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Industry, Science and
Technology Canada

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Technologie Canada

MARKET INTELLIGENCE

**A.C. MOTORS, SINGLE-PHASE
OF AN OUTPUT EXCEEDING
37.5 WATTS BUT NOT
EXCEEDING 750 WATTS**

Pub. No.: 91110-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

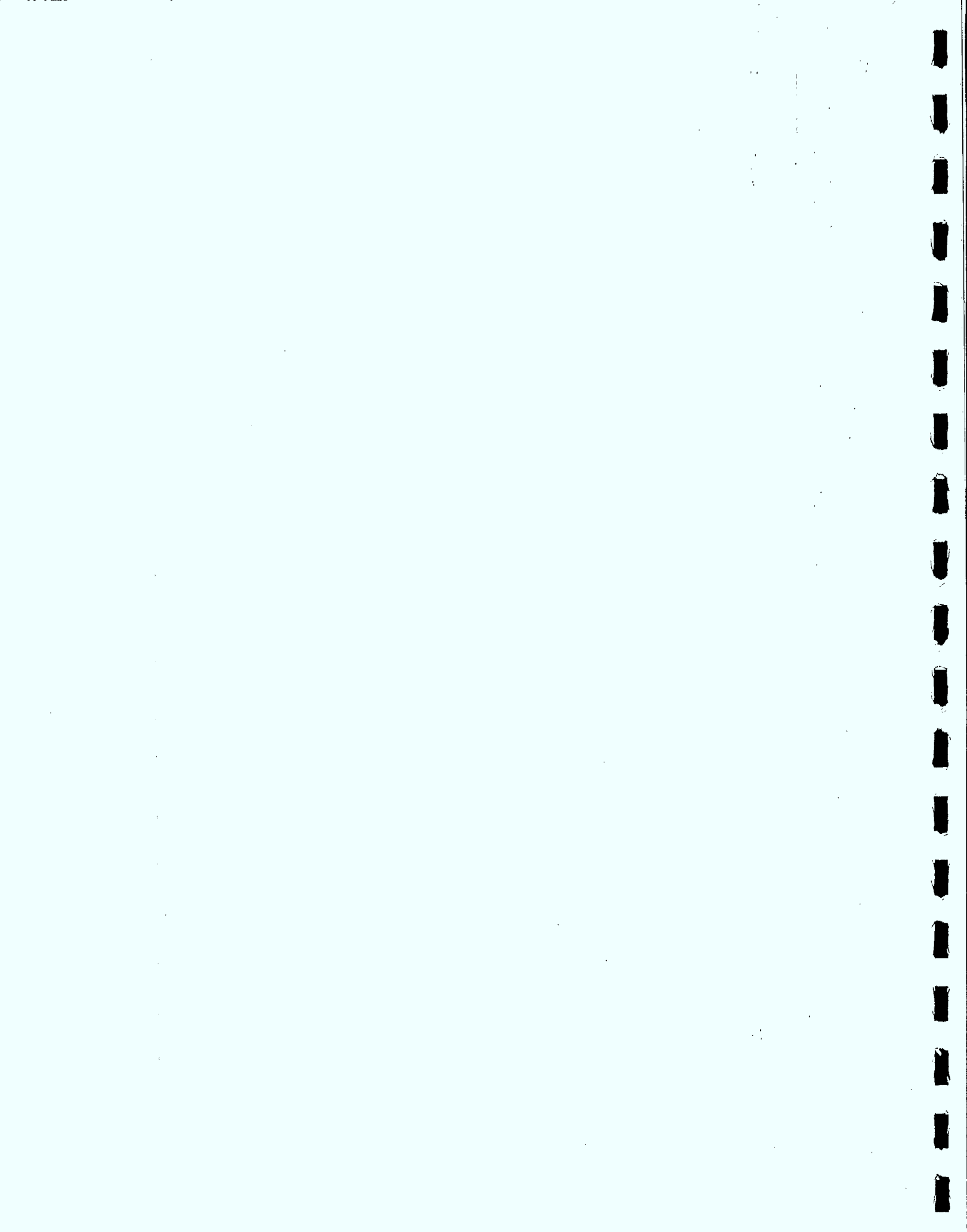
Figures may not add due to rounding.

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, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 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.

