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Industry, Science and
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MARKET INTELLIGENCE

**SELECTED MEASURING OR
CHECKING INSTRUMENTS,
APPLIANCES AND MACHINES**

Pub. No.: 91027-IP

July 1991



Canada



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APPLIANCES AND MACHINES**

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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

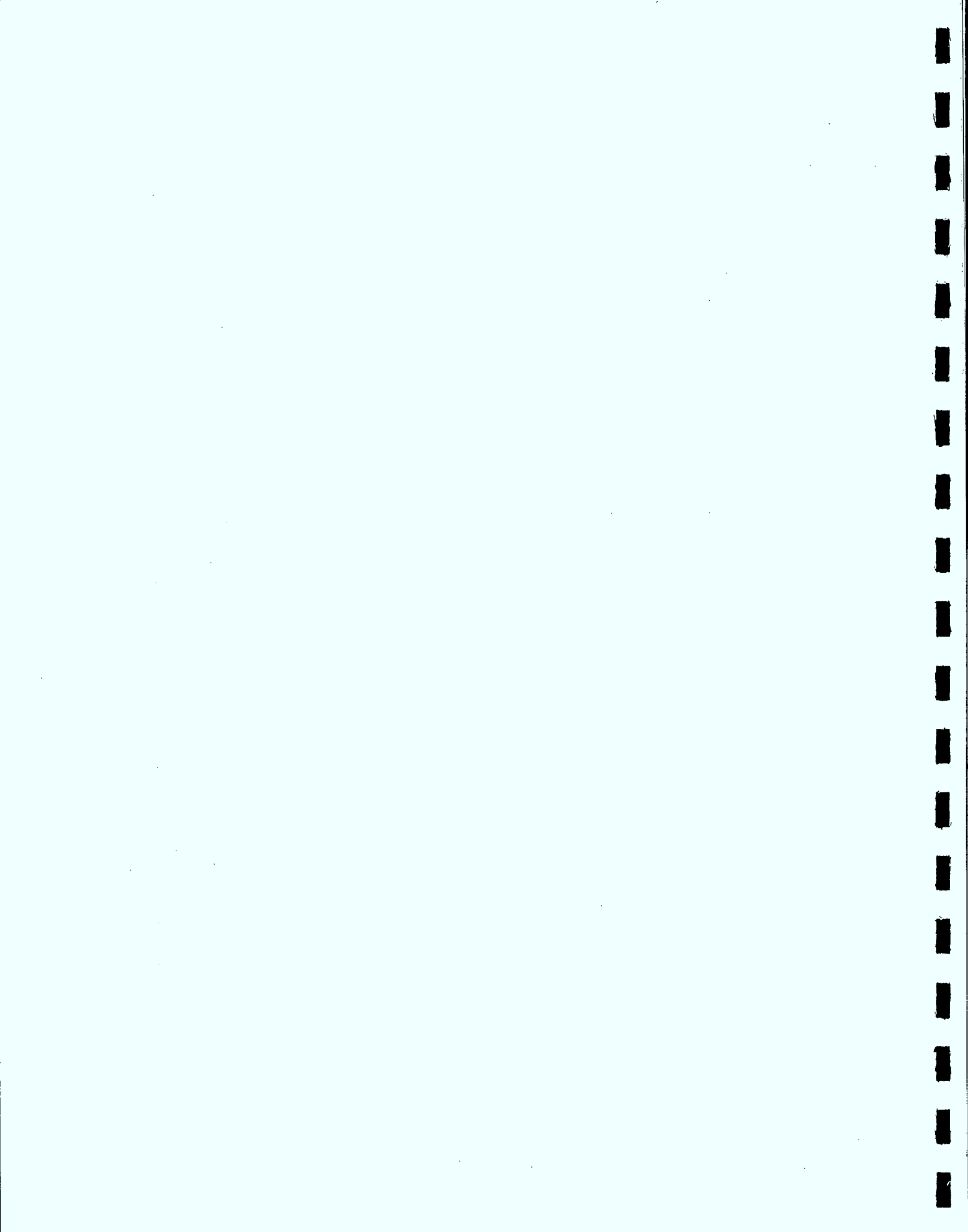
Figures may not add due to rounding.

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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SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

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> |
|---|---|
| Measuring or checking instruments, appliances and machines (90.31) | |
| -Other instruments, appliances and machines (90.31.80) | |
| ----Other | 9031.80.99.00 |

The Harmonized System (H.S.) commodity code shown above was selected since it includes carpentry and masonry levels. Total imports in 1990 were valued at \$32.2 million. Other measuring and checking instruments, appliances and machines, which are not included in this report accounted for a total value of \$89.9 million.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80.99.00*)

