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MARKET INTELLIGENCE

BINS AND HOPPERS OF IRON OR STEEL

Pub. No.: 92029-IP

July 1992



Canada



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REFERENCE SOURCES

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Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6924
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

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

For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of lading net of freight charges, discounts and allowances.

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.

Canada - U.S. Reconciliation

Prior to 1989, United States commodity coding was based on the Tariff Schedule of the United States (TSUSA) and comparable data are not available. Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. However, Canada and the United States have been exchanging import data only since January 1990 and therefore there may be discrepancies in 1989 between Canadian exports to the United States and United States imports from Canada. As of January 1990, any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada is minimal resulting from exchange rates.

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BINS AND HOPPERS OF IRON OR STEEL

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>
Other articles of iron or steel (H.S. 73.26)	
----Bins and hoppers	7326.90.99.24*

* Prior to 1990 bins and hoppers of iron or steel were classified in the following Harmonized System (H.S.) commodity code 7326.90.90.14.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN IMPORT TRENDS

BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origine</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91 (%)</u>
United States					
Value (\$000)	2 887	1 569	1 917	1 774	-15.0
Fed. Rep. of Germany					
Value (\$000)	122	80	178	310	36.5
Denmark					
Value (\$000)	-	66	-	5	0.0
Taiwan					
Value (\$000)	1	-	7	2	26.0
France					
Value (\$000)	-	-	-	1	0.0
Sweden					
Value (\$000)	-	-	-	1	0.0
United Kingdom					
Value (\$000)	34	11	-	0	-100.0
Other					
Value (\$000)	<u>74</u>	<u>72</u>	<u>0</u>	<u>24</u>	<u>-31.3</u>
Total					
Value (\$000)	3 118	1 798	2 102	2 117	-12.1

Ranked in descending order by 1991 value.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN IMPORT TRENDS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1988</u> %	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
United States				
Value	92.6	87.3	91.2	83.8
Fed. Rep. of Germany				
Value	3.9	4.4	8.5	14.6
Denmark				
Value	-	3.7	-	0.2
Taiwan				
Value	0.0	-	0.3	0.1
France				
Value	-	-	-	0.1
Sweden				
Value	-	-	-	0.0
United Kingdom				
Value	1.1	0.6	-	0.0
Other				
Value	<u>2.4</u>	<u>4.0</u>	<u>-</u>	<u>1.2</u>
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91 (%)</u>
Ontario Value (\$000)	1 865	1 317	1 699	1 294	-11.5
Saskatchewan Value (\$000)	83	20	11	296	52.8
New Brunswick Value (\$000)	4	4	7	266	305.1
Québec Value (\$000)	108	211	59	95	-4.2
Manitoba Value (\$000)	438	100	74	89	-41.2
British Columbia Value (\$000)	250	92	206	57	-38.9
Alberta Value (\$000)	364	39	40	14	-66.2
Nova Scotia Value (\$000)	-	15	6	7	0.0
Prince Edward Island Value (\$000)	<u>6</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>-100.0</u>
Total Value (\$000)	3 118	1 798	2 102	2 117	-12.1

Ranked in descending order by 1991 value.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN IMPORT TRENDS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1988</u> %	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
Ontario				
Value	59.8	73.3	80.8	61.1
Saskatchewan				
Value	2.7	1.1	0.5	14.0
New Brunswick				
Value	0.1	0.2	0.3	12.6
Québec				
Value	3.5	11.7	2.8	4.5
Manitoba				
Value	14.0	5.6	3.5	4.2
British Columbia				
Value	8.0	5.1	9.8	2.7
Alberta				
Value	11.7	2.2	1.9	0.7
Nova Scotia				
Value	-	0.8	0.3	0.3
Prince Edward Island				
Value	<u>0.2</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN IMPORTERS

There were 142 known importers in 1990. The principal ten importers accounted for 50 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	545	26
6	814	39
10	1 058	50
15	1 279	61
25	1 562	74
32	1 692	80
All Importers (142)	2 102	100