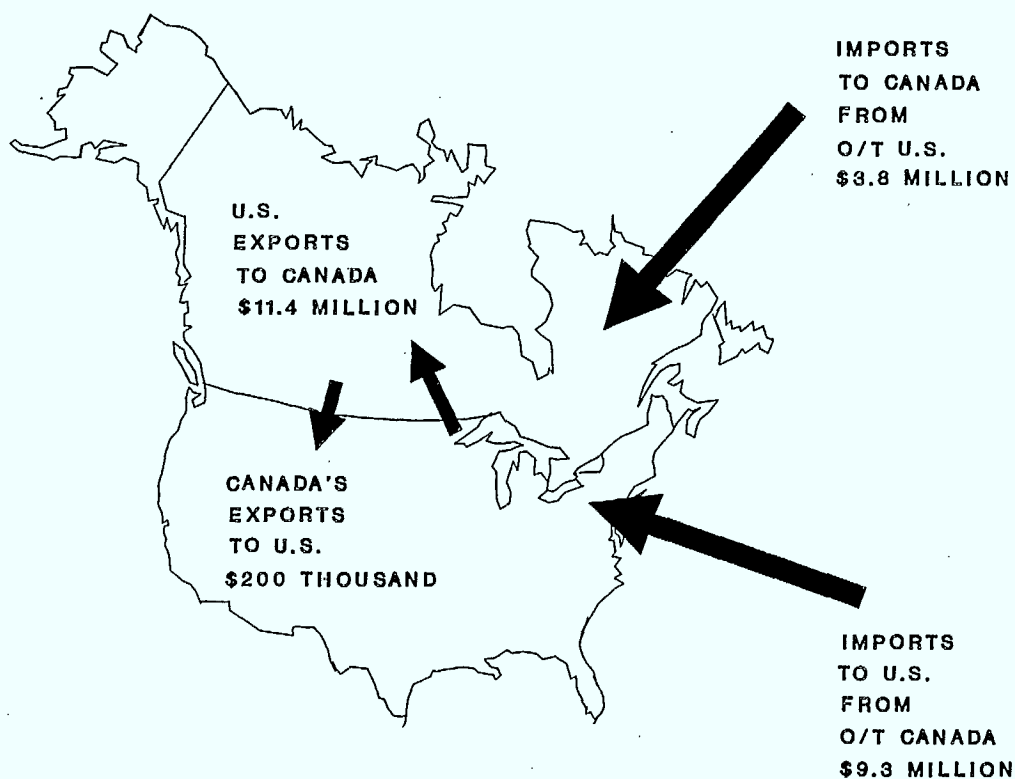
This report is based on data from several sources. The following is a list of Harmonized System (H.S.) import commodity codes dealing with A.C. motors and AC/DC motors not exceeding 750 watts. This report deals only with A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 750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

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>	<u>Related Reports Pub. Nos.</u>
A.C. Motors of an output not exceeding 37.5 watts (8501.10)		
---Gear motors (8501.10.10)		
----Of an output of less than 18.65 watts:		91106-IP
----Of an output of 18.65 watts or more but not exceeding 37.5 watts		91106-IP
Universal AC/DC motors of an output exceeding 37.5 watts but not exceeding 750 watts (8501.20)		
---Other type		91108-IP
Other AC motors, single-phase (8501.40)		
---Of an output exceeding 37.5 watts but not exceeding 750 watts:		
----Gear motors; other motors which incorporate an oscillating mechanism (8501.40.11)		
----Of an output exceeding 37.5 watts but not exceeding 75 watts	8501.40.11.10	
----Of an output exceeding 75 watts but not exceeding 750 watts	8501.40.11.20	

Total imports in 1990 for all of the above products were valued at \$28.4 million. Imports of A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 750 watts included in this report amounted to \$15.2 million or 53 per cent of the total.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40)**

II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$13.1 Million*

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

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 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>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>1991</u> <u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>1990</u>	<u>1991</u>
A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 75 watts H.S. 8501.40.11.10	120 033	4 358	69 545	2 871	U.S.A. 95	U.S.A. 87
A.C. motors, single-phase of an output exceeding 75 watts but not exceeding 750 watts H.S. 8501.40.11.20	274 161	10 815	267 111	8 835	U.S.A. 67	U.S.A. 59
TOTAL	394 194	15 173	336 656	11 706		

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

Province of Clearance	1990	1991	Average Annual Growth Rate 1990-91 (%)
-----	----	-----	-----
Ontario			
Quantity (No.)	101 030	52 509	-48.0
Value (\$000)	3 473	1 976	-43.1
Alberta			
Quantity (No.)	4 373	4 205	-3.8
Value (\$000)	253	416	64.3
Québec			
Quantity (No.)	10 609	9 787	-7.7
Value (\$000)	382	336	-12.2
British Columbia			
Quantity (No.)	3 479	1 393	-60.0
Value (\$000)	210	84	-60.0
Manitoba			
Quantity (No.)	455	1 313	188.6
Value (\$000)	30	40	33.8
New Brunswick			
Quantity (No.)	63	87	38.1
Value (\$000)	9	8	-18.8
Saskatchewan			
Quantity (No.)	24	206	758.3
Value (\$000)	2	6	292.4
Nova Scotia			
Quantity (No.)	-	32	0.0
Value (\$000)	-	5	0.0
Newfoundland			
Quantity (No.)	-	13	0.0
Value (\$000)	-	2	0.0
-----	-----	-----	-----
Total			
Quantity (No.)	120 033	69 545	-42.1
Value (\$000)	4 358	2 871	-34.1

