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no.96-87
to 101-87



IMPORT PROFILE

Investment Opportunities

HYDRAULIC POWER TRANSMISSION EQUIPMENT
AND PARTS

Pub. Nos.: 96-87 to 101-87 November 1987



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

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HYDRAULIC POWER TRANSMISSION EQUIPMENT
AND PARTS

Pub. Nos.: 96-87 to 101-87 November 1987

Consisting of:

| | |
|---|--------|
| Hydraulic Cylinders and Parts | 96-87 |
| Hydraulic Motors | 97-87 |
| Hydraulic Pumps and Parts | 98-87 |
| Hydraulic Valves and Parts | 99-87 |
| Hydraulic Couplings and Parts | 100-87 |
| Hydraulic Power Transmission Equipment and Parts, Not Elsewhere Specified | 101-87 |

FOR MORE INFORMATION PLEASE CONTACT:

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OR

The nearest DRIE Regional Office.
These offices are listed on the last
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

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PUB. NOS.: 96-87 TO 101-87

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE
HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS

INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing for domestic production and to stimulate Canadian business to further explore potential opportunities in both the Canadian and export markets. It is important to emphasize that this report does not attempt any assessment as to the feasibility of manufacturing or competing in a particular market and should be treated as an indicator or starting point for the manufacturer or entrepreneur.

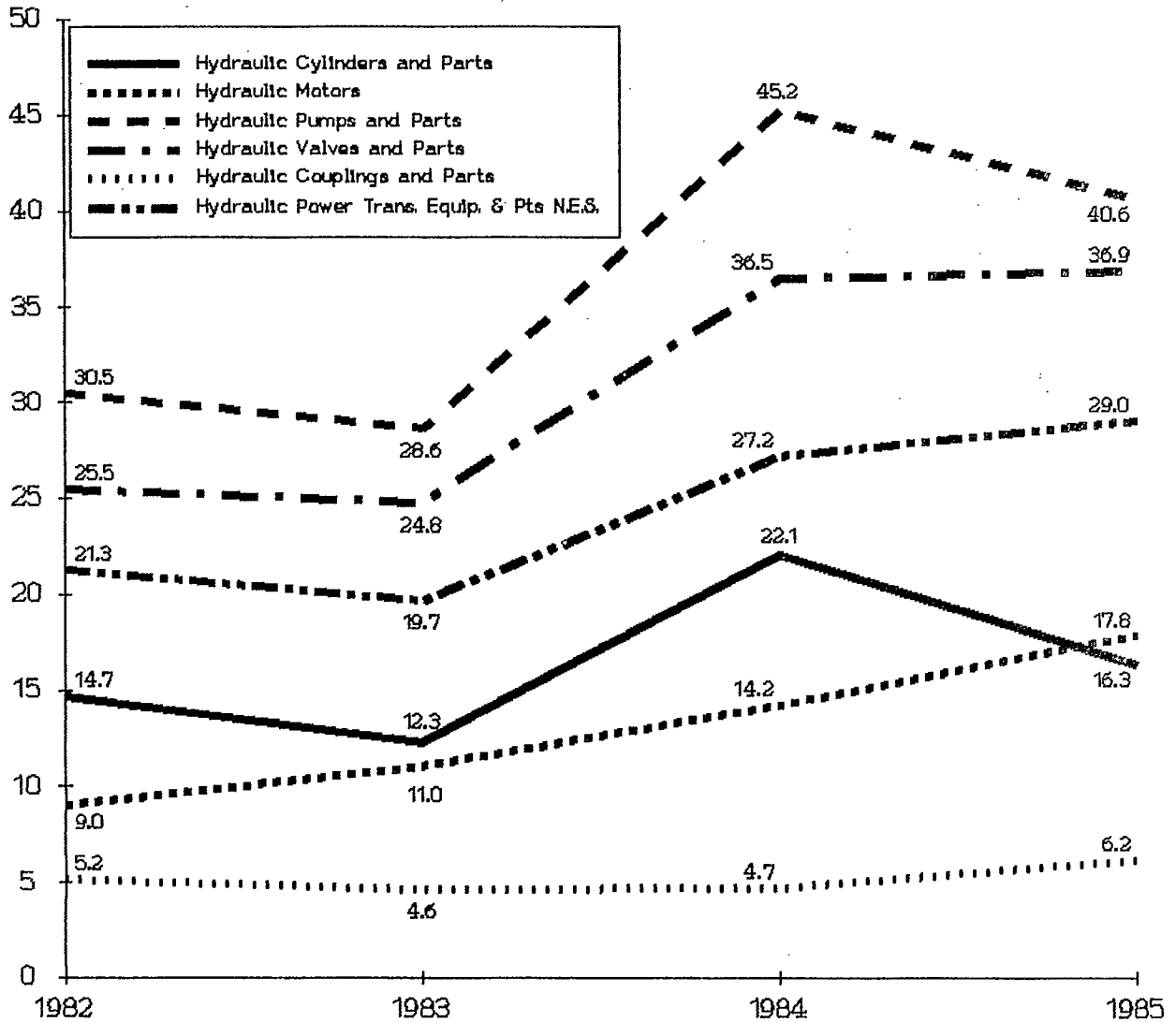
The report is divided into the following six parts:

| <u>PUBLICATION NUMBER</u> | <u>IMPORT PRODUCT GROUP</u> |
|-------------------------------|---|
| 96-87 | PART A - HYDRAULIC CYLINDERS AND PARTS |
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HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS

IMPORT TRENDS BY PRODUCT GROUP

VALUE (MILLION \$)



TOTAL 106.2 101.0 149.9 146.8

Canadian imports of hydraulic power transmission equipment and parts totalled approximately \$147 million in 1985. Hydraulic pumps and parts constituted the largest portion of these imports with \$40.6 million, or 28 per cent of the total. They were followed by hydraulic valves and parts with \$36.9 million, or 25 per cent of the import total. Hydraulic motors were the third ranking group of products imported into Canada in 1985 with \$17.8 million, or 12 per cent of the total. The United States was the principal country of export to Canada for all of the product groups, accounting for at least 82 per cent of the import total for each group in 1985.

More detailed data on the imports of each product group by countries of export are contained in Parts A to F of this report.

HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS

MARKET SUMMARY

Hydraulic power transmission equipment covers a wide range of components including the following: cylinders, motors, pumps, valves, controls, and packaged systems (i.e. systems composed of a combination of hydraulic components and designed for specific end-use applications). This equipment is used in numerous domestic, commercial and industrial services; and is becoming more popular with increasing demands for automated devices and equipment.

The Canadian market for hydraulic power transmission equipment is in the order of \$250 million annually. Domestic production in this sector, which is almost exclusively in the areas of hydraulic cylinders and packaged hydraulic systems, is increasing, and is expected to continue to grow. Somewhat less than 50 per cent of the Canadian market for these products is satisfied from the production of approximately 15 Canadian companies serving "niche" market demands (e.g. cylinders and packaged systems for incorporation in forestry, road and agricultural machinery and equipment) with minimal export activities (\$15.4 million in 1986). Over 85 per cent of imported hydraulic power transmission equipment originates in the United States, and as a result the Canadian industry consists largely of distribution and warehouse/service facilities.

The potential opportunity for producing hydraulic power equipment in Canada is excellent, especially in the area of hydraulic pumps, motors and valves. Import levels for these products are high, and should Canadian production be established through business arrangements such as licencing of technology or joint ventures, the potential benefits to be obtained through increased Canadian production and export marketing would be vast.

This report was prepared by:

the Market Development Branch
in collaboration with the
Energy Equipment Division
Electrical and Energy Equipment Directorate
Surface Transportation and Machinery Branch

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION



PART A

HYDRAULIC CYLINDERS AND PARTS (96-87)



PART A: HYDRAULIC CYLINDERS AND PARTS

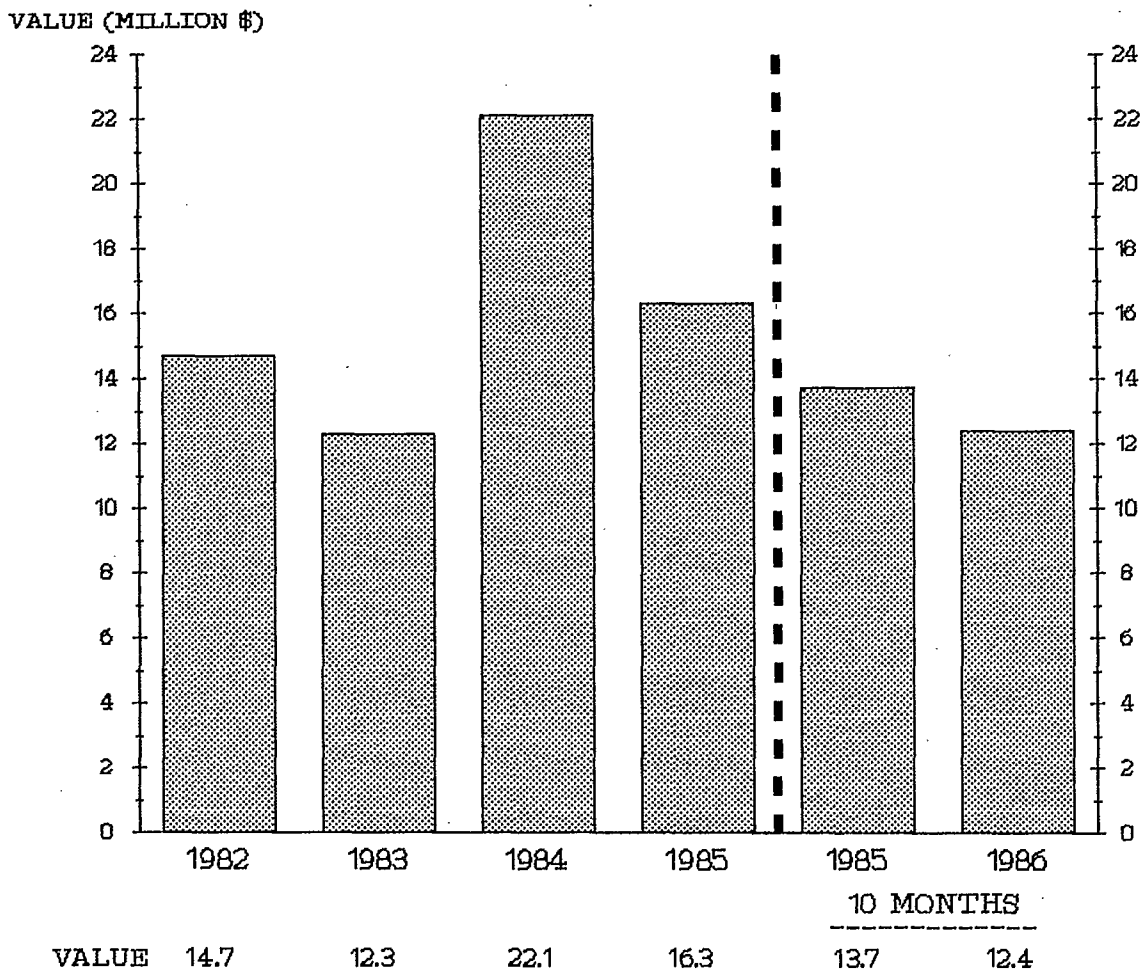
SCOPE

Import commodity codes analyzed in this segment of the report are summarized below according to the Canadian International Trade Classification (C.I.T.C.). All tables in this part, unless otherwise indicated, consist of data for the combined total of the following seven commodity codes.

| <u>C.I.T.C. CODE</u> | <u>DESCRIPTION</u> |
|--------------------------|---|
| 504-83-20 | CYLINDERS, HYDRAULIC, SINGLE ACTING |
| 504-83-30 | CYLINDERS, HYDRAULIC, DOUBLE ACTING |
| 504-83-40 | CYLINDERS, HYDRAULIC, ADJUSTABLE STROKE |
| 504-83-50 | CYLINDERS, HYDRAULIC, TELESCOPIC TYPE |
| 504-83-60 | CYLINDERS, HYDRAULIC, RAM TYPE |
| 504-83-88 | CYLINDERS, HYDRAULIC, PARTS OF |
| 504-83-90 | CYLINDERS, HYDRAULIC, NOT ELSEWHERE SPECIFIED |

PART A: HYDRAULIC CYLINDERS AND PARTS

IMPORT TRENDS: OVERVIEW



Between 1982 and 1985, the value of imports of hydraulic cylinders and parts fluctuated considerably. Imports declined from \$14.7 million in 1982, to \$12.3 million in 1983, a decrease of 17 per cent. However, there was a dramatic increase of 80 per cent between 1983 and 1984 to \$22.1 million in 1984, followed by a decline of 26 per cent to a total of \$16.3 million in 1985.

During the first 10 months of 1986, the value of imports of hydraulic cylinders and parts decreased by nine per cent when compared to the corresponding period of 1985. Imports for the period January to October 1986 totalled \$12.4 million.

PART A: HYDRAULIC CYLINDERS AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

| Foreign Country of Export | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate 1982-1985 % | Per Cent Change 1984-1985 | 10 Month Imports Jan. to Oct. 1985 | 1986 |
|---|--------|--------|--------|--------|---|---------------------------------|---|--------|
| UNITED STATES Value (\$000) | 13 922 | 11 391 | 19 521 | 14 787 | 2 | -24 | 12 390 | 11 447 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 215 | 29 | 1 558 | 593 | 40 | -62 | 536 | 110 |
| AUSTRIA Value (\$000) | 89 | 244 | 409 | 359 | 59 | -12 | 359 | 266 |
| TAIWAN Value (\$000) | 80 | 170 | 275 | 217 | 39 | -21 | 197 | 151 |
| PEOPLE'S REPUBLIC OF CHINA Value (\$000) | 0 | 148 | 72 | 99 | N/A | 38 | 0 | 0 |
| OTHER Value (\$000) | 414 | 268 | 236 | 208 | -21 | -12 | 178 | 418 |
| TOTAL Value (\$000) | 14 720 | 12 250 | 22 071 | 16 263 | 3 | -26 | 13 660 | 12 392 |

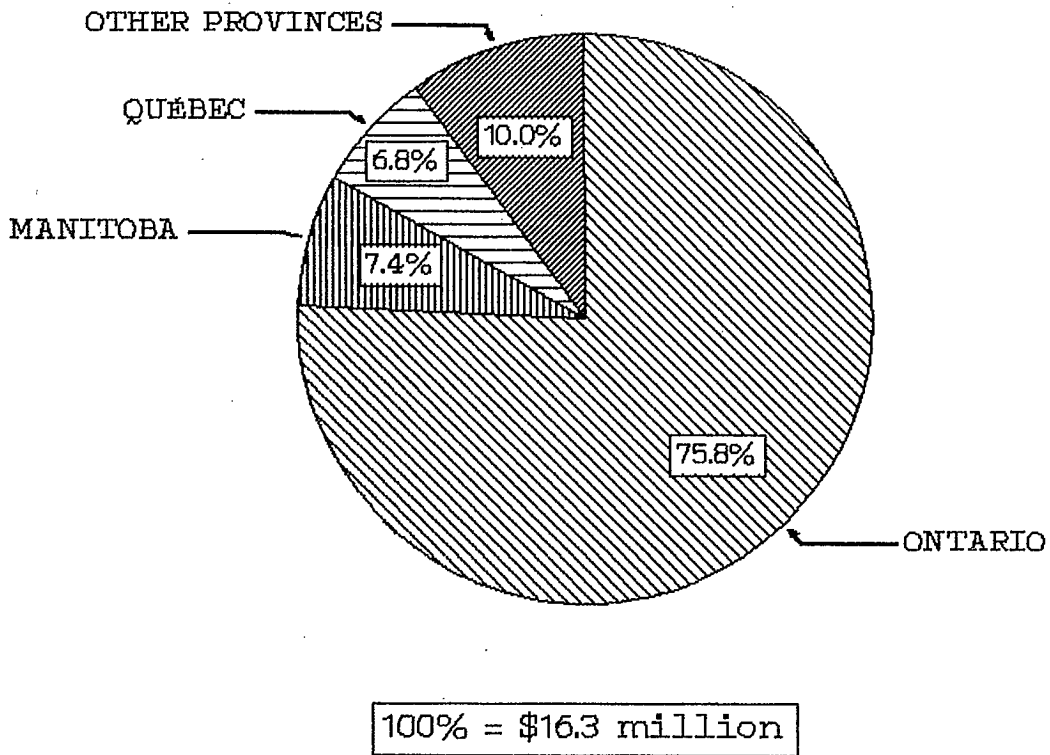
N/A - Not applicable

Between 1982 and 1985, the United States dominated the Canadian import market for hydraulic cylinders and parts. It accounted for at least 88 per cent of Canadian imports during each of the years under study. In 1985, the U.S.A. supplied \$14.8 million, or 91 per cent, of Canadian imports. The Federal Republic of Germany was the second-ranking exporter to Canada in 1985, with four per cent of the import market.

During the first 10 months of 1986, the U.S.A. continued to dominate the Canadian import market with \$11.4 million, or 92 per cent of the import total. Austria was second in rank with two per cent of the total.

PART A: HYDRAULIC CYLINDERS AND PARTS

VALUE OF IMPORTS BY PROVINCE OF CLEARANCE - 1985



The bulk of imports of hydraulic cylinders and parts entered Canada through Ontario. This province accounted for \$12.3 million, or 75.8 per cent of total imports. An additional \$1.2 million, or 7.4 per cent of imports, were cleared through Manitoba, followed by Québec with \$1.1 million, or 6.8 per cent of the total. The other provinces accounted for the remaining \$1.7 million, or 10.0 per cent of Canadian imports.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 22.

PART A: HYDRAULIC CYLINDERS AND PARTS

IMPORT TRENDS BY TYPE

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate | Major Country of Export | | 10 Month Imports | |
|-------------------------------|---|--------|--------|--------|--------|----------------------------------|----------------------------|----------------------|----------------------|--------|
| | | | | | | 1982-1985 % | 1985 Value (\$000) | Per Cent of Total | Jan. to Oct. 1985 | 1986 |
| 504-83-20 | Cylinders, Hydraulic, Single Acting Value (\$000) | 222 | 305 | 406 | 702 | 47 | United States 679 | 97 | 610 | 620 |
| 504-83-30 | Cylinders, Hydraulic, Double Acting Value (\$000) | 961 | 1 476 | 2 578 | 2 526 | 38 | United States 2 415 | 96 | 2 026 | 1 105 |
| 504-83-40 | Cylinders, Hydraulic, Adjustable Stroke Value (\$000) | 220 | 206 | 398 | 254 | 5 | United States 254 | 100 | 248 | 203 |
| 504-83-50 | Cylinders, Hydraulic, Telescopic Type Value (\$000) | 347 | 227 | 466 | 843 | 34 | United States 830 | 99 | 577 | 1 154 |
| 504-83-60 | Cylinders, Hydraulic, Ram Type Value (\$000) | 374 | 366 | 246 | 212 | -17 | United States 212 | 100 | 188 | 231 |
| 504-83-88 | Cylinders, Hydraulic, Parts of Value (\$000) | 5 930 | 4 802 | 4 886 | 5 750 | -1 | United States 5 411 | 94 | 4 950 | 4 446 |
| 504-83-90 | Cylinders, Hydraulic, Not Elsewhere Specified Value (\$000) | 6 667 | 4 868 | 13 093 | 5 975 | -4 | United States 4 986 | 83 | 5 061 | 4 633 |
| TOTAL | Value (\$000) | 14 721 | 12 250 | 22 073 | 16 262 | 3 | United States 14 787 | 92 | 13 660 | 12 392 |

Between 1982 and 1985, the largest import product category was hydraulic cylinders, not elsewhere specified (C.I.T.C. code 504-83-90). Imports classified to this residual category peaked at \$13.1 million in 1984. In 1985, they totalled \$6.0 million, or 37 per cent of the imports of all types of hydraulic cylinders and parts.

The second ranking product category was parts of hydraulic cylinders (C.I.T.C. code 504-83-88). In 1985, imports of these products totalled \$5.8 million, or 35 per cent of the imports of all types of hydraulic cylinders and parts.

In 1985, the United States was the principal exporter to Canada in all categories of imports, having at least 83 per cent of the Canadian import market for each product.

PART A: HYDRAULIC CYLINDERS AND PARTS

IMPORT MARKET CONCENTRATION - 1985

| | <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 20 Importers</u> | <u>Top 35 Importers</u> | <u>All Importers</u> |
|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|
| Value (\$000) | 5 806 | 8 330 | 11 024 | 12 752 | 16 263 |
| Per Cent of Total Value | 36 | 51 | 68 | 78 | 100 |

In 1985, the 10 major importers of hydraulic cylinders and parts accounted for \$8.3 million, or 51 per cent of the total import value. Eight of the top ten importers were manufacturers of a range of products (including farm machinery and equipment, hoists and industrial trucks), and the other two were wholesalers. Nine companies were located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 35 KNOWN IMPORTERS - 1985
(78% OF TOTAL IMPORT VALUE)

| | <u>MANUFACTURERS</u> | | <u>WHOLESALEERS(1)</u> | | <u>TOTAL</u> | |
|---------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|
| | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> |
| Ontario | 17 | 7 704 | 8 | 2 901 | 25 | 10 605 |
| Québec | 1 | 977* | 1 | 1 170* | 2 | 2 147* |
| Western Provinces | 5 | | 3 | | 8 | |
| Atlantic Provinces | - | - | - | - | - | - |
| TOTAL | 23 | 8 681 | 12 | 4 071 | 35 | 12 752 |
| Per Cent of 1985 total value | | 53 | | 25 | | 78 |

* Québec and Western Provinces aggregated to preserve confidentiality.

(1) Includes one retailer and a company engaged in oilfield exploration services.

In 1985, there were 316 known importers of hydraulic cylinders and parts. The top 35 importers accounted for \$12.8 million, or 78 per cent of the total import value. Twenty-three of these thirty-five major importers were manufacturers whose imports totalled \$8.7 million, or 53 per cent of the total. Five of these manufacturers produced farm machinery and equipment.

Ten of the top thirty-five importers were wholesalers whose imports accounted for \$3.7 million, or 22 per cent of total imports. Five of these companies were wholesalers of industrial machinery and equipment with 15 per cent of the import total.

PART A: HYDRAULIC CYLINDERS AND PARTS

CANADIAN PRODUCTION

There are approximately nine Canadian manufacturers of hydraulic cylinders and parts. Statistics Canada indicates that Canadian shipments of hydraulic cylinders were valued at \$44.2 million in 1984, the latest year for which data are available.

EXPORTS

Statistics Canada does not publish data on the export of hydraulic cylinders and parts. They are included in the class "Hydraulic power transmission equipment and parts, not elsewhere specified", exports of which totalled \$15.4 million in 1986.

PART A: HYDRAULIC CYLINDERS AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE

1985

| <u>Foreign Country Of Export</u> | <u>Canada</u> | <u>Nfld.</u> | <u>N.S.</u> | <u>P.E.I.</u> | <u>N.B.</u> | <u>Qué.</u> | <u>Ont.</u> | <u>Man.</u> | <u>Sask.</u> | <u>Alta.</u> | <u>B.C.</u> |
|---|---------------|--------------|-------------|---------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|
| UNITED STATES Value (\$000) | 14 787 | 1 | 20 | 2 | 14 | 1 044 | 11 307 | 881 | 547 | 492 | 478 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 593 | 0 | 0 | 0 | 0 | 0 | 564 | 4 | 0 | 5 | 19 |
| AUSTRIA Value (\$000) | 359 | 0 | 0 | 0 | 0 | 0 | 359 | 0 | 0 | 0 | 0 |
| TAIWAN Value (\$000) | 217 | 0 | 0 | 0 | 0 | 0 | 0 | 213 | 4 | 0 | 0 |
| PEOPLE'S REPUBLIC OF CHINA Value (\$000) | 99 | 0 | 0 | 0 | 0 | 0 | 0 | 99 | 0 | 0 | 0 |
| OTHER Value (\$000) | 208 | 0 | 5 | 0 | 0 | 68 | 90 | 0 | 0 | 1 | 44 |
| TOTAL Value (\$000) | 16 263 | 1 | 25 | 2 | 14 | 1 112 | 12 320 | 1 197 | 551 | 498 | 541 |

PART A: HYDRAULIC CYLINDERS AND PARTS

CANADIAN TARIFFS

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | | |
|-------------|--|--------------------------------|-------------------------------|-------------------------------|------------------|-------------------------------|--------------------|--|
| | | | British Preferential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Preferential Tariff % | U.K. and Ireland % | |
| 42700-01 | Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 56 | 2.5 | 10.7 | 35 | 2.5 | 9.2 | |
| | January 1, 1986 | | 2.5 | 9.9 | 35 | 2.5 | 9.2 | |
| | January 1, 1987 | | 2.5 | 9.2 | 35 | 2.5 | 9.2 | |
| 44200-01 | Articles and materials which enter into the cost of manufacture of the goods enumerated in tariff items 40900-01, 40902-01, 40904-01, 40906-01, 40908-01, 40910-01, 40912-01, 40914-01, 40916-01, 40918-01, 40919-01, 40920-01, 40922-01, 40924-01, 40926-01, 40928-01, 40930-01, 40932-01, 40934-01, 40936-01, 40938-01, 40940-01, 40942-01, 40944-01, 40948-01, 40950-01, 40956-01, 42723-01, 43915-01 and 61810-01, when imported for use in the manufacture of the goods enumerated in the aforesaid tariff items, or in the manufacture of parts thereof, under such regulations as the Minister may prescribe: | | | | | | | |
| | January 1, 1985 | 22 | Free | Free | Free | Free | Free | |
| | January 1, 1986 | | Free | Free | Free | Free | Free | |

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, Federal Republic of Germany, Austria, Taiwan

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: People's Republic of China

* NOTE: In order to qualify for the General System of Preference tariff treatment, a special certificate of origin is required.

ENQUIRIES CONCERNING 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) 954-6886

PART A: HYDRAULIC CYLINDERS AND PARTS

CANADIAN IMPORTERS

Importers of hydraulic cylinders and parts during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|---------------------|---|---------------------|
| 281586 Alberta Ltd. | Edmonton, Alta. | Cambrian Equipment Sales Ltd. | Winnipeg, Man. |
| A R Thomson Ltd. | Delta, B.C. | Canada Tractor Limited | Concord, Ont. |
| AMI Steego, A Division of McKerlie-Millen Inc. | Cooksville, Ont. | Canadian Co-operative Implement Ltd. | Winnipeg, Man. |
| ATS Automation Tooling Systems Inc. | Kitchener, Ont. | Canadian Fracmaster Ltd. | Calgary, Alta. |
| Accurate Mould Company Ltd. | Rexdale, Ont. | Canadian Liquid Air Ltd. | Montréal, Qué. |
| Acklands Limited | Winnipeg, Man. | Canfab Strathroy Ltd. | Strathroy, Ont. |
| Advanced Dynamics Corp. Ltd. | St-Bruno, Qué. | Canvil Ltd. | Simcoe, Ont. |
| Aeroquip (Canada) Ltd. | Toronto, Ont. | Capital Disposal Equipment Inc. | Rexdale, Ont. |
| Air Brake Repairs (1962) Ltd. | Vancouver, B.C. | Carr-Tech Services Ltd. | Scarborough, Ont. |
| Air Canada | Winnipeg, Man. | Carter Controls Canada Ltd. | Windsor, Ont. |
| Akhurst Machinery Ltd. | Vancouver, B.C. | Caterpillar of Canada Ltd. | Mississauga, Ont. |
| Allied Tools Ltd. | Edmonton, Alta. | Century Sales & Service Ltd. | Edmonton, Alta. |
| Amesco (1967) Ltd. | Winnipeg, Man. | Chapman Industries Ltd. | Delta, B.C. |
| Ammco Industrial Equipment Ltd. | Rexdale, Ont. | Checker Industrial Rubber & Tire Limited | Windsor, Ont. |
| Amoco Fabrics & Fibers Ltd. | Hawkesbury, Ont. | Chicago Rawhide Products Canada Limited | Brantford, Ont. |
| Apex Industries Ltd. | Moncton, N.B. | Clark Equipment of Canada Ltd. | St. Thomas, Ont. |
| Armstrong Beverly Inc. | Mississauga, Ont. | Clay-Mill Enterprises Limited | Windsor, Ont. |
| Arnes Welding Ltd. | Winnipeg, Man. | Coast Industrial Supply Ltd. | Surrey, B.C. |
| Aro Canada Inc. | Rexdale, Ont. | Coca-Cola Ltd. | Toronto, Ont. |
| Asamera Inc. | Calgary, Alta. | Cole Motion Incorporated | Windsor, Ont. |
| Aviation Electric Ltd., Rousseau Controls Division | St-Laurent, Qué. | Columbia Remtec Inc. | Burnaby, B.C. |
| B B C Brown Boveri Canada Inc. | Pointe-Claire, Qué. | Columbia Trailer Company Ltd. | Hillsboro, OR, USA* |
| Bakermet Inc. | Ottawa, Ont. | Concast Inc. | New York, N Y, USA* |
| Basic Hydraulics & Industrial Equipment Ltd. | Welland, Ont. | Control Valve Equipment Inc. | Brossard, Qué. |
| Bend All Tools & Machines Ltd. | Ayr, Ont. | Corrosion Service Co. Ltd. | Downsview, Ont. |
| Bennett & Emmott Limited | Edmonton, Alta. | Cosgrove Equipment Ltd. | Brandon, Man. |
| Black Gold Oil & Gas Ltd. | Calgary, Alta. | Cowper Inc. | Lachine, Qué. |
| Blackwood Hodge Equipment Ltd. Ontario Division | Weston, Ont. | Craigs Machine Shop Ltd. | Hartland, N.B. |
| Bond-Collins Ltd. | Hamilton, Ont. | Curtis Hoover Ltd. | Edmonton, Alta. |
| Bow Valley Offshore Drilling Ltd. | Halifax, N.S. | D Donnelly Inc. | St-Laurent, Qué. |
| Bradbury Company O/B 455715 Ontario Limited | Scarborough, Ont. | Danco Equipment Ltd. | Calgary, Alta. |
| Brampton Engineering Co. Ltd. | Kitchener, Ont. | Davidson Rubber Co. Limited | Port Hope, Ont. |
| Bucyrus-Erie Company of Canada Ltd. | Richmond, B.C. | Degelman Industries Ltd. | Regina, Sask. |
| Budd Canada Inc. | Kitchener, Ont. | Delta Hydraulic Power Ltd. | Richmond, B.C. |
| Calgary Hose Headquarters Limited | Calgary, Alta. | Dofasco Inc. | Hamilton, Ont. |
| | | Dome Petroleum Ltd. | Calgary, Alta. |
| | | Donn Canada Limited | Oakville, Ont. |
| | | Dover Corporation Canada Ltd., Industrial Division | Scarborough, Ont. |

PART A: HYDRAULIC CYLINDERS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-----------------------|---|------------------------------|
| Dresser Canada Inc., Construction Equipment Div. | Candiac, Qué. | Hallite Minns Ltd. | Rexdale, Ont. |
| Dycon Ltd. | Mississauga, Ont. | Hanson Inc. | Toronto, Ont. |
| E G & G Sealol Canada, Div. of E G & G Canada Ltd. | Dorval, Qué. | Hayes-Dana Inc. | Thorold, Ont. |
| Eagle Precision Tool Ltd. | Brantford, Ont. | Headhunters Diesel Ltd. | Edmonton, Alta. |
| Ebco Industries Ltd. | Richmond, B.C. | Higginson Equipment Sales Ltd. | Burlington, Ont. |
| Engineered Metal Products Co. (Canada) Ltd. | Whitby, Ont. | Hugdahl Trading Ltd. | Vancouver, B.C. |
| Engineered Oil Controls Ltd., Div. of Bralorne Resources Ltd. | Edmonton, Alta. | Hussey Seating Co. (Canada) Ltd. | Toronto, Ont. |
| Equifab Inc. | Boucherville, Qué. | Hydratech Ltd. | Washago, Ont. |
| Équipement Labrie Ltée | Beaumont, Qué. | Hydraulic Service & Equipment Company Ltd. | Vancouver, B.C. |
| Équipement E T S Inc. | Montréal, Qué. | Hydraulic Systems Limited | Dartmouth, N.S. |
| Eric Kingston Sales Ltd. | Toronto, Ont. | Hyseco Fluid Systems Ltd. | Vancouver, B.C. |
| Euclid Canada Limited | Guelph, Ont. | I T T Industries of Canada Ltd., Grinnell Div. | Toronto, Ont. |
| Eurocan Pulp and Paper Co. | Kitimat, B.C. | Independent Industrial Sup. Ltd. | Prince George, B.C. |
| F Jos Lamb Company Ltd. | Windsor, Ont. | Indequip Sales Ltd. | Regina, Sask. |
| F P Bourgault Industries Ltd. | St-Brieux, Sask. | Industrial Equipment Company Ltd. | Delta, B.C. |
| F W Cayley Ltd | Brampton, Ont. | International Harvester Canada Limited | Hamilton, Ont. |
| Fastening House Limited | Mississauga, Ont. | Ivaco Rolling Mills, Division of Ivaco Ltd. | L'Orignal, Ont. |
| Fathom Oceanology Ltd. | Mississauga, Ont. | J I Case Company Inc. | Hamilton, Ont. |
| Fer-Marc Equipment Ltd. | Regina, Sask. | J N Fauver (Canada) Ltd. | Madison Heights, MI, USA* |
| Firestone Steel Products of Canada Ltd. | London, Ont. | John Deere Ltd. | Grimsby, Ont. |
| Fleck Bros. Limited | Burnaby, B.C. | John Spotton Company Ltd. | Mississauga, Ont. |
| Flexi-Coil Ltd. | Linden, Alta. | John Zubick Limited | London, Ont. |
| Flo Draulic Controls Ltd. | Ajax, Ont. | Kalium Chemicals PPG Canada Inc. | Regina, Sask. |
| Fluid Pack International Ltd. | London, Ont. | Kamyrr Installations Inc. | Glens Falls, N Y, USA* |
| Forano Inc. | Plessisville, Qué | Kenting Oilfield Services Ltd. | Leduc, Alta. |
| Ford-Smith Machine Company Ltd. | Fruitland, Ont. | Kenwood Investments Ltd. | Richmond, B.C. |
| Franklin Supply Company Ltd. | Calgary, Alta. | Kimberley-Clark of Canada Ltd. | Toronto, Ont. |
| Fruehauf Canada Inc. | Mississauga, Ont. | King Truck Engineering Canada Limited | London, Ont. |
| G & F Hydraulic Body Fabricating Ltd. | Beamsville, Ont. | Komatsu Canada Ltd. | Mississauga, Ont. |
| Garlock of Canada Ltd. | Toronto, Ont. | Kone Inc. (Canada) | Laval, Qué. |
| General Motors of Canada Ltd. | Oshawa, Ont. | Kongskilde Limited | Exeter, Ont. |
| Geo T White Company Limited | Windsor, Ont. | L Knight & Co. Ltd. | Langley, B.C. |
| George A Minns Ltd. | Burnaby, B.C. | L O F Glass of Canada Ltd. | Collingwood, Ont. |
| Giles Tool Agencies Ltd. | Scarborough, Ont. | La Cie Price Ltée & Cies Subsidiaries | Québec, Qué. |
| Great Lakes Forest Products Ltd. | Thunder Bay, Ont. | Lake Ontario Steel Co. Ltd. | Whitby, Ont. |
| Greif Containers Inc. | Niagara Falls, Ont. | Lakehead Diesel & Hydraulics Ltd. | Thunder Bay, Ont. |
| Gudmundson Farm Equipment Ltd. | Lundar, Man. | Lear Siegler Industries Ltd., Peerless Page Division | Penticton, B.C. |
| Gunnar Wood Products Ltd. | Calgary, Alta. | | |
| H & K Manufacturing Ltd.. | Cobourg, Ont. | | |
| H & L Ventures Ltd. | Dauphin, Man. | | |
| Hall & Stavert Ltd. | Charlottetown, P.E.I. | | |

