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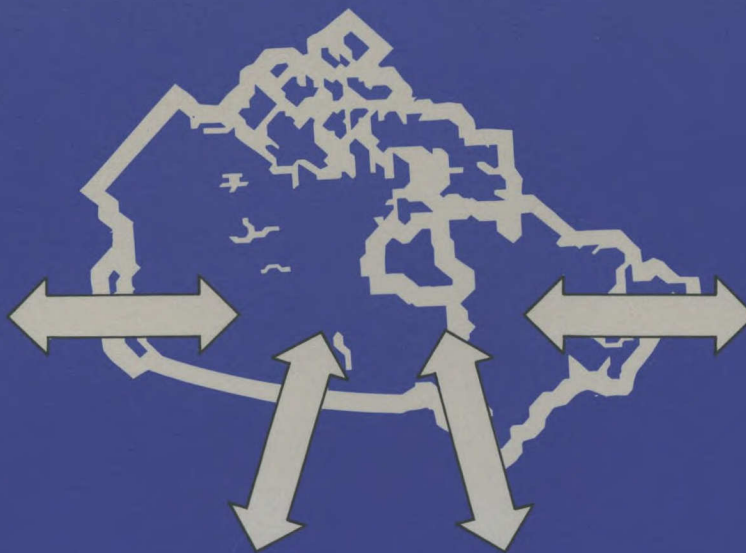
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# MARKET INTELLIGENCE

VEHICLES, HAND PROPELLED  
FOR THE TRANSPORT  
OF GOODS

Pub. No.: 92032-IP

June 1992



Canada



ID. 91-1055

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## REFERENCE SOURCES

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## 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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## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### 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 codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
-Wheelbarrows, hand-carts, rickshaws and other hand propelled vehicles (8716.80)	
---For the transport of goods (8716.80.20)	
-----Industrial hand trucks	8716.80.20.10
-----Other	8716.80.20.90

# VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

## CANADIAN IMPORT TRENDS

### SUMMARY

<u>Description and Commodity Code</u>	<u>Total Imports</u>		<u>Major Country of Export to Canada</u> % of Total Value	
	<u>1990 Value</u>	<u>1991 Value</u>	<u>1990</u>	<u>1991</u>
Wheelbarrows, hand-carts, rickshaws and other hand propelled vehicles				
For the transport of goods:				
Industrial hand trucks (8716.80.20.10)	2 124	2 258	U.S. 77	U.S. 67
Other (8716.80.20.90)	23 107	25 187	U.S. 70	U.S. 62
<b>TOTAL</b>	<b>25 231</b>	<b>27 445</b>		

Ranked in descending order by 1991 value.

VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

INDUSTRIAL HAND TRUCKS  
(H.S. 8716.80.20.10)

<u>Country of Origin</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1990-91 (%)</u>
United States			
Quantity (No.)	3 897	3 688	-5.4
Value (\$000)	1 644	1 524	-7.3
Taiwan			
Quantity (No.)	2 120	771	-63.6
Value (\$000)	161	269	67.2
China			
Quantity (No.)	16	597	3 631.3
Value (\$000)	5	206	4 403.7
Malaysia			
Quantity (No.)	-	466	0.0
Value (\$000)	-	166	0.0
Fed. Rep. of Germany			
Quantity (No.)	1 959	42	-97.9
Value (\$000)	161	28	-82.5
France			
Quantity (No.)	-	24	0.0
Value (\$000)	-	16	0.0
United Kingdom			
Quantity (No.)	60	29	-51.7
Value (\$000)	22	11	-52.3
Switzerland			
Quantity (No.)	18	32	77.8
Value (\$000)	6	10	57.6
Hong Kong			
Quantity (No.)	52	14	-73.1
Value (\$000)	18	8	-55.2
Netherlands			
Quantity (No.)	72	21	-70.8
Value (\$000)	26	6	-75.0
Other			
Quantity (No.)	192	32	-83.3
Value (\$000)	<u>82</u>	<u>15</u>	<u>-81.6</u>
<b>Total</b>			
Quantity (No.)	8 386	5 716	-31.8
Value (\$000)	2 124	2 258	6.3

Ranked in descending order by 1991 value.



## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN IMPORT TRENDS (Cont'd)

#### BY MAJOR COUNTRY OF ORIGIN (Cont'd)

##### OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (H.S. 8716.80.20.90)

<u>Country of Origin</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1990-91 (%)</u>
United States			
Quantity (No.)	252 537	253 520	0.4
Value (\$000)	16 165	15 657	-3.1
Taiwan			
Quantity (No.)	162 711	176 847	8.7
Value (\$000)	3 501	4 627	32.2
Fed. Rep. of Germany			
Quantity (No.)	16 252	36 085	122.0
Value (\$000)	918	2 195	139.2
Netherlands			
Quantity (No.)	25 321	21 110	-16.6
Value (\$000)	927	782	-15.6
China			
Quantity (No.)	6 957	29 633	325.9
Value (\$000)	159	499	213.0
France			
Quantity (No.)	877	675	-23.0
Value (\$000)	47	266	471.2
Republic of Korea			
Quantity (No.)	13 505	8 126	-39.8
Value (\$000)	351	201	-42.9
United Kingdom			
Quantity (No.)	4 635	3 875	-16.4
Value (\$000)	222	197	-11.3
Australia			
Quantity (No.)	-	5 236	0.0
Value (\$000)	-	188	0.0
Denmark			
Quantity (No.)	6 429	1 535	-76.1
Value (\$000)	176	137	-22.3
Other			
Quantity (No.)	12 464	8 836	-29.1
Value (\$000)	<u>641</u>	<u>437</u>	<u>-31.7</u>
<b>Total</b>			
Quantity (No.)	501 688	545 478	8.7
Value (\$000)	23 107	25 187	9.0

Ranked in descending order by 1991 value.

VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE

INDUSTRIAL HAND TRUCKS  
(H.S. 8716.80.20.10)

<u>Province of Clearance</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1990-91 (%)</u>
Ontario			
Quantity (No.)	3 217	3 610	12.2
Value (\$000)	1 353	1 423	5.2
British Columbia			
Quantity (No.)	533	952	78.6
Value (\$000)	197	359	82.3
Québec			
Quantity (No.)	4 306	800	-81.4
Value (\$000)	448	322	-28.3
Alberta			
Quantity (No.)	137	192	40.1
Value (\$000)	49	81	65.9
Manitoba			
Quantity (No.)	68	79	16.2
Value (\$000)	22	45	101.1
New Brunswick			
Quantity (No.)	45	60	33.3
Value (\$000)	18	20	7.3
Nova Scotia			
Quantity (No.)	-	13	0.0
Value (\$000)	-	6	0.0
Saskatchewan			
Quantity (No.)	14	8	-42.9
Value (\$000)	4	2	-48.5
Newfoundland			
Quantity (No.)	62	2	-96.8
Value (\$000)	31	1	-98.3
Yukon			
Quantity (No.)	4	-	0.0
Value (\$000)	<u>1</u>	<u>-</u>	<u>0.0</u>
Total			
Quantity (No.)	8 386	5 716	-31.8
Value (\$000)	2 124	2 258	6.3

Ranked in descending order by 1991 value.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN IMPORT TRENDS (Cont'd)

### BY PROVINCE OF CLEARANCE (Cont'd)

#### OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (H.S. 8716.80.20.90)

<u>Province of Clearance</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1990-91 (%)</u>
Ontario			
Quantity (No.)	317 965	317 079	-0.3
Value (\$000)	14 700	15 430	5.0
British Columbia			
Quantity (No.)	79 421	97 397	22.6
Value (\$000)	3 343	4 403	31.7
Québec			
Quantity (No.)	83 787	109 382	30.5
Value (\$000)	3 319	3 480	4.9
Alberta			
Quantity (No.)	8 257	8 353	1.2
Value (\$000)	611	824	34.8
Manitoba			
Quantity (No.)	4 730	5 048	6.7
Value (\$000)	349	402	15.1
New Brunswick			
Quantity (No.)	2 377	3 786	59.3
Value (\$000)	458	283	-38.3
Nova Scotia			
Quantity (No.)	4 112	3 065	-25.5
Value (\$000)	219	182	-16.8
Saskatchewan			
Quantity (No.)	981	1 330	35.6
Value (\$000)	84	176	109.5
Newfoundland			
Quantity (No.)	52	38	-26.9
Value (\$000)	15	8	-47.4
Prince Edward Island			
Quantity (No.)	2	-	0.0
Value (\$000)	8	-	0.0
Yukon			
Quantity (No.)	4	-	0.0
Value (\$000)	<u>1</u>	<u>-</u>	<u>0.0</u>
Total			
Quantity (No.)	501 688	545 478	8.7
Value (\$000)	23 107	25 187	9.0

Ranked in descending order by 1991 value.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN IMPORTERS

#### INDUSTRIAL HAND TRUCKS (H.S. 8716.80.20.10)

There were 237 known importers in 1990. The principal ten importers accounted for 54 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	713	34
6	978	46
10	1 153	54
15	1 308	62
25	1 512	71
40	1 708	80
<b>All Importers (237)</b>	<b>2 124</b>	<b>100</b>