Ranked in descending order by 1991 value.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

Province of Clearance	1990	1991
-----	-----	-----
	%	%
Ontario		
Quantity	84.2	75.5
Value	79.7	68.8
Alberta		
Quantity	3.6	6.0
Value	5.8	14.5
Québec		
Quantity	8.8	14.1
Value	8.8	11.7
British Columbia		
Quantity	2.9	2.0
Value	4.8	2.9
Manitoba		
Quantity	0.4	1.9
Value	0.7	1.4
New Brunswick		
Quantity	0.1	0.1
Value	0.2	0.3
Saskatchewan		
Quantity	0.0	0.3
Value	0.0	0.2
Nova Scotia		
Quantity	-	0.0
Value	-	0.2
Newfoundland		
Quantity	-	0.0
Value	-	0.1
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

Province of Clearance	1990	1991
-----	-----	-----
Ontario	34	38
Alberta	58	99
Québec	36	34
British Columbia	60	60
Manitoba	65	30
New Brunswick	150	88
Saskatchewan	63	29
Nova Scotia	-	150
Newfoundland	-	140
	-----	-----
All Provinces	36	41

Ranked in descending order by 1991 value.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)**

Province of Clearance	1990	1991	Average Annual Growth Rate 1990-91 (%)
Ontario			
Quantity (No.)	257 871	255 901	-0.8
Value (\$000)	9 530	7 825	-17.9
Québec			
Quantity (No.)	5 440	5 824	7.1
Value (\$000)	555	675	21.5
Alberta			
Quantity (No.)	4 455	2 122	-52.4
Value (\$000)	213	130	-38.8
British Columbia			
Quantity (No.)	3 287	1 171	-64.4
Value (\$000)	333	96	-71.2
Manitoba			
Quantity (No.)	2 344	1 687	-28.0
Value (\$000)	104	76	-26.5
Saskatchewan			
Quantity (No.)	640	346	-45.9
Value (\$000)	54	18	-66.1
New Brunswick			
Quantity (No.)	19	31	63.2
Value (\$000)	4	10	150.7
Nova Scotia			
Quantity (No.)	105	29	-72.4
Value (\$000)	22	4	-81.0
Total			
Quantity (No.)	274 161	267 111	-2.6
Value (\$000)	10 815	8 835	-18.3

Ranked in descending order by 1991 value.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)**

Province of Clearance	1990	1991
-----	-----	-----
	%	%
Ontario		
Quantity	94.1	95.8
Value	88.1	88.6
Québec		
Quantity	2.0	2.2
Value	5.1	7.6
Alberta		
Quantity	1.6	0.8
Value	2.0	1.5
British Columbia		
Quantity	1.2	0.4
Value	3.1	1.1
Manitoba		
Quantity	0.9	0.6
Value	1.0	0.9
Saskatchewan		
Quantity	0.2	0.1
Value	0.5	0.2
New Brunswick		
Quantity	0.0	0.0
Value	0.0	0.1
Nova Scotia		
Quantity	0.0	0.0
Value	0.2	0.0
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

III. CANADIAN IMPORTS (Cont'd)

**AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE
OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11,20)**

Province of Clearance -----	1990 -----	1991 -----
Ontario	37	31
Québec	102	116
Alberta	48	61
British Columbia	101	82
Manitoba	44	45
Saskatchewan	85	53
New Brunswick	206	316
Nova Scotia	212	146
	-----	-----
All Provinces	39	33

Ranked in descending order by 1991 value.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)