PART A: HYDRAULIC CYLINDERS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|----------------------|--|------------------------------------|
| Lennox Welding & Supply Ltd. | Edmonton, Alta. | Nordic Steel Products Ltd. | Mississauga, Ont. |
| Leons Mfg. Co. Ltd. | Yorkton, Sask. | Northline Well Servicing Ltd. | Calgary, Alta. |
| Les Équipements Hydrauliques Marcel Bernard Ltée | Pont-Viau, Qué. | Northwood Pulp & Timber Ltd. | Prince George, B.C. |
| Les Équipements Ind. M Lift Inc. | Montréal, Qué. | O & K Orenstein & Koppel Canada Ltd. | Dundas, Ont. |
| Les Industries Fournier Inc. | Black Lake, Qué. | Oliver Industrial Supply Ltd. | Lethbridge, Alta. |
| Les Industries G L M Inc. | Baie Comeau, Qué. | P S I Fluid Power Ltd. | Calgary, Alta. |
| Les Industries Gomar Inc. | Duburger, Qué. | Paccar du Canada Ltée | Ste-Thérèse, Qué. |
| Les Joints Étanches R B Inc. | St-Laurent, Qué. | Paling Incorporated | Hamilton, Ont. |
| Lessard Machineries Inc. | St-Wenceslas, Qué. | Paragon Tools Co., Op. by North American Plastics Co. Ltd. | Windsor, Ont. |
| Levy Auto Parts Co. | Toronto, Ont. | Parker-Hannifin (Can) Ltd. | Owen Sound, Ont. |
| Lucas Industries Canada Ltd. | Richmond Hill, Ont. | Pavesi International Limited | Burlington, Ont. |
| M & M Welding & Supply Ltd. | Edmonton, Alta. | Peacock Brothers Ltd. | Lasalle, Qué. |
| M N R Seals & Sales Ltd. | Mississauga, Ont. | Pebra Inc. | Kitchener, Ont. |
| Macdon Industries Ltd. | Winnipeg, Man. | Pitman Manufacturing Company Inc. | Markham, Ont. |
| Machiner Canada, Div. of Turret Lathe Services Ltd. | Rexdale, Ont. | Planon Systems Incorporated | Mississauga, Ont. |
| Macmore Industries (1981) Ltd. | Winnipeg, Man. | Pneumatic & Hydraulic Company Ltd. | Laval, Qué. |
| Magnéto Hydraulique & Pneumatique Inc. | Boucherville, Qué. | Pole-Lite Limited | St-Philippe-De- Laprairie, Qué. |
| Mailhot Hydraulique Inc. | St-Jacques, Qué. | Potash Corp. of Sask. Mining Ltd. | Rocanville, Sask. |
| Malcan Industries Ltd. | Rexdale, Ont. | Power Press & Equipment Company Ltd. | Winnipeg, Man. |
| Manfor Ltd., Pulp & Paper Div. | The Pas, Man. | Prairie Equipment Limited | Montréal, Qué. |
| Maple Roll Leaf Co. Ltd. | Windsor, Ont. | Precision Rubber Products Canada Ltd. | Winnipeg, Man. |
| Marmac Hydraulics Ltd. | Scarborough, Ont. | Prelude Manufacturing Ltd. | Orillia, Ont. |
| Massey-Ferguson Industries Ltd. | Brantford, Ont. | Press-Shop Automation & Equipment Ltd. | Windsor, Ont. |
| Maxair Fluid Power Ltd. | Kitchener, Ont. | Prévost Car Incorporé | Cambridge, Ont. |
| McCann Equipment Ltd. | Dorval, Qué. | Price & Markle Industrial Supply Ltd. | Ste-Claire, Qué. |
| Mesam Ltd. | Markham, Ont. | Princess Auto & Machinery Ltd. | Vernon, B.C. |
| Midland Manufacturing Ltd. | Rosenort, Man. | Pritchard Engineering Company Ltd. | Winnipeg, Man. |
| Midwest Hydraulics Inc. | Saskatoon, Sask. | Pro-Eco Ltd. | Winnipeg, Man. |
| Miller Fluid Power Canada Ltd. | Mississauga, Ont. | Producto Die Makers Supplies Ltd. | Cooksville, Ont. |
| Monarch Industries Limited | Winnipeg, Man. | Professional Machine & Tool Co. Ltd. | Downsview, Ont. |
| Monsum Hydraulics Ltd. | Toronto, Ont. | Progress Precision Inc. | Scarborough, Ont. |
| Morris Rod Weeder Company Ltd. | Yorkton, Sask. | Prowler Industries of Ont. Ltd. | Mississauga, Ont. |
| Mountain Rig & Equipment Ltd. | Edmonton, Alta. | R Angus Alberta Ltd. | Lindsay, Ont. |
| Mueller Limited | St-Jérôme, Qué. | | Edmonton, Alta. |
| N L Rucker Products Ltd. | Richmond, B.C. | | |
| National Auto Radiator Manufacturing Co. Ltd. | Windsor, Ont. | | |
| National Hydraulics Co. Limited | Concord, Ont. | | |
| Newcor Canada Ltd. | Windsor, Ont. | | |
| Newfound Trading Ltd. | Dartmouth, N.S. | | |
| Newman Hattersley Ltd. | Mississauga, Ont. | | |
| Niagara Fluid Power, Div. of H B Fluid Power Service Ltd. | St. Catharines, Ont. | | |
| Nord-Sen Metal Industries Ltd. | Winnipeg, Man. | | |

PART A: HYDRAULIC CYLINDERS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-------------------------|---|---------------------------|
| R J Cyr Co. Inc. | Maidstone, Ont. | Tempo Truck & Trailer Ltd. | Kitchener, Ont. |
| R Reininger & Son Ltd. | Newmarket, Ont. | Teris Hydraulics Ltd. | Nisku, Alta. |
| Ram Industries Ltd. | Yorkton, Sask. | Terminal Sawmills Ltd. | Richmond, B.C. |
| Resistance Welding Products Ltd. | Blenheim, Ont. | The Algoma Steel Corp. Ltd. | Sault Ste. Marie, Ont. |
| Rideout Tool & Supply Ltd. | St. John's, Nfld. | | |
| Rock-O-Matic Industries Inc. | Vonda, Sask. | The Richler Industries | Montréal, Qué. |
| Rubberline Products Ltd. | Kitchener, Ont. | The Valiant Machine & Tool Inc. | Windsor, Ont. |
| S Madill Limited | Nanaimo, B.C. | Tools Division of I T L Industries Ltd. | Windsor, Ont. |
| S E R Hydraulics Ltd. | Lively, Ont. | Toprings Ltée | Granby, Qué. |
| S M E D Manufacturing Inc. | Calgary, Alta. | Trail-Rite Flatdecks Ltd. | Tisdale, Sask. |
| S W Hooper & Company Ltd. | Sherbrooke, Qué. | Tri-Star Industries Limited | Yarmouth, N.S. |
| SMT-Pullmax (Canada) Ltd. | Oakville, Ont. | Tridel Equipment Ltd. | Richmond, B.C. |
| Salga Associates & Co. Ltd. | Rexdale, Ont. | Uniroyal Ltd. | Kitchener, Ont. |
| Sandco Automotive Ltd. | Hamilton, Ont. | | |
| Saskatchewan Power Corporation | Regina, Sask. | Universal Handling Equipment Co. Ltd. | Hamilton, Ont. |
| Schrader-Bellows (Canada) Inc. | Toronto, Ont. | Vestshell Inc. | Montréal, Qué. |
| Schwing Canada Inc. | Woodbridge, Ont. | Viceroy Fluid Power, A Div. of Baxter Technologies Corp. | Toronto, Ont. |
| Seals Unlimited (1976) Inc. | Port Credit, Ont. | Volvo (Canada) Limited, Manufacturing Division | Halifax, N.S. |
| Sellick Equipment Limited | Harrow, Ont. | W J Deacon Ltd. | Woodbridge, Ont. |
| Skanks Engineering & Machinery Ltd. | Vancouver, B.C. | Wainbee Ltd. | Rexdale, Ont. |
| Smith Press Automation Limited | Burlington, Ont. | Wajax (Western), Div. of Wajax Equipment Ltd. | Coquitlam, B.C. |
| Southeastern Commonwealth Drilling Ltd. | Halifax, N.S. | Weld-Loc Systems of Canada Limited | Cobourg, Ont. |
| Spartec Industrial Equipment Inc. | Burlington, Ont. | Wheels Brakes & Equipment Ltd. | Hamilton, Ont. |
| Sperry Inc., Sperry New Holland Division | New Holland, PA, USA* | White Farm Manufacturing Canada Limited | Brantford, Ont. |
| St. Denis & Sons Ltd. | Oldcastle, Ont. | Williams & Wilson Limited | Montréal, Qué. |
| Stelco Inc. | Hamilton, Ont. | Windsor Factory Supply Ltd. | Windsor, Ont. |
| Stora Forest Industries | Port Hawkesbury, N.S. | Windsor Mold Inc. | Windsor, Ont. |
| Stratoflex of Canada Ltd. | Fort Worth, TX, USA* | Wittke Iron Works Co. Ltd. | Medicine Hat, Alta. |
| Sumner Tire & Automotive Ltd. | Moncton, N.B. | Woodbridge Moulded Prod. Ltd. | Downsview, Ont. |
| Super Générateur Inc. | Ville-Lemoyne, Qué. | York Hydraulics Ltd. | Rexdale, Ont. |
| Teal Manufacturing Ltd. | Windsor, Ont. | Zalev Brothers Ltd. | Windsor, Ont. |
| Teledyne Precision Ltd. | Cincinnati, OH, USA* | Zeton Technologies Corporation | Burlington, Ont. |
| Templeton, Kenly & Co. | Broadview, IL, USA* | | |

* Non-resident importer



PART B

HYDRAULIC MOTORS (97-87)



PART B: HYDRAULIC MOTORS

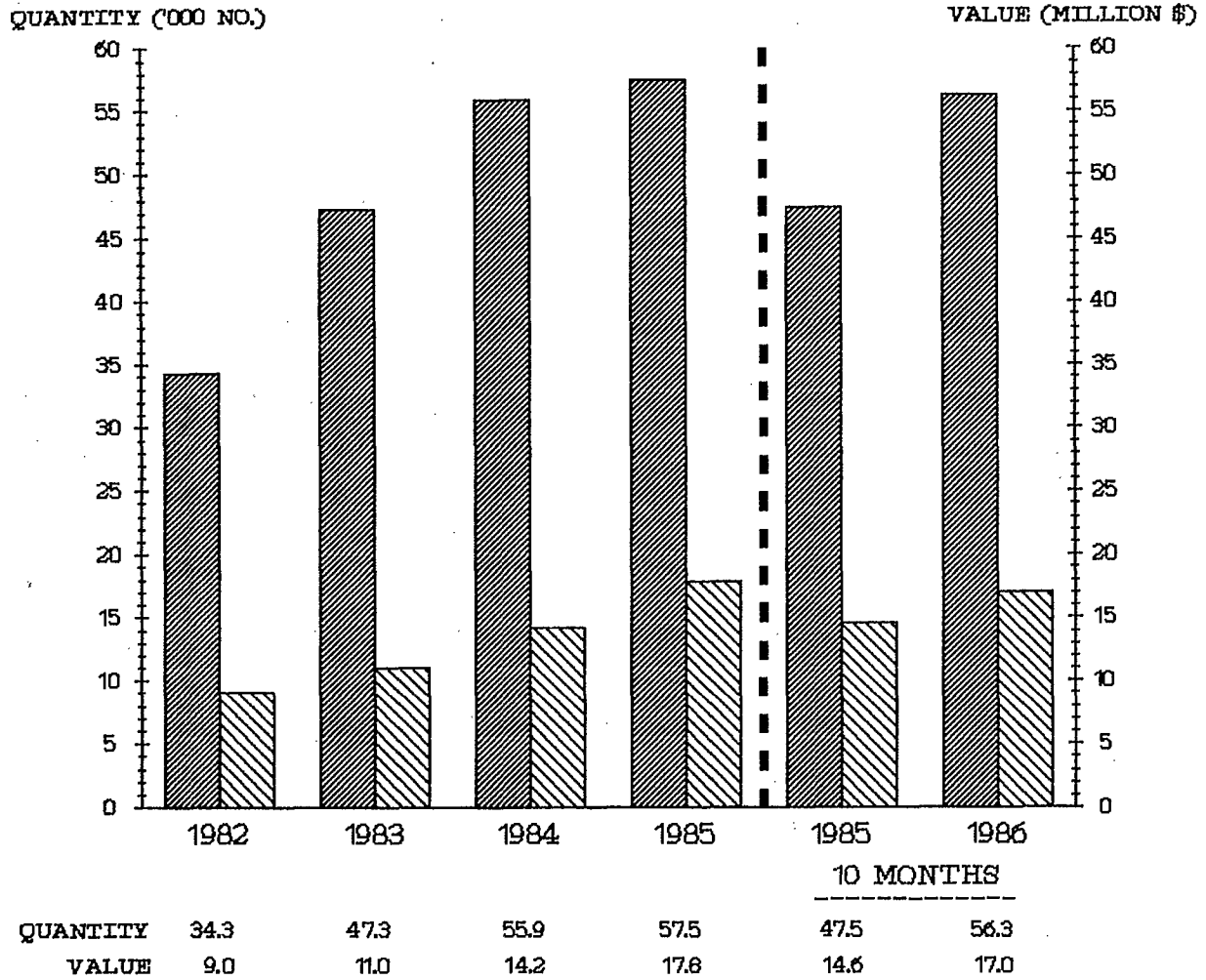
SCOPE

Import commodity codes analyzed in this segment of the report are summarized below according to the Canadian International Trade Classification (C.I.T.C.). All tables in this part, unless otherwise indicated, consist of data for the combined total of the following five commodity codes.

| <u>C.I.T.C.</u> <u>CODE</u> | <u>DESCRIPTION</u> |
|--------------------------------|---|
| 502-99-40 | MOTORS, HYDRAULIC, RADIAL PISTON, GENERAL PURPOSE |
| 502-99-44 | MOTORS, HYDRAULIC, AXIAL PISTON, GENERAL PURPOSE |
| 502-99-45 | MOTORS, HYDRAULIC, GEAR TYPE, GENERAL PURPOSE |
| 502-99-46 | MOTORS, HYDRAULIC, GYRATOR TYPE, GENERAL PURPOSE |
| 502-99-49 | MOTORS, HYDRAULIC, GENERAL PURPOSE, NOT ELSEWHERE SPECIFIED |

PART B: HYDRAULIC MOTORS

IMPORT TRENDS: OVERVIEW



Between 1982 and 1985, the value of imports of hydraulic motors increased steadily at an average annual rate of 26 per cent. The total value of imports increased from \$9.0 million in 1982, to \$17.8 million in 1985. During the first 10 months of 1986, import value increased by 16 per cent when compared to the first 10 months of 1985, reaching a total of \$17.0 million for the period January to October 1986.

During the period under study, the quantity of imports also increased steadily from 34 thousand units in 1982 to 58 thousand units in 1985, an average annual rate of increase of 19 per cent. During the first 10 months of 1986, 56 thousand hydraulic motors were imported into Canada, an increase of 19 per cent over the corresponding period of 1985.

PART B: HYDRAULIC MOTORS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

| Foreign Country of Export | 1982 | 1983 | 1984 | 1985 | Unit Price 1985 \$ | Average | Per Cent Change 1984-1985 | 10 Month Imports Jan. to Oct. | |
|--|--------|--------|--------|--------|-----------------------------|--|---------------------------------|-------------------------------------|--------|
| | | | | | | Annual Growth Rate 1982-1985 % | | 1985 | 1986 |
| UNITED STATES | | | | | | | | | |
| Quantity (No.) | 32 787 | 46 150 | 54 126 | 55 188 | | 19 | 2 | 45 506 | 52 744 |
| Value (\$000) | 6 315 | 8 798 | 11 832 | 14 469 | 262 | 32 | 22 | 12 041 | 12 595 |
| UNITED KINGDOM | | | | | | | | | |
| Quantity (No.) | 667 | 419 | 523 | 1 149 | | 20 | 120 | 976 | 689 |
| Value (\$000) | 1 163 | 860 | 980 | 1 395 | 1 214 | 6 | 42 | 1 112 | 1 418 |
| SWEDEN | | | | | | | | | |
| Quantity (No.) | 152 | 107 | 118 | 111 | | -10 | -6 | 91 | 151 |
| Value (\$000) | 665 | 625 | 572 | 716 | 6 450 | 2 | 25 | 548 | 1 195 |
| ITALY | | | | | | | | | |
| Quantity (No.) | 355 | 403 | 625 | 431 | | 7 | -31 | 398 | 314 |
| Value (\$000) | 210 | 203 | 278 | 314 | 729 | 14 | 13 | 284 | 292 |
| FEDERAL REPUBLIC OF GERMANY | | | | | | | | | |
| Quantity (No.) | 78 | 44 | 334 | 115 | | 14 | -66 | 91 | 1 324 |
| Value (\$000) | 90 | 141 | 297 | 273 | 2 374 | 45 | -8 | 159 | 1 129 |
| OTHER | | | | | | | | | |
| Quantity (No.) | 230 | 220 | 144 | 555 | | 34 | 285 | 390 | 1 054 |
| Value (\$000) | 515 | 354 | 228 | 585 | 1 054 | 4 | 157 | 436 | 331 |
| TOTAL | | | | | | | | | |
| Quantity (No.) | 34 269 | 47 343 | 55 870 | 57 549 | | 19 | 3 | 47 452 | 56 276 |
| Value (\$000) | 8 958 | 10 981 | 14 187 | 17 752 | | 26 | 25 | 14 580 | 16 960 |
| UNIT PRICE(\$) | 261 | 232 | 254 | 308 | | | | | |

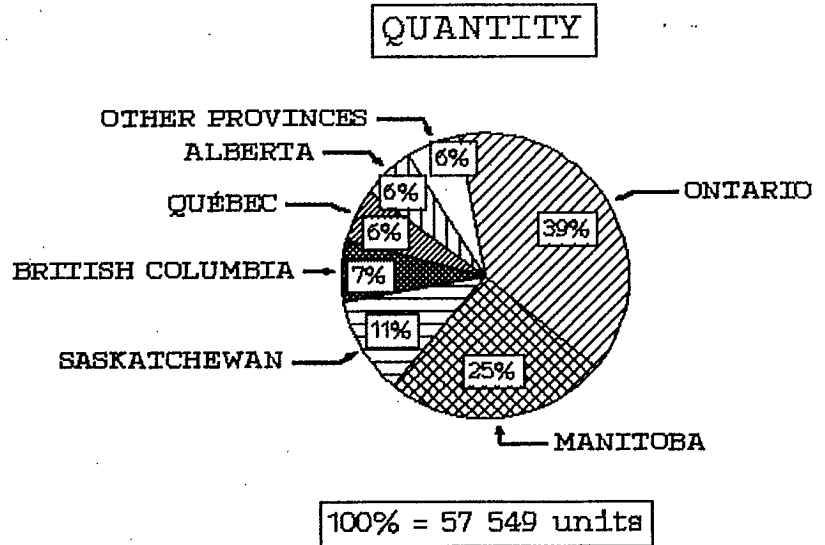
The United States was the leading exporter to Canada of hydraulic motors. Throughout the period, it accounted for at least 71 per cent of the value and 96 per cent of the quantity of Canadian imports. In 1985, United States' exports to Canada totalled \$14.5 million, followed by the United Kingdom with \$1.4 million. During the first 10 months of 1986, 74 per cent of the value of imports originated in the United States.

During the four-year period, the average unit price of hydraulic motors increased from \$261 per unit in 1982, to \$308 per unit in 1985. In 1985, unit prices ranged from \$262 per unit for imports from the U.S., to \$6 450 for those from Sweden. The fluctuation was due to the heterogeneity of the products in this group.

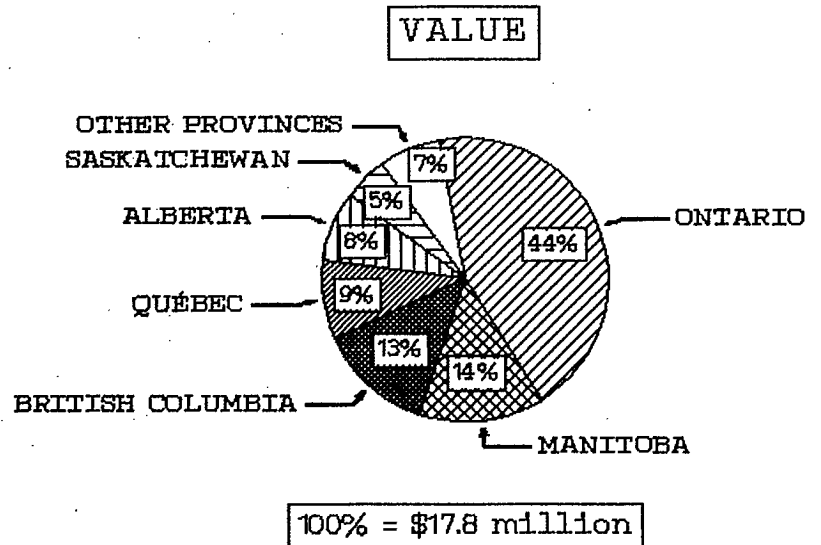
PART B: HYDRAULIC MOTORS

IMPORTS BY PROVINCE OF CLEARANCE - 1985

In 1985, Ontario accounted for 22 500 units, or 39 per cent of Canadian imports of hydraulic motors. An additional 14 600 units, or 25 per cent of imports, entered Canada through Manitoba, followed by Saskatchewan with 6 600 units, or 11 per cent of the import total. The remaining 25 per cent of Canadian imports was accounted for by the other provinces.



By value, the imports cleared through Ontario accounted for \$7.7 million, or 44 per cent of the total. Manitoba was the next ranking province of clearance, with \$2.6 million, or 14 per cent of the import total, followed by British Columbia with \$2.2 million, or 13 per cent of Canadian imports. The remaining 29 per cent of imports entered Canada through the other provinces.



NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 38.

PART B: HYDRAULIC MOTORS

IMPORT TRENDS BY TYPE

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate 1982-1985 % | Major Country of Export | | 10 Month Imports | |
|-------------------------------|---|--------|--------|--------|--------|--|----------------------------|----------------------|----------------------|--------|
| | | | | | | | 1985 Value (\$000) | Per Cent of Total | Jan. to Oct. 1985 | 1986 |
| 502-99-40 | Motors, Hydraulic, Radial Piston, General Purpose | | | | | | United States | | | |
| | Quantity (No.) | 1 086 | 4 680 | 1 369 | 1 864 | 20 | | | 1 745 | 2 145 |
| | Value (\$000) | 431 | 934 | 686 | 989 | 32 | 592 | 60 | 893 | 1 709 |
| 502-99-44 | Motors, Hydraulic, Axial Piston, General Purpose | | | | | | United States | | | |
| | Quantity (No.) | 469 | 3 197 | 1 030 | 2 597 | 77 | | | 1 955 | 1 961 |
| | Value (\$000) | 294 | 422 | 936 | 2 298 | 98 | 1 246 | 54 | 1 821 | 1 546 |
| 502-99-45 | Motors, Hydraulic, Gear Type, General Purpose | | | | | | United States | | | |
| | Quantity (No.) | 5 264 | 12 625 | 15 347 | 9 788 | 23 | | | 8 041 | 8 926 |
| | Value (\$000) | 1 442 | 1 553 | 2 395 | 2 542 | 21 | 1 819 | 72 | 1 863 | 2 692 |
| 502-99-46 | Motors, Hydraulic, Gyrator Type, General Purpose | | | | | | United States | | | |
| | Quantity (No.) | 4 275 | 2 706 | 2 023 | 1 997 | -22 | | | 1 454 | 3 270 |
| | Value (\$000) | 720 | 517 | 470 | 504 | -11 | 496 | 98 | 308 | 1 161 |
| 502-99-49 | Motors, Hydraulic, General Purpose, Not Elsewhere Specified | | | | | | United States | | | |
| | Quantity (No.) | 23 175 | 24 135 | 36 101 | 41 303 | 21 | | | 34 257 | 39 973 |
| | Value (\$000) | 6 071 | 7 555 | 9 700 | 11 419 | 23 | 10 316 | 90 | 9 695 | 9 852 |
| | | | | | | | United States | | | |
| TOTAL | Quantity (No.) | 34 269 | 47 343 | 55 870 | 57 549 | 19 | | | 47 452 | 56 276 |
| | Value (\$000) | 8 958 | 10 981 | 14 187 | 17 752 | 26 | 14 469 | 82 | 14 580 | 16 960 |

The largest import product category between 1982 and 1985 was general purpose hydraulic motors, not elsewhere specified (C.I.T.C. code 502-99-49). In 1985, imports classified to this residual category totalled 41 thousand units, or 72 per cent of the imports of all types of hydraulic motors. In the same year, this product category accounted for \$11.4 million, or 64 per cent of the total import value. While the quantities and values for other product categories have fluctuated, imports for this product category have steadily increased.

In 1985, the United States was the principal country of export to Canada in all product categories, accounting for at least 54 per cent of the total import value for each product.

PART B: HYDRAULIC MOTORS

IMPORT MARKET CONCENTRATION - 1985

| | <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 20 Importers</u> | <u>Top 40 Importers</u> | <u>All Importers</u> |
|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|
| Value (\$000) | 5 895 | 8 844 | 11 382 | 13 925 | 17 752 |
| Per Cent of Total Value | 33 | 50 | 64 | 78 | 100 |

In 1985, the 10 major importers of hydraulic motors accounted for \$8.8 million, or 50 per cent of the total import value. Seven of the top 10 importers were manufacturers. Four of the top 10 importers were located in Ontario, three in the Western Provinces, and two in Québec.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 40 KNOWN IMPORTERS - 1985
(78% OF TOTAL IMPORT VALUE)

| | <u>MANUFACTURERS</u> | | <u>WHOLESALEERS</u> | | <u>OTHER(1)</u> | | <u>TOTAL</u> | |
|--------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|
| | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> |
| Ontario | 8 | 3 124 | 5 | 1 487** | 3 | 1 253 | 16 | 9 168** |
| Québec | 6 | 3 304 | 1 | | - | - | 7 | |
| Western Provinces | 5 | 2 565* | 11 | 2 192 | - | - | 16 | 4 757* |
| Atlantic Provinces | 1 | - | - | - | - | - | 1 | |
| TOTAL | 20 | 8 993 | 17 | 3 679 | 3 | 1 253 | 40 | 13 925 |

| | | | | |
|---------------------------------|----|----|---|----|
| Per Cent of 1985 Total Value | 51 | 21 | 7 | 78 |
|---------------------------------|----|----|---|----|

(1) Includes one unidentified importer.

* Western Provinces and Atlantic Provinces aggregated to preserve confidentiality.

** Ontario and Québec aggregated to preserve confidentiality.

In 1985, there were 262 known importers of hydraulic motors. The top 40 importers accounted for \$13.9 million, or 78 per cent of the total import value. Twenty of these importers were manufacturers whose imports totalled \$9.0 million, or 51 per cent of the total. Seven of these companies produced non-electrical machinery, and nine were manufacturers of transportation equipment.

Seventeen of the top forty importers were wholesalers whose imports accounted for \$3.7 million, or 21 per cent of total imports. Eight of these companies were wholesalers of industrial machinery and equipment with \$1.8 million, or 10 per cent of the import total, and six were wholesalers of industrial supplies with \$1.4 million, or eight per cent of the total.

PART B: HYDRAULIC MOTORS

UNITED STATES' IMPORTS

The United States Department of Commerce indicates that in 1985, United States' imports of linear hydraulic motors (i.e. non-electric motors incorporating a hydraulic cylinder, used to power machine tools, construction machinery and steering mechanisms) totalled C\$62.1 million. The Federal Republic of Germany was the principal country of export to the U.S. with C\$15.0 million, or 24 per cent, of the total value of imports, followed by Canada with C\$12.1 million, or 20 per cent of the total. For further details, see Appendix B, page 39.

CANADIAN PRODUCTION

There are at least two Canadian manufacturers of hydraulic motors. Statistics Canada does not provide specific data on Canadian production of hydraulic motors. They are included with shipments of "other engines and turbines, excluding electric" which totalled \$207.5 million in 1984, the latest year for which data are available.

EXPORTS

Statistics Canada does not publish data on the export of hydraulic motors. They are included in the class "Hydraulic power transmission equipment and parts, not elsewhere specified", exports of which totalled \$15.4 million in 1986.

PART B: HYDRAULIC MOTORS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1985

| <u>Foreign Country Of Export</u> | <u>Canada</u> | <u>Nfld.</u> | <u>N.S.</u> | <u>P.E.I.</u> | <u>N.B.</u> | <u>Qué.</u> | <u>Ont.</u> | <u>Man.</u> | <u>Sask.</u> | <u>Alta.</u> | <u>B.C.</u> |
|--|---------------|--------------|-------------|---------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|
| UNITED STATES | | | | | | | | | | | |
| Quantity (No.) | 55 188 | 3 | 1 056 | 17 | 1 853 | 3 347 | 20 867 | 14 623 | 6 571 | 3 207 | 3 644 |
| Value (\$000) | 14 469 | 0 | 326 | 4 | 909 | 1 240 | 5 894 | 2 554 | 841 | 1 316 | 1 385 |
| UNITED KINGDOM | | | | | | | | | | | |
| Quantity (No.) | 1 149 | 0 | 20 | 0 | 0 | 43 | 835 | 0 | 0 | 53 | 198 |
| Value (\$000) | 1 395 | 0 | 19 | 0 | 0 | 32 | 775 | 0 | 0 | 99 | 468 |
| SWEDEN | | | | | | | | | | | |
| Quantity (No.) | 111 | 0 | 0 | 0 | 0 | 3 | 65 | 0 | 0 | 0 | 43 |
| Value (\$000) | 716 | 0 | 0 | 0 | 0 | 38 | 416 | 0 | 0 | 0 | 263 |
| ITALY | | | | | | | | | | | |
| Quantity (No.) | 431 | 0 | 0 | 0 | 0 | 229 | 145 | 0 | 0 | 0 | 57 |
| Value (\$000) | 314 | 0 | 0 | 0 | 0 | 135 | 141 | 0 | 0 | 0 | 36 |
| FEDERAL REPUBLIC OF GERMANY | | | | | | | | | | | |
| Quantity (No.) | 115 | 0 | 0 | 0 | 0 | 2 | 112 | 0 | 0 | 1 | 0 |
| Value (\$000) | 273 | 0 | 0 | 0 | 0 | 7 | 265 | 0 | 0 | 1 | 0 |
| OTHER | | | | | | | | | | | |
| Quantity (No.) | 555 | 2 | 30 | 0 | 0 | 34 | 459 | 3 | 0 | 1 | 26 |
| Value (\$000) | 585 | 25 | 68 | 0 | 0 | 184 | 225 | 3 | 0 | 4 | 76 |
| TOTAL | | | | | | | | | | | |
| Quantity (No.) | 57 549 | 5 | 1 106 | 17 | 1 853 | 3 658 | 22 483 | 14 626 | 6 571 | 3 262 | 3 968 |
| Value (\$000) | 17 752 | 25 | 413 | 4 | 909 | 1 636 | 7 716 | 2 557 | 841 | 1 420 | 2 228 |

PART B: HYDRAULIC MOTORS

UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1985

Due to differences in the import coding systems of the United States and Canada, the product content of commodity codes may differ slightly.

| <u>U.S. TARIFF SCHEDULE NUMBER</u> | <u>COMMODITY DESCRIPTION</u> | <u>COUNTRY OF ORIGIN</u> | <u>VALUE⁽¹⁾ (C\$000)</u> |
|--|--|----------------------------------|---|
| 660-85-10 | Linear Hydraulic Non-electric Motors and Parts: | Canada | 12 131 |
| | | Federal Republic of Germany | 14 952 |
| | | United Kingdom | 6 297 |
| | | Japan | 4 848 |
| | | Sweden | 4 415 |
| | | Other | <u>19 480</u> |
| | | TOTAL | 62 123 |

(1) Conversion factor for U.S. to Canadian dollars = 1.3652 (yearly average, 1985)

Source: United States Department of Commerce. U.S. Imports for Consumption (Report No. IM 146, December, 1985).