II. SUMMARY OF CANADIAN IMPORTS

| <u>Description and Commodity Code</u> | <u>1988 Value (\$000)</u> | <u>Total Imports</u> | | <u>Major Country of Export to Canada % of Total Value</u> | | |
|---|-----------------------------------|-----------------------------------|-----------------------------------|---|--------------|--------------|
| | | <u>1989 Value (\$000)</u> | <u>1990 Value (\$000)</u> | <u>1988</u> | <u>1989</u> | <u>1990</u> |
| Other measuring or checking instruments, appliances and machines H.S. 9031.80.99.00 | 39 132 | 40 932 | | U.S.A. 83 | U.S.A. 85 | |
| Effective January 1, 1990 | | | | | | |
| ----Other: | | | | | | |
| -----Equipment for testing the characteristics of internal combustion engines: H.S. 9031.80.99 | | | | | | |
| -----For testing electrical characteristics H.S. 9031.80.99.11 | | | 556 | | | U.S.A. 84 |
| -----Other H.S. 9031.80.99.19 | | | 1 603 | | | U.S.A. 93 |
| -----Other measuring or checking instruments, appliances and machines H.S. 9031.80.99.90 | | | 30 035 | | | U.S.A. 68 |

* H.S. Commodity Code changed to 9031.80.99.11, 9031.80.99.19 and 9031.80.99.90 as of January 1, 1990.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80.99)

II. SUMMARY OF CANADIAN IMPORTS (Cont'd)

1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

FOR TESTING ELECTRICAL CHARACTERISTICS (H.S. 9031.80.99.11)

| | <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> |
|------------------|--------------|---------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|---------------------------|
| Value (\$000) | 0 | ** | 2 | 4 | 94 | 365 | 52 | ** | 35 | 4 | 556 |

OTHER (H.S. 9031.80.99.19)

| | <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> |
|------------------|--------------|---------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|---------------------------|
| Value (\$000) | 0 | 0 | 2 | 132 | 298 | 878 | 14 | 1 | 8 | 271 | 1 603 |

OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES (H.S. 9031.80.99.90)

| | <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> |
|------------------|--------------|---------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|---------------------------|
| Value (\$000) | 30 | 0 | 1 626 | 73 | 9 860 | 16 764 | 237 | 45 | 725 | 671 | 30 035 |

* Includes Yukon and Northwest Territories.

** Less than one thousand.

**SELECTED MEASURING OR CHECKING INSTRUMENTS,
APPLIANCES AND MACHINES**

(H.S. 9031.80.99.00)

III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

| <u>Country of Origin</u> | <u>1988</u> | | <u>1989</u> | |
|-----------------------------|-------------------------|---|-------------------------|---|
| | <u>Value</u> (\$000) | <u>Import Market Share</u> (% based on value) | <u>Value</u> (\$000) | <u>Import Market Share</u> (% based on value) |
| United States | 32 613 | 83 | 34 709 | 85 |
| Federal Republic of Germany | 369 | 1 | 1 901 | 5 |
| United Kingdom | 1 501 | 4 | 1 716 | 4 |
| Japan | 1 266 | 3 | 1 182 | 3 |
| Italy | 1 053 | 3 | 179 | * |
| Sweden | 827 | 2 | 126 | * |
| Other | 1 503 | 4 | 1 119 | 3 |
| TOTAL | 39 132 | 100 | 40 932 | 100 |

Note: Countries are in descending order based on value for 1989

FOR TESTING ELECTRICAL CHARACTERISTICS

(H.S. 9031.80.99.11)*

| | <u>1990 Value</u> (\$000) | <u>Import Market Share</u> (% based on value) |
|-----------------------------|----------------------------------|---|
| United States | 467 | 84 |
| Sweden | 46 | 8 |
| Federal Republic of Germany | 17 | 3 |
| France | 10 | 2 |
| United Kingdom | 7 | 1 |
| Other | 9 | 2 |
| TOTAL | 556 | 100 |

* New H.S. code effective January 1, 1990

**SELECTED MEASURING OR CHECKING INSTRUMENTS,
APPLIANCES AND MACHINES**

(H.S. 9031.80.99)

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

**OTHER
(H.S. 9031.80.99.19)***

| | 1990 Value (\$000) | Import Market Share (% based on value) |
|-------------------|-----------------------------------|---|
| United States | 1 494 | 93 |
| Republic of Korea | 88 | 5 |
| Other | 21 | 1 |
| TOTAL | 1 603 | 100 |

**OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES
(H.S. 9031.80.99.90)***

| | 1990 Value (\$000) | Import Market Share (% based on value) |
|-----------------------------|-----------------------------------|---|
| United States | 20 531 | 68 |
| France | 3 139 | 10 |
| Japan | 2 497 | 8 |
| Federal Republic of Germany | 1 406 | 5 |
| Other | 2 462 | 8 |
| TOTAL | 30 035 | 100 |

* New H.S. code effective January 1, 1990.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

IV. CANADIAN PRODUCTION

Measuring or checking instruments, appliances and machines are manufactured in Canada. However, separate data on production or shipments by Canadian manufacturers are not available.