Country of Origin	1990	1991	Average Annual Growth Rate 1990-91 (%)
-----	-----	-----	-----
United States			
Quantity (No.)	115 602	64 108	-44.5
Value (\$000)	4 141	2 497	-39.7
Mexico			
Quantity (No.)	2 142	1 679	-21.6
Value (\$000)	42	163	290.3
Brazil			
Quantity (No.)	-	1 545	0.0
Value (\$000)	-	83	0.0
Japan			
Quantity (No.)	124	1 064	758.1
Value (\$000)	16	38	138.5
Switzerland			
Quantity (No.)	1 421	673	-52.6
Value (\$000)	32	29	-8.6
Netherlands			
Quantity (No.)	151	203	34.4
Value (\$000)	22	28	24.2
Fed. Rep. of Germany			
Quantity (No.)	56	83	48.2
Value (\$000)	7	12	57.4
United Kingdom			
Quantity (No.)	44	54	22.7
Value (\$000)	6	8	26.5
France			
Quantity (No.)	32	48	50.0
Value (\$000)	3	7	126.2
Denmark			
Quantity (No.)	55	22	-60.0
Value (\$000)	5	3	-44.2
Other			
Quantity (No.)	406	66	-83.7
Value (\$000)	84	2	-97.1
-----	-----	-----	-----
Total			
Quantity (No.)	120 033	69 545	-42.1
Value (\$000)	4 358	2 871	-34.1

Ranked in descending order by 1991 value.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

Country of Origin	1990	1991
-----	-----	-----
	%	%
United States		
Quantity	96.3	92.2
Value	95.0	87.0
Mexico		
Quantity	1.8	2.4
Value	1.0	5.7
Brazil		
Quantity	-	2.2
Value	-	2.9
Japan		
Quantity	0.1	1.5
Value	0.4	1.3
Switzerland		
Quantity	1.2	1.0
Value	0.7	1.0
Netherlands		
Quantity	0.1	0.3
Value	0.5	1.0
Fed. Rep. of Germany		
Quantity	0.0	0.1
Value	0.2	0.4
United Kingdom		
Quantity	0.0	0.1
Value	0.1	0.3
France		
Quantity	0.0	0.1
Value	0.1	0.2
Denmark		
Quantity	0.0	0.0
Value	0.1	0.1
Other		
Quantity	0.3	0.1
Value	1.9	0.1
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

Country of Origin	1990	1991
-----	-----	-----
United States	36	39
Mexico	20	97
Brazil	-	54
Japan	130	36
Switzerland	22	43
Netherlands	148	137
Fed. Rep. of Germany	131	139
United Kingdom	144	148
France	98	147
Denmark	96	134
Other	206	37
	-----	-----
All Countries	36	41

Ranked in descending order by 1991 value.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)

Country of Origin	1990	1991	Average Annual Growth Rate 1990-91 (%)
United States			
Quantity (No.)	124 068	90 918	-26.7
Value (\$000)	7 275	5 223	-28.2
Mexico			
Quantity (No.)	112 185	146 695	30.8
Value (\$000)	2 228	2 545	14.2
Italy			
Quantity (No.)	26 516	25 748	-2.9
Value (\$000)	770	739	-4.0
Taiwan			
Quantity (No.)	616	1 006	63.3
Value (\$000)	36	79	121.2
Japan			
Quantity (No.)	996	1 776	78.3
Value (\$000)	46	78	69.1
Finland			
Quantity (No.)	89	178	100.0
Value (\$000)	38	77	100.6
Fed. Rep. of Germany			
Quantity (No.)	545	221	-59.4
Value (\$000)	94	53	-43.5
France			
Quantity (No.)	7	240	3 328.6
Value (\$000)	2	16	790.5
United Kingdom			
Quantity (No.)	750	161	-78.5
Value (\$000)	36	14	-60.3
Brazil			
Quantity (No.)	185	110	-40.5
Value (\$000)	12	6	-52.0
Other			
Quantity (No.)	8 204	58	-99.3
Value (\$000)	279	6	-97.9
Total			
Quantity (No.)	274 161	267 111	-2.6
Value (\$000)	10 815	8 835	-18.3

Ranked in descending order by 1991 value.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)**

Country of Origin	1990	1991
-----	-----	-----
	%	%
United States		
Quantity	45.3	34.0
Value	67.3	59.1
Mexico		
Quantity	40.9	54.9
Value	20.6	28.8
Italy		
Quantity	9.7	9.6
Value	7.1	8.4
Taiwan		
Quantity	0.2	0.4
Value	0.3	0.9
Japan		
Quantity	0.4	0.7
Value	0.4	0.9
Finland		
Quantity	0.0	0.1
Value	0.4	0.9
Fed. Rep. of Germany		
Quantity	0.2	0.1
Value	0.9	0.6
France		
Quantity	0.0	0.1
Value	0.0	0.2
United Kingdom		
Quantity	0.3	0.1
Value	0.3	0.2
Brazil		
Quantity	0.1	0.0
Value	0.1	0.1
Other		
Quantity	3.0	0.0
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, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

III. CANADIAN IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)**

Country of Origin	1990	1991
-----	-----	-----
United States	59	57
Mexico	20	17
Italy	29	29
Taiwan	58	78
Japan	46	44
Finland	433	434
Fed. Rep. of Germany	173	241
France	253	66
United Kingdom	47	88
Brazil	66	53
Other	34	102
	-----	-----
All Countries	39	33

Ranked in descending order by 1991 value.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

IV. CANADIAN PRODUCTION

There are no available data on Canadian production for A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 750 watts.