PART B: HYDRAULIC MOTORS

CANADIAN TARIFFS

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | | |
|-------------|--|--------------------------------|-------------------------------|-------------------------------|------------------|-------------------------------|--------------------|--|
| | | | British Preferential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Preferential Tariff % | U.K. and Ireland % | |
| 42700-01 | Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 80 | 2.5 | 10.7 | 35 | 2.5 | 9.2 | |
| | January 1, 1986 | | 2.5 | 9.9 | 35 | 2.5 | 9.2 | |
| | January 1, 1987 | | 2.5 | 9.2 | 35 | 2.5 | 9.2 | |

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, Sweden, Italy, Federal Republic of Germany

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

ENQUIRIES CONCERNING 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) 954-6886

PART B: HYDRAULIC MOTORS

CANADIAN IMPORTERS

Importers of hydraulic motors during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|------------------------|---|----------------------------|
| A C Hamilton and Co. | Mississauga, Ont. | Brandt Industries Ltd. | Regina, Sask. |
| Abacus Hydraulics Ltd. | Île-Bizard, Qué. | Bucyrus-Erie Company of Canada Ltd. | Richmond, B.C. |
| Abal Manufacturing Inc. | Weston, Ont. | Buffalo Sheet Metal Works Ltd. | Winnipeg, Man. |
| Abex Industries Ltd. | Stamford, CT, U.S.A.* | Calgary Hose Headquarters Limited | Calgary, Alta. |
| Acklands Limited | Winnipeg, Man. | Cambrian Equipment Sales Ltd. | Winnipeg, Man. |
| Adja Industries Ltd. | Calgary, Alta. | Canadian Dewatering Ltd. | Richmond, B.C. |
| Affiliated Engineering Equipment Limited | Montréal, Qué. | Canadian Mill Supply Company Ltd. | Scarborough, Ont. |
| Air Canada | Winnipeg, Man. | Canadian National Railways | Montréal, Qué. |
| Ajax Textile Processing Limited | Ajax, Ont. | Canadian Pacific Ltd. | Montréal, Qué. |
| Aktiv Controls Ltd. | Vancouver, B.C. | Canadian Timken Limited | St. Thomas, Ont. |
| Alexander Tools Limited | Brantford, Ont. | Canexel Inc. | Hubbards, N.S. |
| Altec Industries Ltd. | Mississauga, Ont. | Canron Inc. | Rexdale, Ont. |
| Aluminum Company of Canada Ltd. | Montréal, Qué. | Canterra Engineering Ltd. | Calgary, Alta. |
| Amador Hydraulic Services Ltd. | Brampton, Ont. | Carnation Foods Company Ltd. | Los Angeles, CA, U.S.A.* |
| Amesco Ltd. | Dorchester, N.B. | Cascade Hydraulics (Canada) Limited | Mississauga, Ont. |
| Anchor Machine and Manufacturing Limited | Windsor, Ont. | Castonguay & Frères Ltée | Rock Forest, Qué. |
| Andersons Engineering Ltd. | Langley, B.C. | Caterpillar of Canada Ltd. | Mississauga, Ont. |
| Andrus and Foster Hydraulics Ltd. | Downsview, Ont. | Ceco Sales Ltd. | Burnaby, B.C. |
| Asea Inc. | St-Laurent, Qué. | Central Hydraulic Manufacturing Co. Ltd. | Edmonton, Alta. |
| Atlantic Packaging Products Ltd. | Scarborough, Ont. | Chapman Industries Ltd. | Delta, B.C. |
| Atlas Copco Canada Inc. | Dorval, Qué. | Checker Industrial Rubber and Tire Limited | Windsor, Ont. |
| Aviation Electric Ltd. | Montréal, Qué. | City Industrial Sales Corp. | Mississauga, Ont. |
| Aviation Electric Ltd., Rousseau Controls Division | St-Laurent, Qué. | Clay-Mill Enterprises Limited | Windsor, Ont. |
| Baader Canada Ltd. | Dartmouth, N.S. | Clearwater Well Drilling Ltd. | Windsor Junction, N.S. |
| Bailey Hoogovens Canada Inc. | Sault Ste. Marie, Ont. | Cole Motion Incorporated | Windsor, Ont. |
| Barber Greene Canada Ltd. | Aurora, IL, U.S.A.* | Com-Sat Systems Ltd. | Winnipeg, Man. |
| Basic Hydraulics and Industrial Equipment Ltd. | Welland, Ont. | Combustion Engineering Canada Inc. | Ottawa, Ont. |
| Basic Structure Steel Fabricators Limited | Welland, Ont. | Coneco Equipment, Division of Rivtow Equipment Ltd. | Edmonton, Alta. |
| Bearing Supply and Service (Canada) Ltd. | Winnipeg, Man. | Continental Hydraulics Inc. | Rivière-des-Prairies, Qué. |
| Benco Equipment Ltée | Richelieu, Qué. | Core-Tech Drilling Equip. Inc. | Rexdale, Ont. |
| Blackwood Hodge Equipment Ltd., Ontario Division | Weston, Ont. | Cowper Inc. | Lachine, Qué. |
| Blue Giant Equipment of Canada Ltd. | Brampton, Ont. | Crawfords of Alberta Ltd. | Camrose, Alta. |
| Bomag Canada, a Unit of Amca International Limited | Mississauga, Ont. | Cubex Ltd. | Winnipeg, Man. |

PART B: HYDRAULIC MOTORS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|--------------------------|--|------------------------|
| D D K Roll Shutter Inc. | London, Ont. | George E Failing Supply Company Ltd. | Edmonton, Alta. |
| Danco Equipment Ltd. | Calgary, Alta. | George O Hill Supply Ltd. | Thunder Bay, Ont. |
| Danfoss Manufacturing Company Ltd. | Mississauga, Ont. | Gerrard Ovalstrapping Ltd. | Burlington, Ont. |
| Del Scheider Hydraulics Ltd. | Prince George, B.C. | Gray Fournisseurs de Matériaux Électriques Inc. | Montréal, Qué. |
| Delta Hydraulic Power Ltd. | Richmond, B.C. | Great Lakes Forest Products Ltd. | Thunder Bay, Ont. |
| Dépannage Satellite Inc. | St-Vincent-de-Paul, Qué. | H & H Braund Manufacturing Company (Canada) Ltd. | Mount Forest, Ont. |
| Dowty Canada Ltd. | Ajax, Ont. | H & L Ventures Ltd. | Dauphin, Man. |
| Dresser Canada Inc. | Calgary, Alta. | Hall and Stavert Ltd. | Charlottetown, P.E.I. |
| Drill Systems, Div. Dualco Mfg. Ltd. | Calgary, Alta. | Hardin Supply Ltd. | Barrie, Ont. |
| Drive Line Incorporated | Oakville, Ont. | Harnischfeger Corporation Canada Ltd. | Port Moody, B.C. |
| Durand Machine Company Ltd. | New Westminster, B.C. | Harricana Métal Incorporé | Amos, Qué. |
| Dycon Ltd. | Mississauga, Ont. | Harry J Searson Limited | Eganville, Ont. |
| Dyer Equipment Inc. | Calgary, Alta. | Harvey and Company Ltd. | St. John's, Nfld. |
| Dynapac Ltd. | Mississauga, Ont. | Hayes-Dana Inc. | Thorold, Ont. |
| Eastern Hydraulics Limited | Concord, Ont. | Hess Concrete Stone Mach. Ltd. | Hamilton, Ont. |
| Emerson Electric Canada Ltd. | Markham, Ont. | Hoffend and Sons Inc. | Honeoye, N.Y., U.S.A.* |
| Enclear Limited | Toronto, Ont. | Hoover Universal of Canada Ltd., Div. Hoover Ball and Bearing Can. | Tillsonburg, Ont. |
| Équipements Denis Inc. | Ste-Rosalie, Qué. | Husky Injection Molding Systems Ltd. | Bolton, Ont. |
| Équipement Hydraulique Boréal Inc. | Macamic, Qué. | Hydracine Fluid Power Ltd. | Downsview, Ont. |
| Equipment Sales and Service Ltd. | Rexdale, Ont. | Hydratec Industries Ltd. | Regina, Sask. |
| Estrin Manufacturing Ltd. | Vancouver, B.C. | Hydraulic Service and Equipment Company Ltd. | Vancouver, B.C. |
| F C Manufacturing Ltd. | Nisku, Alta. | Hydraulic Systems Limited | Dartmouth, N.S. |
| F Jos Lamb Company Ltd. | Windsor, Ont. | Hymatic Controls Ltd. | Burlington, Ont. |
| FMC of Canada Ltd., Sweeper Division | Bramalea, Ont. | Hypower Systems Corp. | Saskatoon, Sask. |
| Falk Canada Inc. | Rexdale, Ont. | Hypower Systems Inc. | Saskatoon, Sask. |
| Farm King (1980) Ltd. | Morden, Man. | Hypower Systems Ltd. | Vancouver, B.C. |
| Federal Pioneer Ltd. | Toronto, Ont. | Hytac Equipment Ltd. | Vancouver, B.C. |
| Feed-Rite Ltd. | Winnipeg, Man. | I B M Canada Ltd. | Markham, Ont. |
| Finning Tractor Co. Limited | Vancouver, B.C. | I T T Industries of Canada Ltd. Grinnell Div. | Toronto, Ont. |
| Fishery Products International Limited | Riverport, N.S. | Ince Holdings Ltd. | Calgary, Alta. |
| Fleck Bros. Limited | Burnaby, B.C. | Industrial Equipment Company Ltd. | Delta, B.C. |
| Flo Draulic Controls Ltd. | Scarborough, Ont. | Industries P H L Incorporée | St-Ephrem, Qué. |
| Frontier Hydraulics Ltd. | Burlington, Ont. | Inland Industries Ltd. | Burnaby, B.C. |
| G N Johnston Equipment Company Ltd. | Mississauga, Ont. | International Harvester Canada Limited | Hamilton, Ont. |
| G P L Treatment Ltd. | Mission, B.C. | | |
| Gamebridge Inc. | St-Jérôme, Qué. | | |
| Gardner Denver Company Canada Ltd. | Scarborough, Ont. | | |
| Genstar Costain Tie Co. Ltd. | Edmonton, Alta. | | |

PART B: HYDRAULIC MOTORS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-------------------------|---|---------------------|
| J I Case Canada Inc. | Hamilton, Ont. | Midwest Hydraulics Inc. | Saskatoon, Sask. |
| J N Fauver (Canada) Ltd. | Windsor, Ont. | Multi Fittings Ltd. | London, Ont. |
| Jaeger Machine Co. of Canada Ltd. | St. Thomas, Ont. | N L Rucker Products Ltd. | Richmond, B.C. |
| Jems Hydraulique Inc. | Toronto, Ont. | National Hydraulics Co. Limited | Concord, Ont. |
| Kaverit Steel and Crane Ltd. | Edmonton, Alta. | Newcor Canada Ltd. | Windsor, Ont. |
| Kay Bar Fluid Power Limited | Downsview, Ont. | Nfld. Tractor and Equipment Company Limited | St. John's, Nfld. |
| Kellogg Salada Canada Inc. | Rexdale, Ont. | Norcan Fluid Power Ltd. | Vancouver, B.C. |
| Kershaw Mfg. Canada Ltd. | Montréal, Qué. | North American Manufacturing (Canada) Inc. | Bolton, Ont. |
| Keypower Equipment Inc. | Richmond, B.C. | Oliver Industrial Supply Ltd. | Lethbridge, Alta. |
| King Truck Engineering Canada Limited | London, Ont. | P S I Fluid Power Ltd. | Calgary, Alta. |
| Kuelkers Mfg. Ltd. | Didsbury, Alta. | Pathex Inc. | Toronto, Ont. |
| La Have Equipment Limited | Bridgewater, N.S. | Patlon Aircraft and Industries Ltd. | Mississauga, Ont. |
| Lakehead Diesel and Hydraulics Ltd. | Thunder Bay, Ont. | Peerless Engineering Sales Ltd. | Burnaby, B.C. |
| Lakeman and Johnson Hydraulics Ltd. | Edmonton, Alta. | Perry Holdings Ltd. | Vancouver, B.C. |
| Lakeview Farm Service Ltd. | Boissevain, Man. | Pitman Manufacturing Company Inc. | Markham, Ont. |
| Lamko Tool and Mold Inc. | London, Ont. | Pollution Control and Engineering Inc. | Scarborough, Ont. |
| Lantec Industries Ltd. | Langley, B.C. | Potash Corp. of Sask. Mining Ltd. | Rocanville, Sask. |
| Leons Mfg. Co. Ltd. | Yorkton, Sask. | Prairie Equipment Limited | Winnipeg, Man. |
| Les Dessins Hydrauliques Inc. | St-Laurent, Qué. | Precision Fluid Power Inc. | Richmond, B.C. |
| Les Équipements Blackwood Hodge Québec Ltée | Dorval, Qué. | Price and Markle Industrial Supply Ltd. | Vernon, B.C. |
| Les Équipements Fore Inc. | Rock Forest, Qué. | Prince George Pulp and Paper Ltd. | Prince George, B.C. |
| Les Équipements Manutec Montréal Inc. | St-Laurent, Qué. | Princess Auto and Machinery Ltd. | Winnipeg, Man. |
| Les Industries Tanguay Ltée | St-Prime, Qué. | Pritchard Engineering Company Ltd. | Winnipeg, Man. |
| Lessard Machineries Inc. | St-Wenceslas, Qué. | Pullmaster Winch Corp. | Surrey, B.C. |
| Liebherr Canada Limited | Toronto, Ont. | Pumps and Power Ltd. | Vancouver, B.C. |
| Lifco Ltd. | Allanburg, Ont. | R Angus Alberta Ltd. | Edmonton, Alta. |
| Linamar Machine Ltd. | Guelph, Ont. | Ram Industries Ltd. | Yorkton, Sask. |
| London Concrete Machinery, Div. of Hodgson Machinery and Eq. Ltd. | London, Ont. | Remeq Inc. | Princeville, Qué. |
| Lovat Tunnel Equipment Inc. | Rexdale, Ont. | Richard Piché Incorporé | Cap-Santé, Qué. |
| Lucas Industries Canada Ltd. | Montréal, Qué. | Richardson Great Northern Mfg. Inc. | Winnipeg, Man. |
| Lucas Industries Canada Ltd. | Richmond Hill, Ont. | Rideout Tool and Supply Ltd. | St. John's, Nfld. |
| M G W Hydraulics Limited | Windsor, Ont. | Rite Way Mfg. Co. Ltd. | Regina, Sask. |
| Macdon Industries Ltd. | Winnipeg, Man. | Riv-Tow Straits Ltd. | Vancouver, B.C. |
| Magnéto Hydraulique et Pneumatique Inc. | Boucherville, Qué. | Robinson-Alamo Sales Ltd. | Winnipeg, Man. |
| Mailhot Hydraulique Inc. | St-Jacques, Qué. | Rock-O-Matic Industries Inc. | Vonda, Sask. |
| Manikel AG Services Ltd. | St. Jean Baptiste, Man. | Rollins Machinery Ltd. | Vancouver, B.C. |
| Maritime Hydraulic Repair Centre (1981) Ltd. | Fox Creek, N.B. | Rotobec Inc. | Langevin, Qué. |
| | | Rousseau Controls Inc. | Pointe-Claire, Qué. |

PART B: HYDRAULIC MOTORS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|----------------------------|---|--------------------|
| Rowan Companies Inc. | Dartmouth, N.S. | Tri-Star Industries Limited | Yarmouth, N.S. |
| S A I Hydraulics Canada Ltd. | St-Léonard, Qué. | Tri-Way Machine Ltd. | Windsor, Ont. |
| S E R Hydraulics Ltd. | Lively, Ont. | Tridel Equipment Ltd. | Richmond, B.C. |
| Sego Industries Ltd. | Lethbridge, Alta. | Uniroyal Ltd. | Kitchener, Ont. |
| Sellick Equipment Limited | Harrow, Ont. | Upright Scaffolds Ltd. | Whitby, Ont. |
| Servo Technologies Inc. | Windsor, Ont. | Vana Industries Ltd. | Winnipeg, Man. |
| Sky Reach Equipment Ltd. | St. Albert, Alta. | Versatile Farm Equipment Co. | Winnipeg, Man. |
| Smith International Canada Ltd. | Edmonton, Alta. | Versatile Vickers Inc. | Montréal, Qué. |
| Smith-Roles Ltd. | Saskatoon, Sask. | Vickers Systems Inc. | Rexdale, Ont. |
| Sopers Supply Ltd. | Edmonton, Alta. | Vulcan Equipment Company Ltd. | Scarborough, Ont. |
| Spar Aeospace Products Ltd. | Toronto, Ont. | Vulcan Machinery and Equipment Limited | Calgary, Alta. |
| Standard Industries Ltd. | Toronto, Ont. | W R Grace & Co. of Canada Ltd., Cryovac Div. | Cooksville, Ont. |
| Sulzer Canada Inc. | Dorval, Qué. | Wainbee Ltd. | Rexdale, Ont. |
| Surrey Fluid Power Ltd. | Surrey, B.C. | Wajax (Western), Div. of Wajax Equipment Ltd. | Coquitlam, B.C. |
| Swecan Internationale Ltée | Lanoraie, Qué. | Walinga Body and Coach Ltd. | Guelph, Ont. |
| T C M Equipment, Div. of Bishop Machinery and Supply Co. Ltd. | Nisku, Alta. | Walker Fisheries Ltd. | Little River, N.S. |
| Tech Sales Co. | Mississauga, Ont. | Weninger Industries Ltd. | Saskatoon, Sask. |
| Teledyne Precision Ltd. | Cincinnati, OH, U.S.A.* | West Coast Machinery Ltd. | Langley, B.C. |
| Teris Hydraulics Ltd. | Nisku, Alta. | Western Industries Ltd. | St. Gregor, Sask. |
| The University of Calgary | Calgary, Alta. | Western Tractor, Division of Rivtow Equipment Ltd. | Regina, Sask. |
| The Valiant Machine and Tool Inc. | Windsor, Ont. | Westfield Industries Ltd. | Rosenort, Man. |
| Thomas Equipment Limited | Centreville, N.B. | Westinghouse Canada Limited | Hamilton, Ont. |
| Thunder Bay Hydraulics Limited | Thunder Bay, Ont. | Wheatheart Hydrostatic Machine Ltd. | Saskatoon, Sask. |
| Transbearco Limited | Rexdale, Ont. | | |

* Non-resident importer

PART C

HYDRAULIC PUMPS AND PARTS (98-87)



PART C: HYDRAULIC PUMPS AND PARTS

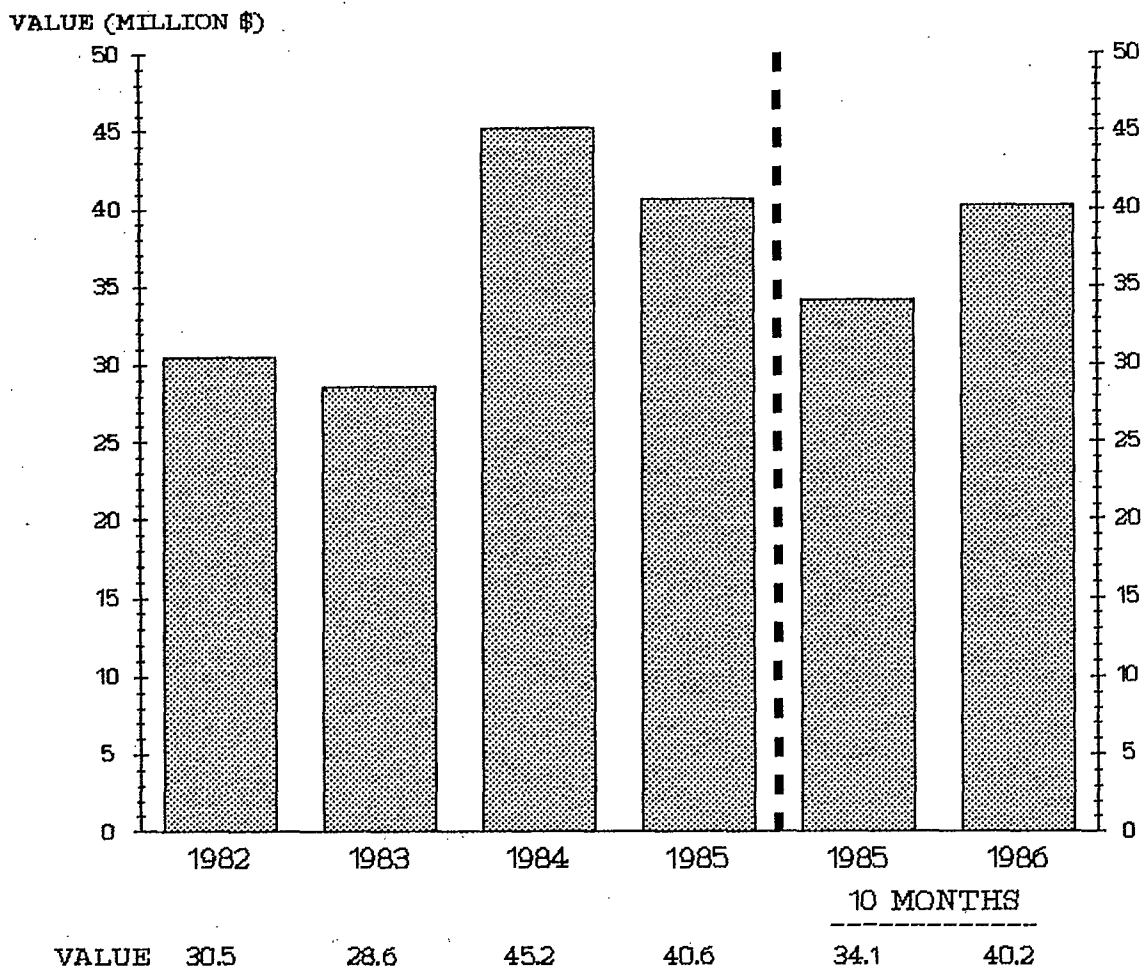
SCOPE

Import commodity codes analyzed in this segment of the report are summarized below according to the Canadian International Trade Classification (C.I.T.C.). All tables in this part, unless otherwise indicated, consist of data for the combined total of the following six commodity codes.

| <u>C.I.T.C. CODE</u> | <u>DESCRIPTION</u> |
|--------------------------|---|
| 504-85-20 | PUMPS, HYDRAULIC, VANE TYPE |
| 504-85-30 | PUMPS, HYDRAULIC, GEAR TYPE |
| 504-85-40 | PUMPS, HYDRAULIC, AXIAL PISTON TYPE |
| 504-85-50 | PUMPS, HYDRAULIC, RADIAL PISTON TYPE |
| 504-85-88 | PUMPS, HYDRAULIC, PARTS OF |
| 504-85-90 | PUMPS, HYDRAULIC, NOT ELSEWHERE SPECIFIED |

PART C: HYDRAULIC PUMPS AND PARTS

IMPORT TRENDS: OVERVIEW



There was a pronounced fluctuation in the value of imports of hydraulic pumps and parts between 1982 and 1985. Imports declined from \$30.5 million in 1982, to \$28.6 million in 1983, a decrease of six per cent. However, there was a large increase of 58 per cent between 1983 and 1984 to \$45.2 million in 1984, followed by a decline of 10 per cent to a total of \$40.6 million in 1985.

During the period January to October 1986, the value of imports of hydraulic pumps and parts totalled \$40.2 million, an increase of 18 per cent from the corresponding period in 1985.

PART C: HYDRAULIC PUMPS AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

| Foreign Country of Export | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate 1982-1985 | Per Cent Change 1984-1985 | 10 Month Imports Jan. to Oct. | |
|---|---------------|---------------|---------------|---------------|--|---------------------------------|-------------------------------------|---------------|
| | | | | | % | | 1985 | 1986 |
| UNITED STATES Value (\$000) | 28 478 | 27 189 | 42 881 | 36 978 | 9 | -14 | 31 013 | 35 187 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 808 | 766 | 1 149 | 1 629 | 26 | 42 | 1 422 | 2 484 |
| UNITED KINGDOM Value (\$000) | 459 | 390 | 565 | 800 | 20 | 42 | 687 | 1 127 |
| FRANCE Value (\$000) | 115 | 91 | 101 | 401 | 52 | 297 | 321 | 361 |
| JAPAN Value (\$000) | 38 | 20 | 87 | 234 | 83 | 169 | 187 | 72 |
| OTHER Value (\$000) | 582 | 160 | 411 | 539 | -3 | 31 | 434 | 985 |
| TOTAL Value (\$000) | 30 480 | 28 616 | 45 194 | 40 581 | 10 | -10 | 34 064 | 40 216 |

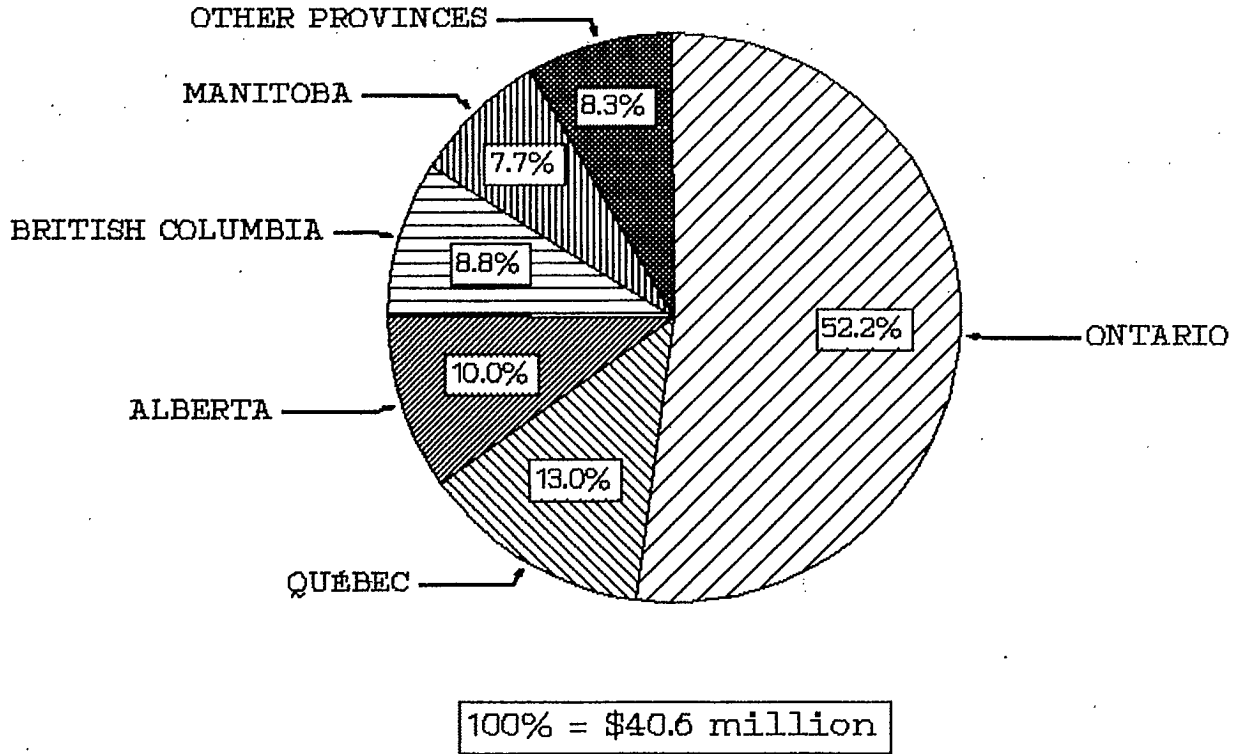
Between 1982 and 1985, the United States was the dominant country of export of hydraulic pumps and parts to Canada. This country accounted for at least 93 per cent of the total import value during each of the four years. The U.S.A. accounted for \$37 million, or 91 per cent of total Canadian imports in 1985. The Federal Republic of Germany was the next ranking country of export to Canada, accounting for four per cent of the import total in 1985.

During the first 10 months of 1986, the U.S.A. remained dominant in the Canadian import market with \$35.2 million, or 87 per cent of the import total, followed by the Federal Republic of Germany with \$2.5 million, or six per cent of the total.

PART C: HYDRAULIC PUMPS AND PARTS

VALUE OF IMPORTS BY PROVINCE OF CLEARANCE

1985



In 1985, Ontario was the principal province of entry for imports of hydraulic pumps and parts into Canada. This province accounted for \$22.4 million, or 52.2 per cent of the import total. The second-ranking province of clearance was Québec with \$5.3 million, or 13.0 per cent of the total, followed by Alberta with \$4.1 million, or 10.0 per cent, British Columbia with \$3.6 million, or 8.8 per cent, and Manitoba with \$3.1 million, or 7.7 per cent of the import total. The other provinces accounted for the remaining \$2.2 million, or 8.3 per cent of Canadian imports in 1985.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 54.

PART C: HYDRAULIC PUMPS AND PARTS

IMPORT TRENDS BY TYPE

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate 1982-1985 % | Major Country of Export | | 10 Month Imports | |
|-------------------------------|--|--------|--------|--------|--------|--|----------------------------|----------------------|----------------------|--------|
| | | | | | | | 1985 Value (\$000) | Per Cent of Total | Jan. to Oct. 1985 | 1986 |
| 504-85-20 | Pumps, Hydraulic, Vane Type Value (\$000) | 3 877 | 3 640 | 6 791 | 6 132 | 17 | United States 5 769 94 | | 5 251 | 6 458 |
| 504-85-30 | Pumps, Hydraulic, Gear Type Value (\$000) | 5 923 | 3 887 | 8 357 | 5 841 | 0 | United States 5 320 91 | | 5 050 | 5 654 |
| 504-85-40 | Pumps, Hydraulic, Axial Piston Type Value (\$000) | 627 | 1 339 | 1 793 | 1 710 | 40 | United States 1 581 93 | | 1 485 | 1 564 |
| 504-85-50 | Pumps, Hydraulic, Radial Piston Type Value (\$000) | 592 | 668 | 734 | 1 169 | 25 | United States 742 64 | | 1 050 | 1 368 |
| 504-85-88 | Pumps, Hydraulic, Parts of Value (\$000) | 8 151 | 8 493 | 12 282 | 12 225 | 14 | United States 11 017 90 | | 10 040 | 10 874 |
| 504-85-90 | Pumps, Hydraulic, Not Elsewhere Specified Value (\$000) | 11 309 | 10 589 | 15 237 | 13 504 | 6 | United States 12 549 93 | | 11 187 | 14 298 |
| <hr/> | | | | | | | United States | | | |
| TOTAL | Value (\$000) | 30 480 | 28 616 | 45 194 | 40 581 | 10 | 36 978 | 91 | 34 064 | 40 216 |

The most significant import product category between 1982 and 1985 was hydraulic pumps, not elsewhere specified (C.I.T.C. code 504-85-90). Imports of products classified to this residual category reached their highest level in 1984 with a value of \$15.2 million. In 1985, their imports totalled \$13.5 million, or 33 per cent of the import total for all types of hydraulic pumps and parts.

The next import product group in rank was parts of hydraulic pumps (C.I.T.C. code 504-85-88). Imports of these products in 1985 totalled \$12.2 million, or 30 per cent of the imports of all types of hydraulic pumps and parts.

In 1985, the United States was the principal exporter to Canada in all import product categories, having at least 64 and up to 94 per cent of the Canadian import market for each product.

PART C: HYDRAULIC PUMPS AND PARTS

UNITED STATES' IMPORTS

The United States Department of Commerce indicates that in 1985, United States' imports of hydraulic fluid power pumps for liquids totalled 227 214 units with a value of C\$38.6 million. The Federal Republic of Germany was the principal country of export to the U.S. with C\$12.6 million, or 33 per cent of the total import value. Canada was the fourth leading exporter to the U.S. with exports of C\$3.0 million. For further details, see Appendix B, page 55.

CANADIAN PRODUCTION

At least three Canadian companies manufacture hydraulic pumps and parts. Statistics Canada indicates that Canadian shipments of hydraulic pumps had a total value of \$5.7 million in 1984, the latest year for which data are available.

EXPORTS

Statistics Canada does not publish data on the export of hydraulic pumps and parts. They are included in the class "Hydraulic power transmission equipment and parts, not elsewhere specified", exports of which totalled \$15.4 million in 1986.

PART C: HYDRAULIC PUMPS AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1985

| <u>Foreign Country Of Export</u> | <u>Canada</u> | <u>Nfld.</u> | <u>N.S.</u> | <u>P.E.I.</u> | <u>N.B.</u> | <u>Qué.</u> | <u>Ont.</u> | <u>Man.</u> | <u>Sask.</u> | <u>Alta.</u> | <u>B.C.</u> |
|---|---------------|--------------|-------------|---------------|-------------|-------------|-------------|-------------|--------------|--------------|-------------|
| UNITED STATES Value (\$000) | 36 978 | 123 | 175 | 28 | 1 014 | 4 932 | 19 552 | 3 064 | 668 | 4 008 | 3 414 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 1 629 | 0 | 23 | 0 | 0 | 120 | 1 341 | 0 | 20 | 48 | 76 |
| UNITED KINGDOM Value (\$000) | 800 | 0 | 2 | 0 | 0 | 167 | 627 | 0 | 0 | 5 | 0 |
| FRANCE Value (\$000) | 401 | 0 | 0 | 0 | 0 | 40 | 361 | 0 | 0 | 0 | 1 |
| JAPAN Value (\$000) | 234 | 0 | 0 | 0 | 0 | 0 | 187 | 12 | 0 | 0 | 34 |
| OTHER Value (\$000) | 539 | 65 | 10 | 5 | 0 | 21 | 343 | 35 | 19 | 0 | 41 |
| TOTAL Value (\$000) | 40 581 | 188 | 210 | 33 | 1 014 | 5 280 | 22 411 | 3 111 | 707 | 4 061 | 3 566 |

PART C: HYDRAULIC PUMPS AND PARTS

UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1985

Due to differences in the import coding systems of the United States and Canada, the product content of commodity codes may differ slightly.

| <u>U.S. TARIFF SCHEDULE NUMBER</u> | <u>COMMODITY DESCRIPTION</u> | <u>COUNTRY OF ORIGIN</u> | <u>QUANTITY (No.)</u> | <u>VALUE⁽¹⁾ (C\$000)</u> |
|--|---|----------------------------------|---------------------------|---|
| 660-97-10 | Hydraulic Fluid Power Pumps for Liquids: | | | |
| | | Canada | 10 240 | 3 025 |
| | | Federal Republic of Germany | 52 482 | 12 613 |
| | | Japan | 62 755 | 9 014 |
| | | United Kingdom | 34 731 | 3 872 |
| | | Sweden | 4 704 | 2 551 |
| | | Other | <u>62 302</u> | <u>7 495</u> |
| | | TOTAL | <u>227 214</u> | <u>38 570</u> |

(1) Conversion factor for U.S. to Canadian dollars = 1.3652 (yearly average, 1985)

Source: United States Department of Commerce. U.S. Imports for Consumption (Report No. IM 146, December, 1985).