V. CANADIAN EXPORTS

| <u>Country</u> | <u>1988</u> <u>Value</u> <u>(\$000)</u> | <u>1989</u> <u>Value</u> <u>(\$000)</u> | <u>1990</u> <u>Value</u> <u>(\$000)</u> |
|-----------------------------|---|---|---|
| United States | 33 384 | 49 948 | 37 835 |
| United Kingdom | 2 739 | 3 085 | 2 620 |
| Federal Republic of Germany | 1 687 | 1 660 | 1 911 |
| France | 862 | 1 813 | 1 756 |
| Japan | 1 749 | 5 461 | 1 544 |
| Republic of Korea | 185 | 1 788 | 1 212 |
| Italy | 525 | 1 137 | 994 |
| Turkey | - | - | 611 |
| Bulgaria | - | - | 487 |
| Egypt | 6 | - | 484 |
| Other | <u>7 973</u> | <u>8 317</u> | <u>4 797</u> |
| TOTAL | 49 110 | 73 209 | 54 251 |

Note: Countries are in descending order based on value for 1990.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VI. CANADIAN IMPORTERS - 1990

FOR TESTING ELECTRICAL CHARACTERISTICS

(H.S. 9031.80.99.11)*

There were 64 known importers of measuring or checking instruments, appliances and machines for testing electrical characteristics in 1990. The principal ten importers accounted for 71 per cent of the total import value.

| <u>Principal Importers</u> (No.) | <u>Cumulative Value</u> (\$000) | <u>Cumulative % of Total Value</u> |
|---|--|--|
| 5 | 320 | 55 |
| 10 | 416 | 71 |
| 15 | 476 | 82 |
| 25 | 528 | 91 |
| All Importers (64) | 582 | 100 |

The principal 25 importers are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all 25 principal importers except individuals.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|---------------------|----------------------------------|-------------------|
| A.G. Simpson Company Ltd. | Scarborough, Ont. | Leasametric (Canada) Inc. | Mississauga, Ont. |
| Acklands Ltd. | Winnipeg, Man. | LSI Logic Corporation of Canada | Calgary, Alta. |
| Alpac Warehouses Ltd. | Calgary, Alta. | McGill University | Montréal, Qué. |
| Aluminerie de Bécancour Inc. | Bécancour, Qué. | Murphy Industries of Canada Ltd. | Owen Sound, Ont. |
| Asea Brown Boveri Inc. | St-Laurent, Qué. | National Bearings Ltd. | St-Laurent, Qué. |
| Bell Northern Research Ltd. | Islington, Ont. | Philips Electronics Ltd. | Scarborough, Ont. |
| Bio Recherche Ltée | Seneville, Qué. | Powell Equipment Ltd. | Winnipeg, Man. |
| Department of National Defence | Ottawa, Ont. | Pratt and Whitney Canada Inc. | Longueuil, Qué. |
| DGW Electronics Corp. | Markham, Ont. | Saint-John Shipbuilding Ltd. | Saint-John, N.B. |
| Dresser Industries Canada Ltd. | Mississauga, Ont. | Standard Tube Canada Inc. | Woodstock, Ont. |
| Équipements de fabrication d'entretien Inc. | St-Laurent, Qué. | UTDC Inc. | Kingston, Ont. |
| FIF Instruments Int'l Inc. | Miami, FL, USA** | Versatile Farm Equip. Operation | |
| Hewitt Equipment Ltd. | Pointe-Claire, Qué. | Ford New Holland Canada Ltd. | Winnipeg, Man. |

* New H.S. code effective January 1, 1990.

** Non resident importer.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER

(H.S. 9031.80.99.19)*

There were 96 known importers of other measuring or checking instruments, appliances and machines in 1990. The principal ten 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 | 916 | 57 |
| 10 | 1 180 | 74 |
| 15 | 1 329 | 83 |
| 25 | 1 461 | 91 |
| All Importers (96) | 1 603 | 100 |

The principal 25 importers are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all 25 principal importers except individuals.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|----------------------------------|-------------------|-------------------------------|----------------------|
| Acklands Ltd. | Winnipeg, Man. | Kent Moore Tool Division | Roseville, MI, USA** |
| Air Canada Facilities and Supply | Dorval, Qué. | Les Fonderies Shellcast Inc. | Montréal, Qué. |
| Bell Northern Research Ltd. | Islington, Ont. | McDonnell Douglas Canada Ltd. | Toronto, Ont. |
| CAE Electronics Ltd. | Montréal, Qué. | National Research Council | Ottawa, Ont. |
| Conair Aviation Ltd. | Abbotsford, B.C. | Pratt and Whitney Canada Inc. | Longueuil, Qué. |
| GENEQ Inc. | Montréal, Qué. | Robco Industrial Supplies O/B | Markham, Ont. |
| General Electric Canada Inc. | Mississauga, Ont. | Tara Marketing Corp. | St-Laurent, Qué. |
| Goodyear Canada Inc. | Islington, Ont. | The Tool Source Inc. | Woodbridge, Ont. |
| Herbrand Tools Corporation | Toronto, Ont. | Tractors and Equipment Ltd. | Fredericton, N.B. |
| Home Hardware Stores Ltd. | St. Jacobs, Ont. | Trane Canada, Div./Wabco | |
| Hyundai Auto Canada Inc. | Bromont, Qué. | Standard Trane Inc. | Toronto, Ont. |
| K.B.H. Enterprises | Tillsonburg, Ont. | University of Toronto | Toronto, Ont. |
| K-D Tools of Canada Ltd. | Brampton, Ont. | Weldwood of Canada Ltd. | Vancouver, B.C. |

* New H.S. code effective January 1, 1990.

