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IMPORT PROFILE

Investment Opportunities

SPRAYERS, AGRICULTURAL, NEW

Pub. No.: 8811-IP-2 December 1988



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
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SPRAYERS, AGRICULTURAL, NEW

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SPRAYERS, AGRICULTURAL, NEW

INTRODUCTION

This report is part of a continuing series designed to increase business awareness of the potential existing for production in Canada.

CANADIAN IMPORTS

Import data are given on subsequent pages for the following products:

<u>Description</u>	<u>Commodity Code</u>	<u>TOTAL IMPORTS</u>			<u>% Change 1987/1986</u>
		<u>1986</u>	<u>1987</u>	<u>Jan-May 1988</u>	
		(C\$ Million)			
<u>Prior to 1988</u>	<u>Prior to 1988</u>				
New Agricultural Sprayers	542-99-20	7.2	5.1	-	-29
Parts of Sprayers and Crop Protection Machinery, Not Elsewhere Specified	542-99-88	18.9	15.8	-	-16
<u>Effective 1988</u>	<u>Effective 1988</u>				
Mechanical Appliances (whether or not hand-operated) for Projecting/Dispersing or Spraying Liquids or Powders, Agricultural or Horticultural*	8424.81.00*	-	-	11.5*	
Parts of the Goods of code 8424.81.00*	8424.90.30.00*	-	-	14.1*	

Lists of Canadian importers and foreign exporters to Canada are given for new agricultural sprayers in Appendices A1 and B1, and for parts of sprayers and crop protection machinery in Appendices A2 and B2. Imports of smaller, hand pump operated sprayers and gasoline powered back-pack sprayers are included in import commodity code 763-99-90, "House, garden and park equipment, not elsewhere specified", prior to 1988 and are not included in this report. However, they are contained in the new commodity code effective 1988 shown above i.e. 8424.81.00.

*NOTE: Prior to 1988, Canadian import statistics were based on the Canadian International Trade Classification. However, since January, 1988, these statistics have been classified and published according to the Harmonized Commodity Description and Coding System (H.S.), developed for international use by the Customs Cooperation Council. Figures given for the years prior to 1988 are not necessarily directly comparable to those for 1988.

CANADIAN PRODUCTION

There are at least 12 Canadian manufacturers of agricultural sprayers and 10 manufacturers of parts of sprayers and crop protection machinery. Statistics Canada reports shipments of these products in 1985, the latest year for which information is available, as follows:

<u>Product</u>	<u>Value of Shipments (1985)</u> (C\$ million)
Field Sprayers, Mounted	7.2
Field Sprayers, Trailer Type	13.9
Plant Protection Machinery and Equipment, Not Elsewhere Specified	1.5

CANADIAN EXPORTS

Statistics Canada reports that exports of crop protection equipment and parts totalled \$8.9 million in 1987. Exports of agricultural sprayers are not reported separately.

UNITED STATES' IMPORTS

The United States Department of Commerce indicates that U.S. imports of sprayers suitable for agricultural or horticultural use, except self-contained sprayers with a capacity not over five gallons, totalled C\$15.5 million in 1987. Canada's share of this total was C\$8.7 million.

MARKET SUMMARY

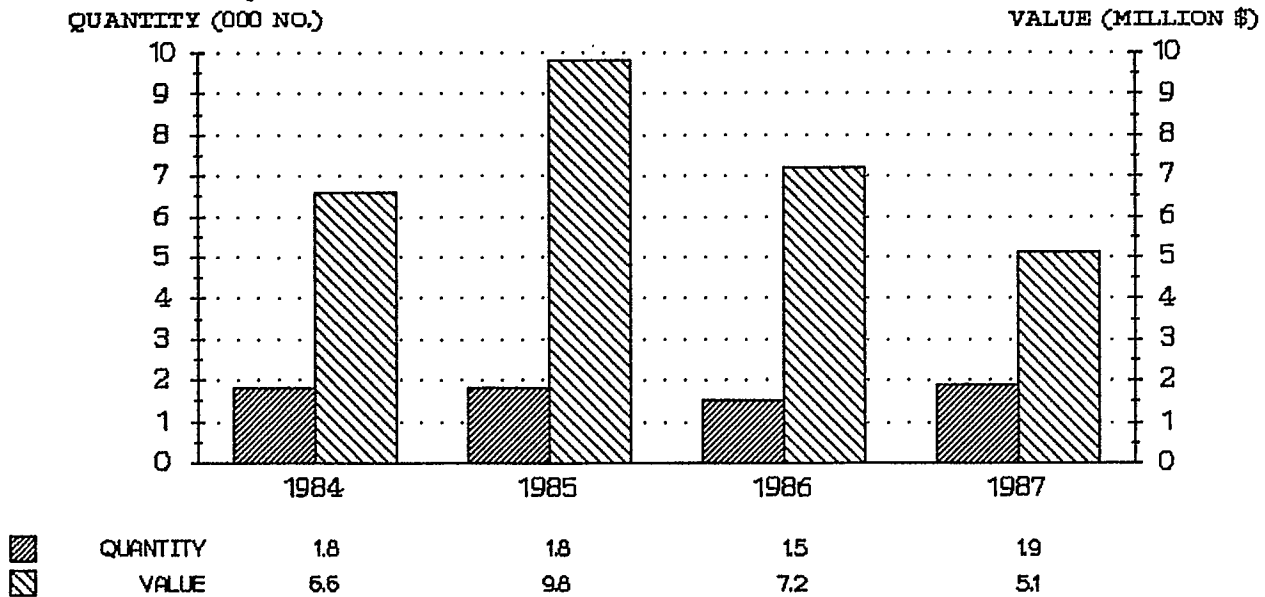
In Canada there are at least 12 manufacturers of agricultural sprayers. These companies have maintained a major share (about 75 per cent in 1987) of the Canadian market for field sprayers. Three of these companies, which dominate their regional markets in Canada, are manufacturers of large trailer-mounted orchard sprayers. However, back-pack and hand-held sprayers are predominantly obtained (about 90 per cent of the Canadian market in 1987) from offshore manufacturers even though there are two Canadian producers. Specialty sprayers for fruit and vegetable applications, particularly in the smaller sizes, are imported from European manufacturers.