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN TARIFFS

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | |
|-------------|---|--------------------------------|-------------------------------|-------------------------------|------------------|-------------------------------|--------------------|
| | | | British Preferential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Preferential Tariff % | U.K. and Ireland % |
| 42701-01 | Articles which otherwise would be classified under tariff items 42700-01 to 42700-04, namely: compressor sets, electricity generating sets, fork lift trucks, front-end loaders or tractor shovels, gear reducers, pumps and pump sets, motor operated valves, positive displacement blowers and vacuum pumps, metal working lathes, metal working milling machines, cutting tools for use with metal working machines, articulated folding boom-type cranes designed for mounting on trucks; accessories, attachments and control equipment for use therewith; parts of the foregoing: | | | | | | |
| | January 1, 1985 | 60 | 2.7 | 10.9 | 35 | 2.7 | - |
| | January 1, 1986 | | 2.6 | 10.0 | 35 | 2.6 | - |
| | January 1, 1987 | | 2.6 | 9.3 | 35 | 2.6 | - |
| 42700-01 | Machines, n.o.p. and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | | | | | | |
| | January 1, 1985 | 25 | 2.5 | 10.7 | 35 | 2.5 | 9.2 |
| | January 1, 1986 | | 2.5 | 9.9 | 35 | 2.5 | 9.2 |
| | January 1, 1987 | | 2.5 | 9.2 | 35 | 2.5 | 9.2 |

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

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

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

ENQUIRIES CONCERNING 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) 954-6886

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS

Importers of hydraulic pumps and parts during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-----------------------------|---|--------------------|
| 503637 (Ontario) Ltd. | Barrie, Ont. | Apex Industries Ltd. | Moncton, N.B. |
| A I S Industries Ltd. | Winnipeg, Man. | Armand Guay Inc. | Charlesbourg, Qué. |
| A J Wholesale Pool Supplies Ltd. | Surrey, B.C. | Armstrong Machine Shop Ltd. | Armstrong, B.C. |
| Abacus Hydraulics Ltd. | Île-Bizard, Qué. | Arnes Welding Ltd. | Winnipeg, Man. |
| Abex Industries Ltd. | Stamford, CT, U.S.A.* | Arvid Machine Tools Ltd. | Windsor, Ont. |
| Acadia Forest Products Ltd. | Nelson-Miramichi, N.B. | Asamera Inc. | Calgary, Alta. |
| Accurpress Mfg. Ltd. | Richmond, B.C. | Asea Inc. | St-Laurent, Qué. |
| Acklands Limited | Winnipeg, Man. | Ateliers M Driveshaft Inc. | Lasalle, Qué. |
| Acu Mech Sys. Ltd. | Winnipeg, Man. | Atlas Copco Canada Inc. | Dorval, Qué. |
| Advance Engineered Products Ltd. | Regina, Sask. | Atlas Polar Co. Ltd. | Toronto, Ont. |
| Affiliated Engineering Equipment Limited | Montréal, Qué. | Atlasquip Ltée | St-Laurent, Qué. |
| Ahlstrom Machinery Inc. | Glens Falls, NY, U.S.A.* | Atpac Imports Inc. | Rosemont, Qué. |
| Aimark Travers Ltd. | Markham, Ont. | Attree Manufacturing Corp. | Mississauga, Ont. |
| Ajax Material Handling Ltd. | Ajax, Ont. | Auto Marine Electric Ltd. | Vancouver, B.C. |
| Aktiv Controls Ltd. | Vancouver, B.C. | Aviation Electric Ltd. | Montréal, Qué. |
| Albany Pump Company Ltd. | Downsview, Ont. | Aviation Electric Ltd., Rousseau Controls Division | St-Laurent, Qué. |
| Alberta Natural Gas Co. Ltd. | Calgary, Alta. | Axbow Rentals & Sales Ltd. | Calgary, Alta. |
| Alcan Canada Products Ltd. | Aurora, Ont. | B D R Machinery Ltd. | Mississauga, Ont. |
| Alcan Rolled Products Company, Div. Aluminum Co. of Canada Ltd. | Kingston, Ont. | B T Lift Canada Ltd. | Toronto, Ont. |
| Alexander Tools Limited | Brantford, Ont. | Babcock Wilcox Canada Ltd. | Galt, Ont. |
| Alfa-Laval Ltd. | Scarborough, Ont. | Balloonman of Canada Ltd. | Hamilton, Ont. |
| Allan Fyfe Equipment Limited | Concord, Ont. | Basic Hydraulics & Industrial Equipment Ltd. | Welland, Ont. |
| Allelix Inc. | Toronto, Ont. | Basic Structure Steel Fabricators Limited | Welland, Ont. |
| Allied Tools Ltd. | Edmonton, Alta. | Bearing & Transmission (Lloyd) Ltd. | Saskatoon, Sask. |
| Allied-Signal Canada Inc. | Rexdale, Ont. | Bearing Supply & Service (Canada) Ltd. | Winnipeg, Man. |
| Altec Industries Ltd. | Mississauga, Ont. | Beline Manufacturing Co. Ltd. | Kindersley, Sask. |
| Amesco (1967) Ltd. | Winnipeg, Man. | Beloit Canada Ltée | Sorel, Qué. |
| Amesco Ltd. | Dorchester, N.B. | Benco Equipment Ltée | Richelieu, Qué. |
| Amhil Enterprises Limited | Mississauga, Ont. | Bendix Avelox Inc. | Montréal, Qué. |
| Amco Industrial Equipment Ltd. | Rexdale, Ont. | Birmingham Corporation Limited | Hamilton, Ont. |
| Amre Supply Co. Ltd. | Edmonton, Alta. | Bier Marketing Inc. | Mississauga, Ont. |
| Andrus & Foster Hydraulics Ltd. | Downsview, Ont. | Binks Manufacturing of Canada Ltd. | Toronto, Ont. |
| Anoflex Canada Limitée | Québec, Qué. | | |
| Anthes Equipment Ltd. | Mississauga, Ont. | | |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|---------------------------|---|----------------------------|
| Black Gold Oil & Gas Ltd. | Calgary, Alta. | Canadian National Railways | Montréal, Qué. |
| Blackwood Hodge Equipment Ltd. | Weston, Ont. | Canadian Pacific Ltd. | Montréal, Qué. |
| Blue Giant Equipment of Canada Ltd. | Brampton, Ont. | Canadian Pneumatic Tool Company Ltd. | Toronto, Ont. |
| Bois Goodfellow Ltée | Montréal, Qué. | Cancade & Company | Brandon, Man. |
| Bomag Canada, a Unit of Amca International Limited | Mississauga, Ont. | Canfab Strathroy Ltd. | Strathroy, Ont. |
| Boyes Explosives Ltd. | Fenwick, Ont. | Canhmar Industries Ltd. | Dundas, Ont. |
| Brier Hydraulics Ltd. | Burlington, Ont. | Canrep Inc. | New Glasgow, N.S. |
| Brim Pumps & Systems Limited | Mississauga, Ont. | Canterra Engineering Ltd. | Calgary, Alta. |
| Browning-Ferris Industries Ltd. | Coquitlam, B.C. | Caterpillar of Canada Ltd. | Mississauga, Ont. |
| Browns Concrete Products Limited | Sudbury, Ont. | Caytec Equipment Ltd. | Calgary, Alta. |
| Bucyrus-Erie Company of Canada Ltd. | Richmond, B.C. | Ceco Sales Ltd. | Burnaby, B.C. |
| Buffalo Sheet Metal Works Ltd. | Winnipeg, Man. | Central Hydraulic Manufacturing Co. Ltd. | Edmonton, Alta. |
| Building Products of Canada Ltd. | Lachine, Qué. | Centre Hydraulique Center Ltd. | Boucherville, Qué. |
| Burke Water Systems Manufacturing Inc. | Dollard-des-Ormeaux, Qué. | Centre Hydraulique de Valleyfield Ltée | Valleyfield, Qué. |
| Byron Jackson Division, Borg-Warner (Canada) Limited | Toronto, Ont. | Century Sales & Service Ltd. | Edmonton, Alta. |
| C A Norgren Co. (Canada) Ltd. | Mississauga, Ont. | Champion Road Machinery Limited | Goderich, Ont. |
| C A Pemberton Company Ltd. | Toronto, Ont. | Chapman Industries Ltd. | Delta, B.C. |
| C H Epps Manufacturing Ltd. | Clinton, Ont. | Checker Industrial Rubber & Tire Limited | Windsor, Ont. |
| C H Heist (Canada) Limited | Buffalo, NY, U.S.A.* | Chester Industrial Tool Supply Ltd., Gescan Div. | Calgary, Alta. |
| C N G Compressors Ltd. | Brampton, Ont. | Chinook Industrial Supplies Ltd. | Calgary, Alta. |
| C N G Fuels Ltd. | Toronto, Ont. | Cie de Profiles Reynolds Ltée | Montréal, Qué. |
| C R C Pipeline Equipment (Canada) Ltd. | Edmonton, Alta. | Cinram Ltd. | Scarborough, Ont. |
| Cadel Ltée | Montréal, Qué. | Circo Craft Co. Inc. | Kirkland, Qué. |
| Calgary Hose Headquarters Limited | Calgary, Alta. | City Industrial Sales Corp. | Mississauga, Ont. |
| Can Flo Hydraulics Limited | Concord, Ont. | Clark Equipment of Canada Ltd. | St. Thomas, Ont. |
| Canada Building Material Co. | Toronto, Ont. | Clayton Sales & Service Ltd. | Markham, Ont. |
| Canada Wire & Cable Ltd. | Don Mills, Ont. | Cole Motion Incorporated | Windsor, Ont. |
| Canadian Diamant Boart Ltd. | Calgary, Alta. | Cominco Ltd. | Trail, B.C. |
| Canadian Foremost Ltd. | Calgary, Alta. | Commercial Shearing Ltd. | Acton, Ont. |
| Canadian Forest Products Ltd. | Vancouver, B.C. | Computalog Gearhart Ltd. | Calgary, Alta. |
| Canadian General Electric Co. Ltd. | Toronto, Ont. | Concord Hydraulic Group Ltd. | Edmonton, Alta. |
| Canadian Liquid Air Ltd. | Montréal, Qué. | Continental Can Canada Inc. | Toronto, Ont. |
| Canadian Marconi Company Ltd. | Montréal, Qué. | Continental Hydraulics Inc. | Rivière-des-Prairies, Qué. |
| | | Contractors Machinery & Equip., Div. of Kidde Canada Ltd. | Burlington, Ont. |
| | | Control and Metering Limited | Toronto, Ont. |
| | | Cooper Tools & Equipment Warehouse Ltd. | Regina, Sask. |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---------------------------------|-----------------------|---------------------------------|-----------------------|
| Corsteel Hydraulic Incorporated | Concord, Ont. | Dynamic Machine Corporation | Winnipeg, Man. |
| Cosep Co. Ltd. | St-Laurent, Qué. | Ltd. | Toronto, Ont. |
| Coulson Hydraulics (1981) Ltd. | Red Deer, Alta. | Dynesco Equipment Sales Ltd. | Espanola, Ont. |
| Coutts Machinery Company Ltd. | Edmonton, Alta. | E B Eddy Forest Products Ltd. | |
| Cowper Inc. | Lachine, Qué. | E G & G Sealol Canada, Div. of | |
| Crown Forest Industries Ltd. | New Westminster, B.C. | E G & G Canada Ltd. | Dorval, Qué. |
| Cubex Ltd. | Winnipeg, Man. | E R C O Industries Ltd. | St. John's, Nfld. |
| Culligan of Canada Ltd. | Mississauga, Ont. | E R Carpenter Company of Canada | |
| Curtis Hoover Ltd. | Edmonton, Alta. | Ltd. | Richmond, VA, U.S.A.* |
| Custom Hoist & Truck Body Ltd. | Edmonton, Alta. | Eagle Inspection Services Ltd. | Calgary, Alta. |
| D P V Ltd. | Corner Brook, Nfld. | Eagle Pump & Compressor Ltd. | Calgary, Alta. |
| D R Brenton Limited | Halifax, N.S. | Eastern Hydraulics Limited | Concord, Ont. |
| D R G Packaging, Div. of D R G | | Eastern Provincial Airways | |
| Inc. | Toronto, Ont. | Limited | Vancouver, B.C. |
| D T Martin Ltd. | Gander, Nfld. | Eastern Railway Supplies | |
| Danco Equipment Ltd. | Calgary, Alta. | (Canada) Ltd. | Toronto, Ont. |
| De Laval Turbine Canada Ltd. | Maple, Ont. | Écheltes Warwick Inc. | Warwick, Qué. |
| Dellner Couplers Ltd. | Mississauga, Ont. | Echlin Canada Inc. | Peterborough, Ont. |
| Delta Hydraulic Power Ltd. | Richmond, B.C. | Eddy Hardware 1971 Ltd. | Bathurst, N.B. |
| Dépannage Satellite Inc. | St-Vincent-de-Paul, | Edmonton Coring & Grouting Ltd. | Edmonton, Alta. |
| | Qué. | Edmonton Hydra-Matic Ltd. | Edmonton, Alta. |
| Dewilde Fluid Systems Inc. | Milton, Ont. | Electric Motors Service Ltd. | Edmonton, Alta. |
| Diversified Products of Canada | | Electrovert Limited | Montréal, Qué. |
| Ltd. | Kitchener, Ont. | Elgin Construction Company Ltd. | St. Thomas, Ont. |
| Dofasco Inc. | Hamilton, Ont. | Elmira Machine Industries Inc. | Elmira, Ont. |
| Dome Petroleum Ltd. | Calgary, Alta. | Elston Industries Ltd. | Toronto, Ont. |
| Dominion Bridge Sulzer Inc. | Lachine, Qué. | Enervac Corporation | Cambridge, Ont. |
| Donohue St-Félicien Inc. | St-Félicien, Qué. | Engrenage Provincial D R D Inc. | Québec, Qué. |
| Dorssers Inc. | Blenheim, Ont. | Enterprise Industrial Products | |
| Double K Mechanical Sales & | | Ltd. | Montréal, Qué. |
| Service Ltd. | Edmonton, Alta. | Équipement E T S Inc. | Montréal, Qué. |
| Dover Corporation Canada Ltd., | | Équipement Fédéral Québec | |
| Industrial Division | Scarborough, Ont. | Limitée | St-Laurent, Qué. |
| Dow Chemical Canada Inc. | Sarnia, Ont. | Équipement N C N Ltée | Deison, Qué. |
| Dowty Canada Ltd. | Ajax, Ont. | Équipement Piedmont Ltée | Boucherville, Qué. |
| Dresser Canada Inc., | | Équipements Manutech Inc. | Ste-Foy, Qué. |
| Construction Equipment Div. | Candiac, Qué. | Équipements et Fournitures | |
| Drill Systems, Div. Dualco Mfg. | | Pneumatiques Ltée | Montréal, Qué. |
| Ltd. | Calgary, Alta. | Exide Canada Corp. | Mississauga, Ont. |
| Duberger Redistribution Ltée | Québec, Qué. | Extrusions de Plastiques G M | |
| Durametallic of Canada Ltd., | | Ltée | Granby, Qué. |
| c/o Durametallic Corporation | Kalamazoo, MI, | F A G Bearings Ltd. | Stratford, Ont. |
| | U.S.A.* | F Jos Lamb Company Limited | Windsor, Ont. |
| Dycon Ltd. | Mississauga, Ont. | F M C of Canada Ltd. | Woodstock, Ont. |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|-----------------------|---|------------------------------|
| FMC of Canada Ltd., Sweeper Division | Bramalea, Ont. | George O Hill Supply Ltd. | Thunder Bay, Ont. |
| Falk Canada Inc. | Rexdale, Ont. | Geroquip Inc. | Chomedey, Qué. |
| Fargo Mfg. Company (Canada) Ltd. | Willowdale, Ont. | Gir Del Hydraulic Services Ltd. | Edmonton, Alta. |
| Farm King (1980) Ltd. | Winnipeg, Man. | Gorman-Rupp of Canada Ltd. | St. Thomas, Ont. |
| Fastening House Ltd. | Mississauga, Ont. | Graco Canada Inc. | Malton, Ont. |
| Fiberglass Canada Inc. | Toronto, Ont. | Green Drop Ltd. | Calgary, Alta. |
| Fil et Câble Alcan, Div. | | Greif Containers Inc. | Niagara Falls, Ont. |
| d'Aluminium du Canada Ltée | Granby, Qué. | Griffin Petroleum Services Ltd. | Calgary, Alta. |
| Finley Advanced Design Industries Inc. | Winnipeg, Man. | Griffith Oil Tool Ltd. | Edmonton, Alta. |
| Finnan Engineered Products Ltd. | Scarborough, Ont. | Gulf Canada Resources Inc. | Calgary, Alta. |
| Finning Tractor Co. Limited | Vancouver, B.C. | H & L Ventures Ltd. | Dauphin, Man. |
| Firestone Canada Inc. | Hamilton, Ont. | Haar-Drum Canada Inc. | Burlington, Ont. |
| Fleck Bros. Limited | Burnaby, B.C. | Habco Beverage Systems Inc. | Markham, Ont. |
| Flex-Pression Ltd. | Dorval, Qué. | Haessler & Dewey Ltd. | Brampton, Ont. |
| Flexi-Coil Ltd. | Linden, Alta. | Hagedorn Machinery Development & Engineering Inc. | Surrey, B.C. |
| Flexibox (Canada) Ltd. | Burlington, Ont. | Hall & Stavert Ltd. | Charlottetown, P.E.I. |
| Flo Draulic Controls Ltd. | Ajax, Ont. | Hammant Car & Engineering Ltd. | Hamilton, Ont. |
| Flo Draulic Controls Ltd. | Scarborough, Ont. | Handling Specialty Mfg. Ltd. | Grimsby, Ont. |
| Flowmatic Moldings Inc. | Weston, Ont. | Hayes-Dana Filters Inc., Wix Division | Pickering, Ont. |
| Fluid Pack International Ltd. | London, Ont. | Hayes-Dana Inc. | Thorold, Ont. |
| Ford Motor Company of Canada Ltd. | Oakville, Ont. | Hayes-Dana Inc., Weatherhead Plant | St. Thomas, Ont. |
| Forintek Canada Corp. | Vancouver, B.C. | Hermes Abrasives Canada Limited | Mississauga, Ont. |
| Fortress Allatt Limited | Downsview, Ont. | Hett Agencies Limited | Vancouver, B.C. |
| Foulis Engineering Sales Ltd. | Halifax, N.S. | Hewitt Equipment Ltd. | Montréal, Qué. |
| Frank J Zamboni & Co. Limited | Brantford, Ont. | Higginson Equipment Sales Ltd. | Burlington, Ont. |
| Fraser Inc., Thorold Div. | Toronto, Ont. | Hitec Research & Development Inc. | Calgary, Alta. |
| Fred A Dungey Inc. | Agincourt, Ont. | Hoskin Scientific Ltd. | Oakville, Ont. |
| Frontier Equipment Ltd. | Delta, B.C. | Howden Canada Inc. | Lachine, Qué. |
| Frontier Hydraulics Ltd. | Burlington, Ont. | Hurum Marine Inc. | Longueuil, Qué. |
| Ful-Flo Industries Ltd. | Winnipeg, Man. | Hydra-Fab Industriel Inc. | Laval, Qué. |
| Fundy Grinding & Machining Ltd. | Truro, N.S. | Hydra-Lift Industries Ltd. | Richmond Hill, Ont. |
| G & M Gears International Ltd. | Greenfield Park, Qué. | Hydracine Fluid Power Ltd. | Downsview, Ont. |
| G S Tools & Supply Ltd. | Montréal, Qué. | Hydratec Industries Ltd. | Regina, Sask. |
| Galigher (Canada) Ltd. | Delta, B.C. | Hydratique Inc. | St-Louis-de-Terrebonne, Qué. |
| Gallock of Canada Ltd. | Toronto, Ont. | | |
| Gates Canada Inc. | Brantford, Ont. | | |
| General Foods Inc. | Don Mills, Ont. | Hydraulic Service & Equipment Company Ltd. | Vancouver, B.C. |
| General Motors of Canada Ltd. | Oshawa, Ont. | Hydraulic Service Centre (Hamilton) Limited | Hamilton, Ont. |
| George E. Failing Supply Company Ltd. | Edmonton, Alta. | | |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|---------------------|--|----------------------------|
| Hydraulic Systems Limited | Dartmouth, N.S. | Jobborn Manufacturing (1975) Ltd. | Hamilton, Ont. |
| Hydraumatic Enrg. | Ste-Thérèse, Qué. | John Brooks Canada Ltd. | Milton, Ont. |
| Hydro Dynamics Ltd. | Montréal, Qué. | John Deere Ltd. | Welland, Ont. |
| Hydro Electric Power Commission | Milverton, Ont. | John Spotton Company Ltd. | Mississauga, Ont. |
| Hydro-Flex Inc. | Hamilton, Ont. | John T Hepburn Ltd. | Toronto, Ont. |
| Hymatic Controls Ltd. | Burlington, Ont. | John Vissers Sales Corp. | Bradford, Ont. |
| Hypower Systems Corp. | Saskatoon, Sask. | Jones Mac Tool Sales Ltd. | Vancouver, B.C. |
| Hypower Systems Inc. | Saskatoon, Sask. | Jos St-Mars Eastern Inc. | Concord, Ont. |
| Hypower Systems Ltd. | Vancouver, B.C. | Jos St-Mars Montréal 1978 Ltée | St-Léonard, Qué. |
| Hyseco Fluid Systems Ltd. | Vancouver, B.C. | K M W Products Limited | St. Catharines, Ont. |
| I H Mathers & Son Ltd. | Halifax, N.S. | KSB Technical Sales Company | Huntington, NY, U.S.A.* |
| I M T Cranes Canada Ltd. | Orillia, Ont. | Kakabeka Timber Ltd. | Kakabeka Falls, Ont. |
| Imperial Clevite Canada Inc., Imperial Eastman Division | Barrie, Ont. | Kamy Canada Inc. | Ottawa, Ont. |
| Ince Holdings Ltd. | Calgary, Alta. | Kay Bar Fluid Power Limited | Downsview, Ont. |
| Incinco Limited | Burlington, Ont. | Kellogg Salada Canada Inc. | Rexdale, Ont. |
| Indalex, Division of Indal Limited | Weston, Ont. | Kelsey-Hayes Canada Ltd. | Woodstock, Ont. |
| Independent Hydraulics Inc. | Richmond, B.C. | Kent-Moore Canada Inc. | Mississauga, Ont. |
| Industrial Equipment Company Ltd. | Delta, B.C. | Keypower Equipment Inc. | Richmond, B.C. |
| Industrial Grain Products, a Div. of Ogilvie Mills Co. Ltd. | Montréal, Qué. | Kidd Creek Mines Ltd. | Timmins, Ont. |
| Ingersoll Rand Canada Inc. | Montréal, Qué. | Knoll Rig & Equipment Mfg. Co. | Edmonton, Alta. |
| Integrated Plastics Limited | Agincourt, Ont. | Koehl Industries Ltd. | Windsor, Ont. |
| International Harvester Canada Limited | Hamilton, Ont. | Komatsu Canada Ltd. | Mississauga, Ont. |
| International Machine Works Ltd. | Montréal, Qué. | Kool-Fire Limited | Niagara Falls, Ont. |
| International Submarine Engineering Ltd. | Port Moody, B.C. | Koppers Hickson Canada Ltd. | Mississauga, Ont. |
| International Water Supply Ltd. | Barrie, Ont. | Kramer Tractor Ltd. | Regina, Sask. |
| Ireco of Canada Ltd. | Pointe-Claire, Qué. | L H A Products Canada Limited | Concord, Ont. |
| J D Irving Ltd. | Saint John, N.B. | L T S Sales Ltd. | Mississauga, Ont. |
| J Hovorka & Sons Ltd. | Sprague, Man. | La Compagnie Minière Québec Cartier | Port-Cartier, Qué. |
| J I Case Canada Inc. | Hamilton, Ont. | La Coopérative Fédérée de Québec | Montréal, Qué. |
| J N Fauver (Canada) Ltd. | Windsor, Ont. | Lakehead Diesel & Hydraulics Ltd. | Thunder Bay, Ont. |
| Jaeger Machine Co. of Canada Ltd. | St. Thomas, Ont. | Lakeman & Johnson Hydraulics Ltd. | Edmonton, Alta. |
| Janox Fluid Power Ltd. | Vancouver, B.C. | Landmark Agro Ltd. | Landmark, Man. |
| Jarvis Clark Co. | Burlington, Ont. | Laurent Truck Parts Inc. | Anjou, Qué. |
| Jems Hydraulique Inc. | Toronto, Ont. | Le Centre de Réparation Hydraulique Uptown Ltée | Pont-Viau, Qué. |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|----------------------------------|-----------------------|----------------------------------|-------------------|
| Le Nouvelliste Ltée | Trois Rivières, Qué. | Mailhot Hydraulique Inc. | St-Jacques, Qué. |
| Lee-Jay Machinery Ltd. | Mississauga, Ont. | Major Irrigation Incorporated | Lethbridge, Alta. |
| Len Murray Supply Inc. | Ottawa, Ont. | Malette Waferboard Corp. Limited | Timmins, Ont. |
| Les Dessins Hydrauliques Inc. | St-Laurent, Qué. | Mandem-Industrial, Division of | |
| Les Entreprises S H P Ltée | Montréal, Qué. | Asamera Inc. | Winnipeg, Man. |
| Les Équipements Hydrauliques | | Maple Leaf Monarch Company | Windsor, Ont. |
| Marcel Bernard Ltée | Laval, Qué. | Maritime Hydraulic Repair Centre | |
| Les Équipements Hydrauliques | | (1981) Ltd. | Fox Creek, N.B. |
| Ropal Inc. | St-Laurent, Qué. | Marystown Shipyard Ltd. | Marystown, Nfld. |
| Les Industries Fournier Inc. | Black Lake, Qué. | Massey-Ferguson Industries Ltd. | Brantford, Ont. |
| Les Industries Gomar Inc. | Duburger, Qué. | Matériaux Électrique Commander | |
| Les Machineries Tenco Ltée | St-Valérien, Qué. | Inc. | St-Jean-sur- |
| Les Pièces Arbrobec Canada Ltée | Laval, Qué. | | Richelieu, Qué. |
| Les Produits Forestiers MaClaren | | McCann Equipment Ltd. | Dorval, Qué. |
| Inc. | Lac des Îles, Qué. | McGraw-Edison Canada Limited, | |
| Lessard Machineries Inc. | St-Wenceslas, Qué. | National Electric Coil Div. | St-Jean, Qué. |
| Levy Auto Parts Co. | Toronto, Ont. | Mecar Métal Inc. | St-Bruno-de- |
| Leybold-Heraeus Canada Inc. | Woodbridge, Ont. | | Montarville, Qué. |
| Leyman Distributors Ltd. | Grande Prairie, Alta. | Med Ex Diagnostic of Canada | |
| Liebherr Canada Limited | Toronto, Ont. | Inc. | Coquitlam, B.C. |
| Lifco Ltd. | Allanburg, Ont. | Mercury Marine Ltd. | Mississauga, Ont. |
| Lode-Master Industries Ltd. | Winkler, Man. | Merse Motor Electric Ltd. | Thunder Bay, Ont. |
| London Concrete Machinery, Div. | | Metex Corp. Ltd. | Weston, Ont. |
| of Hodgson Machinery & Eq. | | Microdesign Limited | Toronto, Ont. |
| Ltd. | London, Ont. | Midwest Hydraulics Inc. | Saskatoon, Sask. |
| Longyear Canada Inc. | North Bay, Ont. | Miller Fluid Power Canada Ltd. | Mississauga, Ont. |
| Lucas Industries Canada Ltd. | Richmond Hill, Ont. | Mimik Ltd. | Cambridge, Ont. |
| Lucas Industries Canada Ltd. | Montréal, Qué. | Monarch Industries Limited | Winnipeg, Man. |
| Ludwig Engel Canada Ltd. | Guelph, Ont. | Monarch Propane Ltd. | Mississauga, Ont. |
| Lunenburg Foundry & Engineering | | Moody SI Ltd. | Terrebonne, Qué. |
| Ltd. | Lunenburg, N.S. | Morneau & Thibodeau Inc. | Montréal, Qué. |
| Lux Manufacturing Ltd. | Saskatoon, Sask. | Mueller Canada Inc. | Sarnia, Ont. |
| Lytle Specialties (Div. of | | Multi-Vans Inc. | Bolton, Ont. |
| Russelsteel Inc.) | Toronto, Ont. | N L Rucker Products Ltd. | Richmond, B.C. |
| M A N Lepper Inc. | Scarborough, Ont. | N S Tractors & Equipment Ltd. | Halifax, N.S. |
| M G W Hydraulics Limited | Windsor, Ont. | National Hydraulics Co. Limited | Concord, Ont. |
| MPSI Inc. | Willowdale, Ont. | National Supply Canada Ltd. | Edmonton, Alta. |
| MacGregor-Navire (Canada) Inc. | Pointe-Claire, Qué. | Neelon Casting Ltd. | Sudbury, Ont. |
| Macanix Tool Sales Ltd. | Winnipeg, Man. | Norcan Fluid Power Ltd. | Vancouver, B.C. |
| Macaulay Energy Products Ltd. | Winnipeg, Man. | Nord-Sen Metal Industries Ltd. | Winnipeg, Man. |
| Macdon Industries Ltd. | Winnipeg, Man. | Nordic Engine & Machine Limited | Sudbury, Ont. |
| Mack Canada Inc. | Toronto, Ont. | Nordic Fluid Power Inc. | Sudbury, Ont. |
| Magnéto Hydraulique & | | North American Hydraulics Ltd. | Brampton, Ont. |
| Pneumatique Inc. | Boucherville, Qué. | Northern Engineering & Supply | |
| Magneton, M.H. Hydraulics Ltd. | Richmond, B.C. | Limited | Thunder Bay, Ont. |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|----------------------|--|------------------------------|
| Northern Metallic Sales Ltd. | Dawson Creek, B.C. | Procter & Gamble Inc. | Toronto, Ont. |
| Northwood Pulp & Timber Ltd. | Prince George, B.C. | Production Supply Company Ltd. | Langley, B.C. |
| Okanagan Helicopters Ltd. | Richmond, B.C. | Progressive Sealing Inc. | Burnaby, B.C. |
| Okuip Inc., Div. O K Canada Inc. | St-Laurent, Qué. | Provincial Equipment Ltd. | Fredericton, N.B. |
| Oliver Industrial Supply Ltd. | Lethbridge, Alta. | Pullmaster Winch Corp. | Surrey, B.C. |
| Ontario Auto Supply (Lincoln) Co. Inc. | St. Catharines, Ont. | Pyramid Pumps Inc. | Burlington, Ont. |
| Orbit Beauty and Office Furniture Inc. | Toronto, Ont. | R Angus Alberta Ltd. | Edmonton, Alta. |
| Ormac Industrial Supply Inc. | Sussex, N.B. | R N G Equipment Inc. | Anjou, Qué. |
| Ormond Industrial Tools Ltd. | Hamilton, Ont. | R W Hamilton Ltd. | St. Catharines, Ont. |
| Otek Co. | Arnprior, Ont. | RBS International Ltd. | Burlington, Ont. |
| Oxford Frozen Foods Ltd. | Oxford, N.S. | Rafna Industries Ltd. | Dollard-des-Ormeaux, Qué. |
| P B M Tool Ltd. | Edmonton, Alta. | Ram Hydraulics & Air Ltd. | Burnaby, B.C. |
| P S I Fluid Power Ltd. | Calgary, Alta. | Reeves Bros. Canada Ltd. | Toronto, Ont. |
| Paccar du Canada Ltée | Ste-Thérèse, Qué. | Reitzel Brothers Limited | Kitchener, Ont. |
| Pacer Geophysical Ltd. | Calgary, Alta. | Reliance Truck & Equipment Ltd. | Surrey, B.C. |
| Panduit (Canada) Limited | Markham, Ont. | Relmech Manufacturing Ltd. | Elmira, Ont. |
| Paramount Industries, Div. of Donlee Mfg. Ind. Ltd. | Weston, Ont. | Rentquip Supply Limited | Woodstock, Ont. |
| Parker-Hannifin (Canada) Ltd. | Grimsby, Ont. | Renum Hydraulics Ltd. | Toronto, Ont. |
| Peacock Brothers Ltd. | Lasalle, Qué. | Resource Technologies Inc. | Sudbury, Ont. |
| Peacock Equipment Ltd. | Aldergrove, B.C. | Rhodes Vaughan Reinforcing Ltd. | Calgary, Alta. |
| Peerless Engineering Sales Ltd. | Burnaby, B.C. | Richard Wilcox of Canada Ltd. | London, Ont. |
| Philips Electronics Ltd. | Scarborough, Ont. | Richardson Great Northern Mfg. Inc. | Winnipeg, Man. |
| Pioneer Pump Inc. | Burlington, Ont. | Rite Way Mfg. Co. Ltd. | Regina, Sask. |
| Pneuveyor Manufacturing Limited | Woodstock, Ont. | Robert Bosch Inc. | Mississauga, Ont. |
| Pompaction Inc. | Pointe-Claire, Qué. | Robert Mitchell Inc. | Montréal, Qué. |
| Pompco (1983) Inc. | Victoriaville, Qué. | Roberts Welding & Fabricating Co. Ltd. | Embro, Ont. |
| Pompes Garand Inc. | Victoriaville, Qué. | Rock-O-Matic Industries Inc. | Vonda, Sask. |
| Powell Equipment Ltd. | Winnipeg, Man. | Rockwell International of Canada Ltd. | Toronto, Ont. |
| Powerscreen of Canada Ltd. | Ajax, Ont. | Ronald Hastings Co. | Toronto, Ont. |
| Prairie Equipment Limited | Winnipeg, Man. | Rosen Cullet, Div. of Rosen Industries Ltd. | Kitchener, Ont. |
| Prairie Hydraulic Equipment Ltd. | Calgary, Alta. | Rotem Industrial Products Inc. | Rexdale, Ont. |
| Prebec Inc. | Montréal, Qué. | Rousseau Controls Inc. | Pointe-Claire, Qué. |
| Précisions La-Mur Inc. | Longueuil, Qué. | S E R Hydraulics Ltd. | Lively, Ont. |
| Premier Fluid Systems Inc. | Burlington, Ont. | S J Hydraulics Limited | Sarnia, Ont. |
| Prévost Car Incorporé | Ste-Claire, Qué. | S W Hooper & Company Ltd. | Sherbrooke, Qué. |
| Price & Markle Industrial Supply Ltd. | Vernon, B.C. | Sani-Marc Inc. | Victoriaville, Qué. |
| Prince George Pulp & Paper Ltd. | Prince George, B.C. | Schindler Elevator Corporation | Pickering, Ont. |
| Princess Auto & Machinery Ltd. | Winnipeg, Man. | | |
| Pritchard Engineering Company Ltd. | Winnipeg, Man. | | |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|--------------------------|---|-------------------------------|
| Seaboard Industrial Supply Co. Ltd. | Glace Bay, N.S. | TSC Stores Limited | London, Ont. |
| Seaboard Shipping Company Ltd. | Vancouver, B.C. | Tadco Engineering Ltd. | Mississauga, Ont. |
| Sealand Helicopters Ltd. | St. John's, Nfld. | Teris Hydraulics Ltd. | Nisku, Alta. |
| Seals Unlimited (1976) Incorporated | Port Credit, Ont. | Textron Canada Ltd. | Toronto, Ont. |
| Sellick Equipment Limited | Harrow, Ont. | The Algoma Steel Corp. Ltd. | Sault Ste. Marie, Ont. |
| Shell Canada Resources | Halifax, N.S. | The Complax Corporation | Cobourg, Ont. |
| Sherritt Gordon Mines Ltd. | Fort Saskatchewan, Alta. | The T Eaton Co. Ltd. | Toronto, Ont. |
| Siemens Electric Limited | Mississauga, Ont. | Thermal & Hydraulic Equipment Ltd. | Toronto, Ont. |
| Skeans Engineering & Machinery Ltd. | Vancouver, B.C. | Thermco Distributors Ltd. | Calgary, Alta. |
| Smith Cameron Industrial Inc. | Coquitlam, B.C. | Thomas Equipment Limited | Centreville, N.B. |
| Solar Turbines Canada Ltd. | Edmonton, Alta. | Thor Power Tool Company | Chicago, IL, U.S.A.* |
| Southeastern Commonwealth Drilling Ltd. | Halifax, N.S. | Thunder Bay Terminals Ltd. | Thunder Bay, Ont. |
| Speedex Mfg., a Div. of Magna Intl. (Canada) Inc. | Concord, Ont. | Thyro Services Western Ltd. | Calgary, Alta. |
| Sperry Inc., Sperry New Holland Division | New Holland, PA, U.S.A.* | Timberland Equipment Limited | Woodstock, Ont. |
| Stearns Catalytic Ltd., Air Products Division | Allentown, PA, U.S.A.* | Tioxide Canada Inc. | Sorel, Qué. |
| Stelco Inc. | Hamilton, Ont. | Tokheim of Canada Ltd. | Mississauga, Ont. |
| Sterling Engine Works Ltd. | Winnipeg, Man. | Tomahawk Manufacturing | Concord, Ont. |
| Stork Werkspoor Canada Ltd. | Candiac, Qué. | Topco Industries Ltd. | Edmonton, Alta. |
| Stratoflex of Canada Ltd. | Fort Worth, TX, U.S.A.* | Torcad Limited | Toronto, Ont. |
| Suncor Inc. | Toronto, Ont. | Torrid Oven Limited | Toronto, Ont. |
| Suncor Inc., Oil Sands Group | Fort McMurray, Alta. | Tractel Canada Inc. | St-Léonard, Qué. |
| Super Générateur Inc. | Lemoyne, Qué. | Trailmobile International Ltd. | Brantford, Ont. |
| Surrey Fluid Power Ltd. | Surrey, B.C. | Tri-Canada Inc. | Mississauga, Ont. |
| Syncrude Canada Ltd. | Fort McMurray, Alta. | Tri-Way Machine Ltd. | Windsor, Ont. |
| Systèmes de Coffrage Glissant Scanada Inc. | Montréal, Qué. | Triçan Machinery Ltd. | Richmond, B.C. |
| T C M Equipment, Div. of Bishop Machinery & Supply Co. Ltd. | Nisku, Alta. | Trico Industries Ltd. | Edmonton, Alta. |
| T P S Industries Inc. | Tillsonburg, Ont. | Tridel Equipment Ltd. | Richmond, B.C. |
| T S Manufacturing, Div. 381572 Ontario Ltd. | Lindsay, Ont. | Turgeon & Jobin Ltée | Québec, Qué. |
| TC Industries of Canada Ltd. | Toronto, Ont. | U A P Inc. | Montréal, Qué. |
| TRW Reda Pump Co. of Canada, A Div. of TRW Canada Ltd. | Calgary, Alta. | Unacom Industrial Equipment, O/B Savin-Mead Limited | Oakville, Ont. |
| | | Unex Corporation | South Hackensack, NJ, U.S.A.* |
| | | Union Carbide Canada Ltd. | Toronto, Ont. |
| | | Universal Logging Supplies Co. Ltd. | Thunder Bay, Ont. |
| | | Upper Lakes Shipping Ltd. | Toronto, Ont. |
| | | Urgent Industrial Supply Inc. | Windsor, Ont. |
| | | Valco Equipment Co. | North Bay, Ont. |
| | | Vana Industries Ltd. | Winnipeg, Man. |
| | | Versatile Farm Equipment Co. Ltd. | Winnipeg, Man. |
| | | Vickers Systems Inc. | Rexdale, Ont. |