** Non resident importer.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES (H.S. 9031.80.99.90)*

There were 944 known importers of other measuring or checking instruments, appliances and machines in 1990. The principal 50 importers accounted for 79 per cent of the total import value.

| <u>Principal Importers</u> (No.) | <u>Cumulative Value</u> (\$000) | <u>Cumulative % of Total Value</u> |
|-------------------------------------|------------------------------------|------------------------------------|
| 5 | 10 589 | 35 |
| 10 | 15 689 | 52 |
| 20 | 19 750 | 65 |
| 30 | 21 727 | 72 |
| 40 | 23 029 | 76 |
| 50 | 23 964 | 79 |
| All Importers (944) | 30 238 | 100 |

The principal 50 importers are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all 50 principal importers except individuals.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|----------------------------------|-------------------|---------------------------|-------------------------|
| Air BC Ltd. | Richmond, B.C. | Cross-Lasalle Machine | |
| Air Canada Facilities and Supply | Dorval, Qué. | Tool of Canada Ltd. | Tecumseh, Ont. |
| Air Nova Inc. | Bedford, N.S. | Dalhousie University | Halifax, N.S. |
| Beaver Lumber Company Ltd. | Mississauga, Ont. | Daymond Aluminium, A Div. | |
| Besser Canada Inc. | Bramalea, Ont. | of Daymonex Ltd. | Chatham, Ont. |
| Boeing Canada Limited, | | Department of National | |
| de Havilland Division | Downsview, Ont. | Defence | Ottawa, Ont. |
| CAE Electronics Ltd. | Montréal, Qué. | DEPCO Metal Products Ltd. | Toronto, Ont. |
| Canadian Airlines Int'l Ltd. | Calgary, Alta. | Eaton Yale Ltd., | |
| Canadian Marconi Company Ltd. | Montréal, Qué. | Air Control Division | Scarborough, Ont. |
| Canadian Tire Corporation Ltd. | Toronto, Ont. | Electro Nite Canada Ltd. | Philadelphia, PA, USA** |
| Consoltex Inc. | Montréal, Qué. | FAG Bearings Ltd. | Stratford, Ont. |
| Consumers Glass, Div. of | | Geneq Inc. | Montréal, Qué. |
| Consumer Pkg. Inc. | Toronto, Ont. | | |

* New H.S. code effective January 1, 1990.

** Non resident importer.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES (Cont'd) (H.S. 9031.80.99.90)*

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|----------------------|---|--------------------------------|
| General Motors of Canada Ltd., Diesel Division | London, Ont. | Michelin Tires (Canada) Ltd. | New Glasgow, N.S. |
| General Motors of Canada Ltd. | Oshawa, Ont. | Milltronics, Div. of Cdn Corporate Mgt Co. Ltd. | Peterborough, Ont. |
| Hohner Shaft Encoder Corp. | Beamsville, Ont. | Ministère des Transports, Gouvernement du Québec | St-Jean Port Joli, Qué. |
| Husky Injection Moulding Systems Ltd. | Bolton, Ont. | North American Plastics Co. Ltd. | Sterling Heights, MI, USA** |
| Hyundai Auto Canada Inc. | Bromont, Qué. | Northern Telecom Ltd. | Islington, Ont. |
| IBM Canada Ltd. | Markham, Ont. | Pratt and Whitney Can. Inc. | Longueuil, Qué. |
| Intertechnology Inc. | Don Mills, Ont. | Raytheon Canada Ltd. | Waterloo, Ont. |
| IRD Mechanalysis Ltd. | Stoney Creek, Ont. | RCM Police HQ Division FSS | Ottawa, Ont. |
| Johnson Level & Tool Can. Inc. | Pointe-Claire, Qué. | Siemens Automotive Ltd. | Chatham, Ont. |
| Komdresco Canada Inc., Haulpak Division | Candiac, Qué. | Simon Fraser University | Burnaby, B.C. |
| Leigh Instruments Ltd. | Carleton Place, Ont. | Stanley Tools, Div. of Stanley Canada Inc. | Burlington, Ont. |
| Mack Canada Inc. | Toronto, Ont. | Toyota Motor Mfg Canada Inc. | Cambridge, Ont. |
| Magna International Inc. | Milton, Ont. | Tri-Way Machine Ltd. | Windsor, Ont. |
| Mazda Motor Mfg. | Flat Rock, MI, USA** | University of Toronto | Toronto, Ont. |
| McDonnell Douglas Cda Ltd. | Toronto, Ont. | | |

* New H.S. code effective January 1, 1990.

** Non resident importer.

**SELECTED MEASURING OR CHECKING INSTRUMENTS,
APPLIANCES AND MACHINES**

VII. FOREIGN EXPORTERS TO CANADA - 1990

**FOR TESTING ELECTRICAL CHARACTERISTICS
(H.S. 9031.80.99.11)***

Major exporters to Canada of measuring or checking instruments, appliances and machines are listed by major country of origin in descending order of dollar value. These exporters accounted for 67 per cent of the total value of Canadian imports during 1990.