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>
Acan Windows Inc.	St. John's, Nfld.	K Mart Canada Limited	Brampton, Ont.
Acco Canadian Company Ltd.	Willowdale, Ont.	Kelly Manufacturing Co.	Olive, MS, U.S.*
Acklands Limited	Don Mills, Ont.	Lincoln Canada Ltd.	St. Louis, MO, U.S.*
Aerometals Inc.	Smiths Falls, Ont.	Metropolitan Wire Goods	
Air Atlantic Ltd.	St. John's, Nfld.	Canada Limited	Mississauga, Ont.
American Sterilizer Canada Inc.	Woodbridge, Ont.	Mond Industries Limited	Etobicoke, Ont.
Astra Méga Inc.	Montréal, Qué.	Mover's Equipment and Supplies	
Atco Controls Inc.	Smiths Falls, Ont.	Ltd.	Etobicoke, Ont.
Bloomfield Industries Canada Ltd.	Mississauga, Ont.	North American Cleaning	
Canadian Oxygen Ltd. Div		Equipment Ltd.	Mississauga, Ont.
of Airco Gases Canada	Mississauga, Ont.	Outils Pro R G A Ltée	St-Janvier, Qué.
Chiswick Trading Inc.	Sudbury, MA, U.S.*	Raimac Industries Ltd.	Vancouver, B.C.
Commander Warehouse		Scorpion Welding Technologies	
Equip. Ltd.	North Vancouver, B.C.	Limited	Oakville, Ont.
Consumers Distributing		Sportlines International	
Co. Ltd.	Etobicoke, Ont.	Limited	Toronto, Ont.
Entreprises Cadie Québec Inc.	Lasalle, Qué.	SSI Scheafer Systems	
Équipements Twin Ltée, Les	Anjou, Qué.	Int'l. Ltd.	Mississauga, Ont.
F E Farrell Enterprises Ltd.	Weston, Ont.	Superb Products Inc.	Downsview, Ont.
F G Russell Truck Equipment		Supreme Bag Co. & Dover	
Ltd.	Port Coquitlam, B.C.	Pad Ltd.	Montréal, Qué.
Fran-Esse Sales & Agencies Ltd.	Montréal, Qué.	Tenaquip Limited	Lachine, Qué.
Global Medical Products Inc.	Oakville, Ont.	Toys R Us (Canada) Ltd.	Etobicoke, Ont.
Hôtel Dieu de Montréal	Montréal, Qué.	Western Industrial Distributors	
I B M Canada Ltd.	Markham, Ont.	Ltd.	North Vancouver, B.C.
J Pascal Inc. Industrial		Whalley Hardware Div. of	
Supplies Ltd.	Montréal, Qué.	Holland Import Inc.	Burnaby, B.C.
Joslyn Canada Inc.	Lachine, Qué.		

\* Non resident importer.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN IMPORTERS (Cont'd)

#### OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (H.S. 8716.80.20.90)

There were 1 151 known importers in 1990. The principal 25 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	4 871	21
6	7 193	31
10	9 485	41
15	11 259	49
25	13 437	58
94	18 505	80
<b>All Importers (1 151)</b>	<b>23 107</b>	<b>100</b>

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-1 Products Corp.	Mississauga, Ont.	Canadian Tire Corporation Ltd.	Toronto, Ont.
A B Chance Co. of Canada Ltd.	Scarborough, Ont.	Cassidys Ltd.	Etobicoke, Ont.
Air Nova Inc.	Bedford, N.S.	Castle Canada O/B MDT Canada Ltd.	Toronto, Ont.
Ajay-Dorcy Canada Ltd.	Niagara Falls, Ont.	Consumers Distributing Co. Ltd.	Etobicoke, Ont.
Aladdin Synergetics Inc.	Nashville, TN, U.S.*	Costco Wholesale Ltd.	Burnaby, B.C.
Asea Brown Boveri Inc.	Montréal, Qué.	Custom Trailer Incorporated	Griffin, GA, U.S.*
Austin House Inc.	Oakville, Ont.	D H Howden & Co. Limited	London, Ont.
B C Stevens Company Ltd.	Vancouver, B.C.	Distributions TTI Inc.	Québec, Qué.
Bagages Holiday Inc., Les	St-Léonard, Qué.	Emhart Canada True Temper Div. Ltd.	Hamilton, Ont.
Baxter Corporation	Mississauga, Ont.	F W Woolworth Company Ltd.	Weston, Ont.
Beaver Lumber Company Ltd.	Mississauga, Ont.	Fisher Scientific Ltd.	Ottawa, Ont.
Belvedere Company Canada Inc.	Kitchener, Ont.	Foremost Foods Ltd.	Vancouver, B.C.
Black & Decker (1989) Inc.	Brockville, Ont.	Fran-Esse Sales & Agencies Ltd.	Montréal, Qué.
Boreal Laboratories Ltd.	Mississauga, Ont.	Fred Deeley Cycles Ltd.	Richmond, B.C.
Bro-Dart	Williamsport, PA, U.S.*	G.E.O. Sport Division of Frabill Inc.	Allentown, WI, U.S.*
Bruce Customs Fabricating	Peterborough, Ont.	Garant Inc.	St-Francois-Montmagny, Qué.
Burbrae Farms Limited	Lyn, Ont.	GDF Distributors Limited	Oshawa, Ont.
Can-Save Insulation Ltd.	Barrie, Ont.		
Canadian Liquid Air Ltd.	Montréal, Qué.		
Canadian National Railways Montréal	Montréal, Qué.		

\* Non resident importer.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN IMPORTERS (Cont'd)

#### OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (Cont'd) (H.S. 8716.80.20.90)

<u>Name</u>	<u>Location</u>	<u>Name</u>	<u>Location</u>
Global Medical Products Inc.	Oakville, Ont.	Produits de Beauté Arco Ltée	St-Léonard, Qué.
Gracious Living Agencies Ltd.	Markham, Ont.	Quality Craft Importers Ltd.	Langley, B.C.
Guillot Et Bilodeau Inc.	Beauport, Qué.	Rampion Enterprises Ltd.	Richmond, B.C.
H S Eckels & Company (Canada) Ltd.	Guelph, Ont.	Ravendo Inc.	Mississauga, Ont.
Harbour Sales Windsor Limited	Windsor, Ont.	Reiser & Robert Co. Inc.	Boston, MA, U.S.*
Hewlett-Packard (Canada) Limited	Mississauga, Ont.	Rubbermaid Industries Canada Inc.	Mississauga, Ont.
Home Hardware Stores Ltd.	St Jacobs, Ont.	S & E Manufacturing Inc.	Downsview, Ont.
Hotel Intercontinental Toronto	Toronto, Ont.	Sears Canada Inc.	Scarborough, Ont.
Houle Hi-Reach Equipment Ltd.	Burnaby, B.C.	Snap-On Tools of Canada Ltd.	Mississauga, Ont.
I B M Canada Ltd.	Markham, Ont.	Southmedic Inc.	Barrie, Ont.
I P L Inc.	St-Damien-De-Buckland, Qué.	Spalding & Evenflo Ltd.	Downsview, Ont.
Ikea Wholesale Limited Partnership	Brossard, Qué.	SSI Scheafer Systems Int'l. Ltd.	Mississauga, Ont.
Ingram & Bell Inc.	Don Mills, Ont.	Stinnes Enerco Inc.	Toronto, Ont.
Interprovincial Flower Market Inc.	Roxboro, Qué.	Sugi Canada Ltée	Laval, Qué.
J W Westman Inc.	Mississauga, Ont.	Supreme Bag Co. & Dover Pad Ltd.	Montréal, Qué.
Jim Morrison Ltd.	Gormley, Ont.	T Eaton Co. Ltd., The	Weston, Ont.
Jones Box and Label Co. Limited	London, Ont.	Tandy Marketing Ltd.	Fort Worth, TX, U.S.*
K C I Mechanical Inc.	Mississauga, Ont.	Tektronix Canada Inc.	Barrie, Ont.
K Mart Canada Limited	Brampton, Ont.	Tenpro International Ltd.	Burnaby, B.C.
Kelly Manufacturing Co.	Olive, MS, U.S.*	Tessler Bros Ltd.	Vancouver, B.C.
Kimberly-Clark of Canada Ltd.	Mississauga, Ont.	Towers Department Stores Inc.	Etobicoke, Ont.
Marsh Corp.	Guelph, Ont.	Trudell Medical Ltd.	London, Ont.
Mcrae Waste Management Limited	New Westminster, B.C.	True Temper Hardware Co.	Brockville, Ont.
Metaalwarenfabriek Het Fort B.V.	Kitchener, Ont.	U-Haul Company of Canada Ltd.	Stony Creek, Ont.
Mitsubishi Inc.	Richmond, B.C.	United Parcel Service	Mount Hope, Ont.
Modern Houseware Imports Inc.	Burnaby, B.C.	W M I Waste Management of Canada Inc.	Weston, Ont.
Nicholls Marine Ltd.	Fort Erie, Ont.	Wenger Corporation	Georgetown, Ont.
Northern Telecom Ltd.	Etobicoke, Ont.	Wesnor Inc.	Norwood, Ont.
Pascal Stores Ltd.	Montréal, Qué.	Whalley Hardware Inc.	Burnaby, B.C.
Peavey Industries Limited	Red Deer, Alta.	Wilson Sports Equipment Canada Limited	Belleville, Ont.
Poppa Corn Co. Limited	Mississauga, Ont.	Worldways Canada Ltd.	Mississauga, Ont.
Premier A/V Sales Ltd.	Scarborough, Ont.		

\* Non resident importer.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### FOREIGN EXPORTERS TO CANADA

#### INDUSTRIAL HAND TRUCKS (H.S. 8716.80.20.10)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 64 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	Intermetro Corp. ) Stevens Appliance Truck )	526*
Germany	Fritz Schafer Gmbh )	369*
United States	American/Sterilizer ) Lionville Systems )	
	IBM Corp. ) Miller Electric Mfg. ) Collins International )	
Taiwan	Test Rite Int'l. Taiwan Ltd. ) Whamman Enterprise )	109*
United States	Valley Craft Inc. )	
	Van Craft Ltd. ) Magline Inc. )	76*
Taiwan	Cartin Associates )	
Japan	T. Chantini & Co. Ltd. )	
United States	Kelly Mfg. ) Chiswick Trading )	64*
	Unarco Commercial Prod. ) Useco Inc. ) Joslyn Mfg. Co. )	53*
<b>TOTAL</b>		<b>1 350</b>

\* Aggregated to preserve confidentiality of Canadian importers.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### FOREIGN EXPORTERS TO CANADA (Cont'd)

#### OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (H.S. 8716.80.20.90)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 74 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	Rubbermaid Commercial Pro )	4 832*
	Otto Industries )	
	Kelly Mfg. Co. )	
Netherlands	True Temper Hardware Div. )	2 234*
	Aladdin Synergetics )	
	Metaalwarenfabrik )	
Germany United States	Fritz Schaefer Gmbh )	1 768*
	Bag Bog Inc. )	
	Roadmaster Corp. )	
Taiwan United States	Test Rite Int'l. )	1 364*
	Eastern Airlines )	
	Lionville Systems )	
Taiwan United States	Collins Co. Ltd. )	1 022*
	Geo Sport Div. Frabill Inc. )	
	Monon Corp. )	
United States Taiwan	Capital Industries )	761*
	SRS Auto Parts Co. )	
	Union Sports Co. Ltd. )	
United States Taiwan	Lakeside Mfg. Co. )	653*
	Custom Trailer Inc. )	
	Shinn Fu Corp. )	
United States Taiwan	Waterloo Industries )	370*
	Shuang Rong Shing )	
United States Korea, South	Brodart Co. )	338*
	HS Corp. )	

\* Aggregated to preserve confidentiality of Canadian importers.



**VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS**

**FOREIGN EXPORTERS TO CANADA (Cont'd)**

**OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (Cont'd)**  
**(H.S. 8716.80.20.90)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1990 Value of Exports to Canada (\$000)</u>
United Kingdom	Acushnet Ltd. )	
United States	Cannon Equip. )	440*
	Tote Cart Co. )	
Korea, South	Shin E. Ind. Co. Ltd. )	
Taiwan	Win Leader Ent. )	405*
United States	Modern Metal Products )	
Taiwan	Defence Equip. Ltd. )	
United States	Pace American )	351*
Taiwan	Jewel Trading Co. )	
United States	Product Finishing )	
Taiwan	Market Dynamics Inc. )	299*
United States	Carstens Health Ind. )	
	Miller Electric Mfg. Co. )	
Taiwan	Krane Industry Corp. )	262*
United States	Unarco Commercial Product )	
	Cambro Mfg. Co. )	
	Forbes Industries Inc. )	169*
	Northen Co. )	
	Continental Mfg. )	165*
Taiwan	Maibor Corp. )	
Malaysia	United Vehicles Industry )	242*
United States	Hostar Int. Inc. )	
	Bretford Int'l. Inc. )	
Taiwan	Tradepower Ltd. )	227*
Japan	Stmat Int. )	
Taiwan	Columbus Mfg. )	
United States	Tektronix Inc. )	216*
Sweden	ABB Power Systems )	

\* Aggregated to preserve confidentiality of Canadian importers.

# VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

## FOREIGN EXPORTERS TO CANADA (Cont'd)

### OTHER HAND PROPELLED VEHICLES FOR THE TRANSPORT OF GOODS (Cont'd) (H.S. 8716.80.20.90)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1990 Value of Exports to Canada</u> (\$000)
Taiwan	Yeh Sheng Machinery Corp. )	
United States	AB Chance Co. )	202*
China	China Natl Mach. )	
United States	Ferno Int'l. Ltd. )	
Taiwan	Sealy Int'l. Co. )	195*
United States	Kimberly Clark Corp. )	
	Ames Co. )	
	MDT Castle )	189*
Taiwan	J & S Corp. )	
United States	Dieter Systems )	
	Normandie Metal Fabricato )	153*
	C R Daniels Inc. )	
	Brinley Hardy Corp. )	
	Collins Int. )	
	Snap on Tools Corp. )	
	Willow Grove Mfg. Co. )	129*
	Beck Corp. )	
	Carter Hoffman )	
<b>TOTAL</b>		<b>17 156</b>

\* Aggregated to preserve confidentiality of Canadian importers.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN SHIPMENTS

According to Statistics Canada, vehicles, hand propelled for the transport of goods in this report are made in Canada. However, for reasons of confidentiality, separate data on shipments by Canadian establishments are not 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

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION

#### WHEELBARROWS, HAND-CARTS, RICKSHAWS AND OTHER HAND PROPELLED VEHICLES (H.S. 8716.80)

Separate export data for industrial hand trucks are not available. These products are included in the Harmonized System (H.S.) six digit code: 8716.80, wheelbarrows, hand-carts, rickshaws and other hand propelled vehicles.

1989			1990			1991		
Country	Quantity (No.)	Value (\$000)	Country	Quantity (No.)	Value (\$000)	Country	Quantity (No.)	Value (\$000)
U.S.	11 429	5 142	U.S.	122 952	10 527	U.S.	92 236	7 975
France	221	142	S. Korea	320	150	U.K.	1 284	820
Cuba	65	129	France	160	137	France	379	291
Bermuda	25	89	Sweden	60	76	W.Germany	291	275
U.K.	52	25	Spain	3	56	Japan	350	228
Denmark	2	16	Peru	474	38	Sweden	635	193
Barbados	203	12	Italy	38	30	Ecuador	216	144
Italy	10	10	Thailand	10	27	Netherlands	215	118
Japan	1	7	Taiwan	2	25	Spain	177	117
Netherlands	5	7	Japan	17	19	S. Africa	180	114
Others	<u>249</u>	<u>14</u>	Others	<u>262</u>	<u>82</u>	Others	<u>880</u>	<u>420</u>
<b>Total</b>	<b>12 262</b>	<b>5 592</b>		<b>124 298</b>	<b>11 168</b>		<b>96 843</b>	<b>10 695</b>

NOTES: Major countries in descending order based upon value.  
See note on page two concerning Canada - U.S. Reconciliation.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### 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.

