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MARKET INTELLIGENCE

SOLID PRESS-ON INDUSTRIAL TIRES

Pub. No.: 91031-IP

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Canada



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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6907
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) 954-6907
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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SOLID PRESS-ON INDUSTRIAL TIRES

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 codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Solid press-on industrial tires:	
-New	4012.90.11.00
-Other	4012.90.19.00

H.S. Commodity Code Content

40.12 Retreaded or used pneumatic tires or rubber; solid or cushion tires, interchangeable tire treads and tire flaps, of rubber.

This heading includes retreaded pneumatic tires of rubber and used pneumatic tires of rubber, suitable either for further use or for retreading.

Solid tires are used, for example, on wheeled toys and mobile articles of furniture. Cushion tires, which are solid tires with a sealed internal air space, are used on barrows and trolleys. Interchangeable tire treads are fitted on a tire carcass specially designed for that purpose. Tire flaps are used to protect the inner tube from the metal rim or spoke ends.

The heading excludes solid or cushion tires of products of Chapter 39, for example, polyurethane (heading 39.26) and worn-out tires not suitable for retreading (heading 40.04).

Also available are market intelligence reports entitled "Solid or Cushion Industrial Tires", Pub. No.: 91034-IP and "Rubber Tire Flaps", Pub. No.: 91035-IP.

SOLID PRESS-ON INDUSTRIAL TIRES

II. SUMMARY OF CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>1988</u>		<u>Total Imports</u>		<u>1990</u>		<u>Major Country of Export to Canada % of Total Value</u>		
	<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>1990</u>
	(No.)	(\$000)	(No.)	(\$000)	(No.)	(\$000)			
Solid press-on industrial tires, new (4012.90.11.00)	5 417	399	6 282	376	6 819	429	U.S.A. 75	U.S.A. 65	U.S.A. 74
Solid press-on industrial tires, other (4012.90.19.00)	7 419	351	10 618	298	12 279	65	Japan 54	Japan 58	Indonesia 40

1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

H.S. 4012.90.11.00

<u>Province</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
Québec	2 211	180
Ontario	2 924	170
British Columbia	621	28
Alberta	456	24
Nova Scotia	59	11
Saskatchewan	317	9
Manitoba	223	5
New Brunswick	8	5
TOTAL	6 819	429

H.S. 4012.90.19.00

<u>Province</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
Québec	11 000	26
British Columbia	820	26
Ontario	459	13
TOTAL	12 279	65

SOLID PRESS-ON INDUSTRIAL TIRES

III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

SOLID PRESS-ON INDUSTRIAL TIRES, NEW (H.S. 4012.90.11.00)

Country of Origin ⁽¹⁾	1988				1989				1990			
	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$)	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$)	Quantity (No.)	Value (\$000)	Import Market Share (% based on value)	Average Unit Price (\$)
United States	4 185	298	75	71	3 591	245	65	68	4 981	316	74	63
Sri Lanka	-	-	-	-	-	-	-	-	476	41	10	86
Taiwan	173	19	5	110	1 891	81	21	43	736	26	6	35
Republic of Korea	-	-	-	-	306	16	4	52	448	24	6	54
United Kingdom	764	59	15	77	231	17	5	74	61	12	3	197
Japan	262	21	5	80	252	16	4	63	103	6	1	58
Federal Republic of Germany	-	-	-	-	11	2	1	182	8	3	1	375
Other	33	2	*	61	-	-	-	-	6	2	*	333
TOTAL	5 417	399	100	74	6 282	376	100	60	6 819	429	100	63

(1) Countries are in descending order based on value for 1990.

* Less than one per cent.

SOLID PRESS-ON INDUSTRIAL TIRES

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

SOLID PRESS-ON INDUSTRIAL TIRES, OTHER (H.S. 4012.90.19.00)

Country of Origin ⁽¹⁾	1988				1989				1990			
	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$)
Indonesia	-	-	-	-	-	-	-	-	11 000	26	40	2
Japan	2 652	189	54	71	3 144	173	58	55	820	26	40	32
United States	769	95	27	123	2 073	77	26	37	459	13	20	28
Other	<u>3 998</u>	<u>68</u>	<u>19</u>	<u>17</u>	<u>5 401</u>	<u>48</u>	<u>16</u>	<u>9</u>	-	-	-	-
TOTAL	7 419	351	100	47	10 618	298	100	28	12 279	65	100	5

⁽¹⁾ Countries are in descending order based on value for 1990.

