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IMPORT PROFILE

Investment Opportunities

BICYCLE PARTS AND ACCESSORIES,
INCLUDING BICYCLE SADDLES

Pub. No: 83-87 March 1987



Government
of Canada

Gouvernement
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Regional Industrial
Expansion

Expansion industrielle
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BICYCLE PARTS AND ACCESSORIES,
INCLUDING BICYCLE SADDLES

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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. NO: 83-87
IMPORT COMMODITY CODES - 611-16-10
611-20-10

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

BICYCLE PARTS AND ACCESSORIES,

INCLUDING BICYCLE SADDLES

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.

This report covers imports of bicycle saddles classified to Canadian International Trade Classification (C.I.T.C.) code 611-16-10 and bicycle parts and accessories, except bicycle saddles classified to C.I.T.C. code 611-20-10.

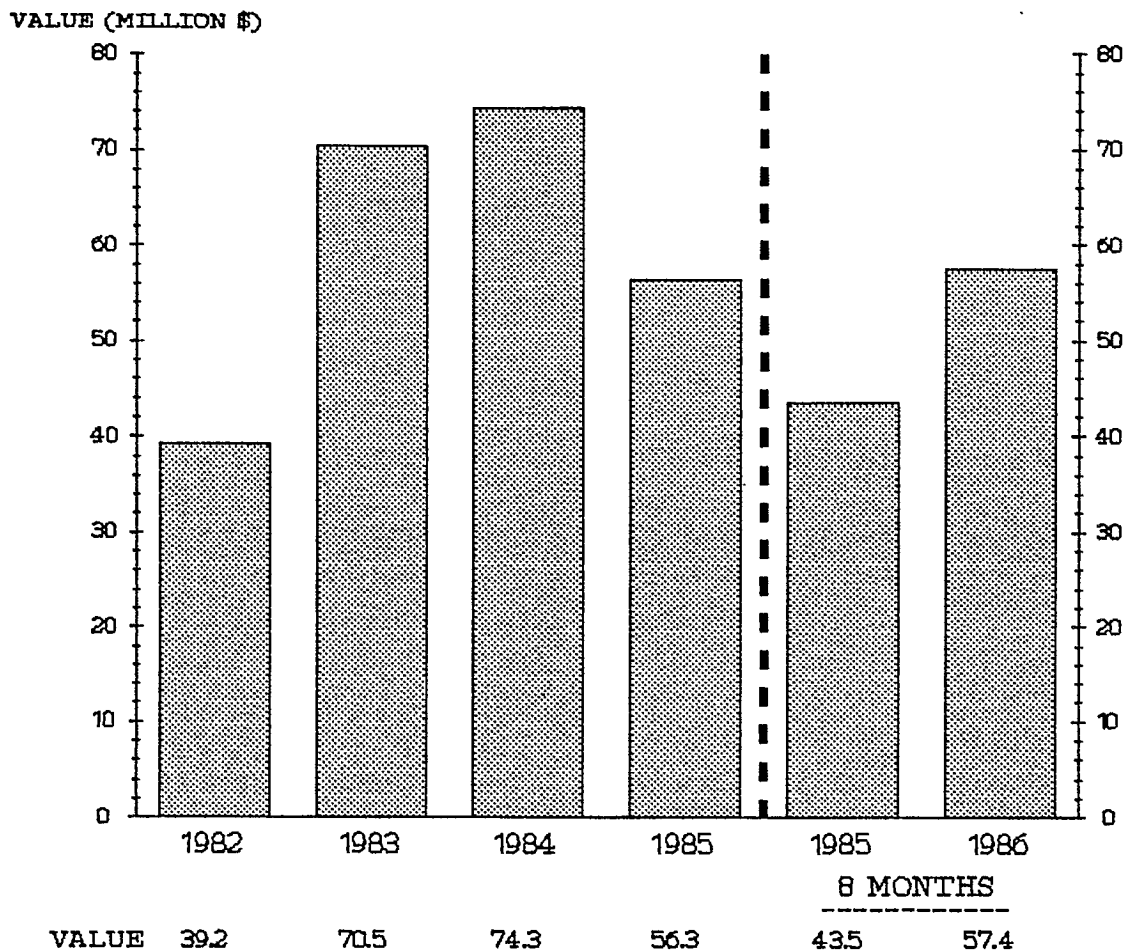
The import commodity code 611-20-10 includes:

Parts: Bicycle brakes, frames, handle bar grips, pedals, gears, chains, brake assemblies, etc.

