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Industry, Science and
Technology Canada

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Technologie Canada

MARKET INTELLIGENCE

A C MOTORS NOT EXCEEDING 37.5 WATTS

Pub. No.: 91106-IP

December 1991



Canada



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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6910
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) 954-6910
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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A C MOTORS NOT EXCEEDING 37.5 WATTS

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.

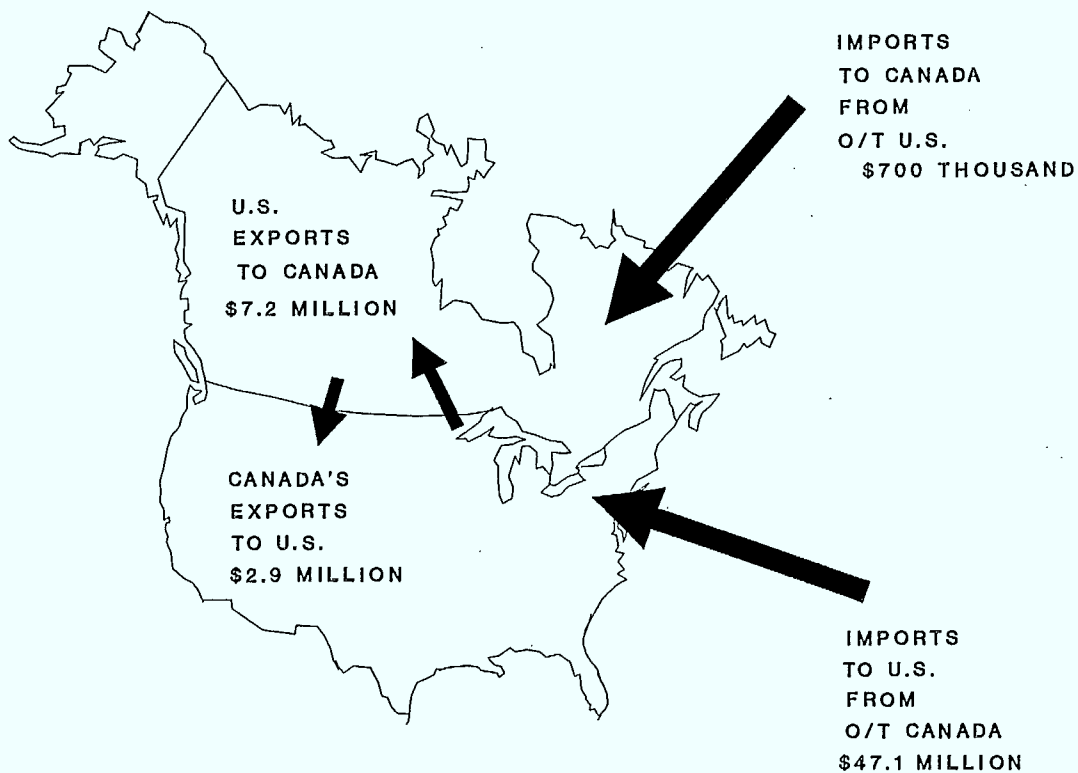
This report is based on data from several sources. The following is a list of Harmonized System (H.S.) import commodity codes dealing with A C Motors and AC/DC Motors not exceeding 750 Watts. This report deals only with A C Motors not exceeding 37.5 Watts. Other related reports are also listed.

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>	<u>Related Reports Pub. Nos.</u>
A C Motors of an output not exceeding 37.5 W (8501.10)		
-Gear motors (8501.10.10)		
--Of an output of less than 18.65 W:	8501.10.10.11	
---Of an output of 18.65 W or more but not exceeding 37.5 W	8501.10.10.21	
Universal AC/DC motors of an output exceeding 37.5 W but not exceeding 750 W (8501.20)		
-- Other type		91108-IP
Other AC motors, single-phase (8501.40)		
--Of an output exceeding 37.5 W but not exceeding 750 W:		
--Gear motors; other motors which incorporate an oscillating mechanism (8501.40.11)		
--Of an output exceeding 37.5 W but not exceeding 75 W		91110-IP
--Of an output exceeding 75 W but not exceeding 750 W		91110-IP