Canadian manufacturers have been concentrating on improving the consistency and precision of application of spray material by improving the distribution systems and by reducing drift caused by wind. Recently, there has been a shift in Canada to computer-controlled sprayers, especially in the large field models where application rates are usually low, and therefore consistent control is critical to ensure an effective kill of weeds.

Canadian manufacturers should be encouraged to enter the expanding market for the more sophisticated sprayers used in commercial and industrial markets in instances where they will benefit from duty-free entry to the United States market. With the increase in hobby farms in North America there are also opportunities for smaller sprayers either mounted on or drawn by garden tractors - a market that is presently totally served by imports.

IMPORT DATA

NEW AGRICULTURAL SPRAYERS
COMMODITY CODE 542-99-20
IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
QUANTITY (NO.)	1286	1276	976	1319	1
VALUE (C\$000)	5502	8285	5895	4128	-9
ITALY					
QUANTITY (NO.)	137	178	156	158	4
VALUE (C\$000)	305	380	474	580	24
NETHERLANDS					
QUANTITY (NO.)	68	65	44	18	-38
VALUE (C\$000)	301	282	178	108	-29
GERMANY, FED. REP.					
QUANTITY (NO.)	20	59	23	307	149
VALUE (C\$000)	30	90	54	107	-53
FRANCE					
QUANTITY (NO.)	41	24	99	29	-11
VALUE (C\$000)	78	182	189	58	-10
OTHER					
QUANTITY (NO.)	224	153	179	58	-37
VALUE (C\$000)	413	629	451	93	-39
TOTAL					
QUANTITY (NO.)	1776	1755	1477	1883	2
VALUE (C\$000)	6829	9848	7218	5072	-9