Accessories: Bicycle bells, flashlight holders, pumps, speedometers, reflectors, saddle covers, etc.

NOTE: A separate profile has been published on Bicycles, No. 79-87.

IMPORT TRENDS: OVERVIEW
BICYCLE PARTS AND ACCESSORIES,
EXCEPT SADDLES (611-20-10)



Imports of bicycle parts and accessories (not including saddles) fluctuated considerably over the years 1982 to 1986. Between 1982 and 1983, the value of imports increased by 80 per cent from \$39.2 million to \$70.5 million. A further, slight increase of 5 per cent occurred in 1984, with a major decrease in 1985 by 24 per cent.

During the first eight months of 1986, the value of imports increased significantly when compared to the same period for 1985. The value for the first eight months of 1986 exceeds that of the whole of 1985.

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

BICYCLE PARTS AND ACCESSORIES,

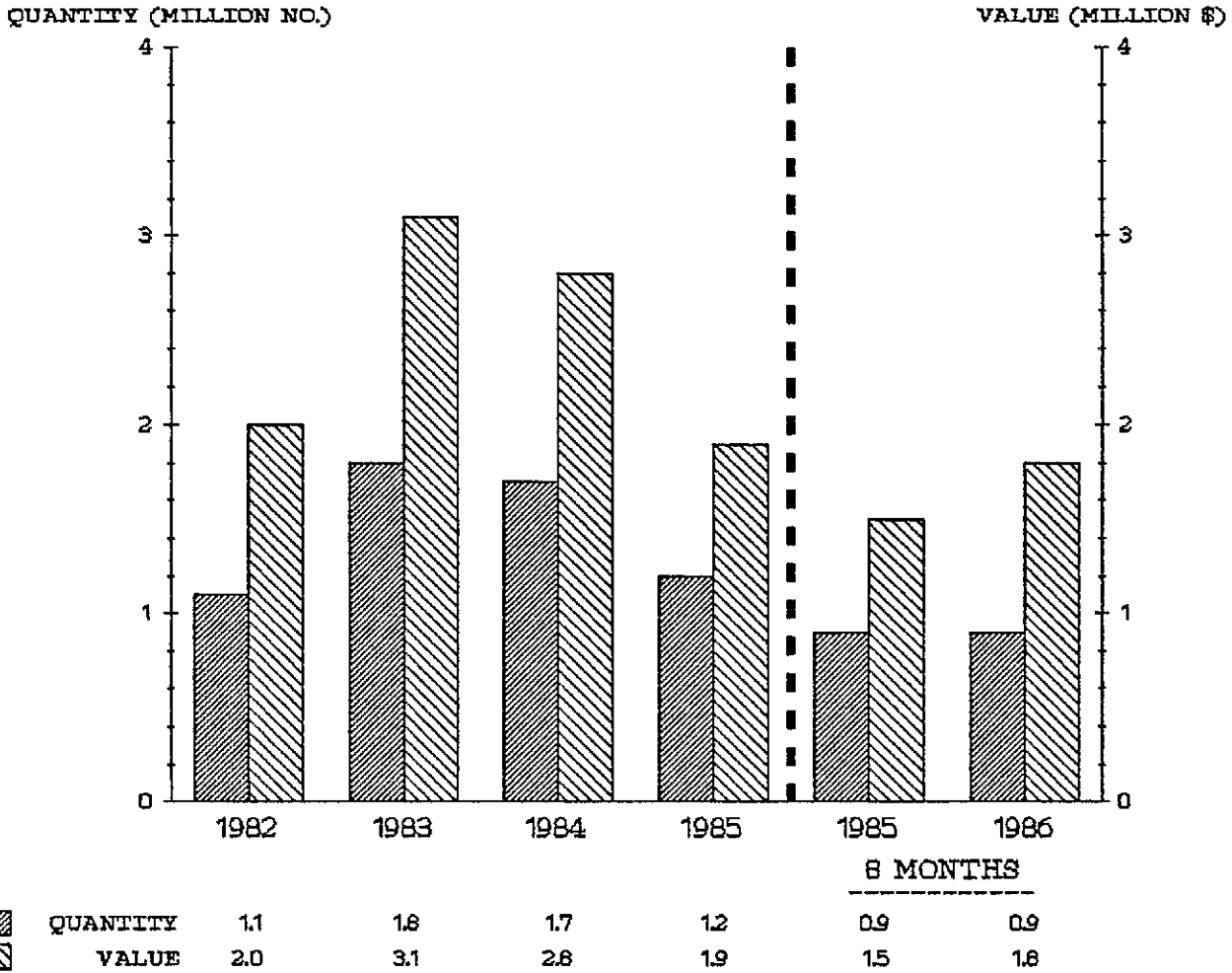
EXCEPT SADDLES (611-20-10)