Total imports in 1990 for all of the above products were valued at \$28.4 million. Imports of A C Motors not exceeding 37.5 Watts included in this report amounted to \$7.9 million or 28 per cent of the total.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS
(H.S. 8501.10)**

II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$47.8 Million*

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

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

III. CANADIAN IMPORTS

SUMMARY

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada % of Total Value</u>	
	<u>1990</u>		<u>1991</u>		<u>1990</u>	<u>1991</u>
	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)		
A C Motors of an output of less than 18.65 W H.S. 8501.10.10.11	1 129 999	6 767	1 325 000	8 257	U.S.A. 93	U.S.A. 98
A C Motors of an output of 18.65 W or more but not exceeding 37.5 W H.S. 8501.10.10.21	93 892	1 145	85 679	1 298	U.S.A. 82	U.S.A. 73
TOTAL	1 223 891	7 912	1 410 679	9 555		

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)

Province of Clearance	1990	1991	Average Annual Growth Rate 1990-91 (%)
Ontario			
Quantity (000 No.)	1 090	1 283	17.7
Value (\$000)	6 353	7 921	24.7
Québec			
Quantity (000 No.)	33	37	11.8
Value (\$000)	251	256	2.0
British Columbia			
Quantity (000 No.)	4	3	-19.0
Value (\$000)	123	50	-59.2
Manitoba			
Quantity (000 No.)	1	2	184.0
Value (\$000)	14	20	48.5
Saskatchewan			
Quantity (000 No.)	1	*	-89.0
Value (\$000)	6	5	-9.0
Alberta			
Quantity (000 No.)	*	*	-24.0
Value (\$000)	10	3	-66.1
Yukon			
Quantity (000 No.)	-	*	0.0
Value (\$000)	-	1	0.0
Nova Scotia			
Quantity (000 No.)	*	*	-94.7
Value (\$000)	4	*	-94.4
New Brunswick			
Quantity (000 No.)	*	-	0.0
Value (\$000)	6	-	0.0
Newfoundland			
Quantity (000 No.)	*	-	0.0
Value (\$000)	1	-	0.0
Total			
Quantity (000 No.)	1 129	1 325	17.4
Value (\$000)	6 767	8 257	22.0

Ranked in descending order by 1991 value.

* Less than five hundred.

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)**

Province of Clearance	1990	1991
-----	-----	-----
	%	%
Ontario		
Quantity	96.5	96.8
Value	93.9	95.9
Québec		
Quantity	3.0	2.8
Value	3.7	3.1
British Columbia		
Quantity	0.4	0.2
Value	1.8	0.6
Manitoba		
Quantity	0.1	0.1
Value	0.2	0.2
Saskatchewan		
Quantity	0.0	0.0
Value	0.1	0.1
Alberta		
Quantity	0.0	0.0
Value	0.2	0.0
Yukon		
Quantity	-	0.0
Value	-	0.0
Nova Scotia		
Quantity	0.0	0.0
Value	0.1	0.0
New Brunswick		
Quantity	0.0	-
Value	0.1	-
Newfoundland		
Quantity	0.0	-
Value	0.0	-
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE

**A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)**

Province of Clearance -----	1990 -----	1991 -----
Ontario	6	6
Québec	7	7
British Columbia	30	15
Manitoba	23	12
Saskatchewan	12	99
Alberta	26	12
Yukon	-	96
Nova Scotia	99	106
New Brunswick	29	-
Newfoundland	97	-
	-----	-----
All Provinces	6	6

Ranked in descending order by 1991 value.