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | | Value of Exports to Canada |
|--------------------------------|---------------------------------|---|---------------------------------------|
| | | | 1990 (\$000) |
| United States | Transportation Man |) | 237** |
| | Caterpillar Americas Co. |) | |
| | Leighton Electronics Inc. |) | |
| | OTC Tool and Equipment |) | 78** |
| | Prod. Eng. Lab Recer |) | |
| | Probe Tech |) | |
| | TIF Instruments |) | |
| Sweden | Fine Point Marketing |) | 58** |
| | ABB Distribution |) | |
| | |) | |
| Federal Republic of Germany | GLS-Gesellschaft |) | |
| TOTAL | | | 373 |

* New H.S. code effective January 1, 1990.

** Aggregated to preserve confidentiality of Canadian importers.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER (H.S. 9031.80.99.19)*

Major exporters to Canada of measuring or checking instruments, appliances and machines are listed by major country of origin in descending order of dollar value. These exporters accounted for 65 per cent of the total value of Canadian imports during 1990.

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | <u>Value of Exports</u> <u>to Canada</u> |
|--------------------------|---------------------------------|---|
| | | <u>1990</u> (\$000) |
| United States | Kent Moore Tool Group) | 695** |
| | Trienco Inc.) | |
| | Alessi Industries Inc.) | |
| | Micro Processor Systems) | 151** |
| | Collins/Div. Rockwell Intl.) | |
| | General Electric) | |
| | Empire Level Mfg. Corp.) | 106** |
| | OTC Tool and Equipment) | |
| | Rosemount Inc.) | |
| | EASCO K.D. Tools) | 91** |
| | The Goodyear Tire Co.) | |
| | Loral Corp.) | |
| TOTAL | | 1 043 |

* New H.S. code effective January 1, 1990.

** Aggregated to preserve confidentiality of Canadian importers.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES (H.S. 9031.80.99.90)*

Major exporters to Canada of measuring or checking instruments, appliances and machines are listed by major country of origin in descending order of dollar value. These exporters accounted for 65 per cent of the total value of Canadian imports during 1990.

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | <u>Value of Exports to Canada 1990 (\$000)</u> |
|--------------------------|--|--|
| United States | IBM Empire Level Mfg. Corp. | 3 991** |
| | Smith Industries Flair Systems Inc. The Stanley Works | 2 418** |
| | Baird Corp. Realm Systems Johnson Level & Tool Mfg. Co. | 1 303** |
| | Delta Tooling Co. Auto Con. Corp. Duratherm Processing Systems | 731** |
| | Sands Level and Tool | 230 |
| | United Technologies Power Mfg. Optical Gaging Products | 674** |
| | Interlaken Tech. Corp. Bell Helicopter Textron Quality First Systems | 616** |
| | Shepard Conversion Service McDonnell Douglas Corp. Eldec Corp. | 517** |
| | FOSECO Inc. Div. FOSBEL Barfield Instruments Corp. Revere Transducers Inc. | 420** |

* New H.S. code effective January 1, 1990.

** Aggregated to preserve confidentiality of Canadian importers.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES (Cont'd)
(H.S. 9031.80.99.90)*

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | Value of Exports to Canada 1990 (\$000) |
|--------------------------|---|--|
| United States (Cont'd) | BOC Kalamazoo) Schenck Pegasus) Applied Sensors Intl.) | 337** |
| | Oyster Terminals) Pratt & Whitney Aircraft) Perkin Elmer Corp.) | 305** |
| | Allied) Sundstrund) Eaton Corp.) | 287** |
| | IRD Mechanalysis) Tenney Engineering Inc.) Eaton Lebow Products) | 266** |
| | Mayes Brothers Tool Mfg.) Marley Pump Co.) MKS Instruments Inc.) | 220** |
| | Raytheon Co.) Hague Steel) Kent Moore Tool Group) | 212** |
| | Marpass Corp.) Theta Industries) Interface Inc.) | 196** |
| | Able Corp.) Air Gage Co.) Cole-Palmer Instrument Co.) | 176** |

* New H.S. code effective January 1, 1990.

** Aggregated to preserve confidentiality of Canadian importers.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES (Cont'd) (H.S. 9031.80.99.90)*

| <u>Country of Origin</u> | <u>Name of Foreign Exporter</u> | | Value of Exports to Canada |
|--------------------------------|---------------------------------|---|-------------------------------|
| | | | <u>1990</u> (\$000) |
| United States (Cont'd) | King Nutronics |) | 277** |
| | Electro Motive |) | |
| | Turbo Prod. |) | |
| | Cable Electric Prod. Inc. |) | |
| | Dantec Electronics |) | |
| France | Aerospatiale |) | 5 107** |
| | Michelin |) | |
| Japan | |) | |
| | Toyota Motor Corp. |) | |
| | Mazda Motor Corp. |) | |
| Federal Republic of Germany | Kugelfischer Georg Schafer |) | |
| | PTL Phys Tech Labor |) | 1 126** |
| | |) | |
| United Kingdom | British Aerospace Inc. |) | |
| | Hohner Automation |) | |
| | Bowmonk Ltd. |) | |
| Republic of Korea | |) | |
| | Hyundai Motor Co. |) | |
| TOTAL | | | 19 409 |

* New H.S. code effective January 1, 1990.