Foreign Country of Export	1982	1983	1984	1985	Average Annual Growth Rate 1982-1985	Per cent Change 1984-1985	8 Month Imports Jan. to Aug.	
					%	%	1985	1986
JAPAN Value (\$000)	17 304	34 245	33 672	25 265	13	-25	19 392	26 140
TAIWAN Value (\$000)	11 012	21 511	27 016	19 015	20	-30	14 764	19 121
ITALY Value (\$000)	1 435	2 533	2 981	3 382	33	13	2 853	3 714
UNITED STATES Value (\$000)	6 166	6 298	4 519	3 095	-21	-32	2 740	2 272
FRANCE Value (\$000)	1 865	2 921	2 492	1 933	1	-22	1 382	2 885
OTHER Value (\$000)	1 461	2 974	3 656	3 620	35	-1	2 415	3 276
TOTAL Value (\$000)	39 243	70 482	74 336	56 310	13	-24	43 546	57 413

Japan has consistently been the major country of export to Canada of bicycle parts and accessories. In 1983, Japan's imports increased by 98 per cent but dropped by 25 per cent in 1985. Taiwan was the second major country of export. Imports from this country followed a similar pattern to those of Japan with a 95 per cent increase in 1983 and a drop of 30 per cent in 1985.

IMPORT TRENDS: OVERVIEW

BICYCLE SADDLES (611-16-10)



Imports of bicycle saddles followed a pattern similar to that of bicycle parts and accessories. In 1983, the value of imports of bicycle saddles increased from \$2.0 million to \$3.1 million. However, imports decreased in 1984 and 1985 to reach about the same level as 1982.

The volume of imports followed the same pattern as values. In 1983, the volume of imports increased from 1.1 million units to 1.8 million units. In 1985, imports totalled 1.2 million units.

During the first eight months of 1986, the volume of imports stayed at the same level, when compared to the same period for 1985. However, the value of imports for the first eight months of 1986 exceeds the level of 1985 for the same period.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

BICYCLE SADDLES (611-16-10)

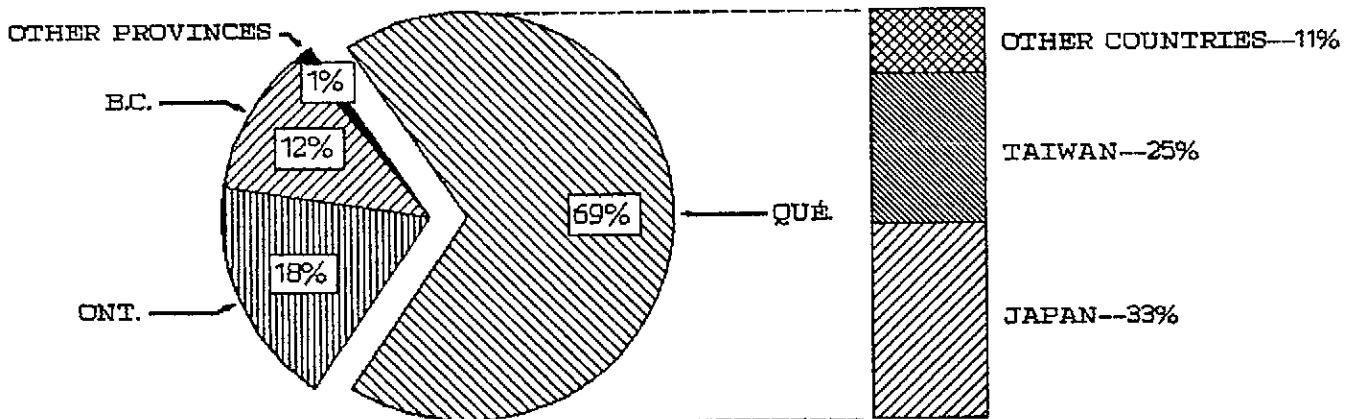
Foreign Country of Export	1982	1983	1984	1985	Unit Price 1985 \$	Average Annual Growth Rate 1982-1985	Per Cent Change 1984-1985	8 Month Imports Jan. to Aug.	
						1982-1985 %	1984-1985 %	1985	1986
ITALY									
Quantity ('000 No.)	307	733	889	786		37	-12	619	683
Value (\$000)	557	1 285	1 462	1 272	1.62	32	-13	1 015	1 260
TAIWAN									
Quantity ('000 No.)	740	871	737	376		-20	-49	281	221
Value (\$000)	1 252	1 385	1 124	593	1.58	-22	-47	438	380
FRANCE									
Quantity ('000 No.)	5	5	1	8		18	927	8	1
Value (\$000)	11	30	9	35	4.12	47	289	35	6
UNITED STATES									
Quantity ('000 No.)	59	128	70	13		-40	-82	13	4
Value (\$000)	108	268	128	30	2.32	-35	-77	30	14
JAPAN									
Quantity ('000 No.)	32	14	9	5		-48	-49	4	9
Value (\$000)	48	70	34	16	3.45	-31	-53	15	32
OTHER									
Quantity ('000 No.)	4	11	2	1		-47	-69	1	7
Value (\$000)	7	27	8	3	4.84	-25	-63	2	11
TOTAL									
Quantity ('000 No.)	1 147	1 763	1 707	1 189		1	-30	926	925
Value (\$000)	1 983	3 065	2 765	1 949		-1	-30	1 535	1 763
Unit Price (\$)	1.73	1.74	1.62	1.64					