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**A C MOTORS OF AN OUTPUT 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)**

Province of Clearance	1990	1991	Average Annual Growth Rate 1990-91 (%)
Ontario			
Quantity (No.)	62 781	49 992	-20.4
Value (\$000)	750	805	7.3
Québec			
Quantity (No.)	24 128	31 460	30.4
Value (\$000)	293	405	38.2
British Columbia			
Quantity (No.)	1 349	323	-76.1
Value (\$000)	63	46	-26.5
Alberta			
Quantity (No.)	5 321	3 856	-27.5
Value (\$000)	24	33	41.2
Nova Scotia			
Quantity (No.)	2	19	850.0
Value (\$000)	*	4	1 086.9
New Brunswick			
Quantity (No.)	275	16	-94.2
Value (\$000)	9	3	-68.2
Saskatchewan			
Quantity (No.)	3	8	166.7
Value (\$000)	1	1	117.2
Manitoba			
Quantity (No.)	17	5	-70.6
Value (\$000)	3	*	-81.1
Newfoundland			
Quantity (No.)	16	-	0.0
Value (\$000)	3	-	0.0
Total			
Quantity (No.)	93 892	85 679	-8.7
Value (\$000)	1 145	1 298	13.3

Ranked in descending order by 1991 value.

* Less than five hundred.

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

A C MOTORS OF AN OUTPUT OF 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)

Province of Clearance	1990	1991
-----	-----	-----
	%	%
Ontario		
Quantity	66.9	58.3
Value	65.5	62.0
Québec		
Quantity	25.7	36.7
Value	25.6	31.2
British Columbia		
Quantity	1.4	0.4
Value	5.5	3.6
Alberta		
Quantity	5.7	4.5
Value	2.1	2.6
Nova Scotia		
Quantity	0.0	0.0
Value	0.0	0.3
New Brunswick		
Quantity	0.3	0.0
Value	0.7	0.2
Saskatchewan		
Quantity	0.0	0.0
Value	0.1	0.1
Manitoba		
Quantity	0.0	0.0
Value	0.2	0.0
Newfoundland		
Quantity	0.0	-
Value	0.3	-
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE

**A C MOTORS OF AN OUTPUT OF 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)**

Province of Clearance -----	1990 -----	1991 -----
Ontario	12	16
Québec	12	13
British Columbia	47	143
Alberta	4	9
Nova Scotia	157	196
New Brunswick	31	169
Saskatchewan	196	160
Manitoba	153	98
Newfoundland	191	-
	-----	-----
All Provinces	12	15

Ranked in descending order by 1991 value.

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)

Country of Origin	1990	1991	Average Annual Growth Rate 1990-91 (%)
United States			
Quantity (000 No.)	1 052	1 308	24.3
Value (\$000)	6 313	8 081	28.0
United Kingdom			
Quantity (000 No.)	3	4	32.6
Value (\$000)	35	62	80.6
Italy			
Quantity (000 No.)	*	10	3 477.1
Value (\$000)	11	36	214.5
Fed. Rep. of Germany			
Quantity (000 No.)	*	1	41.9
Value (\$000)	18	27	55.2
Japan			
Quantity (000 No.)	*	1	197.2
Value (\$000)	12	20	58.7
Mexico			
Quantity (000 No.)	*	2	96 100.0
Value (\$000)	*	18	12 960.6
Netherlands			
Quantity (000 No.)	*	*	-82.8
Value (\$000)	32	6	-82.7
Taiwan			
Quantity (000 No.)	2	*	-92.7
Value (\$000)	18	4	-78.0
Austria			
Quantity (000 No.)	-	*	0.0
Value (\$000)	-	3	0.0
Republic of Korea			
Quantity (000 No.)	-	*	0.0
Value (\$000)	-	1	0.0
Other			
Quantity (000 No.)	70	*	-100.0
Value (\$000)	327	*	-100.0
Total			
Quantity (000 No.)	1 129	1 325	17.4
Value (\$000)	6 767	8 257	22.0

Ranked in descending order by 1991 value.