** Aggregated to preserve confidentiality of Canadian importers.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

VIII. CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Measuring and measure/controlling instruments not elsewhere specified

| <u>Name</u> | <u>Address</u> |
|---|---------------------------|
| *Aanderaa Instruments Ltd. | Victoria, B.C. |
| *ACME Engineering products Ltd. | Montréal, Qué. |
| *Advanced Dynamics Corporation Ltd. | Saint-Bruno, Qué. |
| *AEG Bayly Inc. | Ajax, Ont. |
| *Alert-O-Brake Systems Inc. | Mississauga, Ont. |
| *Amber Electro Design/Division of Coreco Inc. | Saint-Laurent, Qué. |
| *Applied Microsystems Ltd. | Sydney, B.C. |
| *Aptech Detectors Inc. | Ottawa, Ont. |
| *B & W Technologies Ltd. | Calgary, Alta. |
| *Bailey Canada Inc. | Burlington, Ont. |
| *Ball Pkg. Prod. Canada Inc. Mach. & Tool | Niagara Falls, Ont. |
| Barber Engineering and Controls Ltd. | Edmonton, Alta. |
| Bendix Avelex Inc. | Ville Saint-Laurent, Qué. |
| *Ber-Mac Elec Consulting & Inspection Ltd. | Calgary, Alta. |
| Bestobell Canada Ltd. | Toronto, Ont. |
| Brûleurs Coen Canada Inc. | Saint-Eustache, Qué. |
| *Bush Handling Systems Ltd. | North Vancouver, B.C. |
| *C.D. Power Measurement Ltd. | Victoria, B.C. |
| C.E.G. Automation Inc. | Saint-Hubert, Qué. |
| Campbell Scientific Canada Corp. | Edmonton, Alta. |
| Canadian Dionic Ltd. | Winnipeg, Man. |
| *Canadian Meter Company Inc. | Milton, Ont. |
| Canadian Meter Company Inc. | Edmonton, Alta. |
| Chimo Equipment Ltd. | Calgary, Alta. |
| Comco Manufacturing Ltd. | Hague, Sask. |
| *Conservation Energy Systems Inc. | Saskatoon, Sask. |
| *Consulab Inc. | Beauport, Qué. |
| D.G. Henderson & Associates Ltd. | London, Ontario |

* Company engaged in export trade.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

VIII. CANADIAN SUPPLIERS (Cont'd)

| <u>Name</u> | <u>Address</u> |
|---|---------------------------------|
| D.P. Systems Inc. | Duncan, B.C. |
| *Dantec Electronics Ltd. | Waterloo, Ont. |
| DAP Électronique Canada Ltée | Vanier, Qué. |
| *Digitrol Computers Inc. | Waterloo, Ont. |
| DIPIX Technologies Inc. | Ottawa, Ont. |
| Dominis Engineering Ltd. | Gloucester, Ont. |
| Dresser Canada Inc. Valve & Controls Div. | Edmonton, Alta. |
| Ed Walker's Electric Ltd. | Midland, Ont. |
| Electro Trac Circuits Div. Comcheq Serv. | Winnipeg, Man. |
| Elmec Engineering Ltd. | North Vancouver, B.C. |
| Engineered Instruments Inc. | Saskatoon, Sask. |
| F.H.B. Électronique Inc. | Sainte-Marie (cté Beauce), Qué. |
| *Fair-Grade Scales Ltd. | Bay Tree, Alta. |
| *Field Technologies 1989 Ltd. | Saskatoon, Sask. |
| *Focal Technologies Inc. | Dartmouth, N.S. |
| *Focus Microwaves Inc. | Pointe-Claire, Qué. |
| Fontaines Diamant Inc. | Vanier, Qué. |
| Forest Technology Systems Ltd. | Victoria, B.C. |
| *Foxboro Canada Inc. | Dollard-des-Ormeaux, Qué. |
| *Frank J. Cox Sales Ltd. | Brampton, Ont. |
| Geotechnical Resources Ltd. | Calgary, Alta. |
| *Greyline Instruments Inc. | Cornwall, Ont. |
| *Guideline Instruments Ltd. | Smith Falls, Ont. |
| H.O. Trerice Co. | Mississauga, Ont. |
| H.O. Trerice Co. | Windsor, Ont. |
| Heathwood Engineering (Products) Ltd. | Kirkland Lake, Ont. |
| *Hewlett-Packard (Canada) Ltd. | Waterloo, Ont. |
| Hooker Noise Control Inc. | Woodbridge, Ont. |
| *HTRC Automation Inc. | Bromptonville, Qué. |
| *Ingénierie Électro-optique EXFO Inc. | Québec, Qué. |
| *Instantel Inc. | Kanata, Ont. |
| Instrumar Ltd. | St. John's, Nfld. |
| *International Road Dynamics Inc. | Saskatoon, Sask. |
| *Inventronics Ltd. | Brandon, Man. |
| *IRD Mechanalysis Ltd. | Stoney Creek, Ont. |
| *James J. Brunelle Instruments Inc. | Saint-Élie d'Orford, Qué. |
| *KISCO Foods Ltd. | Delta, B.C. |
| *Lake City Technical Products Inc. | Kelowna, B.C. |
| Landmark Agro Ltd. | Landmark, Man. |
| Les Équipements J.A.C. Inc. | Saint-Ambroise, Qué. |
| Letchford Industries Ltd. | Winnipeg, Man. |

* Company engaged in export trade.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