In 1985, Italy was the major exporter to Canada accounting for 66 per cent of the quantity and 65 per cent of the value. Taiwan, the leading exporter in 1982 and 1983, followed with 32 per cent of the quantity and 30 per cent of the volume.

In 1985, the average unit price of bicycle saddles imported from the two main countries of export (Italy and Taiwan) was less than \$2 per unit. However, the average unit price of all the other countries was more than \$2 per unit.

VALUE OF IMPORTS BY PROVINCE OF CLEARANCE

BICYCLE PARTS AND ACCESSORIES, INCLUDING BICYCLE SADDLES



100% = \$58.3 million

In 1985, \$40.3 million or 69 per cent of the value of imports of bicycle saddles, parts, and accessories were imported through Québec. The next ranking province of entry was Ontario with \$10.4 million or 18 per cent. This was followed by British Columbia with \$7.2 million or 12 per cent.

The main country of export to Québec was Japan with \$19 million or 33 per cent of the total imports.

For more data information, see Appendix A, page 12.

BICYCLE PARTS AND ACCESSORIES,
INCLUDING SADDLES

IMPORT MARKET CONCENTRATION - 1985

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 15 Importers</u>	<u>All Importers</u>
Value (\$000)	40 944	48 335	50 580	58 259
Per cent of Total Value	70	83	87	100

In 1985, the top 10 importers of bicycle parts and accessories including saddles accounted for 83 per cent of the total imports. Of these 10 importers, six were manufacturers which accounted for \$38.7 million. Six of the 10 importers were located in Québec.

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

TYPE AND LOCATION OF THE 20 TOP KNOWN IMPORTERS - 1985
(91% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</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	3	10 525	4	3 616	7	14 141
Québec	6	29 758	4	2 040	10	31 798
Western Provinces	-	-	3	6 988	3	6 988
Atlantic Provinces	-	-	-	-	-	-
<hr/> TOTAL	9	40 283	11	12 644	20	52 927
<hr/>						
Per cent of 1985 total value		69%		22%		91%

In 1985, there were 156 known importers of bicycle parts and accessories, including saddles. The top 20 importers accounted for 91 per cent or \$52.9 million of the import total. Of these 20 importers, nine were manufacturers of bicycles and parts, representing \$40 million or 69 per cent of the total import value. Seven of the 11 wholesalers were wholesalers of sporting and recreational goods and supplies, accounting for \$10.4 million or 18 per cent of the total value.

CANADIAN PRODUCTION

At least six companies in Canada manufacture exclusively bicycle parts, accessories and saddles. In addition, several bicycle manufacturers produce parts for use in their own bicycle manufacturing process. Statistics Canada does not provide data on production of bicycle parts due to confidentiality.

EXPORTS

Exports of bicycle parts are included in the category "Vehicle parts". Statistics Canada does not provide separate data on bicycle parts.

MARKET SUMMARY

Bicycling, as a participation activity, is quite popular in Canada and the U.S.A. Recent participation surveys in both countries have indicated that this category is among the top four sports recreation/activities.