PART C: HYDRAULIC PUMPS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|-------------------|--|-------------------|
| Vickers-Warnick Industrial Supply Company Ltd. | Hamilton, Ont. | Western Tractor, Division of Rivotow Equipment Ltd. | Regina, Sask. |
| Volker Stevin Contracting Ltd. | Calgary, Alta. | Westinghouse Canada Limited | Hamilton, Ont. |
| Volvo (Canada) Limited, Manufacturing Division | Halifax, N.S. | Wheatheart Hydrostatic Machine Ltd. | Saskatoon, Sask. |
| Vulcan Equipment Company Ltd. | Scarborough, Ont. | White Farm Manufacturing Canada Limited | Brantford, Ont. |
| Vulcan Machinery & Equipment Limited | Calgary, Alta. | Wicor Canada Inc., Pump & Filtration Div. | Mississauga, Ont. |
| W & L Truck Repairs Hamilton Limited | Hamilton, Ont. | Wilger Industries Ltd. | Saskatoon, Sask. |
| W N White & Company Ltd. | Halifax, N.S. | Williams & Wilson Limited | Montréal, Qué. |
| Wainbee Ltd. | Rexdale, Ont. | Wilmac Equipment Ltd. | Calgary, Alta. |
| Wajax (Western), Div. of Wajax Equipment Ltd. | Coquitlam, B.C. | Wilron Equipment Ltd. | Edmonton, Alta. |
| Wajax Industries Limited | Mississauga, Ont. | Wilson Equipment Co. Ltd. (1979) | Vancouver, B.C. |
| Weldco Alberta Ltd. | Edmonton, Alta. | Wilson Equipment Limited | Truro, N.S. |
| Wellhead Controls Ltd. | Calgary, Alta. | Windsor Bumper Co., a Division of Gulf & Western (Canada) Ltd. | Windsor, Ont. |
| West Canada Hardwoods Ltd. | Surrey, B.C. | Windsor Factory Supply Ltd. | Windsor, Ont. |
| West Coast Machinery Ltd. | Langley, B.C. | Wm Perrin Company Ltd. | Ajax, Ont. |
| Westburne Industrial Enterprises Ltd. | Montréal, Qué. | Woodland Supplies Limited | Nanaimo, B.C. |
| Westec Equipment Ltd. | Vancouver, B.C. | Xerox Canada Inc. | Don Mills, Ont. |
| Western Equipment Ltd. | Vancouver, B.C. | York-Shipley Inc. Pennsylvania Corporation | York, PA, U.S.A.* |
| Western Foundry Co. Limited | Wingham, Ont. | Zalev Brothers Ltd. | Windsor, Ont. |
| Western Rock Bit Company Ltd. | Calgary, Alta. | Zinnco Co. | Lachine, Qué. |
| Western Stress Relieving Services Ltd. | Edmonton, Alta. | | |

* Non-resident importer



PART D

HYDRAULIC VALVES AND PARTS (99-87)



PART D: HYDRAULIC VALVES AND PARTS

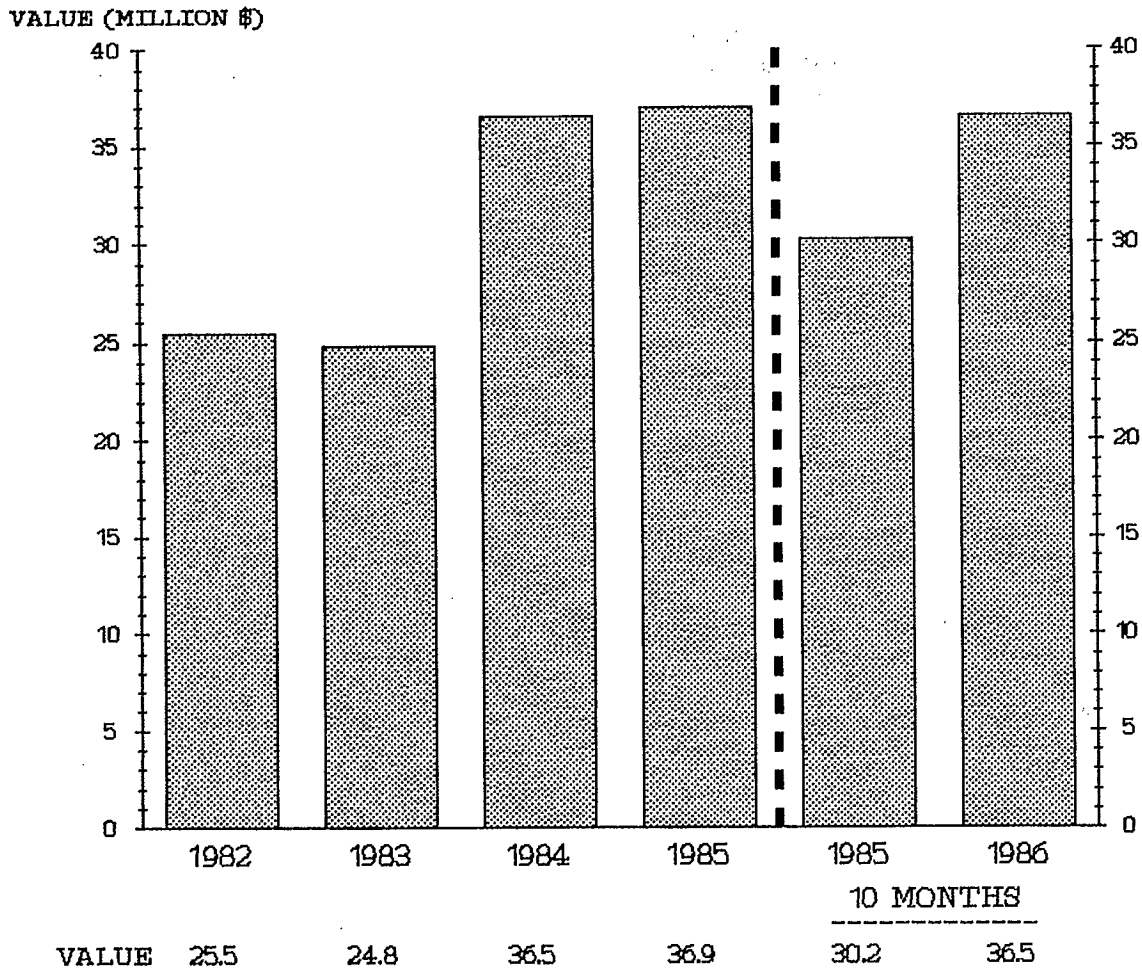
SCOPE

Import commodity codes analyzed in this segment of the report are summarized below according to the Canadian International Trade Classification (C.I.T.C.). All tables in this part, unless otherwise indicated, consist of data for the combined total of the following 13 commodity codes.

| <u>C.I.T.C. CODE</u> | <u>DESCRIPTION</u> |
|--------------------------|---|
| 504-87-19 | VALVES, HYDRAULIC, ELECTRICALLY ACTUATED |
| 504-87-20 | VALVES, HYDRAULIC, ELECTRO-HYDRAULICALLY OPERATED |
| 504-87-25 | VALVES, HYDRAULIC, SOLENOID ACTUATED |
| 504-87-35 | VALVES, HYDRAULIC, FOOT OPERATED |
| 504-87-39 | VALVES, HYDRAULIC, MECHANICALLY ACTUATED |
| 504-87-40 | VALVES, HYDRAULIC, HAND OPERATED |
| 504-87-50 | VALVES, HYDRAULIC, CAM OPERATED |
| 504-87-55 | VALVES, HYDRAULIC, CYLINDER OPERATED |
| 504-87-65 | VALVES, HYDRAULIC, PILOT OPERATED |
| 504-87-69 | VALVES, HYDRAULIC, HYDRAULICALLY ACTUATED, NOT ELSEWHERE SPECIFIED |
| 504-87-75 | SERVOVALVES, HYDRAULIC |
| 504-87-88 | VALVES, HYDRAULIC, PARTS OF |
| 504-87-89 | VALVES, HYDRAULIC, NOT ELSEWHERE SPECIFIED |

PART D: HYDRAULIC VALVES AND PARTS

IMPORT TRENDS: OVERVIEW



Imports of hydraulic valves and parts totalled \$24.8 million in 1983, a slight decrease of three per cent from the 1982 total of \$25.5 million. However, there was a substantial increase in imports of 47 per cent between 1983 and 1984 to a total of \$36.5 million in 1984, followed by a slight increase of one per cent to a total of \$36.9 million in 1985.

Between January and October 1986, the value of imports of hydraulic valves and parts totalled \$36.5 million, an increase of 21 per cent from the corresponding period in 1985.

PART D: HYDRAULIC VALVES AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

| <u>Foreign Country of Export</u> | <u>1982</u> | <u>1983</u> | <u>1984</u> | <u>1985</u> | <u>Average Annual Growth Rate 1982-1985 %</u> | <u>Per Cent Change 1984-1985</u> | <u>10 Month Imports Jan. to Oct.</u> | |
|---|-------------|-------------|-------------|-------------|---|--|--|-------------|
| | | | | | | | <u>1985</u> | <u>1986</u> |
| UNITED STATES Value (\$000) | 20 560 | 21 788 | 32 597 | 32 733 | 17 | 0 | 26 944 | 30 284 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 746 | 650 | 803 | 958 | 9 | 19 | 791 | 1 417 |
| JAPAN Value (\$000) | 108 | 286 | 293 | 632 | 80 | 116 | 303 | 148 |
| ITALY Value (\$000) | 443 | 260 | 356 | 625 | 12 | 76 | 539 | 825 |
| UNITED KINGDOM Value (\$000) | 1 718 | 219 | 309 | 454 | -36 | 47 | 382 | 700 |
| OTHER Value (\$000) | 1 968 | 1 556 | 2 112 | 1 489 | -9 | -29 | 1 199 | 3 172 |
| TOTAL Value (\$000) | 25 543 | 24 759 | 36 470 | 36 891 | 13 | 1 | 30 158 | 36 546 |

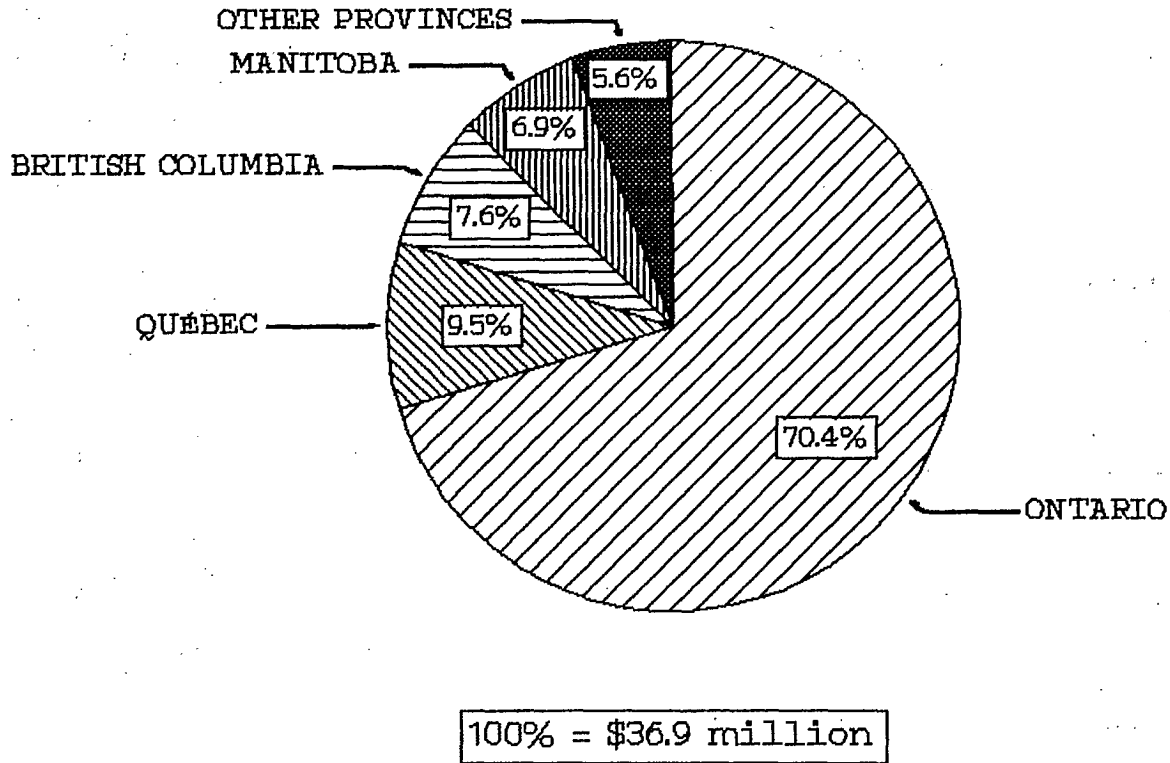
Between 1982 and 1985, the United States was the major exporter of hydraulic valves and parts to Canada. The U.S.A. accounted for at least 81 per cent of the total value of imports during the four-year period. In 1985, imports from the U.S.A. totalled \$32.7 million, or 89 per cent of Canadian imports. The second most important country of export was the Federal Republic of Germany, which accounted for \$1 million, or 2.6 per cent of the import total in 1985.

During the first 10 months of 1986, the U.S.A. continued to dominate the Canadian import market with \$30.3 million, or 83 per cent of the import total, followed by the Federal Republic of Germany with \$1.4 million, or 3.9 per cent of the total.

PART D: HYDRAULIC VALVES AND PARTS

VALUE OF IMPORTS BY PROVINCE OF CLEARANCE

1985



In 1985, Ontario was the principal province of entry for imports of hydraulic valves and parts into Canada, accounting for \$26.0 million, or 70.4 per cent of the import total. An additional \$3.5 million, or 9.5 per cent of imports, were cleared through Québec, followed by British Columbia with \$2.8 million, or 7.6 per cent, and Manitoba with \$2.5 million, or 6.9 per cent of total imports. The other provinces accounted for the remaining \$2.1 million, or 5.6 per cent of Canadian imports.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 77.

PART D: HYDRAULIC VALVES AND PARTS

IMPORT TRENDS BY TYPE

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate | Major Country of Export | | 10 Month Imports | | |
|-------------------------------|--|-------|-------|-------|-------|----------------------------------|--------------------------------|----------------------|----------------------|-------|-------|
| | | | | | | 1982-1985 % | 1985 Value (\$000) | Per Cent of Total | Jan. to Oct. 1985 | 1986 | |
| 504-87-19 | Valves, Hydraulic, Electrically Actuated Value (\$000) | 769 | 198 | 259 | 392 | -20 | United States | 176 | 45 | 305 | 275 |
| 504-87-20 | Valves, Hydraulic, Electro-Hydraulically Operated Value (\$000) | 241 | 91 | 228 | 271 | 4 | United States | 256 | 95 | 167 | 134 |
| 504-87-25 | Valves, Hydraulic, Solenoid Actuated Value (\$000) | 1 342 | 1 095 | 4 405 | 4 458 | 49 | United States | 4 041 | 91 | 3 762 | 7 332 |
| 504-87-35 | Valves, Hydraulic, Foot Operated Value (\$000) | 42 | 5 | 13 | 45 | 2 | Switzerland | 21 | 47 | 37 | 28 |
| 504-87-39 | Valves, Hydraulic, Mechanically Actuated Value (\$000) | 461 | 252 | 278 | 285 | -15 | United States | 285 | 100 | 253 | 629 |
| 504-87-40 | Valves, Hydraulic, Hand Operated Value (\$000) | 3 557 | 1 368 | 1 831 | 3 134 | -4 | United States | 3 077 | 98 | 2 676 | 2 119 |
| 504-87-50 | Valves, Hydraulic, Cam Operated Value (\$000) | 59 | 283 | 214 | 117 | 26 | United States | 117 | 100 | 90 | 28 |
| 504-87-55 | Valves, Hydraulic, Cylinder Operated Value (\$000) | 241 | 832 | 677 | 1 206 | 71 | United States | 1 201 | 100 | 923 | 1 876 |
| 504-87-65 | Valves, Hydraulic, Pilot Operated Value (\$000) | 77 | 169 | 260 | 334 | 63 | Federal Republic of Germany | 258 | 77 | 333 | 55 |

PART D: HYDRAULIC VALVES AND PARTS

IMPORT TRENDS BY TYPE (CONT'D)

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average | Major Country | | 10 Month | |
|-------------------------------|---|--------|--------|--------|--------|-------------|---------------|---------------|--------------|--------|
| | | | | | | Growth Rate | of Export | | Imports | |
| | | | | | | 1982-1985 | 1985 | Per Cent | Jan. to Oct. | |
| | | | | | | % | Value | of Total | 1985 | 1986 |
| | | | | | | | (\$000) | | | |
| 504-87-69 | Valves, Hydraulic, Hydraulically Actuated, Not Elsewhere Specified | | | | | | | United States | | |
| | Value (\$000) | 588 | 517 | 1 069 | 1 437 | 35 | 1 116 | 78 | 1 144 | 1 513 |
| 504-87-75 | Servovalves, Hydraulic | | | | | | | United States | | |
| | Value (\$000) | 166 | 238 | 256 | 566 | 51 | 563 | 100 | 445 | 516 |
| 504-87-88 | Valves, Hydraulic, Parts of | | | | | | | United States | | |
| | Value (\$000) | 7 586 | 8 860 | 12 550 | 10 859 | 13 | 8 489 | 78 | 8 574 | 8 507 |
| 504-87-89 | Valves, Hydraulic, Not Elsewhere Specified | | | | | | | United States | | |
| | Value (\$000) | 10 413 | 10 850 | 14 431 | 13 788 | 10 | 13 334 | 97 | 11 449 | 13 534 |
| | | | | | | | United States | | | |
| TOTAL | Value (\$000) | 25 543 | 24 759 | 36 470 | 36 891 | 13 | 32 733 | 89 | 30 158 | 36 546 |

Between 1982 and 1985, the main import product category was hydraulic valves, not elsewhere specified (C.I.T.C. code 504-87-89). Imports of products classified to this residual category peaked at \$14.4 million in 1984. In 1985, they totalled \$13.8 million, or 37 per cent of the imports of all types of hydraulic valves and parts.

The second ranking product category was parts of hydraulic valves (C.I.T.C. code 504-87-88), imports of which totalled \$10.9 million, or 29 per cent of the imports of all types of hydraulic valves and parts in 1985.

In 1985, the United States was the principal exporter to Canada in all except two product categories, having at least 45 per cent, and up to 100 per cent, of the Canadian import market for the 11 products for which it was the major country of export to Canada.

PART D: HYDRAULIC VALVES AND PARTS

IMPORT MARKET CONCENTRATION - 1985

| | <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 20 Importers</u> | <u>Top 40 Importers</u> | <u>All Importers</u> |
|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|
| Value (\$000) | 9 637 | 15 365 | 21 939 | 27 478 | 36 891 |
| Per Cent of Total Value | 26 | 42 | 59 | 74 | 100 |

In 1985, the 10 major importers of hydraulic valves and parts accounted for \$15.4 million, or 42 per cent of total imports. Nine of the top 10 importers were manufacturers of diverse products, and one was a wholesaler. Nine of these 10 companies were located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 40 KNOWN IMPORTERS - 1985
(74% OF TOTAL IMPORT VALUE)

| | <u>MANUFACTURERS</u> | | <u>WHOLESALERS</u> | | <u>OTHER(1)</u> | | <u>TOTAL</u> | |
|--------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|
| | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> |
| Ontario | 20 | 16 605 | 7 | 4 866 | 2 | | 29 | |
| Western Provinces | 1 | 2 900* | 5 | 2 180 | 1 | 926** | 7 | 27 477*** |
| Québec | 4 | | - | - | - | | 4 | |
| Atlantic Provinces | - | - | - | - | - | | - | - |
| TOTAL | 25 | 19 505 | 12 | 7 046 | 3 | 926 | 40 | 27 477 |

Per Cent of 1985
total value

| | | | | |
|--|----|----|---|----|
| | 53 | 19 | 2 | 74 |
|--|----|----|---|----|

(1) Includes one retailer.

* Western Provinces and Québec aggregated to preserve confidentiality.

** Ontario and Western Provinces aggregated to preserve confidentiality.

*** Ontario, Western Provinces and Québec aggregated to preserve confidentiality.

In 1985, there were 446 known importers of hydraulic valves and parts. The top 40 importers accounted for \$27.5 million, or 74 per cent of the total import value. Twenty-five of these importers were manufacturers whose imports amounted to \$19.5 million, or 53 per cent of the total. Five of these manufacturers were producers of construction machinery and equipment with \$3.7 million, or 10.0 per cent of total imports, and four were manufacturers of farm machinery and equipment whose imports totalled \$3.1 million, or 8.5 per cent of the import total.

Twelve of the top 40 importers were wholesalers whose imports accounted for \$7.0 million, or 19 per cent of total imports.

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN PRODUCTION

There are at least two Canadian manufacturers of hydraulic valves and parts. Statistics Canada does not publish specific data on the production of hydraulic valves and parts. They are included in the residual category "All other products", shipments of which totalled \$52.2 million in 1984, the latest year for which data are available.

EXPORTS

Statistics Canada does not publish data on the export of hydraulic valves and parts. They are included in the class "Hydraulic power transmission equipment and parts, not elsewhere specified", exports of which totalled \$15.4 million in 1986.

PART D: HYDRAULIC VALVES AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE

1985

| <u>Foreign Country Of Export</u> | <u>Canada</u> | <u>Nfld.</u> | <u>N.S.</u> | <u>P.E.I.</u> | <u>N.B.</u> | <u>Qué.</u> | <u>Ont.</u> | <u>Man.</u> | <u>Sask.</u> | <u>Alta.</u> | <u>B.C.</u> |
|---|---------------|--------------|-------------|---------------|-------------|--------------|---------------|--------------|--------------|--------------|--------------|
| UNITED STATES Value (\$000) | 32 733 | 11 | 75 | 42 | 241 | 3 014 | 22 580 | 2 532 | 554 | 1 017 | 2 662 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 958 | 2 | 4 | 0 | 0 | 58 | 891 | 0 | 0 | 0 | 6 |
| JAPAN Value (\$000) | 632 | 0 | 0 | 0 | 0 | 10 | 486 | 0 | 0 | 4 | 133 |
| ITALY Value (\$000) | 625 | 0 | 0 | 0 | 0 | 0 | 585 | 0 | 42 | 0 | 0 |
| UNITED KINGDOM Value (\$000) | 454 | 0 | 0 | 0 | 0 | 1 | 440 | 0 | 0 | 8 | 5 |
| OTHER Value (\$000) | 1 489 | 24 | 10 | 0 | 0 | 406 | 995 | 0 | 0 | 38 | 11 |
| TOTAL Value (\$000) | 36 891 | 37 | 89 | 42 | 241 | 3 489 | 25 977 | 2 532 | 596 | 1 067 | 2 817 |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN TARIFFS

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | | |
|-------------|---|--------------------------------|-------------------------------|-------------------------------|------------------|-------------------------------|--------------------|--|
| | | | British Preferential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Preferential Tariff % | U.K. and Ireland % | |
| 42700-01 | Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 62 | 2.5 | 10.7 | 35 | 2.5 | 9.2 | |
| | January 1, 1986 | | 2.5 | 9.9 | 35 | 2.5 | 9.2 | |
| | January 1, 1987 | | 2.5 | 9.2 | 35 | 2.5 | 9.2 | |
| 42701-01 | Articles which otherwise would be classified under tariff items 42700-01 to 42700-04, namely: compressor sets, electricity generating sets, fork lift trucks, front-end loaders or tractor shovels, gear reducers, pumps and pump sets, motor operated valves, positive displacement blowers and vacuum pumps, metal working lathes, metal working milling machines, cutting tools for use with metal working machines, articulated folding boom-type cranes designed for mounting on trucks; accessories, attachments and control equipment for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 10 | 2.7 | 10.9 | 35 | 2.7 | - | |
| | January 1, 1986 | | 2.6 | 10.0 | 35 | 2.6 | - | |
| | January 1, 1987 | | 2.6 | 9.3 | 35 | 2.6 | - | |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN TARIFFS (CONT'D)

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | |
|----------------|--|--|---|---|------------------------|---|--------------------------|
| | | | British Prefer- ential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Prefer- ential Tariff % | U.K. and Ireland % |
| 44200-01 | Articles and materials which enter into the cost of manufacture of the goods enumerated in tariff items 40900-01, 40902-01, 40904-01, 40906-01, 40908-01, 40910-01, 40912-01, 40914-01, 40916-01, 40918-01, 40919-01, 40920-01, 40922-01, 40924-01, 40926-01, 40928-01, 40930-01, 40932-01, 40934-01, 40936-01, 40938-01, 40940-01, 40942-01, 40944-01, 40948-01, 40950-01, 40956-01, 42723-01, 43915-01 and 61810-01, when imported for use in the manufacture of the goods enumerated in the aforesaid tariff items, or in the manufacture of parts thereof, under such regulations as the Minister may prescribe: | | | | | | |
| | January 1, 1985 | 8 | Free | Free | Free | Free | Free |
| | January 1, 1986 | | Free | Free | Free | Free | Free |

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

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

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

ENQUIRIES CONCERNING 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) 954-6886

