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MARKET INTELLIGENCE

**UNIVERSAL AC/DC MOTORS OF
AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W,
OTHER TYPE**

Pub. No.: 91108-IP

December 1991



Canada



ID. 91-0629

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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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UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W BUT NOT EXCEEDING 750 W, OTHER TYPE

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 D.C. motors not exceeding 750 W. This report deals only with Universal AC/DC Motors of an output exceeding 37.5 W but not exceeding 750 W (H.S. 8501.20.19.00). Other related reports are also listed.

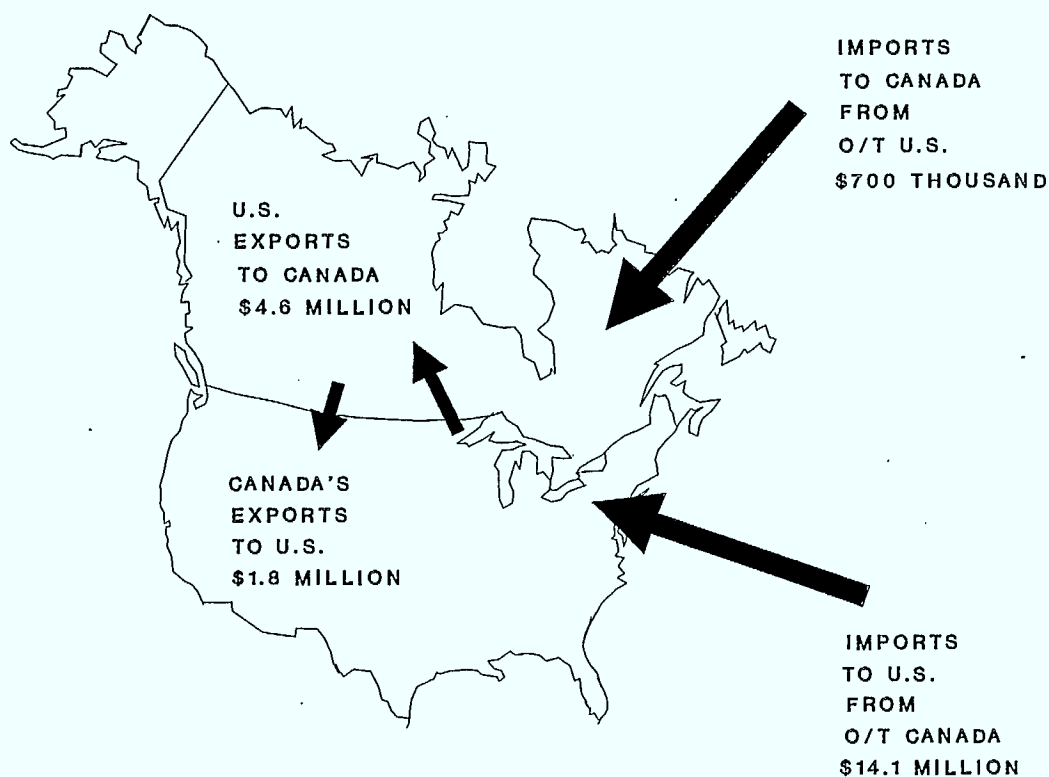
<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>	<u>Related Reports Pub. Nos.</u>
AC Motors of an output not exceeding 37.5 W (8501.10)		
-Gear motors (8501.10.10)		
--Of an output of less than 18.65W:		91106-IP
--Of an output of 18.65W or more but not exceeding 37.5W		91106-IP
Universal AC/DC motors of an output exceeding 37.5W but not exceeding 750W (8501.20)		
---Other type	8501.20.19.00	
Other AC motors, single-phase (8501.40)		
--Of an output exceeding 37.5W but not exceeding 750W:		
--Gear motors; other motors which incorporate an oscillating mechanism (8501.40.11)		
--Of an output exceeding 37.5W but not exceeding 75W		91110-IP
--Of an output exceeding 75W but not exceeding 750W		91110-IP

Total imports in 1990 for all of the above products were valued at \$28.4 million. Imports of Universal AC/DC Motors of an output exceeding 37.5W but not exceeding 750W, other type, included in this report amounted to \$5.3 million or 19 per cent of the total.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$14.8 Million*