Over 75 per cent of the Canadian market for parts and accessories is supplied by imports, primarily from the Far East. Currently, both Japan and Taiwan are the major suppliers to Canada and the U.S.A.

Almost 60 per cent of total imports enter Canada duty-free mainly for use by Canadian bicycle manufacturers in their own production. Although this duty-free situation has been instrumental in assisting the bicycle manufacturers to remain competitive, it has also had the effect of slowing down the development of the parts and accessories industry in Canada. Offsetting this negative aspect has been the fact that Taiwan and Japan, as world suppliers of many of the parts, have been unable to deliver in periods of high demand. This happened in 1984. Having been caught short at critical times, several bicycle manufacturers examined and implemented more in-house parts manufacturing. In addition, they are co-operating more closely with new and existing Canadian parts and accessories manufacturers, despite the potential cost premium.

There exists a potential opportunity to replace some of the \$58 million import volume with Canadian production.

This report was prepared by:

the Market Development Branch
in collaboration with the
Leisure Products Division,
Food and Consumer Products Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

VALUE OF IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

AND PROVINCE OF CLEARANCE

BICYCLE SADDLES - (611-16-10)

BICYCLE PARTS AND ACCESSORIES, N.E.S. (611-20-10)

<u>Foreign Country of Export</u>	<u>Commodity Code</u>	<u>Canada (\$000)</u>	<u>N.B. (\$000)</u>	<u>Qué. (\$000)</u>	<u>Ont. (\$000)</u>	<u>Man. (\$000)</u>	<u>Sask. (\$000)</u>	<u>Alta. (\$000)</u>	<u>B.C. (\$000)</u>
JAPAN	611-16-10	16	0	1	2	0	0	0	13
	611-20-10	25 265	0	19 152	2 997	0	0	2	3 115
		25 281	0	19 153	2 999	0	0	2	3 128
TAIWAN	611-16-10	595	0	333	192	0	0	0	67
	611-20-10	19 015	0	14 296	2 684	0	4	0	2 030
		19 610	0	14 629	2 876	0	4	0	2 097
ITALY	611-16-10	1 272	0	1 095	147	0	0	1	31
	611-20-10	3 382	0	1 060	1 833	0	0	29	460
		4 654	0	2 155	1 980	0	0	30	491
UNITED STATES	611-16-10	30	0	0	21	2	0	3	3
	611-20-10	3 095	1	1 098	1 190	53	16	168	569
		3 125	1	1 098	1 211	55	16	171	572
FRANCE	611-16-10	35	0	26	1	0	0	0	7
	611-20-10	1 933	0	1 497	242	0	0	31	163
		1 968	0	1 523	243	0	0	31	170
OTHER	611-16-10	3	0	0	4	0	0	1	1
	611-20-10	3 620	0	1 735	1 101	0	1	20	764
		3 623	0	1 735	1 105	0	1	21	765
TOTAL	611-16-10	1 949	0	1 455	367	2	0	5	122
	611-20-10	56 310	1	38 838	10 047	53	21	250	7 101
		58 259	1	40 293	10 414	55	21	255	7 223

NOTE: Newfoundland, Nova Scotia and Prince Edward Island report no imports.

CANADIAN TARIFFS

BICYCLE PARTS AND ACCESSORIES, INCLUDING SADDLES

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 %	
43906-01	Saddles; chain; pedals; brake assemblies and controls excluding cables; tubular tires; crank set assemblies; derailleur sets and controls including cables; hub assemblies and controls excluding cables; rims of aluminum or magnesium alloy; handlebars of aluminium or magnesium alloy; tires, 18 inches or less in diameter; frame lugs and bottom bracket shells; gear clusters; handlebar stems; fork bearing assemblies; seat posts of aluminum or magnesium alloy; hydraulic shock absorbing cylinders; spring shock absorbers; parts of the foregoing; All of the foregoing for use in the manufacture of unicycles, bicycles or adult tricycles (Temporary tariff item subject to annual review).							
	January 1, 1985	51	Free	Free	25	Free	Free	
43907-01	Parts, n.o.p., and tires wholly or in part of rubber, for use in the manufacture of unicycles, bicycles or adult tricycles (Temporary tariff item subject to annual review).							
	January 1, 1985	17	10	12.5	25	8.0	12.5	

CANADIAN TARIFFS, 1985 (CONT'D)

