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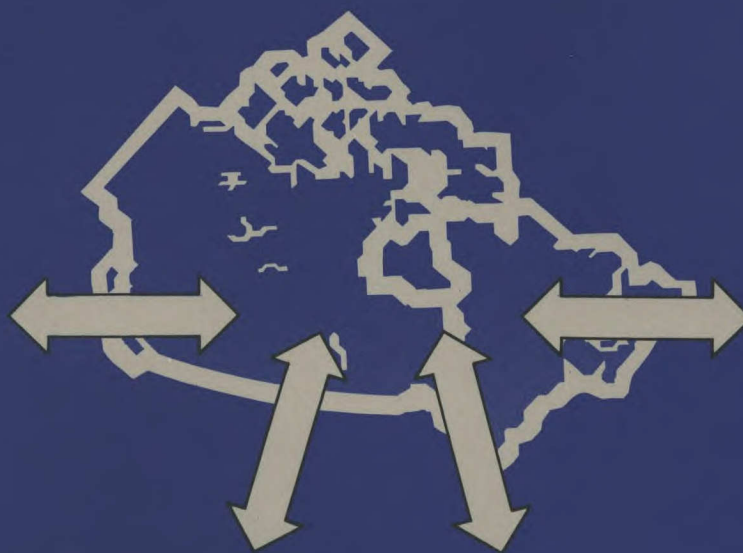
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MARKET INTELLIGENCE

**PARTS OF MACHINERY AND
APPARATUS FOR FILTERING
OR PURIFYING BEVERAGES
OTHER THAN WATER**

Pub. No.: 91109-IP

December 1991



Canada



ID. 91-0503

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PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

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Revenue Canada, Tel.: (613) 954-6946
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

TARIFFS

Enquiries concerning **Canadian** tariffs
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and Excise office or to:

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario K1A 0L5
Tel.: (613) 954-6946
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.

TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. Summary of Canadian Imports	5
III. Canadian Imports by Province of Clearance	6
IV. Canadian Imports by Major Country of Origin	7
V. Canadian Importers - 1990	8
VI. Foreign Exporters to Canada - 1990	9
VII. Canadian Suppliers	11
VIII. Canadian and Foreign Tariffs	12

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

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>
Parts of the goods of tariff item no. 8421.22.00 (machinery and apparatus for filtering or purifying beverages other than water)	8421.99.30.20

II. SUMMARY OF CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada</u>			
	1988 <u>Value</u> (\$000)	1989 <u>Value</u> (\$000)	1990 <u>Value</u> (\$000)	Jan.-June 1991 <u>Value</u> (\$000)	1988 <u>% of Total Value</u>	1989 <u>% of Total Value</u>	1990 <u>% of Total Value</u>	1991 <u>% of Total Value</u> (Jan.-June)
Parts of the goods of tariff item no. 8421.22.00 H.S. 8421.99.30.20	31 364	34 485	12 734	7 846	U.S.A. 78	U.S.A. 81	U.S.A. 84	U.S.A. 58

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

(H.S. 8421.99.30.20)

III. CANADIAN IMPORTS BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991*	Average Annual Growth Rate 1988-90 (%)
Ontario					
Value (\$000)	20 055	22 994	9 027	5 803	-32.9
Québec					
Value (\$000)	5 002	3 724	2 004	1 365	-36.7
Alberta					
Value (\$000)	2 931	2 604	747	305	-49.5
British Columbia					
Value (\$000)	1 917	3 593	673	284	-40.8
Manitoba					
Value (\$000)	171	419	188	43	4.7
Nova Scotia					
Value (\$000)	743	115	30	7	-79.9
New Brunswick					
Value (\$000)	309	682	28	9	-70.2
Newfoundland					
Value (\$000)	11	7	19	1	33.9
Saskatchewan					
Value (\$000)	225	347	18	29	-71.4
Total					
Value (\$000)	31 364	34 485	12 734	7 846	-36.3

Ranked in descending order by 1990 value.

* The latest year is cumulative to the second quarter.

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

(H.S. 8421.99.30.20)

IV. CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991*	Average Annual Growth Rate 1988-90 (%)
United States					
Value (\$000)	24 620	27 810	10 685	4 556	-34.1
Fed. Rep. of Germany					
Value (\$000)	1 843	1 467	851	2 868	-32.1
United Kingdom					
Value (\$000)	488	690	446	215	-4.4
France					
Value (\$000)	165	441	279	22	30.1
Sweden					
Value (\$000)	748	1 814	171	-	-52.2
Taiwan					
Value (\$000)	6	65	93	1	290.8
Netherlands					
Value (\$000)	1 159	77	68	18	-75.7
Japan					
Value (\$000)	62	47	62	93	-0.4
Italy					
Value (\$000)	334	304	46	29	-62.7
Finland					
Value (\$000)	782	278	10	0	-88.8
Other					
Value (\$000)	1 157	1 492	24	43	-85.6
Total					
Value (\$000)	31 364	34 485	12 734	7 846	-36.3

Ranked in descending order by 1990 value.

* The latest year is cumulative to the second quarter.