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

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS

SUMMARY

<u>Description and Commodity Code</u>	<u>1989</u>		<u>Total Imports</u>		<u>1991</u>		<u>Major Country of Export to Canada</u>		
	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>	<u>% of Total Value</u>		
	<u>(No.)</u>	<u>(\$000)</u>	<u>(No.)</u>	<u>(\$000)</u>	<u>(No.)</u>	<u>(\$000)</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Universal AC/DC Motors of an output exceeding 37.5 W but not exceeding 750 W, other type									
H.S. 8501.20.19.00	351 455	8 170	149 874	5 307	378 276	7 232	U.S.A. 78	U.S.A. 87	U.S.A. 96

UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W BUT NOT EXCEEDING 750 W, OTHER TYPE

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

Province of Clearance	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Ontario				
Quantity (NMB)	302 111	97 929	307 863	0.9
Value (\$000)	6 423	3 287	4 570	-15.7
Québec				
Quantity (NMB)	30 026	39 439	51 794	31.3
Value (\$000)	1 002	1 360	1 797	33.9
British Columbia				
Quantity (NMB)	4 731	4 391	6 249	14.9
Value (\$000)	190	160	307	27.1
Manitoba				
Quantity (NMB)	11 657	3 084	4 505	-37.8
Value (\$000)	315	185	266	-8.2
Alberta				
Quantity (NMB)	1 450	3 578	6 231	107.3
Value (\$000)	117	187	236	42.1
Nova Scotia				
Quantity (NMB)	921	1 405	541	-23.4
Value (\$000)	79	122	28	-40.4
Saskatchewan				
Quantity (NMB)	256	13	1 016	99.2
Value (\$000)	14	1	21	24.3
New Brunswick				
Quantity (NMB)	259	8	55	-53.9
Value (\$000)	27	1	6	-53.6
Newfoundland				
Quantity (NMB)	44	25	22	-29.3
Value (\$000)	4	3	2	-20.9
Northwest Territories				
Quantity (NMB)	-	2	-	0.0
Value (\$000)	-	*	-	0.0
Total				
Quantity (NMB)	351 455	149 874	378 276	3.7
Value (\$000)	8 170	5 307	7 232	-5.9

Ranked in descending order by 1991 value.

* Less than five hundred.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
Ontario			
Quantity	86.0	65.3	81.4
Value	78.6	61.9	63.2
Québec			
Quantity	8.5	26.3	13.7
Value	12.3	25.6	24.8
British Columbia			
Quantity	1.3	2.9	1.7
Value	2.3	3.0	4.2
Manitoba			
Quantity	3.3	2.1	1.2
Value	3.9	3.5	3.7
Alberta			
Quantity	0.4	2.4	1.6
Value	1.4	3.5	3.3
Nova Scotia			
Quantity	0.3	0.9	0.1
Value	1.0	2.3	0.4
Saskatchewan			
Quantity	0.1	0.0	0.3
Value	0.2	0.0	0.3
New Brunswick			
Quantity	0.1	0.0	0.0
Value	0.3	0.0	0.1
Newfoundland			
Quantity	0.0	0.0	0.0
Value	0.0	0.0	0.0
Northwest Territories			
Quantity	-	0.0	-
Value	-	0.0	-
	-----	-----	-----
Total			
Quantity	100.0	100.0	100.0
Value	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Ontario	21	34	15
Québec	33	34	35
British Columbia	40	36	49
Manitoba	27	60	59
Alberta	81	52	38
Nova Scotia	85	87	52
Saskatchewan	53	101	21
New Brunswick	104	117	106
Newfoundland	80	105	100
Northwest Territories	-	65	-
	-----	-----	-----
All Provinces	23	35	19

Ranked in descending order by 1991 value.

UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W BUT NOT EXCEEDING 750 W, OTHER TYPE