BICYCLE PARTS AND ACCESSORIES, INCLUDING SADDLES

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 %	
44603-01	Manufactures, articles or wares, of iron or steel or of which iron or steel or both are the component materials of chief value, n.o.p.:							
	January 1, 1985	11	10.1	12.1	35	8.0	10.2	
	January 1, 1986		10.0	10.1	35	7.0	10.2	
	January 1, 1987		10.0	10.2	35	6.5	10.2	
43905-01	Articles, of iron or steel, wholly or in part of nickel or electroplated, when imported by manufacturers of bicycles or tricycles for use exclusively in the manufacture of bicycles or tricycles, in their own factories, under regulations prescribed by the Minister:							
	January 1, 1985	8	Free	9.1	30	Free	8.0	
	January 1, 1986		Free	8.6	30	Free	8.0	
	January 1, 1987		Free	8.0	30	Free	8.0	

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Countries which benefit from the Most Favoured Nation treatment: Japan, Taiwan, Italy, United States, France

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) 954-6891

CANADIAN IMPORTERS

Importers of bicycle saddles and bicycle parts and accessories, 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. The numbers in brackets following the names of the importers indicate the specific types of bicycle parts and accessories they are importing as follows: (1) bicycle saddles; (2) bicycle parts and accessories.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
131017 Canada Inc. D/B/A Miyata Québec(2)	Montréal, Qué.	Cortina Sports, Div. Cappletta Holdings Ltd.(2)	Edmonton, Alta.
A J Brooks Inc.(2)	Vancouver, B.C.	Corydon Cycle & Sports Inc.(1)(2)	Winnipeg, Man.
Alliance Ro-Na Home Inc.(2)	St. Jacobs, Ont.	Cycle Mikado du Canada Ltée(1)(2)	St-Augustin-de-Besmaures, Qué.
Antonio Shoes Limited(2)	Downsview, Ont.	Cycle Tech Canada Ltd.(1)(2)	Calgary, Alta.
Athlétimonde Inc.(2)	Montréal, Qué.	Cycles Marinoni Inc.(1)(2)	Lachenaix, Qué.
B. P. Bike Distributeurs Reg.(2)	Montréal, Qué.	Desbro Cycle Industries Limited(2)	Toronto, Ont.
Backman Auto & Bicycle Acc. Co.(1)(2)	Montréal, Qué.	Dickie Dee Ice Cream (Canada) Ltd.(1)(2)	Richmond Hill, Ont.
Baggio Cycle & Sports Ltd.(1)(2)	Montréal, Qué.	Dickie Dee Ice Cream Ltd.(2)	Winnipeg, Man.
Beaver Lumber Company Ltd.(2)	Don Mills, Ont.	Ditiltec Inc.(2)	Longueuil, Qué.
Bicyclesport Ltd.(1)(2)	Toronto, Ont.	Dorcy Ashflash-Canada Ltd.(1)(2)	Niagara Falls, Ont.
Bicyclette Universelle Ltée(1)(2)	Montréal, Qué.	Dundas-Jafine Industries Ltd.(2)	Weston, Ont.
Bloor Cycle, Div. of P. Kent Holdings Limited(1)(2)	Toronto, Ont.	Dutch Bicycles Unlimited(2)	Toronto, Ont.
Bow-Wow Parts of B C Ltd.(2)	Delta, B.C.	Eastern Sports Ltd.(2)	Moncton, N.B.
Boyes Sehmer Ltd.(1)(2)	Victoria, B.C.	Edwins Cycle Company(2)	Owen Sound, Ont.
Brant Cycle and Sports Ltd.(2)	Burlington, Ont.	Elite Mfg. Ltd.(1)(2)	Victoria, B.C.
Bureau de Relation d'Affaires International Incorporé(2)	Montréal, Qué.	Elleti Enr.(1)	Montréal, Qué.
C B S Cycle Frames Ltd., OP By Anthony Hoar(2)	Vancouver, B.C.	Elvish Canada Ltée(1)(2)	Lasalle, Qué.
C I P Inc.(2)	Gatineau, Qué.	Entreprises Hamelin, (Div. Groupe Hamelin Inc.)(2)	Boucherville, Qué.
Cambio Rino Inc.(1)(2)	Mississauga, Ont.	Exerciseurs Pro-Fit Canada Inc.(1)(2)	St-Georges-de-Beauce, Qué.
Canadian Tire Corporation Ltd.(1)(2)	Toronto, Ont.	F W Woolworth Company Ltd.(1)(2)	Weston, Ont.
Canrep Inc.(2)	New Glasgow, N.S.	Fabrycycle Ltée(2)	Hull, Qué.
Cantire Products Ltd.(2)	Mississauga, Ont.	Firestone Canada Inc.(2)	Hamilton, Ont.
Circle Sales & Import Ltd.(2)	Montréal, Qué.	Francolini Sports Inc.(1)(2)	St-Michel, Qué.
Cochrane-Dunlop Hardware Ltd.(2)	Etobicoke, Ont.	Fred Deeley Cycles Ltd.(1)(2)	Richmond, B.C.
Coleco (Canada) Ltée(2)	Montréal, Qué.	Fred Deeley Limited(2)	Vancouver, B.C.
Collegiate Arlington Sports, Div. of Imasco Retail Inc.(2)	Scarborough, Ont.	G & G Sporting Goods Ltd., OP AS	Edmonton, Alta.
Consumers Distributing Co. Ltd.(2)	Rexdale, Ont.	Georges Cycle & Sports(2)	St-Jérôme, Qué.
Coppi Cycles & Sports Inc.(1)(2)	Anjou, Qué.	Gamebridge Inc.(2)	Vancouver, B.C.
Coronel Consultant Ltd.(2)	Montréal, Qué.	Gelfer Enterprises Ltd.(2)	Rexdale, Ont.
		General Mills Canada Inc.(2)	Lethbridge, Alta.
		Gotschina Ski Haus Ltd.(2)	