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, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

V. CANADIAN IMPORTERS - 1990

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

There were 245 known importers of A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 75 watts 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	1 678	38
6	2 122	49
10	2 548	58
15	2 899	67
25	3 374	77
29	3 507	80
All Importers (245)	4 358	100

The principal importers of A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 75 watts 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>
Akryl Industries Inc.	Etobicoke, Ont.	Del-Air Systems Ltd.	Humboldt, Sask.
Alco Dispensing Canada Limited	Ajax, Ont.	Dépôt Dentaire (Canada) Ltée.	Montréal, Qué.
American Superior Electric Company Ltd., The	Bristol, CT, U.S.A.*	Easy-Lift Ventilation Products Ltd.	Weston, Ont.
Belimo Air Controls	Mississauga, Ont.	Elkon Inc.	Dorval, Qué.
Brews Inc.	Calgary, Alta.	Engineered Air Div. of Airtex Manufacturing Partnership	Calgary, Alta.
Brushcraft A Div. of Dustbane Products Limited	Ottawa, Ont.	Équipement Agricole B C B du Canada Ltée.	Dunham, Qué.
Canadian Colemam Supply Inc.	Etobicoke, Ont.	Evcon Supply Inc. Div. of Evcon Industries Inc.	Mississauga, Ont.
Caterpillar of Canada Ltd.	Mississauga, Ont.	Fedders Corporation	Orangeville, Ont.
Conservation Energy Systems Inc.	Saskatoon, Sask.		
Cravo Equipment Ltd.	Brantford, Ont.		

* Non resident importer.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

V. CANADIAN IMPORTERS - 1990 (Cont'd)

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS (Cont'd)
(H.S. 8501.40.11.10)**

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
General Freezer Ltd.	Woodbridge, Ont.	Motorsource Incorporated	Lethbridge, Alta.
H H C Marketing Corporation	Burlington, Ont.	NCR Canada Ltd.	Mississauga, Ont.
ITT Industries of Canada Ltd.	Toronto, Ont.	Nedco Ltd.	Mississauga, Ont.
Jan Larsson Industries Ltd.	Port Hope, Ont.	Noma Outdoor Products Inc.	Brampton, Ont.
John Brooks Company Ltd.	Mississauga, Ont.	Regal Controls (1983) Ltd.	Vancouver, B.C.
Knight Equipment (Canada) Limited	Mississauga, Ont.	Renold Canada Ltd.	Brantford, Ont.
Kodak Canada Inc.	Toronto, Ont.	Reverso Mfg. Ltd.	Woodbridge, Ont.
Leader Fan Industries Limited	Etobicoke, Ont.	Reversomatic Heating & Mfg. Ltd.	Woodbridge, Ont.
Leeson Electric (Canada) Ltd.	Mississauga, Ont.	Sears Canada Inc.	Scarborough, Ont.
Macdonald Dettwiler Technologies Electro-Optical	Richmond, B.C.	Siemens Electric Limited	Mississauga, Ont.
Madison Industrial Equipment Inc.	Brampton, Ont. Vancouver, B.C.	Stanley Canada Inc.	Windsor, Ont.
Med-Ortho Design & Manufacturing Ltd.	Mississauga, Ont.	T R E Incorporated	Welland, Ont.
		Ucar Carbon Canada Inc.	Toronto, Ont.
		Unilux Manufacturing Co. Inc.	Woodbridge, Ont.
		V K I Technologies Inc.	St-Hubert, Qué.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

V. CANADIAN IMPORTERS - 1990 (Cont'd)

OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS (H.S. 8501.40.11.20)

There were 269 known importers of A.C. motors, single-phase of an output exceeding 75 watts but not exceeding 750 watts in 1990. The principal ten importers accounted for 72 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	4 670	43
6	6 516	60
10	7 764	72
15	8 528	79
25	9 370	87
All Importers (269)	10 815	100