NEW AGRICULTURAL SPRAYERS - COMMODITY CODE 542-99-20

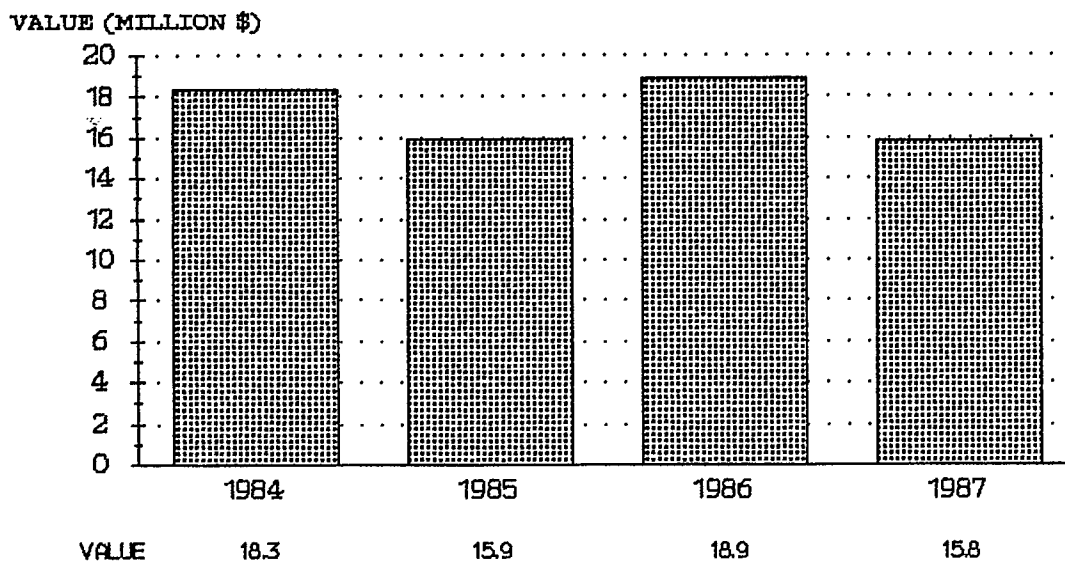
IMPDRT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES				
QUANTITY	72.4	72.7	66.1	70.0
VALUE	83.0	84.1	81.7	81.4
ITALY				
QUANTITY	7.7	10.1	10.6	6.3
VALUE	4.6	3.9	6.5	11.4
NETHERLANDS				
QUANTITY	3.6	3.7	3.0	0.6
VALUE	4.5	2.9	2.5	2.1
GERMANY, FED. REP.				
QUANTITY	1.1	3.4	1.6	16.3
VALUE	0.5	0.9	0.7	2.1
FRANCE				
QUANTITY	2.3	1.4	6.7	1.5
VALUE	1.2	1.8	2.3	1.1
OTHER				
QUANTITY	12.6	8.7	12.1	3.0
VALUE	6.2	6.4	6.2	1.6
TOTAL				
QUANTITY	100.0	100.0	100.0	100.0
VALUE	100.0	100.0	100.0	100.0

UNIT PRICES (C\$)

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
UNITED STATES	4278	6493	6040	3130
ITALY	2226	2135	3019	3718
NETHERLANDS	4426	4338	4045	6750
GERMANY, FED. REP.	1500	1525	2348	349
FRANCE	1902	7563	1707	1931
OTHER	1844	4111	2520	1661
ALL COUNTRIES	3733	5611	4887	2694

PARTS OF SPRAYERS AND CROP PROTECTION MACHINERY
 NOT ELSEWHERE SPECIFIED
 COMMODITY CODE 542-99-88
 IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
VALUE (C\$000)	11166	10752	11682	9666	-5
DENMARK					
VALUE (C\$000)	5409	3405	4033	3815	-11
ITALY					
VALUE (C\$000)	400	631	1168	1243	46
AUSTRALIA					
VALUE (C\$000)	680	193	1016	420	-15
FRANCE					
VALUE (C\$000)	179	107	438	182	1
OTHER					
VALUE (C\$000)	446	798	605	489	3
TOTAL					
VALUE (C\$000)	18280	15886	18942	15815	-5

PARTS OF SPRAYERS AND CROP PROTECTION MACHINERY,
NOT ELSEWHERE SPECIFIED - COMMODITY CODE 542-99-88
=====

IMPORT MARKET SHARES

<u>FOREIGN COUNTRY OF EXPORT</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>
	<u>%</u>	<u>%</u>	<u>%</u>	<u>%</u>
UNITED STATES				
VALUE	61.1	67.7	81.7	61.1
DENMARK				
VALUE	29.6	21.4	21.3	24.1
ITALY				
VALUE	2.2	4.0	6.2	7.9
AUSTRALIA				
VALUE	3.7	1.2	5.4	2.7
FRANCE				
VALUE	1.0	0.7	2.3	1.2
OTHER				
VALUE	2.4	5.0	3.2	3.1
TOTAL				
VALUE	100.0	100.0	100.0	100.0

CANADIAN IMPORTERS

NEW AGRICULTURAL SPRAYERS

The principal 20 importers of new agricultural sprayers accounted for 69 per cent of the total import value during 1986.

<u>Principal Importers (No.)</u>	<u>Cumulative Value (C\$ million)</u>	<u>Per Cent of Total Value</u>
5	3.6	50
10	4.2	58
20	5.0	69
30	5.4	75
All Importers (164)	7.2	100