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Grand & Toy Ltd.(2)	Don Mills, Ont.	Mr. P.A. Hutsebaut Enr.(1)(2)	Montréal, Qué.
Great Circle Trading Co. Ltd.(2)	Weston, Ont.	Mylec Canada Ltd.(2)	Dorval, Qué.
Guvin Company Ltd.(1)(2)	Mississauga, Ont.	N Gooch Enterprises Ltd.(1)(2)	Winnipeg, Man.
H B Weiner & Associates Limited(2)	Downsview, Ont.	Nacor (1982) Limited(2)	Mississauga, Ont.
Hardcraft Industries Ltd.(2)	Markham, Ont.	Nationwide Fund Raisers Inc. Tucker GA(2)	Lambeth, Ont.
Hecon Canada Inc.(2)	Rexdale, Ont.	Needhams Sports & Marine Centre Limited(1)(2)	Sarnia, Ont.
Henryka Industries Ltd.(2)	Dorval, Qué.	Norco Products Ltd.(1)(2)	Burnaby, B.C.
Highway Stamping (Windsor) Limited(2)	Tecumseh, Ont.	Novaction Sports Inc.(2)	St-Laurent, Qué.
Home Hardware Stores Ltd.(2)	St. Jacobs, Ont.	O & H Transport Ltd.(2)	Kamloops, B.C.
Homtronix Industries Ltd.(2)	Vancouver, B.C.	O G D Outdoor Gear Ltd.(1)(2)	St-Laurent, Qué.
Horizon Company of Canada Ltd.(2)	Don Mills, Ont.	Olympia Sports Products Inc.(2)	Plainsview, NY, USA*
Hudsons Bay Company(2)	Toronto, Ont.	Ompax Trading Corporation(2)	Montréal, Qué.
Impact Tool & Manufacturing Limited(2)	Brantford, Ont.	Ontario Die Company Ltd.(2)	Waterloo, Ont.
International Cycling Centre Ltd.(2)	Calgary, Alta.	Ontario Drive & Gear Ltd.(2)	New Hamburg, Ont.
Irwin Toy Limited(1)(2)	Toronto, Ont.	Oriental Trading (Mtl) Ltd.(2)	Montréal, Qué.
J Pascal Inc.(2)	Montréal, Qué.	Ottawa Bikeway Company(2)	Ottawa, Ont.
J Vanderburg Enterprises, O/PAS BXM Unlimited(1)(2)	Calgary, Alta.	Oxford Bicycles of Canada Inc.(2)	Willowdale, Ont.
John Deere Welland Works of John Deere Ltd.(2)	Welland, Ont.	Patrick Sports Inc.(2)	Dorval, Qué.
K Mart Canada Ltd.(1)(2)	Brampton, Ont.	Peel Cycle Center Ltd.(2)	Montréal, Qué.
Kancord Enterprises Ltd.(2)	Burnaby, B.C.	Percy A McBride Ltd.(2)	Toronto, Ont.
Kimberly-Clark of Canada Ltd.(1)(2)	Toronto, Ont.	Peter Marshall Bicycles Inc.(1) Petries Cycle & Sports Ltd.(2)	St. Catharines, Ont.
La Cie Resentel(2)	Marieville, Qué.	Pollock Import Co of Vancouver Ltd.(2)	Thunder Bay, Ont.
Larry Sommers Limited(2)	Toronto, Ont.	Poundmaker Ltd.(2)	Vancouver, B.C.
Legge Manufacturing Ltd.(1)(2)	Burnaby, B.C.	Procycle Inc.(1)(2)	Headtingly, Man.
Leisure Sports Prince Albert Ltd.(2)	Prince Albert, Sask.	R. Hope Russell Farm Ltd.(2)	St-Georges-de- Beauce, Qué.
Les Sports Charles Lambert , Inc.(1)(2)	Lauzon, Qué.	Racer Sportif Inc.(1)(2)	Saskatoon, Sask.
Liberty Home Products Corp.(2)	St-Laurent, Qué.	Raleigh Industries of Canada Ltd.(1)(2)	Toronto, Ont.
MacLeod Stedman Inc.(2)	Winnipeg, Man.	Reich Brothers Ltd.(2)	Mississauga, Ont.
Main Cycling and Sports Ltd.(1)(2)	Hamilton, Ont.	Rhode Russell Farm Ltd.(1)	Montréal, Qué.
Maple Cyclery Ltd.(2)	Dundas, Ont.	Rocky Mountain Bicycle Co.(1)(2)	Saskatoon, Sask.