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN IMPORTERS

Importers of hydraulic valves and parts during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|--------------------------------|---|-------------------------|
| 551403 Ontario Ltd. | Milliken, Ont. | Aviation Electric Ltd. | Montréal, Qué. |
| A A F Canada Ltd. | Montréal, Qué. | Aviation Electric Ltd., Rousseau Controls Division | St-Laurent, Qué. |
| A E Hydraulique, Div. Jem Hydraulique Inc. | St-Laurent, Qué. | B B C Brown Boveri Canada Inc. | Pointe-Claire, Qué. |
| AMI Steego, a Division of McKerlie-Millen Inc. | Cooksville, Ont. | B C A Industrial Controls Ltd. | Surrey, B.C. |
| Abex Industries Ltd. | Stamford, CT, U.S.A.* | Barber Colman of Canada Ltd. | Woodbridge, Ont. |
| Accurpress Mfg. Ltd. | Richmond, B.C. | Basic Hydraulics & Industrial Equipment Ltd. | Welland, Ont. |
| Active Gear Company of Canada Limited | Concord, Ont. | Basic Structure Steel Fabricators Limited | Welland, Ont. |
| Adrien Vohl & Fils Inc. | St-Marc-des-Carrières, Qué. | Baycoat Limited | Hamilton, Ont. |
| Advance Floor Machine Canada Limited | Mississauga, Ont. | Bearing Supply & Service (Canada) Ltd. | Winnipeg, Man. |
| Aeroquip (Canada) Ltd. | Toronto, Ont. | Bendix Avelex Inc. | Montréal, Qué. |
| Aktiv Controls Ltd. | Vancouver, B.C. | Berminghammer Corporation Limited | Hamilton, Ont. |
| Alcan Rolled Products Company, Div. Aluminum Co. of Canada Ltd. | Kingston, Ont. | Bingham-Willamette Co., Div. of Guy F Atkinson Holdings Ltd. | Portland, OR, U.S.A.* |
| Alexander Tools Limited | Brantford, Ont. | Browns Concrete Products Limited | Sudbury, Ont. |
| Alltemp Products Company Ltd. | Pickering, Ont. | Brydon Div., ITT Industries of Canada Limited | Rexdale, Ont. |
| Altec Industries Ltd. | Mississauga, Ont. | Bucyrus-Erie Company of Canada Ltd. | Richmond, B.C. |
| Aluminum Company of Canada Ltd. | Montréal, Qué. | Buffalo Sheet Metal Works Ltd. | Winnipeg, Man. |
| Amertek Inc. | Woodstock, Ont. | C A Norgren Co. (Canada) Ltd. | Mississauga, Ont. |
| Amesco Ltd. | Dorchester, N.B. | C B Wrought Iron Manufacturing Co. Ltd. | Downsview, Ont. |
| Analytech Components Inc. | Toronto, Ont. | C H Heist (Canada) Limited | Buffalo, NY, U.S.A.* |
| Andrus & Foster Hydraulics Ltd. | Downsview, Ont. | Can Flo Hydraulics Limited | Concord, Ont. |
| Anthes Equipment Ltd. | Mississauga, Ont. | Canadian Bearings Co. Ltd. | Mississauga, Ont. |
| Arco Automotive Warehouse Ltd. | Markham, Ont. | Canadian Co-Operative Implement Ltd. | Winnipeg, Man. |
| Armour Valve Inc. | Pointe-Claire, Qué. | Canadian Foremost Ltd. | Calgary, Alta. |
| Arvid Machine Tools Ltd. | Windsor, Ont. | Canadian National Railways | Montréal, Qué. |
| Ascenseurs Re-No Ltée | Montréal, Qué. | Canadian Servo & Electronics Inc. | Oakville, Ont. |
| Atlantic Power & Engineering Ltd. | Moncton, N.B. | Canadian Steelmaster Co. | Cooksville, Ont. |
| Atlas Copco Canada Inc. | Dorval, Qué. | Canexel Inc. | Hubbards, N.S. |
| Atlas Steels Company, a Div. of Rio Algom Mines Limited | Welland, Ont. | | |
| Automated Fluid Power and Control Inc. | Oakville, Ont. | | |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|------------------------------|---|------------------------------|
| Canfab Strathroy Ltd. | Strathroy, Ont. | Dépannage Satellite Inc. | Laval, Qué. |
| Canhmar Industries Ltd. | Dundas, Ont. | Desourdy Inc. | Longueuil, Qué. |
| Canrep Inc. | New Glasgow, N.S. | Dewilde Fluid Systems Inc. | Milton, Ont. |
| Canron Inc. | Rexdale, Ont. | Dofasco Inc. | Hamilton, Ont. |
| Cantech Corporation | Calgary, Alta. | Dover Corporation Canada Ltd., Industrial Division | Scarborough, Ont. |
| Canvil Ltd. | Simcoe, Ont. | Dowty Canada Ltd. | Ajax, Ont. |
| Capital Disposal Equip. Inc. | Mississauga, Ont. | Dresser Canada Inc. | Mississauga, Ont. |
| Cara Operations Limited | Toronto, Ont. | Dresser Canada Inc., Construction Equipment Div. | Candiac, Qué. |
| Caterpillar of Canada Ltd. | Mississauga, Ont. | Dunham-Bush of Canada Limited | Weston, Ont. |
| Central Alberta Dairy Pool | Red Deer, Alta. | Dupont of Canada Ltd. | Mississauga, Ont. |
| Central Farm Supply of Brantford Limited | Brantford, Ont. | Dycon Ltd. | Mississauga, Ont. |
| Champion Road Machinery Limited | Goderich, Ont. | Dynaltco Hydraulics Inc. | Richmond Hill, Ont. |
| Chapman Industries Ltd. | Delta, B.C. | Dynesco Equipment Sales Ltd. | Toronto, Ont. |
| Chassis Service Ltd. | Weston, Ont. | E R C O Industries Ltd. | St. John's, Nfld. |
| Checker Industrial Rubber & Tire Limited | Windsor, Ont. | Eagle Precision Tool Ltd. | Brantford, Ont. |
| Chrysler Canada Limited | Windsor, Ont. | Eastern Hydraulics Limited | Concord, Ont. |
| Cla-Val Canada Ltd. | Beamsville, Ont. | Ecolaire Canada Ltd. | Kitchener, Ont. |
| Clark Equipment of Canada Ltd. | St. Thomas, Ont. | Electronics Corporation of Amer. (Canada) Ltd. | Toronto, Ont. |
| Clay-Mill Enterprises Limited | Windsor, Ont. | Elston Industries Ltd. | Toronto, Ont. |
| Cole Motion Incorporated | Windsor, Ont. | Engrenage Provincial D R D Inc. | Québec, Qué. |
| Comdye Inc. | Montréal, Qué. | Équipement Bourbeau (1985) Ltée | Notre-Dame-des-Pins, Qué. |
| Commercial Shearing Ltd. | Acton, Ont. | Équipement Domar Inc. | Montréal, Qué. |
| Compagnie Aciers Slater, Division les Forges de Sorel | St-Joseph-de- Sorel, Qué. | Eric Kingston Sales Ltd. | Toronto, Ont. |
| Corsteel Hydraulic Incorporated | Concord, Ont. | Ethyl Packaging Products Limited | Scarborough, Ont. |
| Cory Lock Refrigeration, Div. of J H Lock & Sons Limited | Richmond, B.C. | Euclid Canada Limited | Guelph, Ont. |
| Coulson Hydraulics (1981) Ltd. | Red Deer, Alta. | F A G Bearings Ltd. | Stratford, Ont. |
| Courtney Berg Industries Ltd. | Linden, Alta. | F Jos Lamb Company Limited | Windsor, Ont. |
| Cowper Inc. | Lachine, Qué. | F P Bourgault Industries Ltd. | St-Brieux, Sask. |
| Craigs Machine Shop Ltd. | Hartland, N.B. | F W Cayley Ltd. | Brampton, Ont. |
| Crane Canada Inc. | Mont Royal, Qué. | Facility & Port Engineers Canada Inc. | Mississauga, Ont. |
| Crothers Ltd. | Concord, Ont. | Falcon Fabricators Ltd. | Stoney Creek, Ont. |
| Cubex Ltd. | Winnipeg, Man. | Fednav Limited | Montréal, Qué. |
| Cusco Fabricators Limited | Richmond Hill, Ont. | Fintec Limited | Mississauga, Ont. |
| Danco Equipment Ltd. | Calgary, Alta. | Firing Industries Ltd. | St. Catharines, Ont. |
| Davis Controls Limited | Islington, Ont. | Fleck Bros. Limited | Burnaby, B.C. |
| De Laval Turbine Canada Ltd. | Maple, Ont. | Flexi-Coil Ltd. | Linden, Alta. |
| Degelman Industries Ltd. | Regina, Sask. | Flo Draulic Controls Ltd. | Scarborough, Ont. |
| Del Scheider Hydraulics Ltd. | Prince George, B.C. | Flo Draulic Controls Ltd. | Ajax, Ont. |
| Delta Hydraulic Power Ltd. | Richmond, B.C. | Fluid Pack International Ltd. | London, Ont. |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|-----------------------|---|----------------------|
| Fluidex Inc. | Montréal, Qué. | Hyseco Fluid Systems Ltd. | Vancouver, B.C. |
| Flyer Industries Limited | Winnipeg, Man. | Hytac Equipment Ltd. | Vancouver, B.C. |
| Fomex Protection Canada 1984 Inc. | Val d'Or, Qué. | I C S Ltée | Burlington, Ont. |
| Ford Motor Company of Canada Ltd. | Oakville, Ont. | I S E Research Ltd. | Port Moody, B.C. |
| Foxboro Canada Inc. | Montréal, Qué. | IEC Holden Ltd. | Montréal, Qué. |
| Frontier Hydraulics Ltd. | Burlington, Ont. | ITT Canada Limited | Guelph, Ont. |
| GEC Diesels Inc. | Etobicoke, Ont. | Imperial Oil Ltd. | Don Mills, Ont. |
| Gabriel of Canada Ltd. | Toronto, Ont. | Indal Limited | Weston, Ont. |
| Garlock of Canada Ltd. | Toronto, Ont. | Industrial Combusion & Equipment Ltd. | Dorval, Qué. |
| Gatx-Fuller Ltd. | Scarborough, Ont. | Industrial Equipment Company Ltd. | Delta, B.C. |
| General Foods Inc. | Don Mills, Ont. | Industrial Projects (1976) Ltd. | Montréal, Qué. |
| General Motors of Canada Ltd. | Oshawa, Ont. | Inproheat Industries Ltd. | Vancouver, B.C. |
| Gir Del Hydraulic Services Ltd. | Edmonton, Alta. | Intermann Marine Marketing Ltd. | Vancouver, B.C. |
| Goodyear Canada Inc. | Islington, Ont. | International Harvester Canada Limited | Hamilton, Ont. |
| H & L Ventures Ltd. | Dauphin, Man. | International Submarine Engineering Ltd. | Port Moody, B.C. |
| HB Company | Red Deer, Alta. | Interprovincial Steel & Pipe Corporation Ltd. | Regina, Sask. |
| Hall & Stavert Ltd. | Charlottetown, P.E.I. | J I Case Canada Inc. | Hamilton, Ont. |
| Hamlet & Garneau Inc. | Laval, Qué. | J N Fauver (Canada) Ltd. | Windsor, Ont. |
| Hargaft and Sons Limited | Toronto, Ont. | Jems Hydraulique Inc. | Toronto, Ont. |
| Harricana Métal Incorporé | Amos, Qué. | Jenkins Control Systems Ltd. | Calgary, Alta. |
| Hayes-Dana Inc. | Thorold, Ont. | John Deere Ltd. | Grimsby, Ont. |
| Hayes-Dana Inc., Weatherhead Plant | St. Thomas, Ont. | John Deere Ltd. Welland Works | Welland, Ont. |
| Head Industrial Sales Ltd. | Walkerville, Ont. | John Spotton Company Ltd. | Mississauga, Ont. |
| Hermes Abrasives Canada Limited | Mississauga, Ont. | John T. Hepburn Ltd. | Toronto, Ont. |
| Hi-Test Equipment Ltd. | Rexdale, Ont. | K M W Products Limited | St. Catharines, Ont. |
| Higginson Equipment Sales Ltd. | Burlington, Ont. | Kambria Controls Ltd. | Concord, Ont. |
| Husmann Store Equipment Ltd. | Brantford, Ont. | Kay Bar Fluid Power Limited | Downsview, Ont. |
| Hydra-Fab Industriel Inc. | Laval, Qué. | Kent Air Products Canada Ltd. | Mississauga, Ont. |
| Hydra-Lift Industries Ltd. | Richmond Hill, Ont. | Kent-Moore Canada Inc. | Mississauga, Ont. |
| Hydracine Fluid Power Ltd. | Downsview, Ont. | King Truck Engineering Canada Limited | London, Ont. |
| Hydraulic Service & Equipment Company Ltd. | Vancouver, B.C. | Koolhaas Ltd. | Mississauga, Ont. |
| Hydraulic Systems Limited | Dartmouth, N.S. | L H A Products Canada Limited | Concord, Ont. |
| Hydro Electric Power Commission | Milverton, Ont. | Lakehead Diesel & Hydraulics Ltd. | Thunder Bay, Ont. |
| Hymatic Controls Ltd. | Burlington, Ont. | Lakeland Mills Ltd. | Prince George, B.C. |
| Hypower Systems Corp. | Saskatoon, Sask. | | |
| Hypower Systems Inc. | Saskatoon, Sask. | | |
| Hypower Systems Ltd. | Vancouver, B.C. | | |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|----------------------------|---|----------------------|
| Lakeman & Johnson Hydraulics Ltd. | Edmonton, Alta. | Med Ex Diagnostic of Canada Inc. | Coquitlam, B.C. |
| Launier Limitée | Trois-Rivières-Ouest, Qué. | Menasco Aerospace Ltd. | Oakville, Ont. |
| Les Entreprises S H P Ltée | Montréal, Qué. | Mentec Industrial Equipment Ltd. | Mississauga, Ont. |
| Les Équipements Fore Inc. | Rock Forest, Qué. | Midwest Hydraulics Inc. | Saskatoon, Sask. |
| Les Technologies O M V P E Inc. | St-Laurent, Qué. | Miller Fluid Engineering Ltd. | Scarborough, Ont. |
| Lessard Machineries Inc. | St-Wenceslas, Qué. | Miller Fluid Power Canada Ltd. | Mississauga, Ont. |
| Leyman Distributors Ltd. | Grande Prairie, Alta. | Mobil Oil Canada Ltd. | Calgary, Alta. |
| Liebherr Canada Limited | Toronto, Ont. | Modular Control Ltd. | Burlington, Ont. |
| Lifco Ltd. | Allanburg, Ont. | Mohawk Equipment Ltd. | Brantford, Ont. |
| Liftway Ltd. | Brantford, Ont. | Monsum Hydraulics Ltd. | Toronto, Ont. |
| Limitorque of Canada Ltd. | Mississauga, Ont. | Morris Rod Weeder Company Ltd. | Yorkton, Sask. |
| Liquid Carbonic Inc. | Scarborough, Ont. | N L Rucker Products Ltd. | Richmond, B.C. |
| Lode-King Industries Ltd. | Winkler, Man. | National Hydraulics Co. Limited | Concord, Ont. |
| London Concrete Machinery, Div. of Hodgson Machinery & Eq. Ltd. | London, Ont. | Newman Hattersley Ltd. | Mississauga, Ont. |
| Lovat Tunnel Equipment Inc. | Rexdale, Ont. | Niagara Fluid Power, Div. of H B Fluid Power Service Ltd. | St. Catharines, Ont. |
| Lucas Industries Canada Ltd. | Montréal, Qué. | Norcan Fluid Power Ltd. | Vancouver, B.C. |
| Lucas Industries Canada Ltd. | Richmond Hill, Ont. | Nord-Sen Metal Industries Ltd. | Winnipeg, Man. |
| Lusar Équipements Inc. | Pierrefonds, Qué. | Nordic Fishing Company Limited | Dartmouth, N.S. |
| Lytle Specialties (Div. of Russelsteel Inc.) | Toronto, Ont. | Nortec Solar Industries Inc. | Manotick, Ont. |
| M G W Hydraulics Limited | Windsor, Ont. | Northgate Tool and Die Co. Ltd. | Saint John, N.B. |
| M L H Fire Protection Ltd. | Laval, Qué. | Nova, an Alberta Corporation | Calgary, Alta. |
| MacDonald Dettwiler & Associates Ltd. | Richmond, B.C. | O S A Marine Services Canada Limited | St. John's, Nfld. |
| Macdon Industries Ltd. | Winnipeg, Man. | Oliver Industrial Supply Ltd. | Lethbridge, Alta. |
| Magnéto Hydraulique & Pneumatique Inc. | Boucherville, Qué. | Ontario Hose Specialties Ltd. | Mississauga, Ont. |
| Magneton, M.H. Hydraulics Ltd. | Richmond, B.C. | Ontario Hydro | Toronto, Ont. |
| Mailhot Hydraulique Inc. | St-Jacques, Qué. | Otis Canada Inc. | Oakville, Ont. |
| Mainland Oilfield Supply, Div. of Bow Valley Resource Services Ltd. | Calgary, Alta. | P B M Tool Ltd. | Edmonton, Alta. |
| Maritime Hydraulic Repair Centre (1981) Ltd. | Fox Creek, N.B. | P S I Fluid Power Ltd. | Calgary, Alta. |
| Marrello Valve Ltd. | Thornhill, Ont. | Parker-Hannifin (Canada) Ltd. | Grimsby, Ont. |
| Marystown Shipyard Ltd. | Marystown, Nfld. | Pathex Inc. | Toronto, Ont. |
| Masoneilan, Div. of McGraw - Edison Limited | Burlington, Ont. | Paul Krohnert Mfg. Ltd. | Milton, Ont. |
| Massey-Ferguson Industries Ltd. | Brantford, Ont. | Peacock Brothers Ltd. | Lasalle, Qué. |
| | | Peavey Industries Limited | Red Deer, N.B. |
| | | Peerless Engineering Sales Ltd. | Burnaby, B.C. |
| | | Petro-Canada Inc. | Calgary, Alta. |
| | | Pinnco Elevator Industries Limited | Little Britain, Ont. |
| | | Pitman Manufacturing Company Inc. | Markham, Ont. |
| | | Pneumatic & Hydraulic Company Ltd. | Laval, Qué. |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---------------------------------------|--------------------------------|---|-------------------------|
| Pneutech Ltd. | Montréal, Qué. | Semco Pneumatic Systems Ltd. | Mississauga, Ont. |
| Pole-Lite Limited | St-Philippe-de-Laprairie, Qué. | Servo Technologies Inc. | Windsor, Ont. |
| Porter Engineering Ltd. | Richmond, B.C. | Shan Rod Valves Inc. | Windsor, Ont. |
| Posi-Plus Technologies Inc. | Victoriaville, Qué. | Shell Canada Limited | Calgary, Alta. |
| Potash Corp. of Sask. Mining Ltd. | Rocanville, Sask. | Shelley Holdings Ltd. | Sarnia, Ont. |
| Power Press & Equipment Company Ltd. | Montréal, Qué. | Sidbec Dosco Ltée | Contrecoeur, Qué. |
| Pratt and Whitney Canada Inc. | Longueuil, Qué. | Simon-Day Ltd. | Winnipeg, Man. |
| Presvac Systems Burlington Ltd. | Burlington, Ont. | Skeans Engineering & Machinery Ltd. | Vancouver, B.C. |
| Prince Rupert Grain Ltd. | Vancouver, B.C. | Slant Fin Ltd. | Mississauga, Ont. |
| Princess Auto & Machinery Ltd. | Winnipeg, Man. | Smith-Roles Ltd. | Saskatoon, Sask. |
| Pritchard Engineering Company Ltd. | Winnipeg, Man. | Sonat Offshore Canada Ltd. | Dartmouth, N.S. |
| Production Supply (Alta) Co. Ltd. | Langley, B.C. | Space Saver Hoist Co. | Mississauga, Ont. |
| R Angus Alberta Ltd. | Edmonton, Alta. | Spar Aerospace Products Ltd. | Toronto, Ont. |
| Rafna Industries Ltd. | Dollard-des-Ormeaux, Qué. | Spartan Controls Ltd. | Calgary, Alta. |
| Ram Hydraulics & Air Ltd. | Burnaby, B.C. | Spartec Industrial Equipment Inc. | Burlington, Ont. |
| Ram Industries Ltd. | Yorkton, Sask. | St. Denis & Sons Ltd. | Oldcastle, Ont. |
| Ramsey Lake Industrial Limited | Lively, Ont. | St. Louis Ship Canada Ltd. | St. Louis, MO, U.S.A.* |
| Renum Hydraulics Ltd. | Toronto, Ont. | Stackpole Limited | Etobicoke, Ont. |
| Richard Wilcox of Canada Ltd. | London, Ont. | Standard Aero Limited | Winnipeg, Man. |
| Richards Repair Ltd. | Rexdale, Ont. | Stearns Catalytic Ltd., Air Products Division | Allentown, PA, U.S.A.* |
| Robert Bosch Inc. | Mississauga, Ont. | Stebar Machinery Inc. | Cambridge, Ont. |
| Robinson-Alamo-Sales Ltd. | Winnipeg, Man. | Stelco Inc. | Hamilton, Ont. |
| Rockwell International of Canada Ltd. | Toronto, Ont. | Stora Forest Industries Ltd. | Port Hawkesbury, N.S. |
| Rotork Controls (Canada) Ltd. | Rochester, NY, U.S.A.* | Stratoflex of Canada Ltd. | Fort Worth, TX, U.S.A.* |
| Rowan Companies Inc. | Dartmouth, N.S. | Surrey Fluid Power Ltd. | Surrey, B.C. |
| Rush Hydraulic Pneumatic Inc. | Midhurst, Ont. | T T Liquid Handling Equipment Limited | Hamilton, Ont. |
| S E R Hydraulics Ltd. | Lively, Ont. | Teal Manufacturing Ltd. | Windsor, Ont. |
| S K F Canada Limited | Scarborough, Ont. | Technimeca Limited | St-Laurent, Qué. |
| Saab-Totem Inc. | Seattle, WA, U.S.A.* | Teris Hydraulics Ltd. | Nisku, Alta. |
| Samson Controls Inc. | Markham, Ont. | Terminal City Iron Works Ltd. | Vancouver, B.C. |
| Saskatchewan Research Council | Saskatoon, Sask. | Terminal Sawmills Ltd. | Richmond, B.C. |
| Schindler Elevator Corporation | Pickering, Ont. | Tervcon Energy Management Co. Ltd. | Calgary, Alta. |
| Schrader-Bellows (Canada) Inc. | Toronto, Ont. | The Algoma Steel Corp. Ltd. | Sault Ste-Marie, Ont. |
| Seagulf (Maritimes) Limited | Halifax, N.S. | The Pas Lumber Co. Ltd. | Prince George, B.C. |
| Sealand Sales Limited | Vancouver, B.C. | The Richler Industries Ltd. | Montréal, Qué. |

PART D: HYDRAULIC VALVES AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|-------------------------------|---------------------|---------------------------------|----------------------------|
| The University of Waterloo | Waterloo, Ont. | W J Deacon Ltd. Op as D&D | Woodbridge, Ont. |
| Thomas Equipment Limited | Centreville, N.B. | Industries | Edmonton, Alta. |
| Thorburn Equipment Inc. | Pointe-Claire, Qué. | W M Tandem Distributors Ltd. | Calgary, Alta. |
| Tomahawk Manufacturing | Concord, Ont. | WKM Division, Joy Manufacturing | North Vancouver, B.C. |
| Tools Division of I T L | Windsor, Ont. | Company (Canada) Limited | Mississauga, Ont. |
| Industries Ltd. | Montréal, Qué. | Wagner Engineering Ltd. | Woodbridge, Ont. |
| Trans Canada Montwin Limited | Mississauga, Ont. | Wajax Industries Limited | Kamloops, B.C. |
| Trecan Ltd. | Yarmouth, N.S. | Watts Regulator Company of | Edmonton, Alta. |
| Tri-Star Industries Limited | Windsor, Ont. | Canada Ltd. | Vancouver, B.C. |
| Tri-Way Machine Ltd. | Richmond, B.C. | Weco Manufacturing, Op. by | Barrie, Ont. |
| Tridel Equipment Ltd. | Downsview, Ont. | Tymmor Management Ltd. | Saskatoon, Sask. |
| Troy Control Systems Inc. | Montréal, Qué. | Weidco Alberta Ltd. | Rosenort, Man. |
| U A P Inc. | Toronto, Ont. | Weidco Ltd. | Calgary, Alta. |
| Union Carbide Canada Ltd. | Kitchener, Ont. | Western Hydraulics O/B 503637 | Milton, Ont. |
| Uniroyal Ltd. | Hamilton, Ont. | (Ontario) Ltd. | Whitby, Ont. |
| Universal Handling Equipment | Saskatoon, Sask. | Western Roto Thresh Ltd. | Brantford, Ont. |
| Company | North Bay, Ont. | Westfield Industries Ltd. | Montréal, Qué. |
| University of Saskatchewan | Montréal, Qué. | Wheatley Canada Ltd. | Windsor, Ont. |
| Valco Equipment Co. | Calgary, Alta. | Wheelabrator Corporation of | Ajax, Ont. |
| Velan Engineering Ltd. | Burlington, Ont. | Canada Ltd. | Rexdale, Ont. |
| Veritas Geophysical Ltd. | Winnipeg, Man. | Whitby Boat Works Ltd. | Downsview, Ont. |
| Versa-Hoe Equipment Corp. | Nobleford, Alta. | White Farm Manufacturing Canada | Windsor, Ont. |
| Versatile Farm Equipment Co. | Rexdale, Ont. | Limited | Fort Wayne, IN, U.S.A.* |
| Ltd. | Hamilton, Ont. | Williams & Wilson Limited | |
| Versatile Noble Cultivator | Halifax, N.S. | Windsor Match Plate Ltd. | |
| Company | Scarborough, Ont. | Wm Perrin Company Ltd. | |
| Vickers Systems Inc. | Calgary, Alta. | World Auto Parts (Canada) Ltd. | |
| Vickers-Warnick Industrial | | Xomox Canada Limited | |
| Supply Company Ltd. | | Zalev Brothers Ltd. | |
| Volvo (Canada) Limited, | | Zollner Canada Limited C/O | |
| Manufacturing Division | | Zollner Corporation | |
| Vulcan Equipment Company Ltd. | | | |
| Vulcan Machinery & Equipment | | | |
| Limited | | | |

* Non-resident importer



PART E

HYDRAULIC COUPLINGS AND PARTS (100-87)



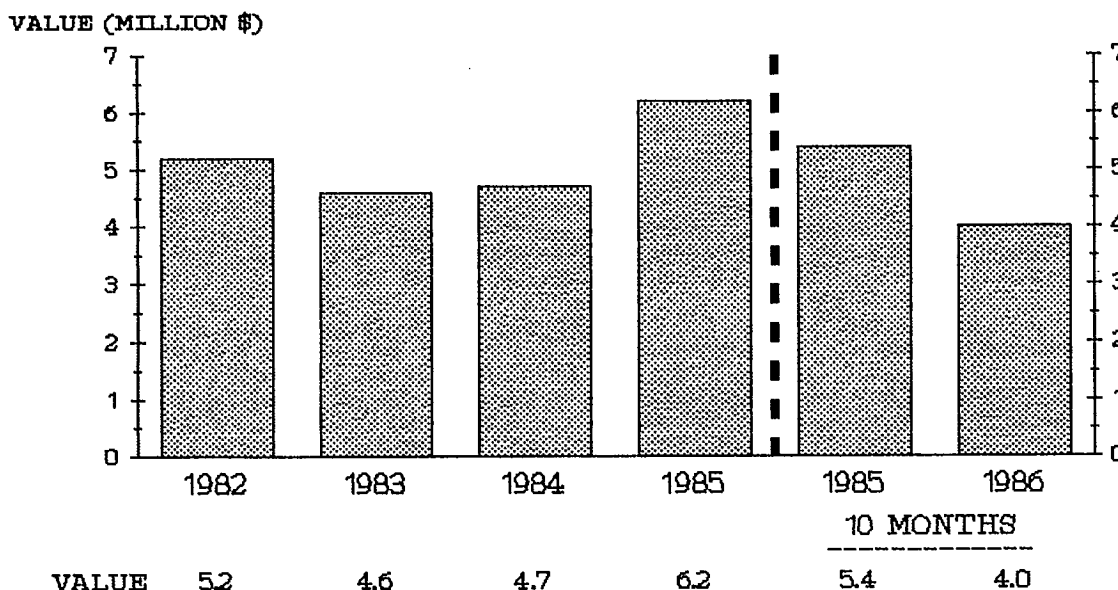
PART E: HYDRAULIC COUPLINGS AND PARTS

SCOPE

Import commodity codes analyzed in this segment of the report are summarized below according to the Canadian International Trade Classification (C.I.T.C.). All tables in this part, unless otherwise indicated, consist of data for the combined total of the following two commodity codes.

| <u>C.I.T.C. CODE</u> | <u>DESCRIPTION</u> |
|--------------------------|--------------------------------|
| 504-81-20 | COUPLINGS, HYDRAULIC |
| 504-81-88 | COUPLINGS, HYDRAULIC, PARTS OF |

IMPORT TRENDS: OVERVIEW



In 1982, imports of hydraulic couplings and parts totalled \$5.2 million. In 1983, they decreased by 12 per cent to a total of \$4.6 million. Import value recovered slightly in 1984 to reach a total of \$4.7 million, an increase of three per cent over 1983; and it subsequently increased substantially by another 30 per cent between 1984 and 1985, to reach \$6.2 million in 1985.

During the period January to October 1986, the value of imports of hydraulic couplings and parts totalled \$4 million, a decrease of 26 per cent when compared to the first 10 months of 1985.

PART E: HYDRAULIC COUPLINGS AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

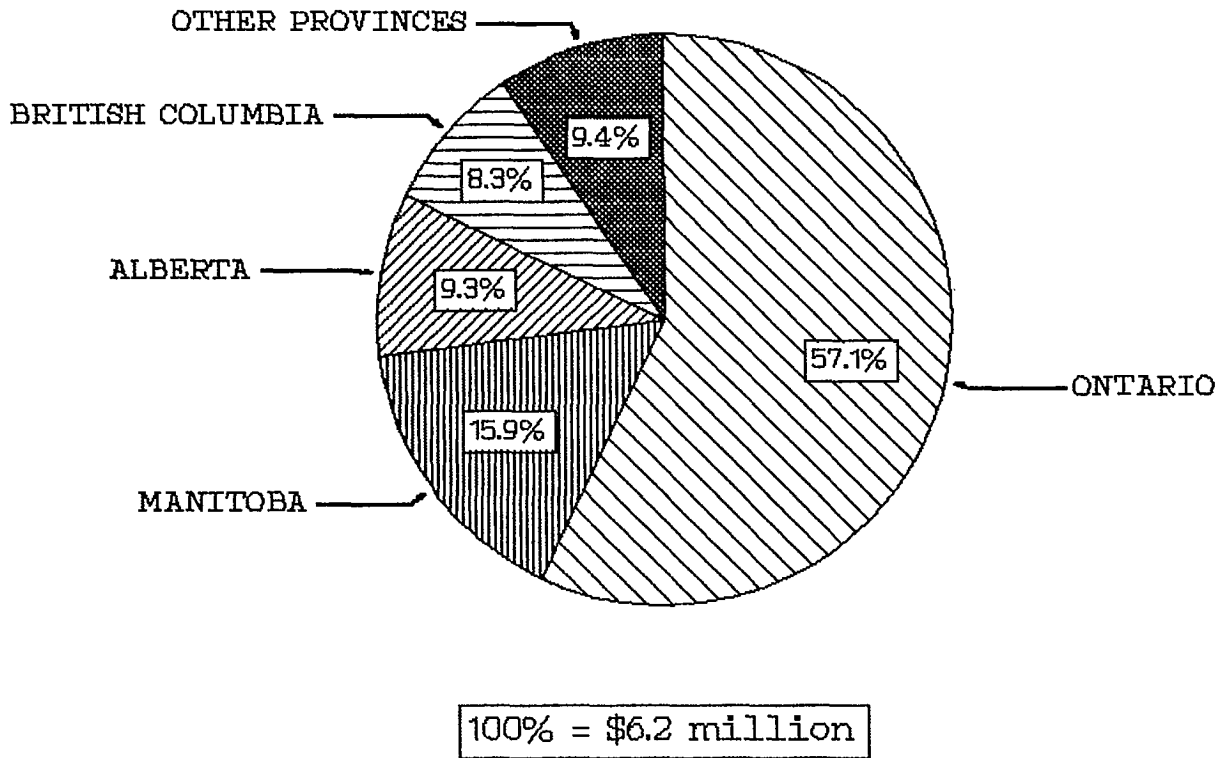
| <u>Foreign Country of Export</u> | <u>1982</u> | <u>1983</u> | <u>1984</u> | <u>1985</u> | <u>Average Annual Growth Rate 1982-1985 %</u> | <u>Per Cent Change 1984-1985</u> | <u>10 Month Imports Jan. to Oct.</u> | |
|---|-------------|-------------|-------------|-------------|---|--|--|-------------|
| | | | | | | | <u>1985</u> | <u>1986</u> |
| UNITED STATES Value (\$000) | 3 090 | 3 602 | 3 811 | 5 209 | 19 | 37 | 4 641 | 3 343 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 1 143 | 271 | 204 | 506 | -24 | 148 | 380 | 266 |
| UNITED KINGDOM Value (\$000) | 903 | 513 | 580 | 395 | -24 | -32 | 309 | 269 |
| BELGIUM-LUXEMBOURG Value (\$000) | 15 | 37 | 133 | 32 | 29 | -76 | 11 | 78 |
| ITALY Value (\$000) | 9 | 5 | 3 | 11 | 7 | 267 | 11 | 11 |
| OTHER Value (\$000) | 64 | 158 | 10 | 14 | -40 | 40 | 13 | 25 |
| TOTAL Value (\$000) | 5 224 | 4 586 | 4 741 | 6 167 | 6 | 30 | 5 365 | 3 992 |

Between 1982 and 1985, the United States was the major exporter of hydraulic couplings and parts to Canada. The U.S. share of the Canadian import market increased steadily from 59 per cent in 1982, to 85 per cent in 1985. During the same period, the import market share of the Federal Republic of Germany decreased from 23 to 8 per cent, and that of the United Kingdom from 17 to 6 per cent.

The United States continued to dominate the Canadian import market during the period January to October 1986, having \$3.3 million, or 84 per cent of the import total. The Federal Republic of Germany and the United Kingdom were second in rank, each country having seven per cent of total imports for the 10-month period.

PART E: HYDRAULIC COUPLINGS AND PARTS
VALUE OF IMPORTS BY PROVINCE OF CLEARANCE

1985



In 1985, the imports of hydraulic couplings and parts cleared through Ontario accounted for \$3.5 million, or 57.1 per cent of the total. Manitoba was the second ranking province of clearance, with \$979 000, or 15.9 per cent of the import total, followed by Alberta with \$576 000, or 9.3 per cent, and British Columbia with \$513 000, or 8.3 per cent, of total imports. The remaining 9.4 per cent of imports entered Canada through the other provinces.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 95.

PART E: HYDRAULIC COUPLINGS AND PARTS

IMPORT TRENDS BY TYPE

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate | Major Country of Export | | 10 Month Imports | |
|-------------------------------|---|-------|-------|-------|-------|----------------------------------|----------------------------|----------------------|----------------------|-------|
| | | | | | | 1982-1985 % | 1985 Value (\$000) | Per Cent of Total | Jan. to Oct. 1985 | 1986 |
| 504-81-20 | Couplings, Hydraulic Value (\$000) | 3 845 | 3 085 | 3 747 | 4 244 | 3 | United States 3 718 | 88 | 3 658 | 2 701 |
| 504-81-88 | Couplings, Hydraulic, Parts of Value (\$000) | 1 379 | 1 501 | 994 | 1 923 | 12 | United States 1 491 | 78 | 1 707 | 1 291 |
| <hr/> | | | | | | | | | | |
| TOTAL | Value (\$000) | 5 224 | 4 586 | 4 741 | 6 167 | 6 | United States 5 209 | 84 | 5 365 | 3 992 |

Imports of hydraulic couplings (C.I.T.C. code 504-81-20) totalled \$4.2 million, or 69 per cent of the imports of hydraulic couplings and parts in 1985. During the same year, imports of parts of hydraulic couplings (C.I.T.C. code 504-81-88) reached \$1.9 million. Imports of both products declined during the first 10 months of 1986, when compared to the corresponding period of 1985.

In 1985, the United States was the principal country of export to Canada with at least 78 per cent of the import total for each product category.

PART E: HYDRAULIC COUPLINGS AND PARTS

IMPORT MARKET CONCENTRATION - 1985

| | <u>Top 5 Importers</u> | <u>Top 10 Importers</u> | <u>Top 20 Importers</u> | <u>Top 35 Importers</u> | <u>All Importers</u> |
|----------------------------|----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|
| Value (\$000) | 2 649 | 3 655 | 4 415 | 4 932 | 6 167 |
| Per Cent of Total Value | 43 | 59 | 72 | 80 | 100 |

In 1985, the 10 top importers of hydraulic couplings and parts accounted for \$3.7 million, or 59 per cent of total imports. Nine of the top 10 importers were manufacturers of a variety of products, and one was a wholesaler. Eight of the ten companies were located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 35 KNOWN IMPORTERS - 1985
(80% OF TOTAL IMPORT VALUE)

| | <u>MANUFACTURERS</u> | | <u>WHOLESALE(S)(1)</u> | | <u>TOTAL</u> | |
|---------------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|-----------------------------|--------------------------|
| | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> |
| Ontario | 14 | 2 926 | 7 | 835 | 21 | 3 761 |
| Québec | 2 | 915* | 3 | 151 | 5 | 1 171* |
| Western Provinces | 6 | | 3 | 105 | 9 | |
| Atlantic Provinces | - | - | - | - | - | - |
| TOTAL | 22 | 3 841 | 13 | 1 091 | 35 | 4 932 |
| Per Cent of 1985 Total Value | | 62 | | 18 | | 80 |

(1) Includes one unidentified importer.

* Québec and Western Provinces aggregated to preserve confidentiality.

In 1985, there were 178 known importers of hydraulic couplings and parts. The top 35 importers accounted for \$4.9 million, or 80 per cent of the import total. Twenty-two of the top 35 importers were manufacturers of diverse products whose imports totalled \$3.8 million, or 62 per cent of total imports.

Thirteen of the top 35 importers were wholesalers with imports totalling \$1.1 million, or 18 per cent of the total. Two of these companies were wholesalers of industrial machinery and equipment, and two were wholesalers of industrial supplies.

PART E: HYDRAULIC COUPLINGS AND PARTS

CANADIAN PRODUCTION

At least three companies manufacture hydraulic couplings in Canada. There are no Canadian manufacturers of parts for hydraulic couplings.

EXPORTS

Statistics Canada does not publish data on the export of hydraulic couplings and parts. They are included in the class "Hydraulic power transmission equipment and parts, not elsewhere specified", exports of which totalled \$15.4 million in 1986.