Importers of new agricultural sprayers during 1986 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>
150268 Canada Limited	Rexdale, Ont.	Brandt Industries Ltd.	Regina, Sask.
Abell Waco Ltd.	Rexdale, Ont.	Burnaby Lake Greenhouses Ltd.	North Surrey, B.C.
Abitibi-Price Inc.	Toronto, Ont.	Bush Hog Division, Allied Products Corp.	Seima, AL, USA*
Aetna Pest Control Limited	Toronto, Ont.	C Smith Sanitation Supply Ltd.	Vancouver, B.C.
Agfor Inc.	Plessisville, Qué.	Can-Am Farm Supply Ltd.	Winnipeg, Man.
Agrico Sales Ltd.	Richmond, B.C.	Canadian Forestry Equipment Ltd.	Dollard-des-Ormeaux, Qué.
Alliance Ro-Na Home Inc.	Boucherville, Qué.	Canadian Tire Corporation Ltd.	Toronto, Ont.
Alltech Incorporated	Toronto, Ont.	Cannor Nurseries Ltd.	Chilliwack, B.C.
Alpine Plant Foods Ltd.	New Hamburg, Ont.	Caschem Chemicals Manufacturing Inc.	Mississauga, Ont.
Altona Farm Service Ltd.	Altona, Man.	Celadon Farms Ltd.	Whitby, Ont.
Annable Wholesale Nursery Ltd.	Unionville, Ont.	Centre Agricole Bienvenue Rougement Inc.	Rougement, Qué.
Antler River Equipment Ltd.	Melita, Man.	Chai-Na-Ta Ginseng Products Ltd.	Surrey, B.C.
Armstrong Implements (1977) Ltd.	Swift Current, Sask.	Chemlawn Ltd.	Columbus, OH, USA*
Avenue Farm Machinery Ltd.	Abbotsford, B.C.	Ciba-Geigy Canada Ltd.	Mississauga, Ont.
B N R Equipment Ltd.	Kitchener, Ont.	Consolidated Turf Equipment (1965) Ltd.	Winnipeg, Man.
Bathe Farms Ltd.	Abbotsford, B.C.	Consolidated Western Industries Co. Ltd.	Edmonton, Alta.
Battlefield Equipment Rentals Ltd.	Stoney Creek, Ont.	Continental Industries O/B R Solom Co. Limited	Brampton, Ont.
Big H Farm Equipment Dist. Ltd.	White City, Sask.		
Birdman Enterprises Ltd.	Nisku, Alta.		
Blumhardt Manufacturing Inc.	Minto, Man.		
Boissevain Farm Equipment Ltd.	Boissevain, Man.		
Border City Cycle Ltd.	Estevan, Sask.		
Braber Equipment Ltd.	Abbotsford, B.C.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Coopérative Fédérée de Québec, La	Montréal, Qué.	Kemsan Inc.	Oakville, Ont.
Cosgrove Equipment Ltd.	Brandon, Man.	Kiwi Polish Co (Canada) Ltd.	Burlington, Ont.
Creek Road Motors Ltd.	Virgil, Ont.	Konrad & Voth Equipment Co.	Manitou, Man.
Cyanamid Canada Inc.	Willowdale, Ont.	Labon Inc.	Boucherville, Qué.
Dehavilland Hardware & Paint Ltd.	Downsview, Ont.	Lakeside Farm Industries Ltd.	Brooks, Alta.
East Chilliwack Agricultural Co-operative	Chilliwack, B.C.	Landmark Agro Ltd.	Landmark, Man.
Elid Importing Limited	Toronto, Ont.	Langley Farm Implements Ltd.	Surrey, B.C.
Équipement Lavallée Inc.	Portneuf Station, Qué.	Lau-Rence Liquids Ltd.	Brunkild, Man.
Équipements Cicma Inc., Les Even Spray & Chemicals Ltd.	St-Barnabé, Qué.	Leigh Metal Products Ltd.	London, Ont.
Evergreen Lawn Spray, Div. of 418641 Ont. Ltd.	Winnipeg, Man.	MCP Manufacturing Ltd.	Guelfh, Ont.
Fallis Turf Equipment Ltd.	Kitchener, Ont.	Magneto Sales & Service Ltd.	Burnaby, B.C.
Federated Co-operatives Ltd.	Richmond, B.C.	Maheu & Maheu Inc.	Québec, Qué.
Flexo Products (Niagara) Ltd.	Canoe, B.C.	Mandem-Industrial, Div. of Asamera Inc.	Toronto, Ont.
Fraser Valley Mushroom Growers Cooperative	Niagara Falls, Ont.	Manitoba Hydro	Winnipeg, Man.
G C Duke Equipment Ltd.	Langley, B.C.	Maritime Chemicals and Equipment Limited	Dartmouth, N.S.
Garden Farm Sales Ltd.	Burlington, Ont.	Maritime Farm Supply Limited	Moncton, N.B.