VIII. CANADIAN SUPPLIERS (Cont'd)

| <u>Name</u> | <u>Address</u> |
|---|----------------------|
| Limnoterra Ltd. | Kitchener, Ont. |
| *Lisle-Metrix Ltd. | Toronto, Ont. |
| *M.I.C. Company, Division of Hohener Ent. Ltd. | Richmond Hill, Ont. |
| Matheson Gas Products Canada Inc. | Edmonton, Alta. |
| Mayan Automation Inc. | Lachine, Qué. |
| Mel-Larm Systems Ltd. | Saskatoon, Sask. |
| *Mesotech Systems Ltd. | Port Coquitlam, B.C. |
| *Metocean Data Systems Ltd. | Dartmouth, N.S. |
| Micro Thermo Inc. | Laval, Qué. |
| *Micrologic Ltd. | Calgary, Alta. |
| *Modern Automation Corporation | Mississauga, Ont. |
| *Multi-Tel Inc. | Québec, Qué. |
| Mynic Inc. | Fredericton, N.B. |
| Nature Pool (Canada) Inc. | Mississauga, Ont. |
| Nor West Controls Canada Inc. | Calgary, Alta. |
| *North Star Flow Products | Edmonton, Alta. |
| Parameter Control Ltd. | Kitchener, Ont. |
| Passcorr Cathodic Systems Ltd. | Bolton, Ont. |
| Pathtech Ltd. | St. Catharines, Ont. |
| PDM Electrical Products Ltd. | Saint-Laurent, Qué. |
| Peacock Inc. | Montréal, Qué. |
| *Pelorus Aviation Supplies Canada Ltd. | Calgary, Alta. |
| PEM Fountain Co., Division Imperial Irrigation | Richmond Hill, Ont. |
| *Photon Technology Int'l (Canada) Inc. | London, Ont. |
| *Photovac Inc. | Thornhill, Ont. |
| *Polar Tech Ltd. | Sydney, B.C. |
| Presentey Engineering Products Ltd. | Gloucester, Ont. |
| *Preso Industries Ltd. | Saint-Laurent, Qué. |
| *Promac Inc. | Scarborough, Ont. |
| *Proto Manufacturing Ltd. | Oldcastle, Ont. |
| Pulvérisateur M-S Inc. | Drummondville, Qué. |
| Quantum Inspection and Testing Ltd. | Burlington, Ont. |
| *R.R. McGlogan Equipment Ltd. | Kitchener, Ont. |
| *R.S. Technical Instruments Ltd. | Port Coquitlam, B.C. |
| Ramsey Canada Division Baker-Hughes Canada Inc. | Richmond Hill, Ont. |
| *RECOM Engineering (1987) Ltd. | Edmonton, Alta. |
| *Renn-Vertec Inc. | Vermilion, Alta. |
| *Richard Brancker Research Ltd. | Ottawa, Ont. |
| *Sab Nife Corporation | Scarborough, Ont. |
| *Scale-Tron Inc. | Lachine, Qué. |
| *Sci-Tec Instruments Inc. | Saskatoon, Sask. |

* Company engaged in export trade.

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

VIII. CANADIAN SUPPLIERS (Cont'd)

| <u>Name</u> | <u>Address</u> |
|---|-----------------------|
| *Scintrex Ltd. | Concord, Ont. |
| *Seastar Instruments Ltd. | Darmouth, N.S. |
| *Select International Services Ltd. | Calgary, Alta. |
| *Shooting Chrony Inc. | Mississauga, Ont. |
| *Siemens Electric Ltd. | Pointe-Claire, Qué. |
| *Sierra-Misco Environment Ltd. | Victoria, B.C. |
| Skymatic Controls Inc. | Thornhill, Ont. |
| *Southwell Controls Ltd. | North Vancouver, B.C. |
| *Startco Engineering Ltd. | Saskatoon, Sask. |
| Système Électronique Rayco Ltée | Bernières, Qué. |
| *Taymer Industries | Markham, Ont. |
| *Tecnar Automation Ltée | Saint-Bruno, Qué. |
| *Tecrad Inc. | Québec, Qué. |
| *Tekmar Control Systems Ltd. | Vernon, B.C. |
| *Terrascience Systems Ltd. | Vancouver, B.C. |
| *Titan Informatique Inc. | Montréal, Qué. |
| TME-Delta Inc. | Sarnia, Ont. |
| *Traders Tec Systems Controls Ltd. | Bowden, Alta. |
| *Unisearch Associates Inc. | Concord, Ont. |
| *United Electric Controls (Canada) Ltd. | Mississauga, Ont. |
| *V.A.W. Systems Ltd. | Winnipeg, Man. |
| *Valmet Automation (Canada) Ltd. | Concord, Ont. |
| *Valmet Automation Ltd. | Calgary, Alta. |
| VCI Controls Inc. | Nepean, Ont. |
| *Versatile Measuring Instruments Inc. | Toronto, Ont. |
| *Vibro-Meter Inc. | Longueuil, Qué. |
| *W. Sodin (Gravity) Ltd. | Richmond Hill, Ont. |
| *Westronic Inc. | Calgary, Alta. |
| *WRF Telemetry Ltd. | McKellan, 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

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

IX. CANADIAN AND FOREIGN TARIFFS

Measuring or checking instruments, appliances and machines included in this report are dutiable under the following Canadian tariff item.

| <u>Tariff Item</u> | <u>Description of Goods</u> | <u>Tariff Treatment - 1991</u> | | |
|------------------------|--|--|--|-------------------------------------|
| | | <u>Most Favoured Nation Tariff</u> | <u>General Preferential Tariff</u> | <u>United States Tariff</u> |
| 9031.80.99 | Measuring or checking instruments, appliances and machines, other | 7.5% | 2.5% | 5.2% |

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: France, Federal Republic of Germany, Italy, Japan, Republic of Korea, United Kingdom and Sweden.