SOLID PRESS-ON INDUSTRIAL TIRES

IV. CANADIAN PRODUCTION

Statistics Canada reports that production of solid press-on industrial tires as described in this report is made in Canada. However, for reasons of confidentiality, separate data on production or shipments by Canadian manufacturers are not available.

Any enquiries and/or comments regarding Canadian production should be directed to:

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-3523

SOLID PRESS-ON INDUSTRIAL TIRES

V. CANADIAN IMPORTERS - 1990

SOLID PRESS-ON INDUSTRIAL TIRES, NEW (H.S. 4012.90.11.00)

There were 85 known importers of solid press-on industrial tires, new in 1990. The principal ten importers accounted for 83 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	279	65
10	358	83
15	394	92
25	422	98
All Importers (85)	429	100

The principal 25 importers of solid press-on industrial tires, new during 1990 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
2619-0900 Québec Inc.	St-Laurent, Qué.	Morris Rod Weeder Company Ltd.	Yorkton, Sask.
Alberta Forklifts (1978) Ltd.	Edmonton, Alta.	Pacific-Rim Tire Distributors Ltd.	New Westminster, B.C.
Allegretti Manufacturing Co. (Canada) Inc.	Tilbury, Ont.	Raxan Industries Inc.	Vaudreuil, Qué.
Bridgestone (Canada) Inc.	Mississauga, Ont.	Recycalum Inc.	Boisbriand, Qué.
Caterpillar of Canada Ltd.	Mississauga, Ont.	Service de pneus C T R Ltée	Québec, Qué.
Don Vickers Marketing Ltd.	Guelph, Ont.	Southward Bandag of Quebec Ltd.	St-Laurent, Qué.
Green & Ross Tire Co. Ltd.	Toronto, Ont.	Tracks Unlimited Div. of Nordic Tracked Vehicles Inc.	Kelowna, B.C.
Industrial Tires Limited	Cooksville, Ont.	Unitrac Industrial Tires Inc.	Toronto, Ont.
J Pascal Inc./and Pascal Industrial Supplies Ltd.	Montréal, Qué.	Vale Industrial Trucks Montreal Ltd.	Dorval, Qué.
Kenver Equipment Ltd.	Dawson Creek, B.C.	Western Materials Handling & Equipment Ltd.	Calgary, Alta.
Lansing Canada Inc.	Bramalea, Ont.	Windsor Factory Supply Ltd.	Windsor, Ont.
Lift Line Machinery Ltd.	Welland, Ont.		
M E I Mining Equipment Canada Ltd.	Sydney, N.S.		
Midwest Material Handling Co. Ltd.	Winnipeg, Man.		

SOLID PRESS-ON INDUSTRIAL TIRES

V. CANADIAN IMPORTERS - 1990

SOLID PRESS-ON INDUSTRIAL TIRES, OTHER (H.S. 4012.90.19.00)

There were eight known importers of solid press-on industrial tires, other in 1990. The principal three importers accounted for 87 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	57	87
All Importers (8)	65	100

All importers of solid press-on industrial tires, other during 1990 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 importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Colson Casters Ltd.	Cambridge, Ont.	I P L Inc.	St-Damien, Qué.
Crown Tire Service Ltd.	Edmonton, Alta.	Leon Peloquin Inc.	St-Simon, Qué.
Entreprises Jocelyn Houle Inc.	Joliette, Qué.	M Jean-Pierre Benoit Inc.	St-Mazaire, Qué.
Hovey Industries Ltd.	Ottawa, Ont.	Mr. Martin Noreth Jr. Inc.	Aylmer, Ont.