#### Trucks, Hand Type, Not Powered

<u>Name</u>	<u>Location</u>
A & H Metal Products Inc.	Kitchener, Ont.
Ateliers G.F., Inc.	Cowansville, Qué.
Ball Service Group Inc.	Breslau, Ont.
Bloomfield Industries Canada Ltd.	Mississauga, Ont.
*Blue Giant Equipment of Canada Ltd.	Brampton, Ont.
Bonar Inc. Plastic Molding Div.	Lindsay, Ont.
*BT Lift Canada Limited	Markham, Ont.
Canbuilt Mfg.	Weston, Ont.
Carr McLean Limited	Etobicoke, Ont.
Double K Mechanical Sales & Service Ltd.	Winterburn, Alta.
Doverco Inc.	Montréal, Qué.
Kleton Manufacturing Inc.	Montréal, Qué.
Lamb-Cargate Industries Ltd.	New Westminster, B.C.
*Machinerie Idéale Cie Ltée (La)	St-Césaire, Qué.
Macpherson Manufacturing Limited	Weston, Ont.
Metal Fabricators and Welding Ltd.	Edmonton, Alta.
*Metalbuilt Industries Corporation	Mississauga, Ont.
*Moody S.I. (1986) Ltée	Terrebonne, Qué.
Neptune Chemical Pump Co. Ltd.	Orillia, Ont.
NVF Industries of Canada Ltd.	Pointe-Claire-Dorval, Qué.
Planiform (1983) Inc.	Outremont, Qué.
Produits Cari-All Inc.	Pointe-aux-Trembles, Qué.
Shippers Supply Inc.	Edmonton, Alta.
Tripex Manufacturing Ltd.	Colborne, Ont.
*Unitran Manufacturers Ltd.	Surrey, B.C.
Walter Equipment Ltd.	Mississauga, Ont.
Watson's Warehouse Trucks and Casters	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.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

#### Trucks, Hand, Factory, Warehouse and Mill

<u>Name</u>	<u>Location</u>
Altra Steel (1989) Ltd.	Winnipeg, Man.
Astron Specialty Metals Ltd.	Waterloo, Ont.
*BT Canada Ltd.	Markham, Ont.
*Blue Giant Equipment of Canada Ltd.	Brampton, Ont.
Centennial Material Handling Ltd.	Concord, Ont.
Fraser, Kenneth S., Co. Ltd.	Richmond Hill, Ont.
Hopkins Specialties Mfg. Co. Ltd.	Montréal, Qué.
Husky Floor Machine (Qué.) Inc.	Montréal, Qué.
J.R. Wire & Metal Specialty Ltd.	Winnipeg, Man.
*L P International Inc.	Brantford, Ont.
*Lanscan, Inc.	Brampton, Ont.
Letchford Industries Limited	Winnipeg, Man.
Lift Rite Inc.	Brampton, Ont.
Marcon Custom Metals Inc.	Kitchener, Ont.
*Moody S.I. (1986) Ltée./Ltd.	Terrebonne, Qué.
NVF Industries of Canada Limited	Rexdale, Ont.
Redirack Ltd./Ltée	Weston, Ont.
Royce Enterprises	Orillia, Ont.
Samson Material Handling Mfg. Inc.	Mississauga, Ont.
Techstar Plastics Inc.	Port Perry, Ont.
Tenaquip Ltd.	Beaconsfield, Qué.
*Unitran Manufacturers Ltd.	Surrey, B.C.
Valco Manufacturing, Division of Valiant Machine & Tool Inc.	Windsor, Ont.
Wagner, I., Co. Ltd.	Toronto, Ont.
Watson, John, Manufacturing Company Limited	Ayr, Ont.
White Mop Wringer Co. of Canada Ltd.	Paris, 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.

# VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

## UNITED STATES IMPORTS

### SUMMARY

The United States Department of Commerce reports U.S. imports under the following Harmonized System (H.S.) Commodity Codes:

<u>Description</u>	<u>H.S. Commodity Code</u>
Wheelbarrows, hand-carts, rickshaws and other hand propelled vehicles	8716.80
For the transport of goods:	
Industrial hand trucks	8716.80.50.10
Other hand propelled vehicles	8716.80.50.50

See following pages for complete data on these U.S. imports.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### UNITED STATES IMPORTS (Cont'd)

#### BY MAJOR COUNTRY OF ORIGIN

#### INDUSTRIAL HAND TRUCKS (H.S. 8716.80.50.10)

Imports into the United States are as follows:

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Taiwan				
Quantity (No.)	32 007	82 889	77 823	55.9
Value (\$000)	2 693	1 385	1 531	-24.6
Japan				
Quantity (No.)	758	1 676	2 880	94.9
Value (\$000)	359	686	1 090	74.2
China				
Quantity (No.)	7 573	13 166	27 614	91.0
Value (\$000)	220	168	352	26.5
Malaysia				
Quantity (No.)	5 307	15 070	7 810	21.3
Value (\$000)	327	327	166	-28.9
Fed. Rep. of Germany				
Quantity (No.)	16	31	136	191.5
Value (\$000)	40	21	71	33.2
Canada				
Quantity (No.)	417	254	265	-20.3
Value (\$000)	115	104	69	-22.7
Italy				
Quantity (No.)	215	937	701	80.6
Value (\$000)	26	39	42	27.0
Hong Kong				
Quantity (No.)	-	-	144	0.0
Value (\$000)	-	-	25	0.0
Mexico				
Quantity (No.)	-	722	936	29.6
Value (\$000)	-	13	21	66.5
Netherlands				
Quantity (No.)	2	-	80	532.5
Value (\$000)	19	-	21	4.5
Other				
Quantity (No.)	490	325	24	-77.9
Value (\$000)	175	206	19	-67.3
<b>Total</b>				
Quantity (No.)	46 785	115 070	118 413	59.1
Value (\$000)	3 975	2 949	3 405	-7.4

NOTES: Ranked in descending order by 1991 value.  
Canada ranked 6 overall.  
Source: U.S. Department of Commerce.



**VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS**

**UNITED STATES IMPORTS (Cont'd)**

**BY MAJOR COUNTRY OF ORIGIN (Cont'd)**

**OTHER HAND PROPELLED VEHICLES  
(H.S. 8716.80.50.50)**

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Taiwan				
Quantity (000 No.)	1 445	1 635	1 803	11.7
Value (\$000)	18 917	21 534	22 943	10.1
Canada				
Quantity (000 No.)	150	120	90	-22.3
Value (\$000)	6 134	6 001	5 668	-3.9
China				
Quantity (000 No.)	282	393	674	54.5
Value (\$000)	2 999	3 869	5 456	34.9
Fed. Rep. of Germany				
Quantity (000 No.)	17	10	31	36.2
Value (\$000)	1 145	1 021	1 864	27.6
United Kingdom				
Quantity (000 No.)	53	39	20	-38.7
Value (\$000)	2 992	1 907	1 049	-40.8
Malaysia				
Quantity (000 No.)	115	67	47	-35.7
Value (\$000)	2 986	1 582	1 009	-41.9
Japan				
Quantity (000 No.)	20	10	3	-58.4
Value (\$000)	2 359	1 474	618	-48.8
Netherlands				
Quantity (000 No.)	17	3	4	-51.9
Value (\$000)	1 590	548	516	-43.0
France				
Quantity (000 No.)	9	4	2	-52.5
Value (\$000)	386	395	454	8.5
Philippines				
Quantity (000 No.)	0	0	19	13 559.8
Value (\$000)	4	14	394	951.9
Other				
Quantity (000 No.)	339	148	131	-37.9
Value (\$000)	<u>4 453</u>	<u>2 304</u>	<u>1 912</u>	<u>-34.5</u>
Total				
Quantity (000 No.)	2 447	2 428	2 824	7.4
Value (\$000)	43 965	40 649	41 883	-2.4

NOTES: Ranked in descending order by 1991 value.  
Canada ranked 2 overall.  
Source: U.S. Department of Commerce.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY

#### INDUSTRIAL HAND TRUCKS (H.S. 8716.80.50.10)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Los Angeles, California				
Quantity (No.)	14 134	57 062	50 470	89.0
Value (\$000)	1 600	1 009	968	-22.2
New Orleans, Louisiana				
Quantity (No.)	900	1 306	2 710	73.5
Value (\$000)	376	505	950	59.0
Savannah, Georgia				
Quantity (No.)	2 063	3 840	16 435	182.3
Value (\$000)	33	60	353	225.3
New York City, New York				
Quantity (No.)	6 506	18 908	15 351	53.6
Value (\$000)	239	488	245	1.3
Seattle, Washington				
Quantity (No.)	1 279	2 995	5 606	109.4
Value (\$000)	107	138	186	32.0
Chicago, Illinois				
Quantity (No.)	2 231	4 208	8 436	94.5
Value (\$000)	309	98	140	-32.7
Detroit, Michigan				
Quantity (No.)	1 613	190	1 058	-19.0
Value (\$000)	68	71	93	17.0
Boston, Massachusetts				
Quantity (No.)	1 037	8 000	5 350	127.1
Value (\$000)	28	113	70	57.9
Norfolk, Virginia				
Quantity (No.)	-	2 100	281	-86.6
Value (\$000)	-	43	68	57.4
San Francisco, California				
Quantity (No.)	2 104	-	509	-50.8
Value (\$000)	73	-	48	-19.3
Other				
Quantity (No.)	14 918	16 461	12 207	-9.5
Value (\$000)	1 142	425	286	-50.0
<b>Total</b>				
Quantity (No.)	46 785	115 070	118 413	59.1
Value (\$000)	3 975	2 949	3 405	-7.4

NOTES: Ranked in descending order by 1991 value.  
Source: U.S. Department of Commerce.

VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY (Cont'd)

OTHER HAND PROPELLED VEHICLES  
(H.S. 8716.80.50.50)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Los Angeles, California				
Quantity (000 No.)	719	648	836	7.8
Value (\$000)	10 864	9 679	10 093	-3.6
New York City, New York				
Quantity (000 No.)	465	514	625	15.9
Value (\$000)	6 411	5 848	6 382	-0.2
Ogdensburg, New York				
Quantity (000 No.)	102	89	65	-20.4
Value (\$000)	2 437	3 189	3 894	26.4
Seattle, Washington				
Quantity (000 No.)	125	111	148	8.8
Value (\$000)	2 064	2 217	2 841	17.3
San Francisco, California				
Quantity (000 No.)	85	93	110	13.4
Value (\$000)	2 046	2 120	2 044	-0.1
Chicago, Illinois				
Quantity (000 No.)	57	176	147	60.2
Value (\$000)	950	2 698	2 016	45.7
Baltimore, Maryland				
Quantity (000 No.)	161	212	196	10.1
Value (\$000)	2 688	2 389	1 972	-14.4
Detroit, Michigan				
Quantity (000 No.)	70	53	56	-10.7
Value (\$000)	2 920	2 563	1 856	-20.3
Savannah, Georgia				
Quantity (000 No.)	56	77	80	19.1
Value (\$000)	1 328	953	1 062	-10.6
Buffalo, New York				
Quantity (000 No.)	20	19	18	-4.7
Value (\$000)	1 297	955	942	-14.8
Other				
Quantity (000 No.)	586	435	546	-3.5
Value (\$000)	<u>10 959</u>	<u>8 037</u>	<u>8 781</u>	<u>-10.5</u>
<b>Total</b>				
Quantity (000 No.)	2 447	2 428	2 824	7.4
Value (\$000)	43 965	40 649	41 883	-2.4