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

SELECTED MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES

(H.S. 9031.80)

IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Measuring or checking instruments, appliances and machines included in this report are dutiable under the following U.S. tariff item:

| Tariff Item | Description of Goods | Rates of Duty - 1991 | | |
|----------------|---|----------------------|-----------------------------------|-----|
| | | General | Special ⁽¹⁾ | 2 |
| 9031.80.00 | Other instruments, appliances and machines | 4.9% | Free (A,B,C,E,IL) 3.4% (CA) | 40% |

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.

| | |
|--|----|
| ⁽¹⁾ Generalized System of Preferences | A |
| Automotive Products Trade Act | B |
| Agreement on Trade in Civil Aircraft | C |
| United States-Canada Free-Trade Agreement | CA |
| Caribbean Basin Economic Recovery Act | E |
| United States-Israel Free Trade Area | IL |

2 Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

| | | |
|----------------|-------------------|---------------------------|
| Afghanistan | German Democratic | Mongolia |
| Albania | Republic | North Korea |
| Bulgaria | Kampuchea | Romania |
| Cuba | Laos | Union of Soviet Socialist |
| Czechoslovakia | Latvia | Republics |
| Estonia | Lithuania | Vietnam |

**SELECTED MEASURING OR CHECKING INSTRUMENTS,
APPLIANCES AND MACHINES**

(H.S. 9031.80)

X. UNITED STATES' IMPORTS - 1990

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

| <u>Country of Origin</u> | <u>1990</u> | |
|-----------------------------|---------------------------------------|---|
| | <u>Value⁽¹⁾</u> (\$000) | <u>Import Market Share</u> (% based on value) |
| Japan | 135 875 | 29 |
| Federal Republic of Germany | 91 345 | 20 |
| United Kingdom | 74 108 | 16 |
| Canada | 38 471 | 8 |
| France | 23 482 | 5 |
| Italy | 20 177 | 4 |
| Switzerland | 13 486 | 3 |
| Israel | 8 810 | 2 |
| Finland | 7 651 | 2 |
| Taiwan | 7 136 | 2 |
| Other | <u>40 486</u> | <u>9</u> |
| TOTAL | 461 029 | 100 |

⁽¹⁾ A conversion factor of 1.1668 was used to convert the value of 1990 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 Electrical and Energy Equipment Directorate
Industrial and Electrical Equipment and
Technology Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3249
Fax.: (613) 954-1894

ISTC BUSINESS SERVICE CENTRES

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REGIONAL OFFICES

QUÉBEC

ISTC
Tour de la Bourse, Suite 3800
800 Victoria Place
P.O. Box 247
Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

NEWFOUNDLAND

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

PRINCE EDWARD ISLAND

ISTC
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

ONTARIO

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

NOVA SCOTIA

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

NEW BRUNSWICK

ISTC
Assumption Place, 12th Floor
770 Main Street
P.O. Box 1210
Moncton, N.B. E1C 8P9
Tel.: (506) 857-ISTC
Fax.: (506) 851-6429

MANITOBA

ISTC
8th Floor
330 Portage Avenue
P.O. Box 981
Winnipeg, Man.
R3C 2V2
Tel.: (204) 983-ISTC
Fax.: (204) 983-2187

SASKATCHEWAN

ISTC
401-119 4th Avenue South
Saskatoon, Sask.
S7K 5X2
Tel.: (306) 975-4386
Fax.: (306) 975-5334

BRITISH COLUMBIA

ISTC
Suite 900
Scotia Tower
650 West Georgia St.
P.O. Box 11610
Vancouver, B.C. V6B 5H8
Tel.: (604) 666-0266
Fax.: (604) 666-0277

REGIONAL OFFICES (Cont'd)

ALBERTA

ISTC
Room 540
Canada Place
9700 Jasper Avenue
Edmonton, Alta. T5J 4C3
Tel.: (403) 495-ISTC
Fax.: (403) 495-4507

ISTC
Suite 1100
510-5th Street Southwest
Calgary, Alta. T2P 3S2
Tel.: (403) 292-4575
Fax.: (403) 292-4578

YUKON

ISTC
Suite 301
108 Lambert Street
Whitehorse, Y.T. Y1A 1Z2
Tel.: (403) 668-4655
Fax.: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
10th Floor
Precambrian Building
P.O. Bag 6100
Yellowknife, N.W.T. X1A 2R3
Tel.: (403) 920-8568
Fax.: (403) 873-6228

HEADQUARTERS

ISTC
1st Floor, East Tower
235 Queen Street
Ottawa, Ont. K1A 0H5
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