* Less than five hundred.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)**

Country of Origin	1990	1991
-----	-----	-----
	%	%
United States		
Quantity	93.2	98.7
Value	93.3	97.9
United Kingdom		
Quantity	0.3	0.3
Value	0.5	0.8
Italy		
Quantity	0.0	0.8
Value	0.2	0.4
Fed. Rep. of Germany		
Quantity	0.0	0.1
Value	0.3	0.3
Japan		
Quantity	0.0	0.0
Value	0.2	0.2
Mexico		
Quantity	0.0	0.1
Value	0.0	0.2
Netherlands		
Quantity	0.0	0.0
Value	0.5	0.1
Taiwan		
Quantity	0.2	0.0
Value	0.3	0.0
Austria		
Quantity	-	0.0
Value	-	0.0
Republic of Korea		
Quantity	-	0.0
Value	-	0.0
Other		
Quantity	6.2	0.0
Value	4.8	0.0
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN

**A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)**

Country of Origin -----	1990 -----	1991 -----
United States	6.00	6.18
United Kingdom	11.36	15.47
Italy	40.65	3.57
Fed. Rep. of Germany	36.54	39.97
Japan	57.03	30.45
Mexico	68.50	9.30
Netherlands	99.23	99.75
Taiwan	7.38	22.10
Austria	-	93.40
Republic of Korea	-	14.13
Other	4.65	25.75
All Countries	5.99	6.23

Ranked in descending order by 1991 value..

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**A C MOTORS OF AN OUTPUT OF 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)**

Country of Origin	1990	1991	Average Annual Growth Rate 1990-91 (%)
United States			
Quantity (No.)	86 951	72 424	-16.7
Value (\$000)	936	948	1.3
Japan			
Quantity (No.)	4 590	10 815	135.6
Value (\$000)	84	197	136.2
Italy			
Quantity (No.)	74	106	43.2
Value (\$000)	2	52	2 437.9
Finland			
Quantity (No.)	410	219	-46.6
Value (\$000)	81	43	-46.7
Mexico			
Quantity (No.)	-	1 680	0.0
Value (\$000)	-	26	0.0
Fed. Rep. of Germany			
Quantity (No.)	72	117	62.5
Value (\$000)	5	17	229.1
France			
Quantity (No.)	183	98	-46.4
Value (\$000)	7	5	-23.9
Switzerland			
Quantity (No.)	-	47	0.0
Value (\$000)	-	4	0.0
Sweden			
Quantity (No.)	-	10	0.0
Value (\$000)	-	2	0.0
Austria			
Quantity (No.)	-	5	0.0
Value (\$000)	-	1	0.0
Other			
Quantity (No.)	1 612	158	-90.2
Value (\$000)	30	2	-94.1
Total			
Quantity (No.)	93 892	85 679	-8.7
Value (\$000)	1 145	1 298	13.3

Ranked in descending order by 1991 value.

A C MOTORS NOT EXCEEDING 37.5 WATTS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

A C MOTORS OF AN OUTPUT OF 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)

Country of Origin	1990	1991
-----	-----	-----
	%	%
United States		
Quantity	92.6	84.5
Value	81.7	73.1
Japan		
Quantity	4.9	12.6
Value	7.3	15.2
Italy		
Quantity	0.1	0.1
Value	0.2	4.0
Finland		
Quantity	0.4	0.3
Value	7.1	3.3
Mexico		
Quantity	-	2.0
Value	-	2.0
Fed. Rep. of Germany		
Quantity	0.1	0.1
Value	0.4	1.3
France		
Quantity	0.2	0.1
Value	0.6	0.4
Switzerland		
Quantity	-	0.1
Value	-	0.3
Sweden		
Quantity	-	0.0
Value	-	0.1
Austria		
Quantity	-	0.0
Value	-	0.1
Other		
Quantity	1.7	0.2
Value	2.6	0.1
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN

**A C MOTORS OF AN OUTPUT OF 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)**

Country of Origin -----	1990 -----	1991 -----
United States	11	13
Japan	18	18
Italy	28	489
Finland	198	198
Mexico	-	16
Fed. Rep. of Germany	71	145
France	39	55
Switzerland	-	86
Sweden	-	159
Austria	-	169
Other	19	11
All Countries	----- 12	----- 15

Ranked in descending order by 1991 value.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS
(H.S. 8501.10)**

IV. CANADIAN PRODUCTION

There are no available data on Canadian production of A C motors not exceeding 37.5 W.