PART E: HYDRAULIC COUPLINGS AND PARTS

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1985

| <u>Foreign Country Of Export</u> | <u>Canada</u> | <u>Nfld.</u> | <u>N.S.</u> | <u>P.E.I.</u> | <u>N.B.</u> | <u>Qué.</u> | <u>Ont.</u> | <u>Man.</u> | <u>Sask.</u> | <u>Alta.</u> | <u>B.C.</u> |
|---|---------------|--------------|-------------|---------------|-------------|-------------|--------------|-------------|--------------|--------------|-------------|
| UNITED STATES Value (\$000) | 5 209 | 0 | 10 | 0 | 11 | 342 | 2 900 | 954 | 92 | 560 | 340 |
| FEDERAL REPUBLIC OF GERMANY Value (\$000) | 506 | 0 | 22 | 0 | 0 | 7 | 282 | 8 | 0 | 16 | 172 |
| UNITED KINGDOM Value (\$000) | 395 | 0 | 24 | 0 | 0 | 38 | 333 | 0 | 0 | 0 | 0 |
| BELGIUM-LUXEMBOURG Value (\$000) | 32 | 0 | 0 | 0 | 0 | 32 | 0 | 0 | 0 | 0 | 0 |
| ITALY Value (\$000) | 11 | 0 | 0 | 0 | 0 | 0 | 1 | 10 | 0 | 0 | 0 |
| OTHER Value (\$000) | 14 | 0 | 0 | 0 | 0 | 2 | 3 | 7 | 0 | 0 | 1 |
| TOTAL Value (\$000) | 6 167 | 0 | 56 | 0 | 11 | 421 | 3 519 | 979 | 92 | 576 | 513 |

o

PART E: HYDRAULIC COUPLINGS AND PARTS

CANADIAN TARIFFS

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | | |
|----------------|--|--|---|---|------------------------|---|--------------------------|--|
| | | | British Prefer- ential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Prefer- ential Tariff % | U.K. and Ireland % | |
| 42700-01 | Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 53 | 2.5 | 10.7 | 35 | 2.5 | 9.2 | |
| | January 1, 1986 | | 2.5 | 9.9 | 35 | 2.5 | 9.2 | |
| | January 1, 1987 | | 2.5 | 9.2 | 35 | 2.5 | 9.2 | |
| 44200-01 | Articles and materials which enter into the cost of manufacture of the goods enumerated in tariff items 40900-01, 40902-01, 40904-01, 40906-01, 40908-01, 40910-01, 40912-01, 40914-01, 40916-01, 40918-01, 40919-01, 40920-01, 40922-01, 40924-01, 40926-01, 40928-01, 40930-01, 40932-01, 40934-01, 40936-01, 40938-01, 40940-01, 40942-01, 40944-01, 40948-01, 40950-01, 40956-01, 42723-01, 43915-01 and 61810-01, when imported for use in the manufacture of the goods enumerated in the aforesaid tariff items, or in the manufacture of parts thereof, under such regulations as the Minister may prescribe: | | | | | | | |
| | January 1, 1985 | 13 | Free | Free | Free | Free | Free | |
| | January 1, 1986 | | Free | Free | Free | Free | Free | |

PART E: HYDRAULIC COUPLINGS AND PARTS

CANADIAN TARIFFS (CONT'D)

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | U.K. and Ireland % |
|----------------|--|--|---|---|------------------------|---|--------------------------|
| | | | British Prefer- ential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Prefer- ential Tariff % | |
| 40000-02 | Fittings and couplings of iron or steel, n.o.p., for pipes and tubes; parts therefor: other: | | | | | | |
| | January 1, 1985 | 8 | 12.6 | 12.6 | 30 | 8.0 | 12.6 |
| | January 1, 1986 | | 11.4 | 11.4 | 30 | 7.5 | 11.4 |
| | January 1, 1987 | | 10.2 | 10.2 | 30 | 6.5 | 10.2 |

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States,
Federal Republic of Germany, Belgium-Luxembourg, Italy
Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland
tariff treatment: United Kingdom

ENQUIRIES CONCERNING 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) 954-6886

PART E: HYDRAULIC COUPLINGS AND PARTS

CANADIAN IMPORTERS

Importers of hydraulic couplings and parts during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-----------------------|---|----------------------|
| Aco Industries Ltd. | North Vancouver, B.C. | Cole Motion Incorporated | Windsor, Ont. |
| Affiliated Engineering Equipment Limited | Lachine, Qué. | Crane Canada Inc. | Mont-Royal, Qué. |
| Alexander Tools Limited | Brantford, Ont. | D C Industrial Drives Ltd. | Montréal, Qué. |
| Allied Tools Ltd. | Edmonton, Alta. | Davis Bearing and Agrimotive Supplies Ltd. | Roblin, Man. |
| Allied-Signal Canada Inc. | Rexdale, Ont. | De Laval Turbine Canada Ltd. | Maple, Ont. |
| American Standard Industrial Products Div., Wabco-Standard Ltd. | Bramalea, Ont. | Dépannage Satellite Inc. | Laval, Qué. |
| American Standard, Div. of Wabco Standard Ltd. | Toronto, Ont. | Dependable Truck & Tank Repairs Limited | Brampton, Ont. |
| Amertek Inc. | Woodstock, Ont. | Derkach Industries Ltd. | Edmonton, Alta. |
| Angus Fire Armour Ltd. | Toronto, Ont. | Derkach Manufacturing Ltd. | Edmonton, Alta. |
| Aviation Electric Ltd. | Montréal, Qué. | Dijo Industrial Sales Limited | Windsor, Ont. |
| Bearing Supply & Service (Canada) Ltd. | Winnipeg, Man. | Dixon Valve & Coupling Ltd. | Barrie, Ont. |
| Bendix Avelex Inc. | Montréal, Qué. | Dofasco Inc. | Hamilton, Ont. |
| Brandon Bearing Ltd. | Brandon, Man. | Don Cudahy & Company Ltd. | Toronto, Ont. |
| Bucyrus-Erie Company of Canada Ltd. | Richmond, B.C. | Dowty Canada Ltd. | Ajax, Ont. |
| Buhler-Miag (Canada) Ltd. | Don Mills, Ont. | Dresser Canada Inc., Construction Equipment Div. | Candiac, Qué. |
| C & C Power Transmissions Ltd. | Winnipeg, Man. | Electroline Manufacturing Company Ltd. | Windsor, Ont. |
| Cabot Canada Ltd., Carbon Division | Sarnia, Ont. | Elston Industries Ltd. | Toronto, Ont. |
| Cambrian Equipment Sales Ltd. | Winnipeg, Man. | Emerson Electric Canada Ltd. | Markham, Ont. |
| Canadian Co-Operative Implement Ltd. | Winnipeg, Man. | Équipement Domar Inc. | Montréal, Qué. |
| Canadian Duff-Norton Company Ltd. | Toronto, Ont. | Euclid Canada Limited | Guelph, Ont. |
| Canadian General Electric Co. | Peterborough, Ont. | F Jos Lamb Company Limited | Windsor, Ont. |
| Canadian National Railways | Montréal, Qué. | Falk Canada Inc. | Rexdale, Ont. |
| Canadian Pneumatic Tool Company Ltd. | Toronto, Ont. | Farm King (1980) Ltd. | Winnipeg, Man. |
| Canrep Inc. | New Glasgow, N.S. | Federated Co-Operatives Ltd. | Canoe, B.C. |
| Caterpillar of Canada Ltd. | Mississauga, Ont. | Finning Tractor Co. Limited | Vancouver, B.C. |
| Central Farm Supply of Brantford Limited | Brantford, Ont. | Fleck Bros. Limited | Burnaby, B.C. |
| Checker Industrial Rubber & Tire Limited | Windsor, Ont. | Frank J Zamboni & Co. Limited | Brantford, Ont. |
| City Industrial Sales Corp. | Mississauga, Ont. | Freightliner of Canada Ltd. | Burnaby, B.C. |
| City Machinery (1971) Ltd. | Winnipeg, Man. | Genair Limited | St. Catharines, Ont. |
| Clay-Mill Enterprises Limited | Windsor, Ont. | Goodyear Canada Inc. | Islington, Ont. |
| Coastal Industrial Sales Co. Ltd. | Dartmouth, N.S. | Greater Canada Colour Printing Ltd., C/O Greater Buffalo Press Inc. | Buffalo, NY, USA* |
| | | Gregg Properties Ltd. | Edmonton, Alta. |
| | | H & H Manufacturing, O/B 357319 Ontario Limited | Burlington, Ont. |
| | | H & L Ventures Ltd. | Dauphin, Man. |
| | | H P P D L (Québec) Inc. | Québec, Qué. |
| | | H P P D L Inc. | Montréal, Qué. |
| | | Hansen Transmissions Ltée | Montréal, Qué. |

PART E: HYDRAULIC COUPLINGS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|---------------------------|--|---------------------------|
| Hayes-Dana Inc. | Thorold, Ont. | Nord-Sen Metal Industries Ltd. | Winnipeg, Man. |
| Hayes-Dana Inc. | St. Thomas, Ont. | Oliver Industrial Supply Ltd. | Lethbridge, Alta. |
| Higginson Equipment Sales Ltd. | Burlington, Ont. | Ontario Drive & Gear Ltd. | New Hamburg, Ont. |
| Husky Injection Molding Systems Ltd. | Bolton, Ont. | Pacific Rim Engineered Products Ltd. | Richmond, B.C. |
| Hydra-Lift Industries Ltd. | Richmond Hill, Ont. | Parker-Hannifin (Canada) Ltd. | Grimsby, Ont. |
| Hypower Systems Inc. | Saskatoon, Sask. | Peavey Industries Limited | Red Deer, Alta. |
| Imperial Clevite Canada Inc., Imperial Eastman Division | Barrie, Ont. | Princess Auto & Machinery Ltd. | Winnipeg, Man. |
| Industrial Equipment Company Ltd. | Delta, B.C. | Pritchard Engineering Company Ltd. | Winnipeg, Man. |
| Ingersoll Rand Canada Inc. | Sherbrooke, Qué. | Provincial Crane, Div. Dominion Bridge Co. Ltd. | Niagara Falls, Ont. |
| Inproheat Industries Ltd. | Vancouver, B.C. | R N G Equipment Inc. | Anjou, Qué. |
| International Harvester Canada Limited | Hamilton, Ont. | Raeside Equipment Ltd. | New Westminster, B.C. |
| J I Case Canada Inc. | Hamilton, Ont. | Red-L Firegard International Ltd. | Edmonton, Alta. |
| J N Fauver (Canada) Ltd. | Windsor, Ont. | Renold Canada Ltd. | Brantford, Ont. |
| John Deere Ltd. Welland Works | Welland, Ont. | Rexnord Canada Ltd., Conveyor & Components Div. | Willowdale, Ont. |
| John Spotton Company Ltd. | Mississauga, Ont. | Richards-Wilcox Materials Handling (Ontario) Limited | Mississauga, Ont. |
| Kennedy Van Saun Products Limited | Scarborough, Ont. | Rideout Tool & Supply Ltd. | St. John's, Nfld. |
| Kenscott Ltd. | Toronto, Ont. | Robert Begg Limited | Thornhill, Ont. |
| Kimberly-Clark of Canada Ltd. | Toronto, Ont. | Robinson Machinery Ltd. | Regina, Sask. |
| Koppers International Canada Ltd. | Cambridge, Ont. | Robinson-Alamo-Sales Ltd. | Winnipeg, Man. |
| L E Hansman Equipment Ltd. | North Bay, Ont. | Rokosh Sales (1977) Ltd. | Selkirk, Man. |
| L H A Products Canada Limited | Concord, Ont. | Rowan Companies Inc. | Dartmouth, N.S. |
| Lake Utopia Paper Ltd. | St. George, N.B. | Rumble Equipment Ltd. | Rexdale, Ont. |
| Larcam Communications Equip. Inc. | Mississauga, Ont. | Sellick Equipment Limited | Harrow, Ont. |
| Les Fournitures Industrielles de Granby Ltée | Granby, Qué. | Shawflex Inc. | Rexdale, Ont. |
| Lessard Machineries Inc. | St-Wenceslas, Qué. | Sidbec Dosco Ltée | Contrecoeur, Qué. |
| Limitorque of Canada Ltd. | Mississauga, Ont. | Société Canadienne Métaux Reynolds | Baie-Comeau, Qué. |
| Lucas Industries Canada Ltd. | Richmond Hill, Ont. | Sopers Supply Ltd. | Edmonton, Alta. |
| M-4 Holdings Ltd. | Edmonton, Alta. | Specialty Fasteners Ltd. | Mississauga, Ont. |
| MacLeod Stedman Inc. | Winnipeg, Man. | Stelco Inc. | Hamilton, Ont. |
| Macaulay Energy Products Ltd. | Winnipeg, Man. | Suncor Inc., Oil Sands Group | Fort McMurray, Alta. |
| Macdon Industries Ltd. | Winnipeg, Man. | T V W Pape Machines Inc. | Atlanta, GA, U.S.A.* |
| Macmore Industries (1981) Ltd. | Winnipeg, Man. | Techform Products Limited | Penetanguishene, Ont. |
| Mailhot Hydraulique Inc. | St-Jacques, Qué. | Teris Hydraulics Ltd. | Nisku, Alta. |
| Mandem-Industrial, Division of Asamera Inc. | Winnipeg, Man. | Texaco Canada Inc. | Toronto, Ont. |
| McCann Equipment Ltd. | Dorval, Qué. | The Algoma Steel Corp. Ltd. | Sault Ste. Marie, Ont. |
| Mohawk Equipment Ltd. | Brantford, Ont. | The City of Edmonton | Edmonton, Alta. |
| N L Rucker Products Ltd. | Richmond, B.C. | Thompson Auto Supplies (Saskatoon) Ltd. | Regina, Sask. |
| N S Tractors & Equipment Ltd. | Halifax, N.S. | Topco Oilsite Sales Ltd. | Calgary, Alta. |
| Nap Distributors 76 Ltd. | Brandon, Man. | Torrington Div., Ingersoll Rand Canada Inc. | Bedford, Qué. |
| National Hydraulics Co. Limited | Concord, Ont. | | |
| Norcan Industrial Supply Ltd. | Sault Ste. Marie, Ont. | | |

PART E: HYDRAULIC COUPLINGS AND PARTS

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---------------------------------------|-----------------------|--|----------------------|
| Trelleborg Ltd. | Markham, Ont. | Watson Industrial Rubber Ltd. | Edmonton, Alta. |
| Tri-Way Machine Ltd. | Windsor, Ont. | Weldco Alberta Ltd. | Edmonton, Alta. |
| Tsubaki of Canada Limited | Mississauga, Ont. | West Coast Machinery Ltd. | Langley, B.C. |
| Urgent Industrial Supply Inc. | Windsor, Ont. | Westeel Rosco Limited | Toronto, Ont. |
| Usarco Limited | Hamilton, Ont. | Westfield Industries Ltd. | Rosenort, Man. |
| Valmet Dominion Inc. | Lachine, Qué. | Westward Parts Services Ltd. | Red Deer, Alta. |
| Versatile Farm Equipment Co. Ltd. | Winnipeg, Man. | White Farm Manufacturing Canada Limited | Brantford, Ont. |
| Versatile Noble Cultivator Company | Nobleford, Alta. | Williams & Wilson Limited | Montréal, Qué. |
| Versatile Pacific Shipyards Inc. | North Vancouver, B.C. | Wilson Equipment Co. Ltd. (1979) | Vancouver, B.C. |
| Vickers Systems Inc. | Rexdale, Ont. | Wilson Equipment Limited | Truro, N.S. |
| Voith Transmissions Canada Inc. | Delta, B.C. | Yale Industrial Products Ltd. | St. Catharines, Ont. |

* Non-resident importer

PART F

HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,
NOT ELSEWHERE SPECIFIED (101-87)



PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

SCOPE

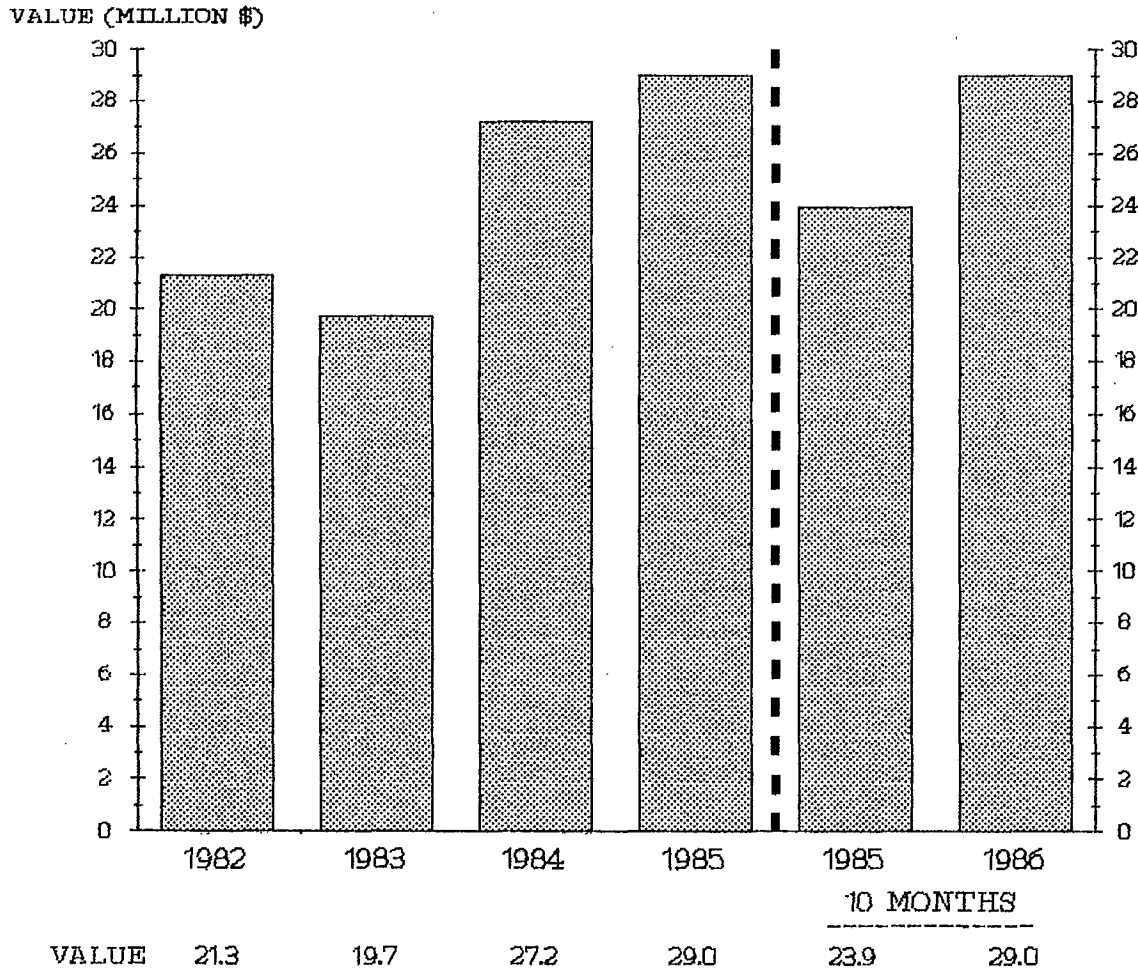
Import commodity codes analyzed in this segment of the report are summarized below according to the Canadian International Trade Classification (C.I.T.C.). All tables in this part, unless otherwise indicated, consist of data for the combined total of the following eight commodity codes.

| <u>C.I.T.C. CODE</u> | <u>DESCRIPTION</u> |
|--------------------------|--|
| 504-89-20 | CONTROLS, HYDRAULIC |
| 504-89-30 | POWER UNITS, HYDRAULIC |
| 504-89-40 | TORQUE CONVERTERS |
| 504-89-51 | ACCUMULATORS, HYDRAULIC |
| 504-89-52 | ACTUATORS, HYDRAULIC |
| 504-89-53 | SNUBBERS, HYDRAULIC |
| 504-89-88 | PARTS OF HYDRAULIC POWER TRANSMISSION EQUIPMENT, NOT ELSEWHERE SPECIFIED |
| 504-89-90 | HYDRAULIC POWER TRANSMISSION EQUIPMENT, NOT ELSEWHERE SPECIFIED |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

IMPORT TRENDS: OVERVIEW



In 1983, imports of hydraulic power transmission equipment and parts, not elsewhere specified, totalled \$19.7 million, a decrease of eight per cent from the 1982 total of \$21.3 million. There was, however, a large increase of 38 per cent in imports between 1983 and 1984 to \$27.2 million in 1984, followed by a more moderate increase of seven per cent to a total of \$29.0 million in 1985.

During the 10-month period January to October 1986, imports of hydraulic power transmission equipment and parts, not elsewhere specified, totalled \$29.0 million, an increase of 21 per cent from the corresponding 10 month period of 1985, and equal to the total import value for 1985.

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

| <u>Foreign Country of Export</u> | <u>1982</u> | <u>1983</u> | <u>1984</u> | <u>1985</u> | <u>Average Annual Growth Rate 1982-1985 %</u> | <u>Per Cent Change 1984-1985</u> | <u>10 Month Imports Jan. to Oct. 1985 1986</u> | |
|--------------------------------------|-------------|-------------|-------------|-------------|---|--|--|--------|
| UNITED STATES Value (\$000) | 18 434 | 17 143 | 23 728 | 25 438 | 11 | 7 | 20 884 | 24 677 |
| UNITED KINGDOM Value (\$000) | 2 275 | 1 416 | 2 049 | 1 545 | -12 | -25 | 1 396 | 1 538 |
| THE NETHERLANDS Value (\$000) | 22 | 48 | 272 | 567 | 195 | 108 | 342 | 386 |
| SWEDEN Value (\$000) | 91 | 140 | 269 | 301 | 49 | 12 | 249 | 628 |
| ITALY Value (\$000) | 77 | 65 | 96 | 257 | 49 | 168 | 190 | 419 |
| OTHER Value (\$000) | 385 | 883 | 809 | 933 | 34 | 15 | 814 | 1 362 |
| TOTAL Value (\$000) | 21 284 | 19 695 | 27 223 | 29 041 | 11 | 7 | 23 875 | 29 010 |

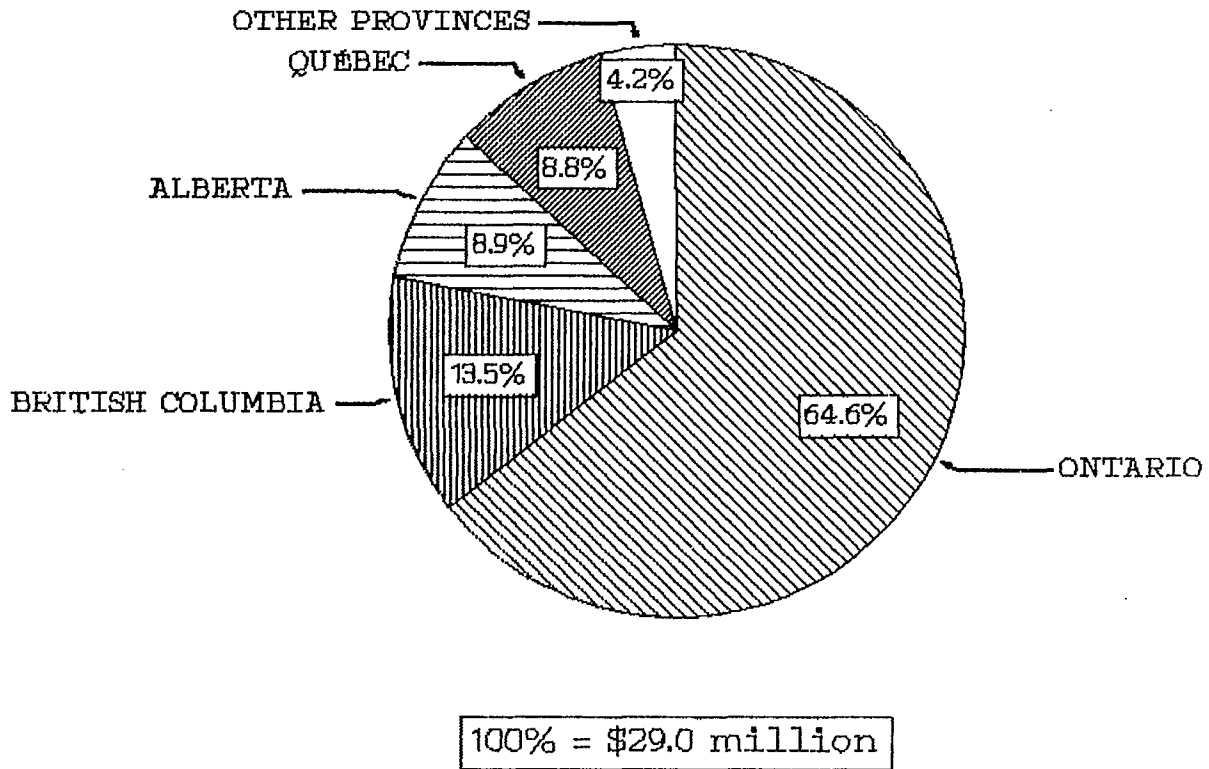
The United States was the principal exporter to Canada of hydraulic power transmission equipment and parts, not elsewhere specified, between 1982 and 1985. This country accounted for at least 87 per cent of the total import value during each of the four years. In 1985, U.S. exports to Canada totalled \$25.4 million, or 87.6 per cent of Canadian imports. The second ranking country of export to Canada was the United Kingdom, with \$1.5 million, or 5.3 per cent of the import total in 1985.

During the first 10 months of 1986, the United States remained the main exporter to Canada with \$24.7 million, or 85.1 per cent of total imports, followed by the United Kingdom with \$1.5 million, or 5.3 per cent of the total.

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

VALUE OF IMPORTS BY PROVINCE OF CLEARANCE - 1985



In 1985, Ontario was the principal province of entry into Canada for imports of hydraulic power transmission equipment and parts, not elsewhere specified, accounting for \$18.7 million, or 64.6 per cent of total imports. The second-ranking province of entry was British Columbia with \$3.9 million, or 13.5 per cent of imports, followed by Alberta with \$2.5 million, or 8.9 per cent, and Québec with \$2.6 million, or 8.8 per cent of the import total. The other provinces accounted for the remaining \$1.2 million, or 4.2 per cent of Canadian imports.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 110.

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

IMPORT TRENDS BY TYPE

| C.I.T.C. Commodity Code | Description | 1982 | 1983 | 1984 | 1985 | Average Annual Growth Rate | Major Country of Export | | 10 Month Imports | |
|-------------------------------|--|--------|--------|--------|--------|----------------------------------|----------------------------|----------------------|----------------------|--------|
| | | | | | | 1982-1985 % | 1985 Value (\$000) | Per Cent of Total | Jan. to Oct. 1985 | 1986 |
| 504-89-20 | Controls, Hydraulic Value (\$000) | 1 340 | 513 | 1 533 | 674 | -20 | United States 594 | 88 | 660 | 367 |
| 504-89-30 | Power Units, Hydraulic Value (\$000) | 1 052 | 599 | 818 | 1 159 | 3 | United States 1 159 | 100 | 516 | 1 208 |
| 504-89-40 | Torque Converters Value (\$000) | 563 | 788 | 1 415 | 1 257 | 31 | United States 1 222 | 97 | 1 072 | 1 218 |
| 504-89-51 | Accumulators, Hydraulic Value (\$000) | 844 | 901 | 1 310 | 1 576 | 23 | United States 1 491 | 95 | 1 361 | 1 651 |
| 504-89-52 | Actuators, Hydraulic Value (\$000) | 6 931 | 5 726 | 7 446 | 7 314 | 2 | United States 6 225 | 85 | 6 265 | 6 533 |
| 504-89-53 | Snubbers, Hydraulic Value (\$000) | 108 | 18 | 2 | 120 | 4 | United States 116 | 97 | 116 | 16 |
| 504-89-88 | Parts of Hydraulic Power Transmission Equipment, Not Elsewhere Specified Value (\$000) | 7 851 | 8 645 | 11 137 | 12 491 | 17 | United States 10 991 | 88 | 10 348 | 12 448 |
| 504-89-90 | Hydraulic Power Transmission Equipment, Not Elsewhere Specified Value (\$000) | 2 595 | 2 506 | 3 562 | 4 449 | 20 | United States 3 642 | 82 | 3 537 | 5 569 |
| TOTAL | Value (\$000) | 21 284 | 19 695 | 27 223 | 29 041 | | United States 25 438 | 88 | 23 875 | 29 010 |

The major import product category during the four-year period was parts of hydraulic power transmission equipment, not elsewhere specified (C.I.T.C. code 504-89-88), imports of which totalled \$12.5 million in 1985, or 43 per cent of the imports of all types of hydraulic power transmission equipment and parts, not elsewhere specified.

The next import product category in rank was hydraulic actuators (C.I.T.C. code 504-89-52), imports of which amounted to \$7.3 million, or 25 per cent of the total of the imports of all types of equipment and parts in 1985.

In 1985, the United States was the principal country of export to Canada in all product categories, accounting for at least 82 per cent of the Canadian import market for each of the eight products under study.

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

IMPORT MARKET CONCENTRATION - 1985

| | <u>Top 10 Importers</u> | <u>Top 20 Importers</u> | <u>Top 40 Importers</u> | <u>Top 60 Importers</u> | <u>All Importers</u> |
|----------------------------|-----------------------------|-----------------------------|-----------------------------|-----------------------------|--------------------------|
| Value (\$000) | 7 853 | 12 388 | 17 587 | 20 144 | 29 041 |
| Per Cent of Total Value | 27 | 43 | 61 | 69 | 100 |

In 1985, the 10 top importers of hydraulic power transmission equipment and parts, not elsewhere specified, accounted for \$7.9 million, or 27 per cent of the import total. Five of the top 10 importers were manufacturers of a diversity of products, and five were wholesalers. Three of these companies were wholesalers of industrial supplies. Seven of the 10 top importers were located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 60 KNOWN IMPORTERS - 1985
(69% OF TOTAL IMPORT VALUE)

| | <u>MANUFACTURERS</u> | | <u>WHOLESALEERS⁽¹⁾</u> | | <u>TOTAL</u> | |
|--------------------|-----------------------------|--------------------------|-----------------------------------|--------------------------|-----------------------------|--------------------------|
| | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> | <u>No. of Importers</u> | <u>Value (\$000)</u> |
| Ontario | 18 | 7 002 | 19 | 5 875 | 37 | 12 877 |
| Québec | 3 | 984 | 3 | 761 | 6 | 1 745 |
| Western Provinces | 4 | 1 354 | 13 | 4 167 | 17 | 5 521 |
| Atlantic Provinces | - | - | - | - | - | - |
| TOTAL | 25 | 9 340 | 35 | 10 803 | 60 | 20 143 |

| | | | |
|---------------------------------|----|----|----|
| Per Cent of 1985 Total Value | 32 | 37 | 69 |
|---------------------------------|----|----|----|

(1) Includes two unidentified importers and a company engaged in miscellaneous repair services.

There were 613 known importers of hydraulic power transmission equipment and parts, not elsewhere specified, in 1985. The top 60 importers accounted for \$20.1 million, or 69 per cent of the import total. Twenty-five of the top 60 importers were manufacturers with imports totalling \$9.3 million, or 32 per cent of the total. Five of these companies were manufacturers of valves and pipe fittings, and four were producers of construction machinery and equipment.

Thirty-five of the top 60 importers were wholesalers whose imports totalled \$10.8 million, or 37 per cent of total imports. Fifteen of these companies were wholesalers of industrial machinery and equipment with imports totalling \$4.3 million, or 15 per cent of the import total. An additional 11 companies were wholesalers of industrial supplies whose imports totalled \$4.1 million, or 14 per cent of the total.

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN PRODUCTION

There are some 11 Canadian manufacturers of hydraulic power transmission equipment and parts, not elsewhere specified. Statistics Canada does not publish specific data on the production of hydraulic power transmission equipment and parts, not elsewhere specified. They are included in the residual category "All other products", shipments of which totalled \$52.2 million in 1984, the latest year for which data are available.

EXPORTS

Statistics Canada indicates that exports of hydraulic power transmission equipment and parts, not elsewhere specified, totalled \$15.4 million in 1986. This total includes exports of all types of hydraulic power transmission equipment as discussed in Parts A to F of this report.

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1985

| <u>Foreign Country Of Export</u> | <u>Canada</u> | <u>Nfld.</u> | <u>N.S.</u> | <u>P.E.I.</u> | <u>N.B.</u> | <u>Qué.</u> | <u>Ont.</u> | <u>Man.</u> | <u>Sask.</u> | <u>Alta.</u> | <u>B.C.</u> |
|--------------------------------------|---------------|--------------|-------------|---------------|-------------|--------------|---------------|-------------|--------------|--------------|--------------|
| UNITED STATES Value (\$000) | 25 438 | 28 | 45 | 2 | 77 | 2 118 | 16 282 | 621 | 340 | 2 375 | 3 553 |
| UNITED KINGDOM Value (\$000) | 1 545 | 0 | 2 | 0 | 0 | 221 | 1 085 | 6 | 0 | 153 | 78 |
| THE NETHERLANDS Value (\$000) | 567 | 0 | 1 | 0 | 0 | 6 | 498 | 0 | 0 | 6 | 55 |
| SWEDEN Value (\$000) | 301 | 0 | 1 | 0 | 0 | 61 | 236 | 2 | 0 | 0 | 1 |
| ITALY Value (\$000) | 257 | 0 | 0 | 0 | 0 | 14 | 221 | 8 | 0 | 5 | 10 |
| OTHER Value (\$000) | 933 | 5 | 21 | 0 | 0 | 141 | 426 | 1 | 45 | 59 | 228 |
| TOTAL Value (\$000) | 29 041 | 33 | 70 | 2 | 77 | 2 561 | 18 748 | 638 | 385 | 2 598 | 3 925 |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN TARIFFS

| Tariff Item | Description | % of Total Import Value (1985) | Tariff Treatment | | | | | |
|-------------|---|--------------------------------|-------------------------------|-------------------------------|------------------|-------------------------------|--------------------|--|
| | | | British Preferential Tariff % | Most Favoured Nation Tariff % | General Tariff % | General Preferential Tariff % | U.K. and Ireland % | |
| 42700-01 | Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 76 | 2.5 | 10.7 | 35 | 2.5 | 9.2 | |
| | January 1, 1986 | | 2.5 | 9.9 | 35 | 2.5 | 9.2 | |
| | January 1, 1987 | | 2.5 | 9.2 | 35 | 2.5 | 9.2 | |
| 42701-01 | Articles which otherwise would be classified under tariff items 42700-01 to 42700-04, namely: compressor sets, electricity generating sets, fork lift trucks, front-end loaders or tractor shovels, gear reducers, pumps and pump sets, motor operated valves, positive displacement blowers and vacuum pumps, metal working lathes, metal working milling machines, cutting tools for use with metal working machines, articulated folding boom-type cranes designed for mounting on trucks; accessories, attachments and control equipment for use therewith; parts of the foregoing: | | | | | | | |
| | January 1, 1985 | 6 | 2.7 | 10.9 | 35 | 2.7 | - | |
| | January 1, 1986 | | 2.6 | 10.0 | 35 | 2.6 | - | |
| | January 1, 1987 | | 2.6 | 9.3 | 35 | 2.6 | - | |

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, the Netherlands, Sweden, Italy

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

ENQUIRIES CONCERNING 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) 954-6886