George C South Farm Equipment Ltd.	Kensington, P.E.I.	Market Farm Equipment Limited	Dashwood, Ont.
Glen-Agri Service Ltd.	Meaford, Ont.	Martin Farm Equipment Ltd.	Edmonton, Alta.
Gordon Bannerman Limited	Carman, Man.	Melroe Equipment Ltd.	St. Thomas, Ont.
Greg Bailey Ltd.	Rexdale, Ont.	Millgrove Warehouse Ltd.	Toronto, Ont.
H D Hudson Canada Ltd.	Harrow, Ont.	Milliken Farm Supplies (1977) Ltd.	Taber, Alta.
H Martel & Sons (1978) Ltd.	Mississauga, Ont.	Mississauga Builders Hardware Ltd.	Mississauga, Ont.
HIP Enterprises Co.	Altona, Man.	Mitsui & Co. Canada Ltd.	Toronto, Ont.
Halifax Seed Company Ltd.	Pointe-Claire, Qué.	Monsanto Canada Inc.	Mississauga, Ont.
Harry Sharpe & Son Ltd.	Halifax, N.S.	Mukhtiar Growers Ltd.	Abbotsford, B.C.
Hortibec Inc.	Burnaby, B.C.	National Concrete Accessories Ltd.	Edmonton, Alta.
Interprovincial Turf Ltd.	St-Laurent, Qué.	Navistar Int'l Corp. Canada	Hamilton, Ont.
J I Case Canada Inc.	Innisfail, Alta.	Northern Mountain Helicopters Inc.	Prince George, B.C.
Jack Van Klaveren Limited	Racine, WI, USA*	O A Goertz Equipment Ltd.	Niagara-on-the- Lake, Ont.
Jim Harkness Equipment Ltd.	St. Catharines Ont.	Okanagan Helicopters Ltd.	Richmond, B.C.
Jim Morrison Power Cars O/B 585748 Ontario Ltd.	Harriston, Ont.	Oliver Industrial Supply Ltd.	Lethbridge, Alta.
John Brooks Company Ltd.	Aurora, Ont.	Ontario Centre for Farm Machinery & Food Processing	Chatham, Ont.
John Deere Ltd.	Milton, Ont.	Ontario Turf Equipment Co. Ltd.	London, Ont.
Junction Machinery & Supply Ltd.	Grimsby, Ont.	Otto Jangl Co. Ltd.	Sherrington, Qué.
	Creston, B.C.	Pasquales Hardware Ltd.	Weston, Ont.
		Peacock Equipment Ltd.	Aldergrove, B.C.
		Plant Products Co. Ltd.	Brampton, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Princess Auto & Machinery Ltd.	Winnipeg, Man.	Trades Centre Hardware Ltd.	Weston, Ont.
Professional Gardener Co. Ltd., The	Calgary, Alta.	TransCanada Agro Inc.	Headingly, Man.
RCR International 1983 Inc.	Longueuil, Qué.	Turnco Corporation	Woodstock, Ont.
Reed Ford Tractor Sales Ltd.	Regina, Sask.	Union Carbide Agricultural Products Co. Inc.	Ambler, PA, USA*
Rex Produce Int'l Ltd.	Montréal, Qué.	Union Carbide Agricultural Products (Canada) Ltd.	Calgary, Alta.
Ritchie Feed & Seed Limited	Ottawa, Ont.	United Co-operatives of Ontario	Mississauga, Ont.
Robert M Laning & Sons Ltd.	Waterford, Ont.	VME Equipment of Canada Ltd.	Guelph, Ont.
Robinson Machinery Ltd.	Regina, Sask.	Vernon Pest Control Ltd.	Vernon, B.C.
Salsbury Laboratories Limited	Kitchener, Ont.	Vinothèque A/S 139001 Canada Inc.	Dorval, Qué.
Sanex Inc.	Toronto, Ont.	W R Smale & Company Limited	Mossley, Ont.
Scholtens Farm Equipment Ltd.	Courtland, Ont.	West Chemical Products Ltd.	Toronto, Ont.
Semences Laval 1986 Inc., Les	Fabreville, Qué.	West Jovan Manufacturing Inc.	London, Ont.
Simplot Chemical Co. Ltd.	Brandon, Man.	Westcan Horticultural Specialists Ltd.	Calgary, Alta.
Simpsons-Sears Ltd.	Toronto, Ont.	Westward Parts Services Ltd.	Red Deer, Alta.
Sinclair MacDonald Products Ltd.	Richmond Hill, Ont.	Wilger Industries Ltd.	Saskatoon, Sask.
Steel Brothers Canada Ltd.	Edmonton, Alta.	Wilson Laboratories Inc.	Dundas, Ont.
T&T Seeds Ltd.	Winnipeg, Man.	Wm Knell & Company Ltd.	Kitchener, Ont.
TSC Stores Limited	London, Ont.	Zeller & Son Enterprises Ltd.	Naramata, B.C.
Tom Minard Farms Limited	Weyburn, Sask.		
Trackless Vehicles Ltd.	Courtland, Ont.		