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

A C MOTORS NOT EXCEEDING 37.5 WATTS

V. CANADIAN IMPORTERS - 1990

A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W (H.S. 8501.10.10.11)

There were 196 known importers of A C Motors of an output of less than 18.65 W in 1990. The principal ten importers accounted for 84 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	4 980	74
6	5 384	80
10	5 694	84
15	5 957	88
25	6 303	93
All Importers (196)	6 767	100

The principal importers of A C Motors of an output of less than 18.65 W 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>
125081 Canada Inc.	Montréal, Qué.	Opal Manufacturing Co	
Albert Berg Limited	Toronto, Ont.	O/B 600729 Ontario Limited	Downsview, Ont.
Alltemp Products Company Ltd.	Pickering, Ont.	Philips Air Distribution Ltd Lau	Kitchener, Ont.
Barber Colman Of Canada Ltd.	Woodbridge, Ont.	and Canada Fans Divisions	
Caframo Limited	Wlarton, Ont.	Prlns Greenhouses Ltd.	Abbotsford, B.C.
Erie Manufacturing Company Ltd.	Mississauga, Ont.	Produits Nationaux	
	Stouffville, Ont.	L'environnement Ltée.	Montréal, Qué.
Euroclean Canada Inc.	Cambridge, Ont.	R & R Moteurs & Pièces Inc.	Montréal, Qué.
Graham Dewar & Associates Ltd.	Ottawa, Ont.	Seabreeze Electric Corporation	Etobicoke, Ont.
Hagglunds Denison Canada Corp.	Mississauga, Ont.	Sherwood Industries Ltd.	Victoria, B.C.
Honeywell Ltd.	Scarborough, Ont.	Spar Aerospace Products Ltd.	Toronto, Ont.
Leeson Electric (Canada) Ltd.	Mississauga, Ont.	Standard Appliance Manufacturing	
Les Produits Ferpac Ltée.	St-Lambert, Qué.	Co.	Etobicoke, Ont.
Lincoln Electric Company Of		Sunfire Manufacturing Inc.	Elmira, Ont.
Canada Ltd.	Toronto, Ont.	Tip Top Parts Div of Shair Sales	
Loaring Construction Company		Ltd.	Surrey, B.C.
Ltd.	Windsor, Ont.	Toronto Electric Company Ltd.	Scarborough, Ont.
Mallory Controls Div. Of Emerson		Unireco Industries Inc.	Markham, Ont.
Electric Can Ltd.	Woodstock, Ont.	W C Wood Company Limited	Guelph, Ont.
Moncur Electric Motors Ltd.	Windsor, Ont.	Westcan Electrical Mfg. Inc.	Brantford, Ont.
Nutech Energy Systems Inc.	London, Ont.		

A C MOTORS NOT EXCEEDING 37.5 WATTS

V. CANADIAN IMPORTERS - 1990 (Cont'd)

A C MOTORS OF AN OUTPUT OF 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)

There were 68 known importers of A C Motors of an output of 18.65 W or more but not exceeding 37.5 W in 1990. The principal ten importers accounted for 85 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	478	42
6	767	67
10	969	85
All Importers (68)	1 145	100