The principal importers of A.C. motors, single-phase of an output exceeding 75 watts but not exceeding 750 watts 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>
Aisco Incorporated	Burlington, Ont.	Cravo Equipment Ltd.	Brantford, Ont.
Beam of Canada Ltd.	Oakville, Ont.	Crown Forest Industries Ltd.	Vancouver, B.C.
Bellmo Air Controls	Mississauga, Ont.	Department of National Defence	Ottawa, Ont.
Bison Gear & Engineering Corp.	Downers Grove, IL, U.S.A.*	Doorlec Corporation	Dorval, Qué.
C.S.A. Unifirme Inc.	Ange-Gardien -De-Rouville, Qué.	Dresser Canada Inc.	Mississauga, Ont.
Canadian Airlines Int'l Ltd.	Calgary, Alta.	Eecol Electric Ltd.	Calgary, Alta.
Chamberlain Manufacturing Canada Inc.	Barrie, Ont.	Emerson Electric Canada Ltd.	Ottawa, Ont.
Cirtcele-Tronic Inc.	Montréal, Qué.	Engineered Air Div of Airtex Manufacturing Partnership	Calgary, Alta.
Cleveland Range Ltd.	Downsview, Ont.	Équipements Avipor Ltée., Les	Cowansville, Qué.
Conservation Energy Systems Inc.	Saskatoon, Sask.	Evcon Supply Inc.	Mississauga, Ont.
Controlled Environments Ltd.	Winnipeg, Man.	Fedders Corporation	Orangeville, Ont.
		Franklin Electric of Canada Ltd.	Strathroy, Ont.

* Non resident importer.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

V. CANADIAN IMPORTERS - 1990 (Cont'd)

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS (Cont'd)
(H.S. 8501.40.11.20)**

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
G N Plastics Company Limited	Chester, N.S.	Mecor Métal	St-Bruno, Qué.
GE Fanuc Automation Canada Inc.	Mississauga, Ont.	Monarch Industries Limited	Winnipeg, Man.
General Electric Canada Inc.	Peterborough, Ont.	Moteur Lebo Electrique Industrielle Ltée.	Montréal, Qué.
General Motors of Canada Limited	Mississauga, Ont.	Motorsource Incorporated	Lethbridge, Alta.
Greedy General Signal Ltd.	Oshawa, Ont.	Nutone Electrical Inc.	Etobicoke, Ont.
H H C Marketing Corporation	Toronto, Ont.	O Non Kwa Industries Inc.	Kahnawake, Qué.
Harber Mfg Ltd.	Burlington, Ont.	Otis Canada Inc.	Oakville, Ont.
Harry Gamble Shipyards	Fort Erie, Ont.	Panval Inc.	Sayabec, Qué.
Hero Industries Ltd.	Port Dover, Ont.	Q I T Fer & Titane Inc.	Sorel, Qué.
Hoover Canada Inc.	Burnaby, B.C.	R J West (1966) Ltd.	Weston, Ont.
Husmann Store Equipment Ltd.	Burlington, Ont.	Riello Canada Inc.	Mississauga, Ont.
Industries Duo Vent Ltée.	Brantford, Ont.	Ruffneck Heaters Div. of Starozik Industries Ltd.	Calgary, Alta.
Inglis Limited	Québec, Qué.	Sew-Eurodrive Company of Canada Ltd.	Burnaby, B.C.
International Submarine Engineering Ltd.	Mississauga, Ont.	Siemens Electric Limited	Mississauga, Ont.
ITT Industries of Canada Ltd.	Port Coquitlam, B.C.	Stanley Canada Inc.	Windsor, Ont.
Kone Inc. (Canada)	Toronto, Ont.	Thomson Technology Inc.	Surrey, B.C.
Leeds & Northrup Canada Div.	Guelph, Ont.	Tractor Supply Co.	London, Ont.
General Signal Limited	Laval, Qué.	Ultra Econo Thermpompes	Montréal, Qué.
Leeson Electric (Canada) Ltd.	Mississauga, Ont.	Unilux Manufacturing Co. Inc.	Woodbridge, Ont.
Lennox Industries (Canada) Ltd.	Mississauga, Ont.	V J Pamensky Canada Limited	Toronto, Ont.
Machine à Plancher Husky Inc.	Etobicoke, Ont.	Williams & Wilson Limited	Montréal, Qué.
Madison Industrial Equipment Inc.	Montréal, Qué.	Winnipeg Photo Limited	Winnipeg, Man.
	Brampton, Ont.	Xerox Canada Inc.	Willowdale, Ont.
	Vancouver, B.C.	York Air Conditioning Ltd.	Mississauga, Ont.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

VI. FOREIGN EXPORTERS TO CANADA - 1990

**OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 75 WATTS
(H.S. 8501.40.11.10)**

Major exporters to Canada of A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 75 watts are listed by major country of origin in descending order of dollar value. These exporters accounted for 72 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)
United States	A.O. Smith Corp.	1 826*
	Emerson Electric Co.	
	Leggett and Platt Inc.	
	Fasco Industries Inc.	557*
	Magnetek Universal Electric Co.	
	ECM Motor Co.	
	Rex Engineering Corp.	367*
	Allegretti & Co.	
	ITT Barton Instruments	
	Imperial Electric Co.	379*
	Von Weise Gear Co.	
	Caterpillar Inc.	
	Multi Products Co. Inc.	
	General Electric Co.	
TOTAL		3 129