* Non-resident importer

CANADIAN IMPORTERS

PARTS OF SPRAYERS AND CROP PROTECTION MACHINERY

The principal 20 importers of parts of sprayers and crop protection machinery accounted for 73 per cent of the total import value during 1986.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (C\$ million)	<u>Per Cent of Total Value</u>
5	9.1	48
10	11.6	61
20	13.8	73
30	15.0	79
All Importers (294)	18.9	100

Importers of parts of sprayers and crop protection machinery during 1986 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>
150268 Canada Limited	Rexdale, Ont.	Atkinson Implements Ltd.	Hartney, Man.
A & M Soil Service Ltd.	Carman, Man.	Atocas du Québec Ltée., Les	Drummondville, Qué
Abell Waco Ltd.	Rexdale, Ont.	Avenue Farm Machinery Ltd.	Abbotsford, B.C.
Abitibi-Price Inc.	Toronto, Ont.	Aylmer Toolcraft Ltd.	Aylmer West, Ont.
Acrylon Plastics (MB) 1983 Ltd.	Winkler, Man.	BASF Canada Inc.	Montréal, Qué.
Aetna Pest Control Limited	Toronto, Ont.	Beline Manufacturing Co. Ltd.	Kindersley, Sask.
Ag-Chem Equipment Co. Inc.	Jackson, MN, USA*	Bernies Welding Shop Ltd.	Centreville, N.B.
Agfor Inc.	Plessisville, Qué.	Blumhardt Manufacturing Inc.	Minto, Man.
Agri-Marketing Corp.	Mont St-Hilaire, Qué.	Bonar Plastics Western Ltd.	Winnipeg, Man.
Agric Air Inc.	Ste-Cecile-de-Milton, Qué.	Brandt Industries Ltd.	Regina, Sask.
Agrico Sales Ltd.	Richmond, B.C.	Brock Valley Ltd.	Morris, Man.
Agrospray Chemicals Limited	Tillsonburg, Ont.	Burnaby Lake Greenhouses Ltd.	North Surrey, B.C.
Aliments Terra, Les, Div. des	Chambly, Qué.	Burntons Sanitation Ltd.	Kingston, Ont.
Minoteries Ogilvie Ltée.	Boucherville, Qué.	Bush Hog Division, Allied Products Corp.	Selma, AL, USA*
Alliance Ro-Na Home Inc.	Rexdale, Ont.	C I L Inc.	Willowdale, Ont.
Allied-Signal Canada Inc.	Kelowna, B.C.	C L Benninger Ltd.	Chatham, Ont.
Alpine Helicopters Ltd.	New Hamburg, Ont.	Campbell Soup Co. Ltd.	Toronto, Ont.
Alpine Plant Foods Ltd.	Downsview, Ont.	Can-Am Farm Supply Ltd.	Winnipeg, Man.
Angelos Hardware Ltd.	Melita, Man.	Canadian Bearings Ltd.	Mississauga, Ont.
Antler River Equipment Ltd.	Swift Current, Sask.	Canadian Hydrogardens Ltd.	Ancaster, Ont.
Armstrong Implements (1977) Ltd.	Calgary, Alta.	Canadian Spawn & Supply Ltd.	Richmond Hill, Ont.
Asamera Inc.	Greenfield Park, Qué.	Canadian Tire Corporation Ltd.	Toronto, Ont.
Asybco Inc.		Caschem Chemicals Manufacturing Inc.	Mississauga, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Centre Agricole Bienvenu Rougemont Inc.	Rougemont, Qué.	Even Spray & Chemicals Ltd.	Winnipeg, Man.
Chai-Na-Ta Ginseng Products Ltd.	Surrey, B.C.	Evergreen Lawn Spray, Div. of 418641 Ont. Ltd.	Kitchener, Ont.
Chemlawn Ltd.	Columbus, OH, USA*	F E Myers (Canada) Ltd.	Kitchener, Ont.
Ciba-Geigy Canada Ltd.	Mississauga, Ont.	F P Bourgault Industries Ltd., Air Seeder Division	St. Brieux, Sask.
City of Calgary	Calgary, Alta.	Federated Co-operatives Ltd.	Canoe, B.C.
City of Winnipeg	Winnipeg, Man.	Fiberglass Canada Inc.	Toronto, Ont.
Consolidated Turf Equipment (1965) Ltd.	Winnipeg, Man.	Fiberplast Products, Div. of Great West Steel Ind. Ltd.	Burnaby, B.C.
Continental Industries O/B R Solom Co. Limited	Brampton, Ont.	Fleck Bros, Div. of Steetley Dist. Inc.	Burnaby, B.C.
