.S.) commodity code:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
New pneumatic tires, of rubber, for buses or lorries (trucks)	4011.20

Also available is a market intelligence report entitled "New Pneumatic Tires for Cars", Publication Number 90083-IP.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS (H.S. 4011.20)

II. NORTH AMERICAN IMPORTS - 1989



North American Imports - \$1.2 Billion*

* Excludes Canada - U.S. bilateral trade; Mexico

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS (H.S. 4011.20)

III. SUMMARY OF CANADIAN IMPORTS

						<u>Major Country</u> % of Total Value		
1988		1989		1990				1990
<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>1988</u>	<u>1989</u>	<u>Jan.-Sept.</u>
(000)	(\$000)	(000)	(\$000)	(000)	(\$000)			
3 059	334 865	3 503	352 254	2 556	245 626	U.S.A. 58	U.S.A. 61	U.S.A. 61

1989 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces</u> ⁽¹⁾
Quantity (000)	*	-	30	23	382	2 333	93	21	226	396	3 503
Value (\$000)	97	-	3 951	2 218	55 621	207 941	9 902	2 138	22 119	48 262	352 254

* Less than one thousand

(1) Includes Yukon and Northwest Territories

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS (H.S. 4011.20)

IV. CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u> ⁽¹⁾	1988		1989		1990 Jan.-Sept.	
	<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	2 130	192 860	2 546	213 203	1 805	149 325
Japan	509	78 662	522	75 936	418	54 982
Korea, Rep. of	134	15 261	175	19 128	179	19 735
France	58	8 501	75	11 564	36	5 448
Spain	79	13 714	66	11 370	39	5 274
United Kingdom	29	5 743	32	6 160	20	3 709
Germany, Fed. Rep. of	44	7 986	24	4 512	21	2 878
Italy	20	3 486	19	2 866	9	855
Netherlands	11	2 463	8	1 972	-	-
Brazil	25	3 574	11	1 966	11	1 488
Others	<u>20</u>	<u>2 615</u>	<u>25</u>	<u>3 577</u>	<u>18</u>	<u>1 932</u>
TOTAL	3 059	334 865	3 503	352 254	2 556	245 626

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

V. CANADIAN PRODUCTION

Statistics Canada does not provide separate data on production by Canadian manufacturers of new pneumatic tires for buses and trucks. All data are grouped under the description "tires and tubes, all types". Total production amounted to \$1.3 billion in 1988, the latest year available.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS
(H.S. 4011.20)

VI. CANADIAN EXPORTS - 1989

<u>Country</u>	<u>Quantity</u> (000)	<u>Value</u> (\$000)
United States	1 104	205 179
Mexico	3	354
Japan	3	279
Other ⁽¹⁾	<u>6</u>	<u>560</u>
TOTAL	1 116	206 372

⁽¹⁾ Includes: Uganda, Saudi Arabia, Saint Lucia, Honduras, Antigua, United Kingdom, Liberia and Panama.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS

(H.S. 4011.20)

VII. CANADIAN IMPORTERS - 1989

The principal five importers of new pneumatic tires for buses and trucks accounted for 82 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	290 024	82
10	329 969	93
15	337 082	95
25	343 928	98
All Importers (142)	352 254	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.

Name

Address

Ashman, Don Central Tire Ltd.
B. and D. Tire Town Ltd.
Bridgestone/Firestone Canada Ltd.

Canada Tire Service Ltd.
Crown Tire Service Ltd.
Dunlop Tire Canada Ltd.
General Tire Canada Ltd.

Goodyear Canada Inc.

Kumho Canada Inc.
M.O. Tires Ltd.
Maritime Tire Ltd.
Michelin Tires Canada Ltd.
Mitsubishi Canada Ltd.
Picard, A. & Fils Inc.
R.T.S. Tire Distributors Ltd.
Remco Tire Distributors Ltd.

Remington Tire Distributors Ltd.
Southwestern Tire Distributioin Inc.
Sumitomo Canada Ltd.
Tire Specialists Ltd.
Tread-Way Exports Ltd.
Uniroyal Goodrich Canada Inc.
West End Tire LTD.
Western Tire Service Ltd.
Yokohama Tires Canada Inc.

London, Ont.
Edmonton, Alta.
Hamilton, Ont.
Mississauga, Ont.
Edmonton, Alta.
Edmonton, Alta.
Scarborough, Ont.
Barrie, Ont.
Burnaby, B.C.
Islington, Ont.
Medicine Hat, Alta.
Bowmanville, Ont.
Toronto, Ont.
Richmond, B.C.
Lethbridge, Alta.
Saint John, N.B.
Montréal, Qué.
Vancouver, B.C.
Laval, Qué.
Kelowna, B.C.
Burlington, Ont.
Scarborough, Ont.
Edmonton, Alta.
Brantford, Ont.
Toronto, Ont.
Waterloo, Ont.
Waterloo, Ont.
Kitchener, Ont.
Winnipeg, Man.
Saskatoon, Sask.
Burnaby, B.C.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS (H.S. 4011.20)