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,NOT ELSEWHERE SPECIFIEDCANADIAN IMPORTERS

Importers of hydraulic power transmission equipment and parts, not elsewhere specified, during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-----------------------------|---|---------------------|
| A Adams Supply (1969) Ltd. | Winnipeg, Man. | Asea Inc. | St-Laurent, Qué. |
| A F Hall Company Ltd. | Burlington, Ont. | Ashman Technical Ltd. | Hamilton, Ont. |
| A H A Automotive Technology Corp. | Brampton, Ont. | Asplundh Utility Service Ltd. | Cobourg, Ont. |
| A R Thomson Ltd. | Delta, B.C. | Atlantic Packaging Products Ltd. | Scarborough, Ont. |
| Abacus Hydraulics Ltd. | Île-Bizard, Qué. | Atlas Copco Canada Inc. | Dorval, Qué. |
| Abex Industries Ltd. | Stamford, CT, USA* | Atlas Steels Company, A Div. of Rio Algom Mines Limited | Welland, Ont. |
| Able Gasket & Materials Ltd. | Concord, Ont. | Atomic Energy of Canada Ltd. | Ottawa, Ont. |
| Adrien Vohl & Fils Inc. | St-Marc-des-Carrières, Qué. | Auto Machinery & General Supply Company Limited | Fredericton, N.B. |
| Aerotech Corporation Ltd. | Winnipeg, Man. | Aviation Electric Ltd. | Montréal, Qué. |
| Ajax Material Handling Ltd. | Ajax, Ont. | Aviation Electric Ltd., Rousseau Controls Division | St-Laurent, Qué. |
| Aktiv Controls Ltd. | Vancouver, B.C. | Axelson Canada Inc. | Longview, TX, USA* |
| Albany Pump Company Ltd. | Downsview, Ont. | B C A Industrial Controls Ltd. | Surrey, B.C. |
| Alcan Rolled Products Company, Div. Aluminum Co. of Canada Ltd. | Kingston, Ont. | BASF Canada Inc. | Montréal, Qué. |
| All-Trans Supply Co. Ltd. | Scarborough, Ont. | BC Bearing Engineers Ltd. | Burnaby, B.C. |
| Allied-Signal Canada Inc. | Rexdale, Ont. | Babcock Wilcox Canada Ltd. | Galt, Ont. |
| Alta Industrial Controls & Drives, O/B 202116 Holdings Ltd. | Edmonton, Alta. | Bachmann Industries Canada Inc. | Pointe-Claire, Qué. |
| Aluminum Company of Canada Ltd. | Montréal, Qué. | Banvil Limited | Milton, Ont. |
| Aluminum Standard, Div. of Wabco Standard Ltd. | Toronto, Ont. | Barber Colman of Canada Ltd. | Woodbridge, Ont. |
| Amertek Inc. | Woodstock, Ont. | Barton Auto Parts Ltd. | Hamilton, Ont. |
| Amesco (1967) Ltd. | Winnipeg, Man. | Basic Hydraulics and Industrial Equipment Ltd. | Welland, Ont. |
| Amesco Ltd. | Dorchester, N.B. | Basic Structure Steel Fabricators Limited | Welland, Ont. |
| Anchor Machine & Manufacturing Limited | Windsor, Ont. | Bearing & Transmission Ltd. | Saskatoon, Sask. |
| Androck, Division of Androck Inc. | Watford, Ont. | Bearing Supply & Service (Canada) Ltd. | Winnipeg, Man. |
| Andrus & Foster Hydraulics Ltd. | Downsview, Ont. | Bendix Avelex Inc. | Montréal, Qué. |
| Annutronics Mechanical Ltd. | Toronto, Ont. | Berlett Payne Equipment Ltd. | Toronto, Ont. |
| Apex Industries Ltd. | Moncton, N.B. | Bert Pyke Ltd. | Oshawa, Ont. |
| Aqua Chem Enterprises Ltd. | Port Coquitlam, B.C. | Bier Marketing Inc. | Mississauga, Ont. |
| Argus Drilling Ltd. | Calgary, Alta. | Black & Decker Canada Inc., Housewares Div. | Brockville, Ont. |
| Arpeco Engineering Ltd. | Mississauga, Ont. | Blanche Equipment Sales Ltd. | Langley, B.C. |
| Arthur Stevens Machinery Limited | Toronto, Ont. | Bombardier Inc. | Montréal, Qué. |
| Asamera Inc. | Calgary, Alta. | Borg-Warner Chemicals, A Div. of Borg-Warner (Canada) Limited | Cobourg, Ont. |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|----------------------|--|-------------------------|
| Bow Valley Offshore Drilling Ltd. | Halifax, N.S. | Cantire Products Ltd. | Mississauga, Ont. |
| Brandon Bearing Ltd. | Brandon, Man. | Carino Company Limited | St. John's, Nfld. |
| Brandt Industries Ltd. | Regina, Sask. | Carter Controls Canada Ltd. | Windsor, Ont. |
| Brian Engineering Ltd. | Mont-Royal, Qué. | Caterpillar of Canada Ltd. | Mississauga, Ont. |
| Brim Pumps & Systems Limited | Mississauga, Ont. | Ceco Sales Ltd. | Burnaby, B.C. |
| Bruce M. Atkinson Boatbuilders Ltd. | Clarks Harbour, N.S. | Cejn Products Inc. | Mississauga, Ont. |
| Brydon Div., ITT Industries of Canada Limited | Rexdale, Ont. | Central Hydraulic Manufacturing Co. Ltd. | Edmonton, Alta. |
| Bucyrus-Erie Company of Canada Ltd. | Richmond, B.C. | Champion Road Machinery Limited | Goderich, Ont. |
| Buffalo Sheet Metal Works Ltd. | Winnipeg, Man. | Chapman Industries Ltd. | Delta, B.C. |
| Burke Canada Inc. | Ayers Cliff, Qué. | Checker Industrial Rubber & Tire Limited | Windsor, Ont. |
| Burndy Inc. | Scarborough, Ont. | Chemline Plastics Limited | Thornhill, Ont. |
| Bush Hog Division, Allied Products Corp. | Selma, AL, USA* | Cie de Courroies Transmissions Industrielles Montréal Ltée | Montréal, Qué. |
| C A Norgren Co. (Canada) Ltd. | Mississauga, Ont. | Cie de Papier St-Raymond Ltée | Montréal, Qué. |
| C-Tech Ltd. | Cornwall, Ont. | Clark Equipment of Canada Ltd. | St. Thomas, Ont. |
| CAE Montupet Die Cast Ltd. | St. Catharines, Ont. | Clay-Mill Enterprises Limited | Windsor, Ont. |
| CML Northern Blower Inc. | Winnipeg, Man. | Clyde Industrial Equipment Ltd. | Pickering, Ont. |
| Calgary Hose Headquarters Limited | Calgary, Alta. | Cole Motion Incorporated | Windsor, Ont. |
| Can Flo Hydraulics Limited | Concord, Ont. | Composite Technology (Canada) Ltd. | Winnipeg, Man. |
| Canada Cement Lafarge Ltd. | Montréal, Qué. | Compro Limited | Cambridge, Ont. |
| Canadian Bearings Co. Ltd. | Mississauga, Ont. | Concord Hydraulic Group Ltd. | Edmonton, Alta. |
| Canadian Drives Limited | Rexdale, Ont. | Construction Products Inc. | Georgetown, Ont. |
| Canadian Duff-Norton Company Ltd. | Toronto, Ont. | Contrôles Fio-Spec Ltée | Montréal, Qué. |
| Canadian General Electric Co. | Peterborough, Ont. | Controlled Environments Ltd. | Winnipeg, Man. |
| Canadian Gypsum Company Limited | Toronto, Ont. | Converter Man Limited | Toronto, Ont. |
| Canadian National Railways | Montréal, Qué. | Conviron Systems Co. | Winnipeg, Man. |
| Canadian Pacific Ltd. | Montréal, Qué. | Cooper Petroleum Equipment Group Inc., Demco Division | Oklahoma City, OK, USA* |
| Canadian Pumpex Distributors Ltd. | Winnipeg, Man. | Cooper Tools & Equipment Warehouse Ltd. | Regina, Sask. |
| Canadian Worcester Controls Ltd. | Scarborough, Ont. | Cottam Diecasting Limited | Cottam, Ont. |
| Canadiana Outdoor Products Inc. | Willowdale, Ont. | Cowper Inc. | Lachine, Qué. |
| Canal Contractors, A Div. of ULS International Inc. | St. Catharines, Ont. | Crane Carrier Canada Ltd. | Mississauga, Ont. |
| Canam Steel Works Inc. | St. Gedeon, B.C. | Crosby Valve Ltd. | Burlington, Ont. |
| Canfab Strathroy Ltd. | Strathroy, Ont. | Crossman Machinery Company Ltd. | Vancouver, B.C. |
| Canrep Inc. | New Glasgow, N.S. | Crothers Ltd. | Concord, Ont. |
| Canron Inc. | Rexdale, Ont. | Curran Valve Supply Ltd. | Mississauga, Ont. |
| | | Curtis Hoover Ltd. | Edmonton, Alta. |
| | | Cusco Fabricators Limited | Richmond Hill, Ont. |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,NOT ELSEWHERE SPECIFIEDCANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-----------------------|---|--------------------|
| Custom Engineering Ltd. | Delta, B.C. | Eastern Hydraulics Limited | Concord, Ont. |
| Custom Seal Products Inc. | Mississauga, Ont. | Eastern Precision Machining, Div. of Marlo Precision Machining Ltd. | Scarborough, Ont. |
| D & D Packing and Seals Inc. | Mississauga, Ont. | Ebco Industries Ltd. | Richmond, B.C. |
| D P H Industrial Sales Ltd. | Edmonton, Alta. | Ecolaire Canada Ltd. | Kitchener, Ont. |
| Danco Equipment Ltd. | Calgary, Alta. | Eddy Hardware 1971 Ltd. | Bathurst, N.B. |
| David Brown Gear Industries Inc. | Agincourt, Ont. | Electric Power Accessories Company Ltd. | Brampton, Ont. |
| Davis Controls Limited | Islington, Ont. | Electrozad Supply Company Ltd. | Windsor, Ont. |
| De Havilland Aircraft of Can. Ltd. | Downsview, Ont. | Elston Industries Ltd. | Toronto, Ont. |
| De Laval Turbine Canada Ltd. | Maple, Ont. | Emerson Electric Canada Ltd. | Markham, Ont. |
| Del Scheider Hydraulics Ltd. | Prince George, B.C. | Empathy Sales Ltd. | Scarborough, Ont. |
| Dels Electric Motor Supply Ltd. | Winnipeg, Man. | Engineered Air, Division of Airtex Industries Ltd. | Calgary, Alta. |
| Delta Hydraulic Power Ltd. | Richmond, B.C. | Engrenage Provincial D R D Inc. | Québec, Qué. |
| Desa Industries of Canada Inc. | Mississauga, Ont. | Enterprise Industrial Products Ltd. | Montréal, Qué. |
| Devron-Hercules Inc. | North Vancouver, B.C. | Équipement Piedmont Ltée | Boucherville, Qué. |
| Devron-Hercules Manufacturing Ltd. | North Vancouver, B.C. | Équipement Tramac Ltée | Montréal, Qué. |
| Dewilde Fluid Systems Inc. | Milton, Ont. | Equipment Sales & Service Ltd. | Rexdale, Ont. |
| Dezurick of Canada, Div. of General Signal Limited | Cambridge, Ont. | Eric Kingston Sales Ltd. | Toronto, Ont. |
| Diesel Equipment Ltd. | Toronto, Ont. | Erichsen Industries Ltd. | Edmonton, Alta. |
| Disogrin Industries of Can. Ltd. | Mississauga, Ont. | Euclid Canada Limited | Guelph, Ont. |
| Dix Distributors Ltd., Cal-Van Access Div. | Burnaby, B.C. | F H Welding Machines Ltd. | Malton, Ont. |
| Doall Canada Ltd. | Rexdale, Ont. | F Jos Lamb Company Limited | Windsor, Ont. |
| Don Cudahy & Company Ltd. | Toronto, Ont. | F M C of Canada Ltd. | Woodstock, Ont. |
| Donn Canada Limited | Oakville, Ont. | F W Cayley Ltd. | Brampton, Ont. |
| Dowty Canada Ltd. | Ajax, Ont. | Falconbridge Nickel Mines Ltd. | Falconbridge, Ont. |
| Dresser Canada Inc., Construction Equipment Div. | Candiac, Qué. | Falk Canada Inc. | Rexdale, Ont. |
| Dresser Canada Inc., Industrial Products Div. | Orillia, Ont. | Farr Inc. | Laval, Qué. |
| Drill Systems Div., Dualco Mfg. Ltd. | Orillia, Ont. | Fastway Supply Ltd. | Scarborough, Ont. |
| Dunham-Bush of Canada Limited | Calgary, Alta. | Fathon Oceanology Ltd. | Mississauga, Ont. |
| Dycon Ltd. | Weston, Ont. | Feat Industrial Forgings Inc. | Montréal, Qué. |
| Dynesco Equipment Sales Ltd. | Mississauga, Ont. | Federal Steel Equipment Ltd. | Lachine, Qué. |
| E B Eddy Forest Products Ltd. | Toronto, Ont. | Ferpar Paving Limited | Rexdale, Ont. |
| E M Plastic & Electric Products Limited | Espanola, Ont. | Ferro-Technique Ltd. | St-Laurent, Qué. |
| EUR Control Canada Ltd. | Edmonton, Alta. | Finley Advanced Design Industries Inc. | Winnipeg, Man. |
| Eagle Precision Tool Ltd. | Montréal, Qué. | Finnie Distributing Limited | St. Marys, Ont. |
| | Brantford, Ont. | Finning Tractor Co. Limited | Vancouver, B.C. |
| | | Fleck Bros. Limited | Burnaby, B.C. |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|---------------------|--|----------------------------|
| Flowtech Inc. | Mississauga, Ont. | Higginson Equipment Sales Ltd. | Burlington, Ont. |
| Fluid Pack International Ltd. | London, Ont. | Highlift Equipment Ltd. | Burnaby, B.C. |
| Fluidex Inc. | Montréal, Qué. | Hoffend and Sons Inc. | Honeoye, NY, USA* |
| Forster Instruments (1983) Limited | Toronto, Ont. | Horsnell Bearings Service Ltd. | Fredericton, N.B. |
| Fram Canada Inc. | Stratford, Ont. | Howard Marten Company Ltd. | Pickering, Ont. |
| Franc Métal Ltée | St-Hubert, Qué. | Huck Manufacturing Company (Canada) Ltd. | Rexdale, Ont. |
| Friesen Electric Ltd. | Clearbrook, B.C. | Hurum Marine Inc. | Longueuil, Qué. |
| Frontier Hydraulics Ltd. | Burlington, Ont. | Hydratec Industries Ltd. | Regina, Sask. |
| G N Johnston Equipment Company Ltd. | Mississauga, Ont. | Hydraulic Service & Equipment Company Ltd. | Vancouver, B.C. |
| Galveston-Houston Canada Ltd. | Edmonton, Alta. | Hydraulic Systems Limited | Dartmouth, N.S. |
| Garlock of Canada Ltd. | Toronto, Ont. | Hydro Electric Power Commission | Milverton, Ont. |
| Gates Canada Inc. | Brantford, Ont. | Hydro Québec | Montréal, Qué. |
| General Bearing Service Ltd. | Ottawa, Ont. | Hymatic Controls Ltd. | Burlington, Ont. |
| General Equipment Ltd. | Vancouver, B.C. | Hypower Systems Corp. | Saskatoon, Sask. |
| General Kinetics Engineering Corporation | Bramalea, Ont. | Hypower Systems Inc. | Saskatoon, Sask. |
| General Motors of Canada Ltd. | Oshawa, Ont. | Hypower Systems Ltd. | Vancouver, B.C. |
| George A. Minns Ltd. | Burnaby, B.C. | Hyseco Fluid Systems Ltd. | Vancouver, B.C. |
| George M Fraser Ltd. | Scarborough, Ont. | ITT Canada Limited | Guelph, Ont. |
| George T White Company Limited | Windsor, Ont. | Imperial Brass Ltd. | Mississauga, Ont. |
| Giles Tool Agencies Ltd. | Scarborough, Ont. | Imperial Cleviste Canada Inc., Imperial Eastman Division | Barrie, Ont. |
| Gir Del Hydraulic Services Ltd. | Edmonton, Alta. | Imprimerie R B T Ltée | Montréal, Qué. |
| Graco Canada Inc. | Malton, Ont. | Indalex-Division of Indal Limited | Weston, Ont. |
| Graff Diamond Products Ltd. | Brampton, Ont. | Independent Hydraulics Inc. | Richmond, B.C. |
| Grand Falls Industries Ltd. | Grand Falls, N.B. | Independent Industrial Sup. Ltd. | Prince George, B.C. |
| Grand River Sales Limited | Guelph, Ont. | Industrial Combustion & Equipment Ltd. | Dorval, Qué. |
| Green Drop Ltd. | Calgary, Alta. | Industrial Equipment Company Ltd. | Delta, B.C. |
| Greenlee Tool Co. | Rockford, IL, USA* | Industrial Mechanical Specialties Ltd. | Toronto, Ont. |
| H & H Braund Manufacturing Company (Canada) Ltd. | Mount Forest, Ont. | Industries N R C Inc. | St-Paul-d'Abbotsford, Qué. |
| H C P Industrial Sales Ltd. | Pointe-Claire, Qué. | Innotech Aviation Ltd. | Dorval, Qué. |
| H I T Industries Ltd. | New York, NY, USA* | Intercity Industrial Supply (1980) Limited | Thunder Bay, Ont. |
| Hallite Minns Ltd. | Rexdale, Ont. | International Minerals & Chemical Corp. (Canada) Limited | Dunnville, Ont. |
| Halpen Engineering Inc. | Weston, Ont. | International Submarine Engineering Ltd. | Port Moody, B.C. |
| Handling Specialty Mfg. Ltd. | Grimsby, Ont. | | |
| Harper Detroit Diesel Ltd. | Toronto, Ont. | | |
| Hayes-Dana Inc. | Thorold, Ont. | | |
| Hayes-Dana Inc., Weatherhead Plant | St. Thomas, Ont. | | |
| Herro Machinery Limited | Oakville, Ont. | | |
| Hewitt Equipment Ltd. | Montréal, Qué. | | |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|----------------------|--|---------------------|
| Interprovincial Steel & Pipe Corporation Ltd. | Regina, Sask. | Lakeside Controls Ltd. | Hyde Park, Ont. |
| Interroll Canada Ltd. | Concord, Ont. | Lakeview Farm Service Ltd. | Boissevain, Man. |
| J B Fluid Power Incorporated | Belleville, Ont. | Le Centre de Réparation Hydraulique Uptown Ltée | Laval, Qué. |
| J I Case Canada Inc. | Hamilton, Ont. | Les Batteries Électriques Gagnon Inc. | St-Léonard, Qué. |
| J N Fauver (Canada) Ltd. | Windsor, Ont. | Les Entreprises S H P Ltée | Montréal, Qué. |
| James Morton Ltd. | Cambridge, Ont. | Les Équipements Hydrauliques Marcel Bernard Ltée | Laval, Qué. |
| Jamesbury Canada Ltd. | Ottawa, Ont. | Les Industries B D L Inc. | Montréal, Qué. |
| Jarco Services Ltd. | Calgary, Alta. | Les Joints Étanches R B Inc. | St-Laurent, Qué. |
| Jeffrey Mfg. Div., Dresser Industries Canada Ltd. | Lasalle, Qué. | Les Machineries Tenco Ltée | St-Valérien, Qué. |
| Jems Hydraulique Inc. | Toronto, Ont. | Lessard Machineries Inc. | St-Wenceslas, Qué. |
| John Deere Ltd. Welland Works | Welland, Ont. | Lifco Ltd. | Allanburg, Ont. |
| John Spotton Company Ltd. | Mississauga, Ont. | Liftway Ltd. | Brantford, Ont. |
| Johnson Industries Ltd. | Richmond, B.C. | Limitorque of Canada Ltd. | Mississauga, Ont. |
| Jones Mac Tool Sales Ltd. | Vancouver, B.C. | London Concrete Machinery, Div. of Hodgson Machinery & Equip. Ltd. | London, Ont. |
| K M W Products Limited | St. Catharines, Ont. | Lucas Industries Canada Ltd. | Richmond Hill, Ont. |
| Kalium Chemicals PPG Canada Inc. | Regina, Sask. | Lucas Industries Canada Ltd. | Montréal, Qué. |
| Kamyr Canada Inc. | Ottawa, Ont. | Ludwig Engel Canada Ltd. | Guelph, Ont. |
| Karl Gutmann Incorporated | Cornwall, Ont. | Lunenburg Foundry & Engineering Ltd. | Lunenburg, N.S. |
| Kay Bar Fluid Power Limited | Downsview, Ont. | M B S Bearing Service Inc. | St-Laurent, Qué. |
| Kaycom Inc. | St-Pierre, Qué. | M G W Hydraulics Limited | Windsor, Ont. |
| Kellogg Salada Canada Inc. | Rexdale, Ont. | MCC Powers, A Unit of Mark Controls Limited | Mississauga, Ont. |
| Kelsey-Hayes Canada Limited | Windsor, Ont. | Macanix Tool Sales Ltd. | Winnipeg, Man. |
| Kenaidan Contracting Ltd. | Windsor, Ont. | Macpek Industries Inc. | Ste-Foy, Qué. |
| Kenscott Ltd. | Toronto, Ont. | Magnéto Hydraulique & Pneumatique Inc. | Boucherville, Qué. |
| Kent Air Products Canada Ltd. | Mississauga, Ont. | Mailhot Hydraulique Inc. | St-Jacques, Qué. |
| Kenting Drilling Co. Ltd. | Calgary, Alta. | Mainland Sawmills Ltd. | Richmond, B.C. |
| Keystone Valve (Canada) Limited | Burlington, Ont. | Malcan Industries Ltd. | Rexdale, Ont. |
| Knoll Rig & Equipment Mfg. Co. Ltd. | Edmonton, Alta. | Marathon Equipment Ltd. | Weston, Ont. |
| Koehring Canada Limited, Koehring-Waterous Division | Brantford, Ont. | Marine Industries Ltée | Sorel, Qué. |
| Komline & Sanderson Ltd. | Brampton, Ont. | Market Farm Equipment Limited | Dashwood, Ont. |
| L E Shaw Limited | Lantz, N.S. | Marmac Hydraulics Ltd. | Scarborough, Ont. |
| L H A Products Canada Limited | Concord, Ont. | Marrello Valve Ltd. | Thornhill, Ont. |
| La Société d'Exploitation Petro-Canada | Montréal, Qué. | Marshall Industrial Supply (Stratford) Ltd. | Stratford, Ont. |
| La-Z-Boy Canada Ltd. | Waterloo, Ont. | | |
| Lakehead Diesel & Hydraulics Ltd. | Thunder Bay, Ont. | | |
| Lakeman & Johnson Hydraulics Ltd. | Edmonton, Alta. | | |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,NOT ELSEWHERE SPECIFIEDCANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|-----------------------|---|-----------------------|
| Maslack Supply Ltd. | Sudbury, Ont. | Northern Telecom Canada Limited | Islington, Ont. |
| Masoneilan, Div. of McGraw - Edison Limited | Burlington, Ont. | Northrups Transmission Service Ltd. | Moncton, N.B. |
| Mazda Canada Inc. | Pickering, Ont. | Norwestra Sales Ltd. | Vancouver, B.C. |
| McIntosh Supply Ltd. | Burnaby, B.C. | Nuraseal Co. Ltd. | Mississauga, Ont. |
| Melpaul Utilities Equipment (Sask.) Ltd. | Saskatoon, Sask. | O K Welders Supplies Ltd. | Penticton, B.C. |
| Menasco Aerospace Ltd. | Oakville, Ont. | Okui Inc., Div. O K Canada Inc. | St-Laurent, Qué. |
| Metro Transmission Limited | Scarborough, Ont. | Oliver Industrial Supply Ltd. | Lethbridge, Alta. |
| Meybo Power Shoe Machines Corp. | North Vancouver, B.C. | Ontario Drive & Gear Ltd. | New Hamburg, Ont. |
| Midwest Detroit Diesel Ltd. | Winnipeg, Man. | Ontario Hydro | Toronto, Ont. |
| Miller Fluid Power Canada Ltd. | Mississauga, Ont. | Ontor Ltd. | Toronto, Ont. |
| Mitom Industries Limited | Oakville, Ont. | Orbit Valve Canada Ltd. | Calgary, Alta. |
| Mobil Oil Canada Ltd. | Calgary, Alta. | Ovalstrapping Inc. | Hoquiam, WA, USA* |
| Mongear Inc. | Mont-Royal, Qué. | Overseas Commodities Ltd. | Vancouver, B.C. |
| Monroe Auto Equipment Co. Can., Division of Tenneco Canada Inc. | Owen Sound, Ont. | P B M Tool Ltd. | Edmonton, Alta. |
| Moteurs Leroy-Somer Canada Ltée | Granby, Qué. | P S I Fluid Power Ltd. | Calgary, Alta. |
| Movac Inc. | Edmonton, Alta. | P T L Limited | Greenfield Park, Qué. |
| Multi-Trim Inc. | Markham, Ont. | Paccar du Canada Ltée | Ste-Thérèse, Qué. |
| N L Rucker Products Ltd. | Richmond, B.C. | Pacific Rim Engineered Products Ltd. | Richmond, B.C. |
| Namasco Ltd. | Windsor, Ont. | Panduit (Canada) Limited | Markham, Ont. |
| National Hydraulics Co. Limited | Concord, Ont. | Parker-Hannifin (Canada) Ltd. | Grimsby, Ont. |
| National Supply Canada Ltd. | Edmonton, Alta. | Pathex Inc. | Toronto, Ont. |
| Nestle, Div. of Nestle Enterprises Limited | Don Mills, Ont. | Patlon Aircraft & Industries Ltd. | Mississauga, Ont. |
| Newman Hattersley Ltd. | Mississauga, Ont. | Pavesi International Limited | Burlington, Ont. |
| Niagara Fluid Power, Div. of H B Fluid Power Service Ltd. | St. Catharines, Ont. | Peacock Brothers Ltd. | Lasalle, Qué. |
| Niagara Industrial Supplies Ltd. | St. Catharines, Ont. | Pebra Inc. | Kitchener, Ont. |
| Nissan Automobile Co. (Canada) Ltd. | Mississauga, Ont. | Peelco Manufacturing Limited | Oakville, Ont. |
| Noranda Exploration Co. Ltd. | Toronto, Ont. | Peerless Engineering Sales Ltd. | Burnaby, B.C. |
| Norcan Fluid Power Ltd. | Vancouver, B.C. | Pennwalt Inc. | Oakville, Ont. |
| Nordic Engine & Machine Limited | Sudbury, Ont. | Petro-Canada Inc. | Calgary, Alta. |
| Nordic Fluid Power Inc. | Sudbury, Ont. | Petroleum Equipment Service Limited | Mississauga, Ont. |
| Norpac Controls Ltd. | North Vancouver, B.C. | Pettibone (Canada) Ltd. | Mississauga, Ont. |
| Nortech Control Equipment Inc. | Etobicoke, Ont. | Philips Electronics Ltd. | Scarborough, Ont. |
| Nortesco Inc. | Dorval, Qué. | Pitman Manufacturing Company Inc. | Markham, Ont. |
| North American Hydraulics Ltd. | Brampton, Ont. | Pluswood Mfg. Ltd. | Atikokan, Ont. |
| North American Refractories, Div. of Allied Canada Inc. | Caledonia, Ont. | Pneumatic Industrial Equipment Ltd. | Toronto, Ont. |
| | | Porter Engineering Ltd. | Richmond, B.C. |
| | | Potash Corp. of Sask Mining Ltd. | Rocanville, Sask. |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|--|-----------------------|---|-----------------------|
| Powell Equipment Ltd. | Winnipeg, Man. | Rotork Controls (Canada) Ltd. | Downsview, Ont. |
| Power Press & Equipment Company Ltd. | Montréal, Qué. | Rousseau Controls Inc. | Pointe-Claire, Qué. |
| Precision Rubber Products Canada Ltd. | Orillia, Ont. | Rowley Company Ltd. | Scarborough, Ont. |
| Price & Markle Industrial Supply Ltd. | Vernon, B.C. | Rumble Equipment Ltd. | Rexdale, Ont. |
| Prime Mover Controls Inc. | Burnaby, B.C. | S & D Transmission Parts Supply Ltd. | Markham, Ont. |
| Princess Auto & Machinery Ltd. | Winnipeg, Man. | S E R Hydraulics Ltd. | Lively, Ont. |
| Pritchard Engineering Company Ltd. | Winnipeg, Man. | S K F Canada Limited | Scarborough, Ont. |
| Prodmax Limited | Barrie, Ont. | S Madill Limited | Nanaimo, B.C. |
| Produits Hydrauliques R G Ltée | Laval, Qué. | S R J Electronics Inc. | Surrey, B.C. |
| Progressive Sealing Inc. | Burnaby, B.C. | Satron Electronics Inc. | Surrey, B.C. |
| Pullmaster Winch Corp. | Surrey, B.C. | Scan Marine Enterprises Ltd. | Dartmouth, N.S. |
| Pyramid Measurement & Control Ltd. | North Vancouver, B.C. | Schindler Elevator Corporation | Pickering, Ont. |
| Q I T Fer & Titane du Québec Inc. | Sorel, Qué. | Schrader-Bellows (Canada) Inc. | Toronto, Ont. |
| Quintech, A Division of Lab Volt Qué. Ltd. | Belleville, Ont. | Schwarzhoff Ltd. | Don Mills, Ont. |
| Quontime Inc. | St-Laurent, Qué. | Seaspan International Ltd. | North Vancouver, B.C. |
| R G Shelley Ltd. | Don Mills, Ont. | Septre Controls Ltd. | Regina, Sask. |
| R G Speep Control Devices Ltd. | Downsview, Ont. | Servo Technologies Inc. | Windsor, Ont. |
| RPM Mechanical Products Ltd. | Montréal, Qué. | Sherritt Gordon Mines Ltd. | Lynn Lake, Man. |
| Raeside Equipment Ltd. | New Westminster, B.C. | Sidbec Dosco Ltée | Contrecoeur, Qué. |
| Ramsey Lake Industrial Limited | Lively, Ont. | Siemens Electric Limited | Mississauga, Ont. |
| Renold Canada Ltd. | Brantford, Ont. | Simon-Day Ltd. | Winnipeg, Man. |
| Resource Technologies Inc. | Sudbury, Ont. | Singer Company of Canada Ltd. | St. Thomas, Ont. |
| Richard Piché Incorporé | Portneuf, Qué. | Sisu Controls, Div. of Sisu-Niemí Inc. | Windsor, Ont. |
| Richards Repair Ltd. | Rexdale, Ont. | Skeans Engineering & Machinery Ltd. | Vancouver, B.C. |
| Rideout Tool & Supply Ltd. | St. John's, Nfld. | Slater Steels Corporation | Hamilton, Ont. |
| Rieke Canada Limited | Brampton, Ont. | Sling-Choker Manufacturing Limited | Sudbury, Ont. |
| Rivquip, Division of Rivtow Equipment Ltd. | Vancouver, B.C. | Spartan Controls Ltd. | Calgary, Alta. |
| Road Savers Ltd. | Rexdale, Ont. | Sperry Marine Systems Limited | Goulds, Nfld. |
| Robbins Mining Equipment Ltd. | Sudbury, Ont. | Square M Engineering Ltd. | Vancouver, B.C. |
| Robroy Industries Ltd. | Guelph, Ont. | Stelco Inc. | Hamilton, Ont. |
| Rockwell International of Canada Ltd. | Toronto, Ont. | Stephens Adamson, Division of Allis Chalmers Canada Limited | Belleville, Ont. |
| Roll N Well Servicing Ltd. | Red Deer, Alta. | Sterling Aircraft Products Ltd. | Concord, Ont. |
| Romatec-R M L, Division of Robert Muddiman Limited | Willowdale, Ont. | Sterling Power Systems, Div. of A O Smith Enterprises Ltd. | Hamilton, Ont. |
| | | Stratoflex of Canada Ltd. | Fort Worth, TX, USA* |
| | | Summer Tire & Automotive Ltd. | Moncton, N.B. |
| | | Surrey Fluid Power Ltd. | Surrey, B.C. |
| | | Syncrude Canada Ltd. | Fort McMurray, Alta. |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

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CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> | <u>Name</u> | <u>Address</u> |
|---|----------------------------|--|---------------------------|
| T C M Equipment, Div. of Bishop Machinery & Supply Co. Ltd. | Nisku, Alta. | Versatile Pacific Shipyards Inc. | North Vancouver, B.C. |
| T K Hydraulics Limited | North Bay, Ont. | Vestshell Inc. | Montréal, Qué. |
| Talbot Équiptement Ltée | Québec, Qué. | Viceroy Fluid Power, A Div. of Baxter Technologies Corp. | Toronto, Ont. |
| Tech Sales Co. | Mississauga, Ont. | Vickers Systems Inc. | Rexdale, Ont. |
| Tenaquip Limited | Lachine, Qué. | Vickers-Warnick Industrial Supply Company Ltd. | Hamilton, Ont. |
| Tennant Company | Minneapolis, MN, USA* | Viewstar Division of GSW Inc. | Scarborough, Ont. |
| Teris Hydraulics Ltd. | Nisku, Alta. | Volcano Inc. | St-Hyacinthe, Qué. |
| Terminal Sawmills Ltd. | Richmond, B.C. | Volvo (Canada) Limited, Manufacturing Division | Halifax, N.S. |
| The Cementation Company (Canada) Limited | Brampton, Ont. | Vulcan Machinery & Equipment Limited | Calgary, Alta. |
| The Mastergear Corp. | Seldon, NY, USA* | W J Deacon Ltd. | Woodbridge, Ont. |
| The Valiant Machine & Tool Inc. | Windsor, Ont. | W R Davis Engineering Limited | Ottawa, Ont. |
| Thomas Abrasive Products Inc. | Oakville, Ont. | Wabco Haulpac, Division of Dresser Canada Inc. | Paris, Ont. |
| Torkos Bros. Inc. | Toronto, Ont. | Wagner Industrial & Oilfield Equipment (1976) Ltd. | Edmonton, Alta. |
| Transmission Automatique St-Hyacinthe Inc. | Sherbrooke, Qué. | Wagner Oilfield Manufacturing Limited | Edmonton, Alta. |
| Transmissions Automatiques du Québec Ltée | Duburger, Qué. | Wainbee Ltd. | Rexdale, Ont. |
| Tri-Pyramid Industrial Ltd. | North Vancouver, B.C. | Wajax (Western), Div. of Wajax Equipment Ltd. | Coquitlam, B.C. |
| Tridel Equipment Ltd. | Richmond, B.C. | Wajax Industries Limited | Mississauga, Ont. |
| Trinity Brick Products 1972 Ltd. | St. John's, Nfld. | Walter Haas Machinery Ltd. | Brampton, Ont. |
| Triton Engineering Ltd. | Burnaby, B.C. | Waterloo Aero Services Ltd. | Breslau, Ont. |
| Tsubaki of Canada Limited | Mississauga, Ont. | Waterous Power Products Ltd. | Edmonton, Alta. |
| Tuboquip Inc. | Montréal, Qué. | Waterville Cellular Products Ltd. | Waterville, Qué. |
| Turbo Resources Ltd. | Calgary, Alta. | Wes-T-Rans Limited | Winnipeg, Man. |
| Ulstein Maritime Ltd. | Burnaby, B.C. | West Coast Machinery Ltd. | Langley, B.C. |
| Unex Corporation | South Hackensack, NJ, USA* | Westburne Industrial Enterprises Ltd. | Montréal, Qué. |
| Union Carbide Canada Ltd. | Toronto, Ont. | Western Belting & Hose Ltd. | New Westminster, B.C. |
| Universal Grinding Wheel Div., Unicorn Abrasives of Can. Ltd. | Brockville, Ont. | Western Equipment Ltd. | Vancouver, B.C. |
| Urgent Industrial Supply Inc. | Windsor, Ont. | Westinghouse Canada Limited | Hamilton, Ont. |
| Valmar Airflo Inc. | Elie, Man. | Westward Parts Services Ltd. | Red Deer, Alta. |
| Valmet Dominion Inc. | Lachine, Qué. | Wheels Brakes & Equipment Ltd. | Hamilton, Ont. |
| Valtrol Equipment Ltd. | St-Laurent, Qué. | Wiik & Hoeglund (Canada) Ltd. | Huntsville, Ont. |
| Van Dusen Aircraft Supplies Ltd. | Winnipeg, Man. | Wilkes and McLean Ltd. | Western Springs, IL, USA* |
| Van Rijn Enterprises Ltd. | Stoney Creek, Ont. | | |
| Varian Canada Inc. | Halton Hills, Ont. | | |
| Velan Engineering Ltd. | Montréal, Qué. | | |
| Velan International Ltd. | Pointe-Claire, Qué. | | |

PART F: HYDRAULIC POWER TRANSMISSION EQUIPMENT AND PARTS,

NOT ELSEWHERE SPECIFIED

CANADIAN IMPORTERS (CONT'D)

| <u>Name</u> | <u>Address</u> |
|--|----------------------|
| Wilkinson and Kompass Limited | Hamilton, Ont. |
| Williams & Wilson Limited | Montréal, Qué. |
| Wilson Cousins Inc. | Brampton, Ont. |
| Wilson Equipment Co. Ltd. (1979) | Vancouver, B.C. |
| Wilson Machine Company Ltd. | Lasalle, Qué. |
| Wolfe Transmission Company Ltd. | Toronto, Ont. |
| Wormald Cdn., A Div. of Wormald Canada Inc. | Ottawa, Ont. |
| Wormald Fire Systems, A Div. of Wormald Canada Inc. | Mississauga, Ont. |
| Xomox Canada Limited | Downsview, Ont. |
| Young & Cunningham Canada Inc. | St. Catharines, Ont. |

* Non-resident importer

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