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
United States				
Quantity (NMB)	237 311	126 505	369 439	24.8
Value (\$000)	6 368	4 632	6 955	4.5
Japan				
Quantity (NMB)	15 966	17 032	2 374	-61.4
Value (\$000)	195	197	85	-33.8
Hong Kong				
Quantity (NMB)	-	2 020	4 320	113.9
Value (\$000)	-	19	39	106.3
Fed. Rep. of Germany				
Quantity (NMB)	709	422	621	-6.4
Value (\$000)	57	42	39	-17.7
Netherlands				
Quantity (NMB)	39	102	226	140.7
Value (\$000)	5	12	28	142.7
United Kingdom				
Quantity (NMB)	555	232	434	-11.6
Value (\$000)	73	25	21	-46.8
Switzerland				
Quantity (NMB)	316	707	166	-27.5
Value (\$000)	36	85	19	-26.7
France				
Quantity (NMB)	52 772	301	326	-92.1
Value (\$000)	679	37	16	-84.5
Canada				
Quantity (NMB)	12 826	1 200	66	-92.8
Value (\$000)	155	146	8	-77.5
Sweden				
Quantity (NMB)	10	96	57	138.7
Value (\$000)	1	11	7	181.6
Other				
Quantity (NMB)	30 951	1 257	247	-91.1
Value (\$000)	601	101	15	-84.4
Total	-----	-----	-----	-----
Quantity (NMB)	351 455	149 874	378 276	3.7
Value (\$000)	8 170	5 307	7 232	-5.9

Ranked in descending order by 1991 value.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
United States			
Quantity	67.5	84.4	97.7
Value	78.0	87.3	96.2
Japan			
Quantity	4.5	11.4	0.6
Value	2.4	3.7	1.2
Hong Kong			
Quantity	-	1.3	1.1
Value	-	0.4	0.5
Fed. Rep. of Germany			
Quantity	0.2	0.3	0.2
Value	0.7	0.8	0.5
Netherlands			
Quantity	0.0	0.1	0.1
Value	0.1	0.2	0.4
United Kingdom			
Quantity	0.2	0.2	0.1
Value	0.9	0.5	0.3
Switzerland			
Quantity	0.1	0.5	0.0
Value	0.4	1.6	0.3
France			
Quantity	15.0	0.2	0.1
Value	8.3	0.7	0.2
Canada			
Quantity	3.6	0.8	0.0
Value	1.9	2.7	0.1
Sweden			
Quantity	0.0	0.1	0.0
Value	0.0	0.2	0.1
Other			
Quantity	8.8	0.8	0.1
Value	7.4	1.9	0.2
	-----	-----	-----
Total			
Quantity	100.0	100.0	100.0
Value	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
United States	27	37	19
Japan	12	12	36
Hong Kong	-	9	9
Fed. Rep. of Germany	81	100	62
Netherlands	121	120	123
United Kingdom	131	108	47
Switzerland	113	120	116
France	13	123	50
Canada	12	122	119
Sweden	87	117	122
Other	19	80	59
All Countries	23	35	19

Ranked in descending order by 1991 value.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

IV. CANADIAN PRODUCTION

There is no available data on Canadian production for AC/DC Motors.

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

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE
(H.S. 8501.20.19.00)**

V. CANADIAN IMPORTERS - 1990

There were 327 known importers of Universal AC/DC Motors of an output exceeding 37.5 W but not exceeding 750 W, other type in 1990. The principal ten importers accounted for 58 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	1 532	29
6	2 428	46
10	3 095	58
15	3 565	67
25	4 035	76
33	4 270	80
All Importers (327)	5 307	100

The principal importers of Universal AC/DC Motors of an output exceeding 37.5 W but not exceeding 750 W, other type 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.	Department of National Defence	Ottawa, Ont.
ACME Crafts Ltd.	Mississauga, Ont.	Dettson Industries Inc.	Sherbrooke, Qué.
Air King Ltd.	Brampton, Ont.	Deutz-Allis Corporation CDN Ltd.	Mississauga, Ont.
Alltemp Products Company Ltd.	Pickering, Ont.	Distel Company Ltd.	Waterloo, Ont.
ASEA Brown Boveri Inc.	Montréal, Qué.	Domtar Inc.	Truro, N.S.
Avmor Limited	Montréal, Qué.	E.F.E. Transport Inc.	Longueuil, Qué.
Bakers Pride Canada Ltd.	Lachine, Qué.	Electrical Distributors Limited	Truro, N.S.
Cableserv Electronics Ltd.	Toronto, Ont.	Equipment Agricole BCB Du	
Canadian Liquid Air Ltd.	Montréal, Qué.	Canada Ltée	Dunham, Qué.
Canarm Ltd.	Brockville, Ont.	Fisher Scientific Ltd.	Ottawa, Ont.
Centre Thermopompe Champion	Montréal, Qué.	Floor Care Equipment	Calgary, Alta.
Chromalox Inc.	Etobicoke, Ont.	GEC Canada Ltd.	Mississauga, Ont.
Cirtcele-Tronic Inc.	Montréal, Qué.	GE Plastics Canada Ltd.	Cobourg, Ont.

UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W BUT NOT EXCEEDING 750 W, OTHER TYPE

(H.S. 8501.20.19.00)

V. CANADIAN IMPORTERS - 1990 (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
General Electric Canada Ltd.	Mississauga, Ont.	S Litton Systems (Canada) Ltd.	Etobicoke, Ont.
General Motors of Canada Ltd.	Oshawa, Ont.	Saint John Shipbuilding Limited	Saint John, N.B.
Hibbert Wholesale (1984) Ltd.	Calgary, Alta.	Siemens Automotive Ltd.	Chatham, Ont.
Hoyt Manufacturing (Canada) Ltd.	Westport, ME, USA*	Siemens Electric Limited	Mississauga, Ont.
IBM Canada Ltd.	Markham, Ont.	Silent Gliss Canada Limited	Scarborough, Ont.
James Electric Motor Service Ltd	Calgary, Alta.	SNC Defence Products Ltd.	Répentigny, Qué.
Jamesway Co. Limited	Cambridge, Ont.	Solvac (1985) Inc.	St-Jean-sur-Richelieu, Qué.
Konica Business Machines Canada Ltd.	Pickering, Ont.	SONY of Canada Ltd.	Whitby, Ont.
Leeson Electric (Canada) Ltd.	Mississauga, Ont.	Steinbach Mills Ltd.	Steinbach, Man.
Les Equipments Qué-Mont Inc.	Lasalle, Qué.	Sweco Canada Ltd.	Etobicoke, Ont.
Les Ventilateurs ACME Inc.	St-Léonard, Qué.	Tempquip Ltd.	Montréal, Qué.
Marvel Canada Inc.	Montréal, Qué.	Unisys Canada Inc.	Scarborough, Ont.
Merse Motor Electric Ltd.	Thunder Bay, Ont.	Unisys Canada Inc.	Winnipeg, Man.
Milton Roy Industries Ltd.	Peterborough, Ont.	Vicon Manufacturing Inc.	Portage La Prairie, Man.
Motor Coach Industries Ltd.	Winnipeg, Man.	W C I Canada Limited	
Northwest Territorial Airways Ltd.	Yellowknife, Y.T.	Resco Division	Mississauga, Ont.
Prime Computer of Canada Ltd.	Mississauga, Ont.	Westinghouse Canada Limited	Hamilton, Ont.
PSI Repair Services Inc.	Windsor, Ont.	Yachters Choice Marine Products Inc.	Mississauga, Ont.
Reliable Parts Ltd.	Vancouver, B.C.		
Romatec-R M Division of Robert Muddiman Limited	Willowdale, Ont.		

* Non resident importer.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE
(H.S. 8501.20.19.00)**

VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of Universal AC/DC Motors of an output exceeding 37.5 W but not exceeding 750 W, other type are listed by major country of origin in descending order of dollar value. These exporters accounted for 71 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	Magnetek Universal Electric)	
	Delco Electrics Co.)	
	General Motors Parts Division)	1 716*
	Brinkley Motor Products Co.)	
	A.O. Smith Co.)	
	Sweco Inc.)	663*
	Unisys International Co.)	
	Ametek/Lamb Electric Inc.)	
	R.W. Beckett Co.)	458*
	Maycor Appliance Parts Inc.)	
	Motor Guide)	
	Harrison Radiator Division)	191*
	Chore Times Equipment)	
	Fasco Inc.)	
	P.S.I. Repair Services)	
	WW. Grainger Inc.)	131*
	WCI Replacement Parts Division)	
	Baker Pride Oven Co. Inc.)	
	Baldor Electric Co.)	151*
	Sheldahl Inc.)	
	Power Equipment)	
Japan	SONY Co.)	
Switzerland	Micro Motor AG)	
People's Republic of China	China National Machinery)	260*
Italy	Bermar SRL)	
TOTAL		3 729

* Aggregated to preserve confidentiality of Canadian importers.

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19.00)

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.

Motors, Electric, Universal

Name

Address

*Fasco Motors Ltd.
*Franklin Electric of Canada Ltd.
*General Electric Canada Inc.
General Electric Canada Inc.