The principal importers during 1990 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Location</u>	<u>Name</u>	<u>Location</u>
A B D Distributors Limited	Etobicoke, Ont.	Gold Medal Seeds Ltd.	Brooks, Alta.
A H Bolt & Nut Co. Ltd.	Windsor, Ont.	Gulf Plastics Ltd.	Burnaby, B.C.
American Bumper Mfg. Co.	Ionia, MI, U.S.*	Hafele Canada Inc.	Mississauga, Ont.
American Key Products Inc.	New York, NY, U.S.*	HSL Limited	Windsor, Ont.
Amerock Company Div. of		Inglis Limited	Mississauga, Ont.
Newell Industries Canada Inc.	Meaford, Ont.	Louisiana Pacific Panel	
Bimac Canada Metallurgical		Products Ltd.	Dawson Creek, B.C.
Limited	Burlington, Ont.	Mckillican Distribution Ltd.	Edmonton, Alta.
Brighton Industries Ltd.	North Vancouver, B.C.	Micada Farm and Industrial Ltd.	Lancer, Sask.
Bundy of Canada Limited	Brampton, Ont.	Perth Farm Systems Ltd.	Newton, Ont.
Canadian Agra Cubing Ltd.	Kincardine, Ont.	Peter Kiewit Sons Co. Ltd.	Downsview, Ont.
Caterpillar of Canada Ltd.	Mississauga, Ont.	Poly America Inc.	Grand Prairie, TX, U.S.*
Chrysler Canada Limited	Windsor, Ont.	Quill Natural Spring Water Ltd.	Wynyard, Sask.
D Voth & Sons Ltd.	Manitou, Man.	Ron Johnstone Equipment Ltd.	Winchester, Ont.
Diamond Star Motors	Normal, IL, U.S.*	SHL Hardawe Limited	Mississauga, Ont.
Diesel Division, General		Slater Steel Hamilton Specialty	
Motors of Canada Ltd.	London, Ont.	Bar Div., A Div. of Slater	
Dominion Chain Division of		Industries Inc.	Hamilton, Ont.
Babcock Industries Canada Inc.	Lindsay, Ont.	Streamline Copper & Brass Ltd.	Strathroy, Ont.
Edcha of Canada	Niagara Falls, Ont.	Sunoco Inc.	Toronto, Ont.
ESM li Inc.	Valencia, PA, U.S.*	Sunshine Coast Disposal	
Essex Custom Metals Ltd.	Ridgetown, Ont.	Services Ltd.	Sechelt, B.C.
Essex W E I R Limited	Windsor, Ont.	Systèmes de Fixation-Sivaco	Chambly, Qué.
Fastway Supply Ltd.	Scarborough, Ont.	Tenaquip Limited	Lachine, Qué.
Ford Motor Company of Canada		The Bolt Supply House Ltd.	Calgary, Alta.
Ltd.	Oakville, Ont.	TSC Stores Limited	London, Ont.
Ford New Holland Canada Ltd.	Guelph, Ont.	Universal Flavor (Canada) Inc.	Etobicoke, Ont.
G S Woolley 1978 Ltd.	Scarborough, Ont.	Vancouver General Hospital	Vancouver, B.C.
		Vulcan Packaging Inc.	Etobicoke, Ont.

* Non-resident importer.

METAL BINS AND HOPPERS

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 80 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1990 Value of Exports to Canada</u> (\$000)
United States	Valley Dehydrating Co.	544*
	Federal Container	
	Acco Chain & Lifting Products	
	Mcclain Industries	211*
	Bundy Tubing Co.	
Fed. Rep. of Germany	Hailo Werke Rudolf	167*
United States	Louisiana Pacific	
	Durham Mfg. Co.	63
Fed. Rep. of Germany	Theliman	157*
United States	Caterpillar Inc.	
	Stackbin Corp.	
	Seven Liners Inc.	92*
	Metal Fabricating Corp.	
	Frick-Gallagher Mfg. Co.	42
	Amerock Corp.	112*
	Geka Corp.	
	Greenlee Textron	
	Esm	90*
	Xytec Inc.	
	Baxter Mfg. Co.	
	Republic Storage System	81*
Fed. Rep. of Germany	Ed Scharwachter	
United States	National Bulk Equip.Inc.	
	Sivaco Fastening Systems	73*
	Amer Bumper Mfg Co.	
	Brock Mfg Inc.	
	Pioneer Hi Bred International	43*
	Conair Inc.	
TOTAL		1 675

* Aggregated to preserve confidentiality of Canadian importers.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN SHIPMENTS

Statistics Canada reports that there were at least twelve Canadian establishments manufacturing bins and hoppers of iron or steel with shipments of \$57.7 million in 1989 (latest year for which data are available).