* Aggregated to preserve confidentiality of Canadian importers.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

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

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)**

Major exporters to Canada of A.C. motors, single-phase of an output exceeding 75 watts but not exceeding 750 watts are listed by major country of origin in descending order of dollar value. These exporters accounted for 84 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	Ametek/Lamb Electric Co.	2 464*
	Emerson Electric Motor Co.	
	G.S. Electric	
	Advance Controls Inc.	1 336*
	Leeson Electric Corp.	
	Legget and Platt Inc.	
	York Int'l. Corp.	716*
	Magnetic Drives	
	ITT Bell and Cossett	
	A.O. Smith Corp.	480*
	General Electric Co.	
	Fasco Ind. Inc.	
	Hobart Corp.	270*
	Franklin Electric Co. Inc.	
	Grove Gear	
	Big Dutchman/Cyclone Inc.	191*
	Leeds and Northrup Co.	
	Von Weise Gear Co.	
	G.E. Fanuc Automation	159*
	Chamberlain Mfg. Co.	
	W.W. Grainger Inc.	

* Aggregated to preserve confidentiality of Canadian importers.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

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

**OF AN OUTPUT EXCEEDING 75 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11.20)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
Mexico	Chamberlain Mfg. Co.)	
Italy	Riello RBL Bruciatori)	3 214*
Switzerland	Belimo Air Controls)	
Republic of Korea	Samsung)	
Finland	Outomec)	218*
	Kone Corp.)	
TOTAL		9 048

* Aggregated to preserve confidentiality of Canadian importers.

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40)**

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 750 Watts

<u>Name</u>	<u>Address</u>
Fasco Motors Limited	Cambridge, Ont.
Franklin Electric Of Canada Ltd.	Strathroy, Ont.
General Elec Cda Inc. Ind. Drive Motors	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>
*ABB (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, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS**

(H.S. 8501.40)

VII. CANADIAN SUPPLIERS (Cont'd)

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

<u>Name</u>	<u>Address</u>
*Bell Electronics Inc.	Montréal, Qué.
Bennett & Emmott (1986) Ltd.	Edmonton, Alta.
*Brevel Motors of Canada	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.
Emsco Limited	Belleville, Ont.
*Estatech 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	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, Div. of Sterling	
Electric Motors Inc.	Hamilton, Ont.
Usinages Industriels/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

**A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40.11)**

VIII. CANADIAN AND FOREIGN TARIFFS

A.C. motors, single-phase of an output exceeding 37.5 watts but not exceeding 750 watts 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>
	-Other AC motors, single-phase ---Of an output exceeding 37.5 watts but not exceeding 750 watts:			
8501.40.11	----Gear motors; other motors which incorporate an oscillating mechanism	9.2%	2.5%	9.2%
	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, Italy, Switzerland, Federal Republic of Germany, Japan, Finland, United Kingdom, Taiwan, Netherlands and Denmark.

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

* 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, SINGLE-PHASE OF AN OUTPUT
EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS
(H.S. 8501.40)**

VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

A.C. motors, single-phase of an output exceeding 37.5 watts but under 746 watts included in this report are dutiable under the following U.S. tariff items:

Tariff Item	Description of Goods	Rates of Duty - 1991		
		General	Special ⁽¹⁾	2
8501.40	Other A.C. motors, single-phase:			
8501.40.20	Of an output exceeding 37.5 watts but not exceeding 74.6 watts	4.2%	Free (A,B,E,IL) 2.9% (CA)	35%
8501.40.40	Of an output exceeding 74.6 watts but not exceeding 735 watts	5%	Free (A,B,E,IL) 3.5% (CA)	35%
8501.40.50	Of an output exceeding 735 watts but under 746 watts	5%	Free (A,B,C,E,IL) 3.5% (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, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

IX. UNITED STATES' IMPORTS

A.C. GEAR MOTORS, SINGLE-PHASE, OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 74.6 WATTS