NOTES: Ranked in descending order by 1991 value.  
Source: U.S. Department of Commerce.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### 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>
8716.80.20	Wheelbarrows, hand-carts, rickshaws and other hand propelled vehicles For the transport of goods	10.2%	6.5%	6.1%

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: Taiwan, Denmark, Federal Republic of Germany, France, United Kingdom, Switzerland and Netherlands.

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment (In order to qualify for the General System of Preference, a special certificate of origin is required.): China, Republic of Korea, Australia and Malaysia.

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) 954-6891  
Fax.: (613) 954-2509

# VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

## TARIFFS (Cont'd)

### UNITED STATES

United States imports included in this report are dutiable under the following U.S. tariff item:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	1	2
	Wheelbarrows, hand-carts, rickshaws and other hand propelled vehicles			
8716.80.50	Other	3.2%	Free (A,E,IL) 2.2 (CA)	45%

- 1 Generalized System of Preferences A
- United States-Canada Free-Trade Agreement CA
- Caribbean Basin Economic Recovery Act E
- United States-Israel Free Trade Area IL

2 Notwithstanding any other provisions, the rates of duty 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 Republic (former)	Mongolia
Albania	Kampuchea	North Korea
Bulgaria	Laos	Romania
Cuba	Latvia	Union of Soviet Socialist Republics (former)
Czechoslovakia	Lithuania	Vietnam
Estonia		

### FOREIGN COUNTRIES

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

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### MARKET OVERVIEW

Vehicles, hand propelled, for the transport 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 percent), with significant manufacturing also in the Prairies (26 percent), Quebec (16 percent) and British Columbia (12 percent). 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 includes 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 consists 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 approximately falls within the industrial lift truck and attachments subsector which is described below.

Shipments of industrial lift trucks and attachments in 1988 were worth \$178 million, or 20 percent of the industry total. The Canadian market for industrial lift trucks, however, was valued at \$484 million that year, or more than twice the value of Canadian shipments. Exports of \$154 million were directed almost entirely to the United States. Imports worth \$459 Million consisted of vehicle types not manufactured in Canada.

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### MARKET OVERVIEW (Cont'd)

The industrial lift trucks and attachments subsector is highly competitive. The range of available units in North America is extensive. The U.S. market requires some 120,000 units annually, largely for factory and warehouse purposes. Canadian production is estimated at 7,500 units, about 6 percent of the total U.S. market need. The volume of the U.S. market for industrial lift trucks and attachments has attracted significant Japanese investment in highly automated, U.S.-based manufacturing facilities. To remain competitive, manufacturers have rationalized on a North American basis by focusing Canadian manufacturing on particular model types, such as narrow-aisle units. Major restructuring has taken place, thereby improving economies of scale and specialization. On the other hand, to meet the needs of the Canadian market, Canadian producers concentrate on units peculiar to Canadian geography and requirements such as rough-terrain forklifts with specific-purpose attachments.

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

## VEHICLES, HAND PROPELLED FOR THE TRANSPORT OF GOODS

### **dISTCcovery - TECHNOLOGY LICENSING OPPORTUNITIES**

**dISTCcovery** is an ISTC service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

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

**dISTCcovery** introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product or use their process or know-how 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.

For more information on these and other opportunities, contact the nearest ISTC Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



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YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES  
UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES



## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence and Technology  
Opportunities Service  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-4970  
Fax.: (613) 954-5463

OR Industrial Equipment Directorate  
Industrial and Electrical Equipment and  
Technology Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-7812  
Fax.: (613) 954-1894

## ISTC BUSINESS SERVICE CENTRES

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.

### REGIONAL OFFICES

#### QUÉBEC

ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### NEWFOUNDLAND

ISTC  
Atlantic Place  
215 Water Street, 5th Floor  
P.O. Box 8950  
St. John's, Nfld. A1B 3R9  
Tel.: (709) 772-ISTC  
Fax.: (709) 772-5093

#### PRINCE EDWARD ISLAND

ISTC  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### ONTARIO

ISTC  
Dominion Public Building  
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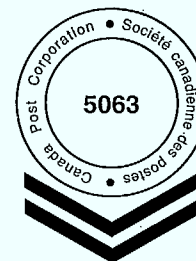
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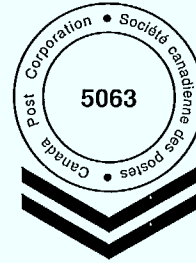


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