SOLID PRESS-ON INDUSTRIAL TIRES

VI. FOREIGN EXPORTERS TO CANADA - 1989

SOLID PRESS-ON INDUSTRIAL TIRES, NEW (H.S. 4012.90.11.00)

Major exporters to Canada of solid press-on industrial tires, new are listed by major country of origin in descending order of dollar value. These exporters accounted for 73 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	Mégat Tzemet)	211*
	Maine Rubber Int'l.)	
	ITL Industrial Tires)	
	Sterling Tire & Rubber)	
Sri Lanka	World Tyress Ltd.)	84*
Taiwan	Cheng Shin Rubber Ind. Co.)	
Republic of Korea	Heung AH Tire & Rubber Co.)	
United Kingdom	Clayton EQ)	18*
Japan	Bridgestone Corp.)	
Federal Republic of Germany	Kassbohrer of N America)	
TOTAL			313

* Aggregated to preserve confidentiality of Canadian importers.

SOLID PRESS-ON INDUSTRIAL TIRES

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

SOLID PRESS-ON INDUSTRIAL TIRES, OTHER (H.S. 4012.90.19.00)

Major exporters to Canada of solid press-on industrial tires, other are listed by major country of origin in descending order of dollar value. These exporters accounted for 89 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
			<u>1990</u> (\$000)
Indonesia	Sota Components PTY Ltd.)	58*
)	
Japan	Green Int'l. Co.)	
)	
United States	Stilesville Implement Co.)	

* Aggregated to preserve confidentiality of Canadian importers.

SOLID PRESS-ON INDUSTRIAL TIRES

(H.S. 4012.90)

VII. 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, Solid and Cushion, Industrial, New (not necessarily press-on)

<u>Name</u>	<u>Address</u>
Darnell Inc.	Toronto, Ont.
*Industrial Tires Ltd.	Mississauga, Ont.
*Industries Raxan Inc., Les	Vaudreuil, Qué.
Production Centropneus Inc.	Chicoutimi, Qué.
Prothane Limited	Milton, Ont.
Retico Rubber Inc.	Aylmer, Ont.
*United Tire & Rubber Co. Limited	Rexdale, Ont.

Tires, Solid and Cushion O/T Industrial

<u>Name</u>	<u>Address</u>
Polyair Tires Inc.	Calgary, Alta.

* 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

SOLID PRESS-ON INDUSTRIAL TIRES
(H.S. 4012.90)

VII. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

**Tires, Solid Rubber and Urethane for Truck Tractors
and Materials Handling Equipment**

<u>Name</u>	<u>Address</u>
*Industrial Tires Limited	Mississauga, Ont.
*Prothane Limited	Milton, Ont.
*Raxan Industries Inc.	Vaudreuil, Qué.
Zeus Manufacturing Limited	Toronto, 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

SOLID PRESS-ON INDUSTRIAL TIRES

VIII. CANADIAN AND FOREIGN TARIFFS

Solid press-on industrial tires 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>
	Solid press-on industrial tires:			
4012.90.11	New	11.2%	7%	7.8%
4012.90.19	Other	10.2%	6.5%	7.1%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

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

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Republic of Korea, Sri Lanka and Indonesia.

* 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.

SOLID PRESS-ON INDUSTRIAL TIRES

VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Tires included in this report are dutiable under the following U.S. tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty -1991</u>		
		<u>General</u>	<u>Special⁽¹⁾</u>	<u>2</u>
4012.90	Other			
4012.90.10	Solid or cushion tires	Free		25%
	Other:			
4012.90.20	Of natural rubber	4.2%	Free (A,E,IL) 2.9% (CA)	35%
4012.90.50	Other	5.3%	Free (A,E,IL) 3.7% (CA)	80%

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 or A*
United States-Canada Free-Trade Agreement	CA
Caribbean Basin Economic Recovery Act	E or E*
United States-Israel Free Trade Area	IL

- 2 Rates of Duty Column 2. Notwithstanding any of the foregoing provisions of this note, 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

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
Plastics and Polymer Products Directorate
Materials Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3016
Fax.: (613) 954-1894

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Fax.: (902) 566-7450

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Toronto, Ont. M5J 1A4
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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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Assumption Place, 12th Floor
770 Main Street
P.O. Box 1210
Moncton, N.B. E1C 8P9
Tel.: (506) 857-ISTC
Fax.: (506) 851-6429

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

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ISTC
401-119 4th Avenue South
Saskatoon, Sask.
S7K 5X2
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BRITISH COLUMBIA

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

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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

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1st Floor, East Tower
235 Queen Street
Ottawa, Ont. K1A 0H5
Tel.: (613) 952-ISTC
Fax.: (613) 957-7942