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

U.S. IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991*	Average Annual Growth Rate 1989-90 (%)
Taiwan				
Quantity (000 No.)	194	583	464	200.0
Value (\$000)	1 020	2 380	1 731	133.2
Hong Kong				
Quantity (000 No.)	446	222	15	-50.1
Value (\$000)	3 028	1 803	123	-40.5
Republic of Korea				
Quantity (000 No.)	1 290	164	91	-87.3
Value (\$000)	9 524	1 208	650	-87.3
Japan				
Quantity (000 No.)	41	84	12	103.8
Value (\$000)	659	939	215	42.5
Fed. Rep. of Germany				
Quantity (000 No.)	**	2	**	445.5
Value (\$000)	188	379	82	102.1
Switzerland				
Quantity (000 No.)	23	27	**	18.5
Value (\$000)	254	305	22	20.0
Belgium				
Quantity (000 No.)	-	**	**	0.0
Value (\$000)	-	58	18	0.0
France				
Quantity (000 No.)	**	1	**	25.0
Value (\$000)	24	28	15	15.0
Italy				
Quantity (000 No.)	-	**	**	0.0
Value (\$000)	-	20	10	0.0
Canada				
Quantity (000 No.)	1	**	-	-97.2
Value (\$000)	396	6	-	-98.4
Other				
Quantity (000 No.)	**	3	8	720.8
Value (\$000)	26	50	198	91.3
Total				
Quantity (000 No.)	1 996	1 086	591	-45.6
Value (\$000)	15 119	7 176	3 063	-52.5

Ranked in descending order by 1990 value.

Canada ranked 13 overall.

* The latest year is cumulative to the second quarter.

** Less than five hundred.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

IX. UNITED STATES' IMPORTS (Cont'd)

A.C. GEAR MOTORS, SINGLE-PHASE, OF AN OUTPUT EXCEEDING 74.6 WATTS BUT NOT EXCEEDING 735 WATTS

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

U.S. IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991*	Average Annual Growth Rate 1989-90 (%)
Fed. Rep. of Germany				
Quantity (No.)	2 218	14 693	6 348	562.4
Value (\$000)	438	888	453	102.6
Japan				
Quantity (No.)	9 016	13 081	1 088	45.1
Value (\$000)	534	339	145	-36.6
Republic of Korea				
Quantity (No.)	84 250	19 345	-	-77.0
Value (\$000)	877	199	-	-77.3
Canada				
Quantity (No.)	2 568	1 126	593	-56.2
Value (\$000)	326	192	58	-41.2
United Kingdom				
Quantity (No.)	56	996	90	1 678.6
Value (\$000)	13	124	16	891.0
Mexico				
Quantity (No.)	3 325	2 642	-	-20.5
Value (\$000)	120	84	-	-30.0
Switzerland				
Quantity (No.)	667	227	2	-66.0
Value (\$000)	27	68	2	155.1
France				
Quantity (No.)	756	133	771	-82.4
Value (\$000)	38	32	56	-16.1
Singapore				
Quantity (No.)	-	2 736	734	0.0
Value (\$000)	-	25	7	0.0
Taiwan				
Quantity (No.)	25 595	342	110 165	-98.7
Value (\$000)	187	17	428	-90.9
Other				
Quantity (No.)	11 277	50	33	-99.6
Value (\$000)	145	39	33	-73.2
Total				
Quantity (No.)	139 728	55 371	119 824	-60.4
Value (\$000)	2 704	2 007	1 197	-25.8

Ranked in descending order by 1990 value.

Canada ranked 4 overall.

* The latest year is cumulative to the second quarter.

A.C. MOTORS, SINGLE-PHASE OF AN OUTPUT EXCEEDING 37.5 WATTS BUT NOT EXCEEDING 750 WATTS

IX. UNITED STATES' IMPORTS (Cont'd)

A.C. GEAR MOTORS, SINGLE-PHASE, OF AN OUTPUT EXCEEDING 735 WATTS BUT NOT EXCEEDING 746 WATTS

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

U.S. IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991*	Average Annual Growth Rate 1989-90 (%)
Fed. Rep. of Germany				
Quantity (No.)	124	222	24	79.0
Value (\$)	123 822	83 389	45 118	-32.7
Japan				
Quantity (No.)	138	15	2	-89.1
Value (\$)	10 033	10 318	1 533	2.8
Italy				
Quantity (No.)	32	6	-	-81.3
Value (\$)	3 022	4 792	-	58.6
Switzerland				
Quantity (No.)	7	1	329	-85.7
Value (\$)	5 516	3 026	8 472	-45.1
Other				
Quantity (No.)	246	-	13	0.0
Value (\$)	48 685	-	240 057	0.0
Total				
Quantity (No.)	547	244	368	-55.4
Value (\$)	191 078	101 525	295 180	-46.9

Ranked in descending order by 1990 value.

Canada is not ranked for this commodity.

* 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.

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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Services to Business Branch
Industry, Science and Technology Canada
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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
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Tel.: (613) 954-3253
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These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

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8th Floor
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S7K 5X2
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BRITISH COLUMBIA

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