Cambridge, Ont.
Strathroy, Ont.
Peterborough, Ont.
Mississauga, 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

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE
(H.S. 8501.20.19.10)**

VII. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

<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.
*Beel Electronics Inc.	Montréal, Qué.
Bennett & Emmott (1986) Ltd.	Edmonton, Alta.
*Brevel Motors of Canada, Inc.	Scarborough, Ont.
Burgess Switch Company Limited	Scarborough, Ont.
*E-Mark Electric Equipment Company Limited	Malton, Ont.
EMS Service de Moteur Electrique (1960) Inc.	Rosemont, Qué.
Emerson Motor Division	Markham, 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 Limited	Granby, Qué.
MIL Tracy/Sogex	Tracy, Qué.
*Mallory Control - A Black & Decker Company	Woodstock, Ont.
Mechron Energy Ltd.	Ottawa, Ont.
Mitronix	Scarborough, Ont.
*Moncur Electric Motors Ltd.	Windsor, Ont.
*Novatronics Inc.	Stratford, Ont.
Pleuger of Canada Ltd.	Rexdale, Ont.
*Power Motion Mfg.	London, Ont.
Presentey Engineering Products Limited	Ottawa, Ont.
Ram Air Mfg.	London, Ont.
*Ranger Engineering Inc.	Scarborough, Ont.
*Reliance Electric Limited	Stratford, Ont.
SEW-Eurodrive Company of Canada Ltd.	Bramalea, Ont.
Sterling Power Systems	Hamilton, Ont.
Usinages Industriel/Peacock Inc.	Montréal, Qué.
*Westinghouse Canada Inc.	Hamilton, Ont.
Zuritt Corporation Limitée	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

**UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W
BUT NOT EXCEEDING 750 W, OTHER TYPE**

(H.S. 8501.20.19)

VIII. CANADIAN AND FOREIGN TARIFFS

Universal AC/DC Motors of an output exceeding 37.5 W but not exceeding 750 W, other type 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>
	Universal AC/DC Motors of an output 37.5 W but not exceeding 750 W:			
8501.20.19	Other type	12.5%	8%	10%
	On and after January 1, 1991			8.7%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

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

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

* 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.

UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W BUT NOT EXCEEDING 750 W, OTHER TYPE

(H.S. 8501.20.60)

VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Universal AC/DC Motors of an output exceeding 37.5W, other type, 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>
	Universal AC/DC motors of an output exceeding 37.5 W:			
8501.20.60	Other	3.7%	Free (A,B,C,E,IL) 1.4% (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

UNIVERSAL AC/DC MOTORS OF AN OUTPUT EXCEEDING 37.5 W W BUT NOT EXCEEDING 750 W, OTHER TYPE

(H.S. 8501.20.60.00)

IX. UNITED STATES' IMPORTS - 1990

The United States Department of Commerce reports U.S. imports of universal AC/DC motors, other type, (H.S. 8501.20.60.00) as follows:

U.S. IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991*	Average Annual Growth Rate 1989-90 (%)
Japan				
Quantity (No)	13 067	15 604	5 027	19.4
Value (\$000)	4 657	3 816	1 271	-18.1
United Kingdom				
Quantity (No)	3 851	36 527	14 679	848.5
Value (\$000)	551	3 053	1 034	453.6
Fed. Rep. of Germany				
Quantity (No)	13 587	12 881	1 666	-5.2
Value (\$000)	3 605	2 914	626	-19.2
Canada				
Quantity (No)	10 020	18 862	1 551	88.2
Value (\$000)	727	1 803	213	148.1
France				
Quantity (No)	3 461	7 623	1 421	120.3
Value (\$000)	219	775	123	253.1
Switzerland				
Quantity (No)	3 268	5 242	1 590	60.4
Value (\$000)	640	681	216	6.5
Republic of Korea				
Quantity (No)	57 763	39 798	13 230	-31.1
Value (\$000)	925	652	209	-29.5
Italy				
Quantity (No)	10 161	1 576	185	-84.5
Value (\$000)	619	629	34	1.5
Sweden				
Quantity (No)	694	670	70	-3.5
Value (\$000)	277	529	199	91.1
Taiwan				
Quantity (No)	1 951	2 042	1 366	4.7
Value (\$000)	555	206	81	-62.8
Other				
Quantity (No)	43 696	8 508	2 952	-80.5
Value (\$000)	3 771	834	455	-77.9
Total				
Quantity (No)	161 519	149 333	43 737	-7.5
Value (\$000)	16 546	15 891	4 459	-4.0

Ranked in descending order by 1990 value.

Canada ranked 4 overall.

* The latest year is cumulative to the second quarter.

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.

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