Marshall Trading, OP By Peter Marshall Bicycles Inc.(1)(2)	St. Catharines, Ont.	Sachs Motors Corporation Ltd.(2)	Vancouver, B.C.
Metalbuilt Industries Corp.(2)	Brampton, Ont.	Shields Intertrade, Div. of Lorne Shields Intertrade Corp.(1)(2)	Dorval, Qué.
Mondo Enterprises Ltd.(1)(2)	Burnaby, B.C.	Ski & Cycle Hut Inc.(1)(2)	Downsview, Ont.
Mountain Equipment Co-operative(2)	Vancouver, B.C.	Sodisco Inc.(2)	Kitchener, Ont.
			Victoriaville, Qué.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Sun Wheels Limited(2)	Hawkesbury, Ont.
Superior Wholesalers Co.(2)	Montréal, Qué.
T Eaton Co. Ltd.(2)	Toronto, Ont.
Talibson Enterprises Inc.(1)(2)	Burnaby, B.C.
Techno Sport Québec Inc.(2)	Ste-Foy, Qué.
Three Vets Ltd.(2)	Vancouver, B.C.
Tomar Cycling Limited(2)	Toronto, Ont.
Tonka Corporation of Canada Ltd.(2)	Malton, Ont.
Toys RVS Inc.(2)	Toronto, Ont.
Tru-Circle Industries Limited(2)	Mississauga, Ont.
Tye Sil Corp. Ltd.(1)(2)	Montréal, Qué.
Vanguard Steel Ltd.(2)	Burnaby, B.C.
Varsity Cycles Ltd.(2)	Vancouver, B.C.
Velo City Cycle & Sports Ltd.(2)	Edmonton, Alta.
Victor Quadricycle Inc.(2)	Willowdale, Ont.
Victoria Precision Works Company Ltd.(1)(2)	Montréal, Qué.
Vitasport Cycles Limited(1)	Calgary, Alta.
Wally-Hayes (Canada) Ltd.(2)	Downsview, Ont.
West Point Cycles Ltd.(2)	Vancouver, B.C.
Western Cycle & Hardware Ltd.(2)	Edmonton, Alta.
Western Cycle & Sporting Goods Company Limited(2)	Regina, Sask.
Whalley Hardware, Div. of Holland Import Inc.(2)	Burnaby, B.C.
Woodward Stores (Vancouver) Ltd.(2)	Vancouver, B.C.
World Famous Sales of Canada Inc.(2)	Willowdale, Ont.
Zellers Limited(1)(2)	Montréal, Qué.

* Non-resident importer

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Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, Prince Edward Island
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Nova Scotia
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1496 Lower Water Street
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-2018

New Brunswick
P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
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Tour de la Bourse
800, Place Victoria, Suite 3800
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Tel: (514) 283-8185

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Toronto, Ontario
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Tel: (416) 365-3737

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P.O. Box 981
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Room 608
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Tel: (204) 949-4090

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Cornerpoint Building
10179 - 105th Street, Suite 505
Edmonton, Alberta
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P.O. Box 49178
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