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

(H.S. 8421.99.30.20)

V. CANADIAN IMPORTERS - 1990

There were 258 known importers of parts of machinery and apparatus for filtering or purifying beverages other than water in 1990. The principal 27 importers accounted for 80 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	4 398	35
6	6 269	49
10	7 648	60
15	8 737	69
25	9 993	78
27	10 189	80
All Importers (258)	12 734	100

The principal 27 importers of parts of machinery and apparatus for filtering or purifying beverages other than water 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 27 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Amicon Canada Limited	Oakville, Ont.	Kronos Canada Inc.	Montréal, Qué.
Asdor Limited	Newmarket, Ont.	Lee Chemicals Limited	Toronto, Ont.
Canadian Airlines Int'l. Ltd.	Calgary, Alta.	Millipore Ltd.	Mississauga, Ont.
Celleco Rosenblads Ltd.	Foster, Qué.	Napier-Reid Ltd.	Markham, Ont.
Cominco Ltd.	Trail, B.C.	Norspec Controls Ltd.	Sarnia, Ont.
Courtaulds Fibres Canada Div. of Courtaulds Fibers Inc.	Cornwall, Ont.	Pall (Canada) Limited	Mississauga, Ont.
Department of National Defence	Ottawa, Ont.	Peacock Inc.	Lasalle, Qué.
Eimco Jarvis Clark Company Ltd.	Burlington, Ont.	Pembina Controls Ltd.	Edmonton, Alta.
Falconbridge Nickel Mines Ltd.	Falconbridge, Ont.	Petwa Canada Ltd.	Calgary, Alta.
Fleck Bros Div. of Steetley Dist. Inc.	Burnaby, B.C.	Sartorius Filters Inc.	Hayward, CA, U.S.A.*
Howard Marten Company Ltd.	Pickering, Ont.	Universal Filter Media Limited	Newmarket, Ont.
Hydra-Fab Industriel Inc.	Laval, Qué.	Velcon Canada Inc.	Cambridge, Ont.
Industrial Projects (1976) Ltd.	Montréal, Qué.	Wicor Canada Inc. Pump & Filtration Div.	Mississauga, Ont.
		Wm. Perrin Company Ltd.	Ajax, Ont.

* Non resident importer.

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

(H.S. 8421.99.30.20)

VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of parts of machinery and apparatus for filtering or purifying beverages other than water are listed in descending order of dollar value. These exporters accounted for 66 per cent of the total value of Canadian imports during 1990

Country	Name of Foreign Exporter	Value of 1990 Exports to Canada
-----	-----	-----
		(\$000)
United States	Millipore Corp.	3 651 *
United States	Pall Corp.	
United States	National Filter Media Corp.	587
United States	Filterite Corp.	491
United States	Cuno	642 *
United States	Parker Hannifin	
United States	Amicon Corporation	450 *
United States	Velcon Filters Inc.	
United States	Lenser America Inc.	397 *
United States	Filtra Systems Co.	
United Kingdom	Edwards & Jones Ltd.	496 *
United States	Ingersol Rand Co.	
United States	Memtec America Corporation	
United States	Crosible Inc.	413 *
Fed. Rep. of Germany	Sartorius GmbH	
United States	Fluitek Corporation	
United States	NCC Electronics	358 *
United States	Santa Barbara Control Systems	
United States	Aeration Industries Inc.	
Fed. Rep. of Germany	JV	203 *
United States	JWI Inc.	
United States	Klinkau America	247 *
Fed. Rep. of Germany	Eberhard Hoesch And Sohne GmbH	
United Kingdom	P&S Filtration Ltd.	

* Aggregated to preserve confidentiality of Canadian importers.

**PARTS OF MACHINERY AND APPARATUS FOR FILTERING
OR PURIFYING BEVERAGES OTHER THAN WATER**

(H.S. 8421.99.30.20)

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

Country -----	Name of Foreign Exporter -----	Value of 1990 Exports to Canada ----- (\$000)
Fed. Rep. of Germany	Klinkau	\ } 195 *
United States	Aircraft Porous Media	
United Kingdom	Fairey Arlon Co. Inc.	
United States	Fairey Arlon Incorporated	\ } 115 *
United States	U.S. Filter	
United States	Pacific Aero Support	\ } 156 *
Fed. Rep. of Germany	A & A Mfg.	
Fed. Rep. of Germany	Lens	
	Total	8 401

* Aggregated to preserve confidentiality of Canadian importers.

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

(H.S. 8421.99.30.20)

VII. 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.

Beverage Industries Machinery and Parts, Not Elsewhere Specified

<u>Name</u>	<u>Address</u>
APV Canada Inc.	Woodbridge, Ont.
Deam Company Limited, The	Concord, Ont.
Entreprises Denis Darveau Inc., Les	Ham-Nord, Qué.
G.F.G. Packaging Systems Inc.	Brampton, Ont.
Industries d'Acier Inoxydable Ltée., Les	Saint-Léonard, Qué.
Manufacturers Automation Engineering Inc.	Waterloo, Ont.
*S.E.R.G.E. Beverage Equip. & Serv. Inc.	Milton, Ont.
Seprotech Systems Inc.	Ottawa, 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

PARTS OF MACHINERY AND APPARATUS FOR FILTERING OR PURIFYING BEVERAGES OTHER THAN WATER

(H.S. 8421.99.30.20)

VIII. CANADIAN AND FOREIGN TARIFFS

Parts of machinery and apparatus for filtering or purifying beverages other than water 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>
8421.99.30	Parts of the goods of tariff item No. 8421.21.00, 8421.22.00, 8421.29.90 or 8421.39.90	9.2%	2.5%	3.6%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

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

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

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

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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235 Queen Street
Ottawa, Ontario
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Tel.: (613) 954-4970
Fax.: (613) 954-5463

OR Advanced Manufacturing Technology Directorate
Industrial and Electrical Equipment and
Technology Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
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Tel.: (613) 954-3193
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P.O. Box 8950
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Fax.: (416) 973-8714

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Fax.: (204) 983-2187

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Saskatoon, Sask.
S7K 5X2
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Fax.: (306) 975-5334

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Scotia Tower
650 West Georgia St.
P.O. Box 11610
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Tel.: (604) 666-0266
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