The principal importers of A C Motors of an output of 18.65 W or more but not exceeding 37.5 W 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>
125081 Canada Inc.	Montréal, Qué.	R & R Moteurs & Pièces Inc.	Montréal, Qué.
A.C. Wickman Ltd.	Toronto, Ont.	Rothmans Benson & Hedges Inc.	North York, Ont.
Air Tech Equipment Ltd.	Moncton, N.B.	Selkirk Metallestos, Div. of	
Dettson Industries Inc.	Sherbrooke, Qué.	Wallace Murray Canada Ltd.	Brockville, Ont.
Emerson Electric Canada Ltd.	Ottawa, Ont.	Shop-Vac Of Canada Ltd.	Burlington, Ont.
Équipements de Scènes de Noël		Singer du Canada Ltée.	St-Jean-Sur-Richelieu, Qué.
N. Anfousse Inc., Les	Montréal, Qué.		
Équipements de Théâtre G.C.		Soper Supply Ltd.	Edmonton, Alta.
Ltée.	Lasalle, Qué.	Steep Rock Resources Inc.	North York, Ont.
Erie Manufacturing Co. Ltd.	Stouffville, Ont.	Suncourt Manufacturing Inc.	Calgary, Alta.
Euroclean Canada Inc.	Cambridge, Ont.	Toronto Electric Co. Ltd.	Scarborough, Ont.
Lisi-Aero Guide Ltée.	Lachine, Qué.	Venmar Inc.	Drummondville, Qué.
Macanabec Ltée.	St. Bruno	W C Wood Company Ltd.	Guelph, Ont.
	de Montarville, Qué.	Xerox Canada Inc.	Willowdale, Ont.
Miles Industries Ltd.	West Vancouver, B.C.		
Montgomery Kone Elevator Co. Ltd.	Etobicoke, Ont.		

A C MOTORS NOT EXCEEDING 37.5 WATTS

VI. FOREIGN EXPORTERS TO CANADA - 1990

**A C MOTORS OF AN OUTPUT OF LESS THAN 18.65 W
(H.S. 8501.10.10.11)**

Major exporters to Canada of A C Motors of an output of less than 18.65 W 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 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United States	Hansen Mfg. Co. Inc.	4 862
	Uppco Inc.) Mallory Controls) Bodine Electric)	463*
	G.S. Electric) Morril Motors) Ram Industries Inc.)	218*
	Howard Ind. Inc.) Hugglunds-Denison) Cramer Co.) Fasco Industries Inc.)	176*
	Automation Service) ECM Motors Co.) Eaton Corp.) W.W. Grainger Inc.)	125*
People's Rep. of China	China National Electric) Johnson Electric Co.)	
Hong Kong	Johnson Electric Co.)	370*
Netherlands	Prins NV Dokkum)	
United Kingdom	Magnetek Universal Electric)	
TOTAL		6 677

* Aggregated to preserve confidentiality of Canadian importers.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

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

**A C MOTORS OF AN OUTPUT 18.65 W OR MORE
BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.10.21)**

Major exporters to Canada of A C Motors of an output of 18.65 W or more but not exceeding 37.5 W are listed by major country of origin in descending order of dollar value. These exporters accounted for 85 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	G.S. Electric)	426*
	Emerson Electric Co.)	
	Hansen Mfg. Co. Inc.)	
	Fasco Ind. Inc.)	362*
	Uppco Inc.)	
	Felchar Mfg. Corp.)	
	Magnetek Universal Electric)	
Japan	Fuji Xerox Co. Ltd.)	
Finland	Korne OY)	185*
)	
United Kingdom	Magnetek Universal Electric)	
TOTAL		973

* Aggregated to preserve confidentiality of Canadian importers.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS
(H.S. 8501.10)**

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.

A C Motors not exceeding 37.5 W

<u>Name</u>	<u>Address</u>
Fasco Motors Limited	Cambridge, Ont.
Franklin Electric Of Canada Ltd.	Strathroy, Ont.
General Elec Cda Inc.	Peterborough, Ont.
General Electric Canada Inc.	Mississauga, Ont.
Leroy-Somer Canada Limited	Montréal, Qué.
Les Moteurs P.M. Inc.	Shawinigan, Qué.
Moteurs Leroy-Somer Canada Ltée	Granby, Qué.
Seabreeze Electric Corporation	Etobicoke, Ont.

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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Motors, Electric. A C, D.C., Induction and Synchronous

<u>Name</u>	<u>Address</u>
*Asea Brown Boveri Inc.	Pointe Claire, Qué.
Ainsworth Electric Co. Ltd.	Toronto, Ont.
Argord Industries Central Limited	Toronto, Ont.
Automatic Armature Service Ltd.	Scarborough, Ont.

* Company engaged in export trade.