Coopérative Fédérée de Québec, La	Montréal, Qué.	Flexi-Coil Ltd.	Linden, Alta.
Cosgrove Equipment Ltd.	Brandon, Man.	Form & Build Supply Inc.	Saskatoon, Sask.
Creek Road Motors Ltd.	Virgil, Ont.	Friesen Equipment Ltd.	London, Ont.
Cudmore Bros Hardware Ltd.	Crystal City, Man.	G C Duke Equipment Ltd.	Abbotsford, B.C.
Cummins Mid-Canada Ltd.	Winnipeg, Man.	G H L Distribution Inc.	Burlington, Ont.
Cyanamid Canada Inc.	Willowdale, Ont.	Gardener's Supply Co. Ltd.	Mont-St-Hilaire, Qué.
Dale Air Services Ltd.	Morris, Man.	General Equipment Ltd	Downsview, Ont.
Davey Tree Expert Co. of Canada Ltd.	Weston, Ont.	George C South Farm Equipment Limited	Vancouver, B.C.
Dept. of Supply and Services	Ottawa, Ont.	George E Gilbert Equipment Ltd.	Meaford, Ont.
Dickey-John Canada Inc.	Cornwall, Ont.	Gerards Equipment Ltd.	Leamington, Ont.
Dominion Textile Inc.	Montréal, Qué.	Gilles Grégoire Fils Inc.	Oliver, B.C.
Dupont Canada Inc.	Mississauga, Ont.	Glen-Agri Service Ltd.	Napierville, Qué.
Dynesco Equipment Sales Ltd.	Toronto, Ont.	Good Electric Limited	Carman, Man.
East Chilliwack Agricultural Co-Operative	Chilliwack, B.C.	Gordon Banner Limited	Charlottetown, P.E.I.
Eastern Farm Machinery Ltd.	Guelph, Ont.	Govt. of the Prov. of Alberta	Rexdale, Ont.
Edgar Breton Inc.	St-Paul- D'Abbotsford, Qué.	Grant Associates Ltd.	Edmonton, Alta.
Elgin Farm Supply Ltd.	St. Thomas, Ont.	Greg Bailey Ltd.	Richmond Hill, Ont
Elio Importing Limited	Toronto, Ont.	Grimme Canada	Harrow, Ont.
Elstat Limited	London, Ont.	H D Hudson Canada Ltd.	Everett, Ont.
Emerson South Agronomics Inc.	Winnipeg, Man.	Hakmet Ltd.	Mississauga, Ont.
Emhart Canada Ltd., True Temper Div.	Hamilton, Ont.	Halifax Seed Company Ltd.	Dorion, Qué.
Entreprises Givisco Inc., Les	St-Léonard, Qué.	Hardi Inc.	Halifax, N.S.
Équipement Agricole Pré-Vert Inc.	Vaudreuil, Qué.	Harry Sharpe & Son Ltd.	London, Ont.
Équipement Lavallée Inc.	Portneuf Station, Qué.	Hayes-Dana Inc.	Burnaby, B.C.
Équipements Cicma Inc., Les	St-Barnabé-Sud, Qué.	Hazzards Farm Service Ltd.	Thorold, Ont.
Équipements H Palardy Inc.	St-Damase, Qué.	Heavy Duty Products (Preston) Ltd.	Wallaceburg, Ont.
Essilor Canada Ltée	St-Laurent, Qué.	Hensall District Co-op Inc.	Preston, Ont.
		Hicks & Lawrence Ltd.	Hensall, Ont.
		HIP Enterprises Co.	Tillsonburg, Ont.
		Holder of North America Inc.	Pointe Claire, Qué.
			Ottawa, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Hortibec Inc.	St-Laurent, Qué.	Maritime Farm Supply Limited	Moncton, N.B.
Hully Gully Sports & Recreation Ltd.	Varna, Ont.	May & Baker Canada Inc.	Mississauga, Ont.
Huntington Laboratories of Canada Ltd.	Bramalea, Ont.	Melroe Equipment Ltd.	St. Thomas, Ont.
Inland Steel & Forgings Ltd.	Winnipeg, Man.	Mid-West Agri Ltd.	Winnipeg, Man.
J B & D Company Ltd.	Unionville, Ont.	Millgrove Warehouse Ltd.	Toronto, Ont.
J I Case Canada Inc.	Racine, WI, USA*	Miscouche Sales & Service Ltd.	Miscouche, P.E.I.
J Pascal Inc.	Montréal, Qué.	Mississauga Builders Hardware Ltd.	Mississauga, Ont.
Jack Van Klaveren Limited	St. Catharines, Ont.	Monsanto Canada Inc.	Mississauga, Ont.
Jean H Henle Incorporated	Montréal, Qué.	Morris Rod Weeder Company Ltd.	Yorkton, Sask.