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

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-9837

Source: Catalogue #41-251, annual, "Fabricated Metal Products Industries".

BINS AND HOPPERS OF IRON OR STEEL

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.

Bins and Hoppers, Metal, Material Handling Except Shipping Type

<u>Name</u>	<u>Location</u>
A & H Metal Products Inc.	Kitchener, Ont.
* A.C. Hamilton and Company Limited	Mississauga, Ont.
Acerado Ltd.	Oakville, Ont.
Aciers Technifab Inc.	St-Jérôme, Qué.
Apex Machine Works Limited	Moncton, N.B.
Assinck Bros. Limited	Markham, Ont.
* Behlen Ind. Div West-Man Culvert & Metal	Brandon, Man.
Boom Construction & Engineering Limited	St. John's, Nfld.
* Bridgeview Manufacturing Inc.	Gerald, Sask.
* Canfab Steel Fabricators Ltd.	Cobourg, Ont.
Central Ontario Metal & Construction Ltd.	Brunner, Ont.
Central Welders & Fabricators Rodney Ltd.	Rodney, Ont.
* Coast Steel Fabricators Ltd.	Port Coquitlam, B.C.
Coastal Steel Construction Limited	Thunder Bay, Ont.
* Coates Industrial Automation Limited	Ancaster, Ont.
Collins Aluminum & Repairs Limited	Glovertown, Nfld.
Colossal Metal Industries Ltd.	Thunder Bay, Ont.
Continental Conveyor (Ontario) Ltd.	Napanee, Ont.
Custom Fabricators & Machinists	Saint John, N.B.
Delorme Equipment Inc.	Barrie, Ont.
* Delta 70 (1990) Mfg. Ltd.	Kingsville, Ont.
Dianco Steel Ltd.	Richmond Hill, Ont.
Durex Steel & Alloy Industries Ltd.	Edmonton, Alta.
E.K. Purdy Ltd.	Kingston, Ont.
* Équipement J.A.C. Inc.	St-Ambroise-de-Chicoutimi, Qué.
Fanotech Industries Inc.	Bracebridge, Ont.
* FCF-Bowers Inc.	Stratford, Ont.
* Filor Industries Inc.	Concord, Ont.
* Forano International Inc.	Montréal, Qué.
* Geco Steel Corporation Ltd.	Calgary, Alta.

* Company engaged in export trade.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN SUPPLIERS (Cont'd)

BOSS (Cont'd)

Bins and Hoppers, Metal, Material Handling Except Shipping Type (Cont'd)