**A C MOTORS
NOT EXCEEDING 37.5 WATTS**

(H.S. 8501.10)

VII. CANADIAN SUPPLIERS (Cont'd)

Motors, Electric. A C, D.C., Induction and Synchronous (Cont'd)

<u>Name</u>	<u>Address</u>
*Beel Electronics Inc.	Montréal, Qué.
Bennett & Emmott Ltd.	Edmonton, Alta.
*Brevel Motors of Canada, Inc.	Scarborough, Ont.
Burgess Switch Company Ltd.	Scarborough, Ont.
*E-Mark Electric Equipment Company Ltd.	Malton, Ont.
EMS Service de Moteur Electrique Inc.	Montréal, Qué.
Emerson Electric Canada Ltd.	Markham, Ont.
Emsco Limited	Belleville, Ont.
*Etatech Industrial Machinery Inc.	Calgary, Alta.
*Franklin Electric of Canada Ltd.	Strathroy, Ont.
General Electric Canada Inc.	Mississauga, Ont.
*Leeson Electric (Canada) Ltd.	Mississauga, Ont.
Leroy-Somer Canada Ltd.	Granby, Qué.
MIL Tracy/Sogex	Tracy, Qué.
*Mallory Control - A Black and Decker Company	Woodstock, Ont.
Mechron Energy Ltd.	Ottawa, Ont.
Mitronix Co. Ltd.	Scarborough, Ont.
*Moncur Electric Motors Ltd.	Windsor, Ont.
*Novatronics Inc.	Stratford, Ont.
Pleuger of Canada Ltd.	Rexdale, Ont.
*Power Motion Mfg. Ltd.	London, Ont.
Presentey Engineering Products Ltd.	Ottawa, Ont.
Ram Air Mfg.	London, Ont.
*Ranger Engineering Inc.	Scarborough, Ont.
*Reliance Electric Ltd.	Stratford, Ont.
SEW-Eurodrive Company of Canada Ltd.	Bramalea, Ont.
Sterling Power Systems Inc.	Hamilton, Ont.
Usinages Industriels/Peacock Inc.	Montréal, Qué.
*Westinghouse Canada Inc.	Hamilton, Ont.
Zuritt Corporation Ltée.	Val d'Or, Qué.

* 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

**A C MOTORS
NOT EXCEEDING 37.5 WATTS
(H.S. 851.10.10)**

VIII. CANADIAN AND FOREIGN TARIFFS

A C Motors not exceeding 37.5 W 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>
	A C Motors of an output not exceeding 37.5 W:			
8501.10.10	Gear Motors	9.2%	2.5%	7.4%
	On and after January 1, 1991			6.5%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, United Kingdom, Netherlands, Taiwan, Federal Republic of Germany, Japan, Italy, Switzerland, Finland and France.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: People's Republic of China, Honk Kong and Brazil.

* 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.

A C MOTORS NOT EXCEEDING 37.5 WATTS (H.S. 8501.10)

VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

A C Motors not exceeding 37.5 W included in this report are dutiable under the following U.S. tariff items:

<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>
851.10	Motors of an output not exceeding 37.5 W:			
8501.10.40	Of under 18.65 W	6.6%	Free (A,B,E,IL) 4.6% (CA)	35%
8501.10.60	Of 18.65 W or more but not exceeding 37.5 W	4.2%	Free (A,B,E,IL) 2.9% (CA)	35%

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

A C MOTORS NOT EXCEEDING 37.5 WATTS

IX. UNITED STATES' IMPORTS

A C MOTORS UNDER 18.65 W (H.S. 8501.10.40.20)