VIII. FOREIGN EXPORTERS TO CANADA - 1989

Major exporters to Canada of new pneumatic tires for buses and trucks are listed by major country of origin in descending order of dollar value. These exporters accounted for 99 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)
United States	Goodyear Tires and Rubber Co.	181 348*
	Bridgestone/Firestone Tire Co.	
	Michelin Tire Corp.	
	General Tire Co.	32 304*
	Uniroyal Goodrich Tire Co.	
	Kelly Springfield Tire Co.	
	Cooper Tire and Rubber Co.	
	Dunlop Tire Co.	
Japan	Bridgestone Corp.	75 608*
	Yokohama Rubber Co.	
	Mitsubishi Corp.	
	Sumitomo Corp.	
	Dunlop Japan Ltd.	
Rep. of Korea	Hankook Tires Mfg. Co. Ltd.	30 249*
	Kumho & Co. Inc.	
France	Michelin Tire Corp.	
Spain	Michelin Tire Corp.	17 416*
	Firestone Hispania S.A.	
United Kingdom	Michelin Tire Corp.	
	Goodyear Great Britain Ltd.	
	S.P. Tires U.K. Ltd.	
	Dunlop Tire Corp.	

* Aggregated to preserve confidentiality of Canadian importers.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS
(H.S. 4011.20)

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

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		Value of Exports to Canada
			<u>1989</u> (\$000)
Fed. Rep. of Germany	Michelin Tire Corp.)	
)	
Italy	Michelin Italiana)	
	Firestone Italia)	
)	10 710*
Netherlands	Michelin Tire Corp.)	
)	
Brazil	Goodyear Commercial & Exporta)	
	Cia Brasileira de pneu)	
			<hr/>
TOTAL			347 635

* Aggregated to preserve confidentiality of Canadian importers.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS

(H.S. 4011.20)

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.

Tires, Truck and Bus, New, Pneumatic

<u>Name</u>	<u>Address</u>
*Goodyear Canada Inc.	Etobicoke, Ont. Valleyfield, Qué.
Industries Raxan Inc.	Vaudreuil, Qué.
*Michelin Tires (Canada) Ltd.	New Glasgow, N.S.
Production Centropneus Inc.	Chicoutimi, Qué.
*Treadway Exports Ltd.	Waterloo, Ont.
*United Tire and Rubber Co. Ltd.	Rexdale, Ont.

* Company engaged in export trade.

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

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

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS

(H.S. 4011.20)

IX. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Tires, Pneumatic, Bus and Truck

<u>Name</u>	<u>Address</u>
Firestone Canada Inc.	Hamilton, Ont.
*General Tire Canada Inc.	Barrie, Ont.
*Goodyear Canada Inc.	Etobicoke, Ont.
*Michelin Tires Canada Ltd.	New Glasgow, N.S.
Uniroyal Goodrich Canada Inc.	Kitchener, Ont.
*United Tire and Rubber Co. Ltd.	Rexdale, 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

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS (H.S. 4011.20)

X. CANADIAN AND FOREIGN TARIFFS

New pneumatic tires for buses and trucks 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>
4011.20.00	New pneumatic tires of rubber of a kind used on buses or lorries (trucks)	10.7%	7%	9.6%
	On and after January 1, 1990			8.5%
	On and after January 1, 1991			7.4%

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.

NEW PNEUMATIC TIRES FOR BUSES AND TRUCKS
(H.S. 4011.20)

XI. UNITED STATES IMPORTS BY MAJOR COUNTRY OF ORIGIN - 1989

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

<u>Country of Origin</u>	<u>Quantity</u> (000)	<u>Value</u> ⁽¹⁾ (\$000)	% of Total	
			<u>Quantity</u>	<u>Value</u>
Japan	3 237	497 234	31	39
Canada	1 104	205 179	10	16
Korea, Rep. of	1 342	113 418	13	9
Spain	394	83 918	4	7
France	488	76 853	5	6
United Kingdom	354	52 683	3	4
Germany, Fed. Rep. of	253	34 156	2	3
Brazil	241	32 793	2	3
Mexico	447	31 376	4	2
India	256	23 439	2	2
Belgium	86	14 276	1	1
Italy	89	12 711	1	1
Other	<u>2 325</u>	<u>94 906</u>	<u>22</u>	<u>7</u>
TOTAL	10 616	1 272 942	100	100

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

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 Automotive Corporate Development Division
Surface Transportation and Machinery
Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3392
Fax.: (613) 954-1894

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215 Water Street, 5th Floor
P.O. Box 8950
St. John's, Nfld. A1B 3R9
Tel.: (709) 772-ISTC
Fax.: (709) 772-5093

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Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Tel.: (902) 566-7400
Fax.: (902) 566-7450

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1. Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
Tel.: (416) 973-ISTC
Fax.: (416) 973-8714

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1801 Hollis Street, 5th Floor
P.O. Box 940, Station 'M'
Halifax, N.S. B3J 2V9
Tel.: (902) 426-7259
Fax.: (902) 426-2624

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770 Main Street
P.O. Box 1210
Moncton, N.B. E1C 8P9
Tel.: (506) 857-ISTC
Fax.: (506) 851-6429

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330 Portage Avenue
P.O. Box 981
Winnipeg, Man.
R3C 2V2
Tel.: (204) 983-ISTC
Fax.: (204) 983-2187

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ISTC
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104-21st Street East
Saskatoon, Sask.
S7K 0B3
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Fax.: (306) 975-5334

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V6B 5H8
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Fax.: (604) 666-0277

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Precambrian Building
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Yellowknife, N.W.T.
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