<u>Name</u>	<u>Location</u>
George A. Wright & Son Machine Works Ltd.	Kingston, Ont.
* Gus Bader & Son Agricultural Products Inc.	Moose Jaw, Sask.
Hydra-Pak Systems Ltd.	Oakville, Ont.
Indal Metals Div. of Indal Ltd.	Edmonton, Alta.
Industrial Welding (1990) Co. Ltd.	Saskatoon, Sask.
Interior Mill Equipment (1985) Ltd.	Grand Forks, B.C.
J. & R. Weir Ltd.	Montréal, Qué.
J.K.M. Custom Fabricating Inc.	Cambridge, Ont.
Kansteel Mfg. Inc.	Brandon, Man.
* Laden Industrial Equipment Inc.	Linden, Alta.
* Lode-King Ind. Ltd. Div Triple-E Ind. Ltd.	Winkler, Man.
London Metalfab	London, Ont.
M & G Millwrights Ltd.	Elmira, Ont.
Maloney Steel Ltd. (Kelowna Division)	Kelowna, B.C.
* Meridian Industries	Morris, Man.
Metal Fabricators and Welding Ltd.	Edmonton, Alta.
Métaux Feral Inc., Les	Bellefeuille, Qué.
Milverton Millwrights (1975) Ltd.	Milverton, Ont.
Minic Industries Limited	Winnipeg, Man.
Naicam Industries Ltd.	Naicam, Sask.
Northern Custom Steel (Muskoka) Ltd.	Bracebridge, Ont.
Nye Manufacturing Ltd.	Mississauga, Ont.
Prairie Steel Products Ltd.	Clavet, Sask.
Prescott Machine and Welding Inc.	Prescott, Ont.
Produits D'Acier Berlie Limitée	La Prairie, Qué.
Produits D'Acier Valbeco Inc., Les	Pointe-aux-Trembles, Qué.
Prowse, Div. of Robert Mitchell Inc.	St-Laurent, Qué.
Quality Fabricating & Supply Limited	Edmonton, Alta.
R.J. Cyr Company Inc.	Maidstone, Ont.
Ramsay Machine Works Limited	Victoria, B.C.
Rebco Industries Ltd.	Calgary, Alta.
Royce Enterprises	Orillia, Ont.
Sarnia Tank & Vessel, Div. Weld-Fab Ltd.	Sarnia, Ont.
Soudure 'Audet' Welding Ltd.	Charlo, N.B.
Steel Span Industries Limited	Truro, N.S.
* Stelfab Niagara Limited	Niagara Falls, Ont.
* Sullivan Strong Scott	Downsview, Ont.
Sullivan Strong Scott Div. Strong Equip.	Winnipeg, Man.
Sydney Engineering & Dry Dock Inc.	Sydney, N.S.

* Company engaged in export trade.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN SUPPLIERS (Cont'd)

BOSS (Cont'd)

Bins and Hoppers, Metal, Material Handling Except Shipping Type (Cont'd)

<u>Name</u>	<u>Location</u>
* Termaco Ltée	St-Jean-sur-Richelieu, Qué.
* The Triple-A Mfg. Co. Ltd.	Scarborough, Ont.
* Trail-Rite Flatdecks Ltd.	Tisdale, Sask.
Twister Pipe Limited	Calgary, Alta.
* Valco Manufacturing Div. of Valiant Machine & Tool Inc.	Windsor, Ont.
* Valiant Machine & Tool Inc.	Windsor, Ont.
Visser's Welding Ltd.	Barrhead, Alta.
Walter Equipment Ltd.	Mississauga, Ont.
* Ward Ironworks Limited	Welland, Ont.
Wayne Graham Custom Iron Works Ltd.	Flin Flon, Man.
* Weninger Ind. Div. Jannock Steel Fabricating Co.	Saskatoon, Sask.
Westeel A Div. of Jannock Steel Fabricating Co.	Winnipeg, Man.
Westeel Div. of Jannock Steel Fabricating Co.	Nisku, Alta.
Westland Plastics Ltd.	Winnipeg, Man.

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

* Company engaged in export trade.

METAL BINS AND HOPPERS

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Bins, Steel

<u>Name</u>	<u>Location</u>
Acme Welding & Supply (77 Ltd.)	Winnipeg, Man.
Alka Iron Works Ltd.	Scarborough, Ont.
All-Rite Custom Steel Products (1978) Ltd.	Concord, Ont.
Allis Mineral Systems	Mississauga, Ont.
*Amertek Inc.	Woodstock, Ont.
Assinck Bros. Limited	Markham, Ont.
Baycar Steel Fabricating Limited	Sudbury, Ont.
Bell-Camp Manufacturing Ltd.	Ingersoll, Ont.
*Beloit Canada Ltée.	St. Laurent, Qué.
Canadian Erectors Limited	Toronto, Ont.
Canadian Rogers Eastern Limited	Toronto, Ont.
Clemmer Industries Limited	Waterloo, Ont.
Condor Manufacturing Inc.	Scarborough, Ont.
Ellesmere Fabricators Ltd.	Scarborough, Ont.
*FCF Bowers Inc.	Stratford, Ont.
Falco Stainless Steel Equipment Ltd.	Lachine, Qué.
*Filor Industries Inc.	Concord, Ont.
*Foresteel (1988) Inc.	Montréal, Qué.
Frost Products Limited	Hamilton, Ont.
Glasgow Metals Ltd.	New Glasgow, N.S.
Hassan Steel Fabricators Ltd.	London, Ont.
Hopkins Specialties Mfg. Co. Ltd.	Montréal, Qué.
Horton CBI, Limited	Fort Erie, Ont.
Indal Metals, Div. of Indal Ltd.	Edmonton, Alta.
Industries Fournier Inc., Les	Black Lake, Qué.
*Interfab Steel Limited	Georgetown, Ont.
Kansteel Mfg. Inc.	Brandon, Man.
Key, W.R. Ltd.	Agincourt, Ont.
L & A Machine Works Ltd.	Fredericton, N.B.
Lansdowne Machine and Fabricating Limited	St. Thomas, Ont.
*Lenworth Metal Products Limited	Rexdale, Ont.
Lesena Steel, A Div. of Bothwell-Accurate Co. Ltd.	Scarborough, Ont.
M & G Millwrights Limited	Elmira, Ont.
MIL Group, The	Montréal, Qué.
Main Sheet Metal Works Ltd.	Vancouver, B.C.
Marcon Custom Metals Inc.	Kitchener, Ont.
McCrindle Steel Industries Limited	Windsor, Ont.
Milverton Millwrights (1975) Limited	Milverton, Ont.