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

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991*</u>	<u>Average Annual Growth Rate 1989-90 (%)</u>
Japan				
Quantity (000 No.)	1 397	1 675	884	19.9
Value (\$000)	12 903	12 984	6 779	0.6
Singapore				
Quantity (000 No.)	3 297	2 632	1 509	-20.2
Value (\$000)	10 673	9 853	5 196	-7.7
France				
Quantity (000 No.)	125	230	138	84.3
Value (\$000)	1 089	4 155	2 199	281.6
China				
Quantity (000 No.)	177	1 299	2 182	635.4
Value (\$000)	289	1 139	2 095	293.5
Fed. Rep. of Germany				
Quantity (000 No.)	10	6	7	-38.2
Value (\$000)	1 652	1 129	553	-31.7
Canada				
Quantity (000 No.)	12	49	13	303.0
Value (\$000)	660	1 094	337	65.7
Republic of Korea				
Quantity (000 No.)	163	112	37	-31.4
Value (\$000)	156	893	267	472.9
Switzerland				
Quantity (000 No.)	4	23	31	514.1
Value (\$000)	207	880	474	324.2
Taiwan				
Quantity (000 No.)	452	336	678	-25.6
Value (\$000)	646	555	904	-14.1
Spain				
Quantity (000 No.)	**	12	**	35 811.8
Value (\$000)	4	414	2 10	112.9
Other				
Quantity (000 No.)	684	357	268	-47.9
Value (\$000)	1 763	1 547	2 181	-12.3
Total				
Quantity (000 No.)	6 321	6 731	5 746	6.5
Value (\$000)	30 043	34 642	20 989	15.3

Ranked in descending order by 1990 value.

Canada ranked 6 overall.

* The latest year is cumulative to the second quarter.

** Less than five hundred.

A C MOTORS NOT EXCEEDING 37.5 WATTS

IX. UNITED STATES' IMPORTS (Cont'd)

A C MOTORS OF 18.65 W OR MORE BUT NOT EXCEEDING 37.5 W
(H.S. 8501.10.60.20)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991*</u>	<u>Average Annual Growth Rate 1989-90 (%)</u>
Japan				
Quantity (000 No.)	213	187	125	-12.3
Value (\$000)	6 796	6 254	3 582	-8.0
Mexico				
Quantity (000 No.)	627	224	105	-64.2
Value (\$000)	5 257	2 928	1 363	-44.3
Republic of Korea				
Quantity (000 No.)	784	312	71	-60.2
Value (\$000)	5 741	2 188	1 053	-61.9
Canada				
Quantity (000 No.)	103	71	11	-30.9
Value (\$000)	1 399	1 751	185	25.2
Fed. Rep. of Germany				
Quantity (000 No.)	15	4	4	-73.0
Value (\$000)	1 315	502	248	-61.8
Taiwan				
Quantity (000 No.)	314	72	70	-77.1
Value (\$000)	1 396	449	389	-67.9
China				
Quantity (000 No.)	80	146	144	83.0
Value (\$000)	185	370	923	100.0
Hong Kong				
Quantity (000 No.)	5	87	45	1 484.8
Value (\$000)	21	268	108	1 200.6
Switzerland				
Quantity (000 No.)	33	18	**	-45.3
Value (\$000)	315	220	8	-30.1
France				
Quantity (000 No.)	6	3	1	-49.8
Value (\$000)	249	114	137	-54.2
Other				
Quantity (000 No.)	30	7	**	-77.8
Value (\$000)	738	249	127	-66.2
Total	-----	-----	-----	-----
Quantity (000 No.)	2 211	1 131	577	-48.8
Value (\$000)	23 413	15 295	8 122	-34.7

Ranked in descending order by 1990 value.

Canada ranked 4 overall.

* The latest year is cumulative to the second quarter.

** Less than five hundred.

DID YOU KNOW?

Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis and is available in most regional offices.

WHAT IS **dISTCcovery**? **dISTCcovery** is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

dISTCcovery introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product in an agreed market area. The reverse is also possible. A Canadian company can also use **dISTCcovery** to promote their unique product or process for licensing internationally.

dISTCcovery provides access to international data bases containing thousands of licensing offers for new products, processes and technology originating from around the world.

For more information on this service, contact the Market Intelligence Division at (613) 954-4970 or the nearest ISTC Regional Office listed at the end of this publication.



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FOR MORE INFORMATION PLEASE CONTACT:

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Calgary, Alta. T2P 3S2
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YUKON

ISTC
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300 Main Street
Whitehorse, Y.T. Y1A 2B5
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NORTHWEST TERRITORIES

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