* Company engaged in export trade.

BINS AND HOPPERS OF IRON OR STEEL

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Bins, Steel (Cont'd)

<u>Name</u>	<u>Location</u>
*Mould-Tek Industries Inc.	Scarborough, Ont.
North American Steel Equipment Co. Ltd.	Whitby, Ont.
*O'Connor Tanks Limited	Toronto, Ont.
Omega Machinery Limited, The	St. Hyacinthe, Qué.
Paulin, H & Co. Limited	Scarborough, Ont.
Peacock Inc.	LaSalle, Qué.
Plastics Maritime Ltd.	Halifax, N.S.
Port Colborne Iron Works Ltd.	Port Colborne, Ont.
*Precision Service and Engineering Ltd.	Prince Albert, Sask.
Price-Schonstrom Inc.	Walkerton, Ont.
Ramsey Canada, Div. Baker Hughes Canada Inc.	Richmond Hill, Ont.
Redirack Ltd.	Weston, Ont.
Ross Steel Fabricators & Contractors	Sarnia, Ont.
Royce Enterprises	Orillia, Ont.
*Salton Fabrication Ltd.	Surrey, B.C.
Shoemaker Mill Equipment Inc.	Elmira, Ont.
Taylor Industries	Melfort, Sask.
Thom, W.A. (1983) Ltd.	North Vancouver, B.C.
Thurston, John, Machine Ltd.	Brampton, Ont.
*Trail-Rite Flatdecks Ltd.	Tisdale, Sask.
Trenton Works, Lavalin Inc.	Trenton, N.S.
Twin-Lock Iron Works Ltd.	Niagara Falls, Ont.
Twister Pipe Ltd.	Calgary, Alta.
*Valco Manufacturing, Div. of Valiant Machine & Tool Inc.	Windsor, Ont.
*Ward Ironworks Limited	Welland, Ont.
*Weninger Industries	Saskatoon, Sask.
Western Pallet & Bin (Vancouver) Ltd.	Surrey, B.C.
Wickware-Stackbin Limited	Perth, Ont.
Yarmouth Metal Fabricators Ltd.	St. Thomas, Ont.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
4th Floor
75 International Boulevard
Etobicoke, Ontario M9W 6L9
Tel.: (416) 798-8000
Fax.: (416) 798-8050

* Company engaged in export trade.

BINS AND HOPPERS OF IRON OR STEEL

TARIFFS

CANADIAN

Canadian imports included in this report are dutiable under the following Canadian tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1992</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Other articles of iron or steel (H.S. 73.26)			
	-Other (7326.90)			
7326.90.99	----Other	10.2%	6.5%	6.1%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in this report (except the United States) qualify for the Most Favoured Nation tariff treatment.

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) 954-6924
Fax.: (613) 954-2509

BINS AND HOPPERS OF IRON OR STEEL

MARKET OVERVIEW

Bins and hoppers for the transport and storage of goods, can be classified as Materials Handling Equipment.

The materials handling equipment industry consists of firms that are primarily concerned with the manufacture of machinery and systems designed to lift, convey and position various materials or items from one location to another. The industry also includes firms making equipment to vertically transfer people and freight.

There are 110 companies in Canada directly involved in the manufacturing of these types of equipment, with total direct employment of approximately 7,100 in 1988. Most production facilities are located in Ontario (43 per cent), with significant manufacturing also in the Prairies (26 per cent), Quebec (16 per cent) and British Columbia (12 per cent). Firms in the industry are predominantly owned by U.S. and other multinational enterprises.

The industry is composed of four subsectors. The conveyors and handling systems subsector consist of belt conveyors, stacker-reclaimers, shiploaders, feeders, pneumatic conveyors and radial stackers used for transporting goods in bulk and for applications in the resource industry, and also includes unit conveyors, roller conveyors, overhead chain conveyor systems, wire mesh conveyors, automatic storage retrieval systems and palletizers used in unit handling applications. The cranes and hoists subsector include overhead travelling bridge cranes, jib cranes, gantry cranes and winches, all used in lifting or pulling operations. The industrial lift trucks and attachments subsector includes pneumatic-tired, counterbalanced forklifts, and consisted largely of components originating in the United States, Japan and Europe. This subsector is dominated by U.S.- owned multinationals. Some Canadian subsidiaries of these firms are restricted from supplying the U.S. market from their Canadian plants.

The equipment covered by this report more appropriately falls within the conveyor and handling systems subsector which is described below.

Some 60 firms account for the majority of the activity in the conveyors and handling systems subsector. Shipments were valued at \$388 million in 1988 or 43 per cent of the industry total, and consisted of products for unit handling and bulk handling applications. Exports in 1988 amounted to 47 million. Imports in 1988 were worth \$150 million and consisted largely of components originating in the United States, Japan and Europe. This subsector is dominated by U.S.- owned multinationals. Some Canadian subsidiaries of these firms are restricted from supplying the U.S. market from their Canadian plants.

BINS AND HOPPERS OF IRON OR STEEL

MARKET OVERVIEW (Cont'd)

Canadian capabilities in the conveyors and handling systems subsector range from basic gravity-roller conveyors to highly automated conveyor systems. Additional strengths include well-equipped and efficient job-shop-oriented manufacturing facilities, excellent system engineering and competitive marketing expertise. Manufacturers of conveyors and handling systems have an effective supplier base for such materials as steel conveyor belting and drive motors. The use of automation, include computer controls, linear induction motors and robotics, will continue to grow in the future.

A weakness of the conveyors and handling systems subsector is its failure to invest more heavily in new product development, such as automated guided vehicles or electrified monorail systems. As a result, Canadian firms in this industry possess limited manufacturing capabilities to produce these systems, for which early market demands are being experienced. These systems require a high degree of engineering in both their specification and design, and the presence of a strong engineering capability as well as full-service support is needed to properly serve the customer. Large complex conveyor systems require significant custom-engineering and attract worldwide competition from established companies. Although Canadian companies have international capabilities in such systems, margins are often less attractive than those on domestic projects, shipping costs are significant and ongoing service coverage is required. Canadian firms will need to keep pace with this technology development by committing more resources to research and development (R&D) in these areas.

Three factors are likely to have a major impact on the health of the companies comprising the materials handling sector: globalization of the marketplace; international competitiveness, including the emerging competition from countries other than the United States, particularly Japan and Europe; and new technology development responding to the demand for greater automation and increased sophistication.

Volume production has not been a traditional strength of Canadian manufacturers of materials handling equipment because of the absence of a large market. Capabilities, however, do exist to develop specialized products and create niche markets, and the Canadian industry has been reasonably successful in doing so. It is anticipated that the industry will continue to restructure and adapt to a mature environment in a global marketplace.

Tony Jarvis
Industrial Equipment Directorate

BINS AND HOPPERS OF IRON OR STEEL

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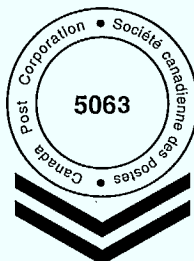
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