Jim Harkness Equipment Ltd.	Harriston, Ont.	Munckhof Manufacturing Co.	Oliver, B.C.
Jim Morrison Power Cars O/B 585748 Ontario Ltd.	Aurora, Ont.	National Silicates Limited	Toronto, Ont.
Joes Farm & Auto Supply Ltd.	Yorkton, Sask.	New Way Irrigation Ltd.	Taber, Alta.
John Brooks Company Ltd.	Milton, Ont.	Nobleton Farm Service Ltd.	Nobleton, Ont.
John C Graham Co. Ltd.	Leamington, Ont.	Norfolk Cherry Company Ltd.	Simcoe, Ont.
John Deere Ltd.	Grimsby, Ont.	Norfolk Fruit Growers Assoc.	Simcoe, Ont.
Kemsan Inc.	Welland, Ont.	Norpac Equipment Sales Ltd.	Langley, B.C.
Ken Goudy Agri Chemicals Ltd.	Oakville, Ont.	North Western Vegetation Control Ltd.	Dryden, Ont.
Kent Farm Supplies Ltd.	Melfort, Sask.	O A Goertz Equipment Ltd.	Niagara-on-the-Lake, Ont.
Kingroup Inc.	Blenheim, Ont.	Okanagan Helicopters Ltd.	Richmond, B.C.
Kirk Ltd.	Paincourt, Ont.	Okanagan Turbo Sprayers Ltd.	Penticton, B.C.
Kuelkers Mfg. Ltd.	Puyallup, WA, USA*	Oliver Industrial Supply Ltd.	Lethbridge, Alta.
L H Resource Management Inc.	Didsbury, Alta.	P V U Inc.	Victoriaville, Qué
Labon Inc.	Walton, Ont.	Peacock Equipment Ltd.	Aldergrove, B.C.
Lakeside Farm Industries Ltd.	Boucherville, Qué.	Peacock Industries Inc.	Saskatoon, Sask.
Landmark Agro Ltd.	Brooks, Alta.	Peavey Industries Limited	Red Deer, Alta.
Lau-Rence Liquids Ltd.	Landmark, Man.	Plant Products Co. Ltd.	Brampton, Ont.
Leigh Metal Products Ltd.	Brunkild, Man.	Points West Marketing Ltd.	Winnipeg, Man.
Lemmer Spray Systems Ltd.	London, Ont.	Princess Auto & Machinery Ltd.	Winnipeg, Man.
Loewen Manufacturing Co. Ltd.	Calgary, Alta.	Professional Aerial Applicators Ltd.	Swift Current, Sask.
M C L Electronics Limited	Altona, Man.	Quest Plastics Limited	Mississauga, Ont.
M K Rittenhouse & Sons Ltd.	Pickering, Ont.	R C R International 1983 Inc.	Longueuil, Qué.
MacLeod Stedman Inc.	St. Catharines, Ont.	R K Beattie Limited	Alliston, Ont.
Machinerie Idéale Compagnie Ltée	Winnipeg, Man.	R N G Equipment Inc.	Rexdale, Ont.
Machinerie Simard Inc.	St-Césaire, Qué.	R W Dewolfe Limited	Wolfville, N.S.
Macmor Industries (1981) Ltd.	Drummondville, Qué.	R Y T Holdings Ltd.	St. Paul, Alta.
Maheu & Maheu Inc.	Winnipeg, Man.	Redcliff Greenhouses Ltd.	Redcliff, Alta.
Mandem-Industrial, Division of Asamera Inc.	Québec, Qué.	Reliance Developments Ltd.	Vernon, B.C.
Maritime Chemicals & Equipment Limited	Toronto, Ont.	Richardson Great Northern Mfg. Inc.	Winnipeg, Man.
	Dartmouth, N.S.	Robert H Laning & Sons Ltd.	Waterford, Ont.
		Robinson-Alamo-Sales Ltd.	Winnipeg, Man.
		Roger Control Systems Inc.	Hannon, Ont.
		SED Systems Inc.	Saskatoon, Sask.
		Salsbury Laboratories Limited	Kitchener, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Sanex Inc.	Toronto, Ont.	University of Alberta	Edmonton, Alta.
Sanfax Industries Ltd.	Dorval, Qué.	University of Guelph	Guelph, Ont.
Saskatchewan Wheat Pool	Regina, Sask.	Ure Seal Limited	Tottenham, Ont.
Scholtens Farm Equipment Ltd.	Courtland, Ont.	VME Equipment of Canada Ltd.	Guelph, Ont.
Semences Laval 1986 Inc., Les	Fabreville, Qué.	Valmar Airflo Inc.	Elie, Man.
Senstek Ltd.	Saskatoon, Sask.	Van Dusen Aircraft Supplies Ltd.	Winnipeg, Man.
Shortline Spraying & Equipment Ltd.	Redvers, Sask.	Versatile Farm Equipment Co. Ltd.	Winnipeg, Man.
Simpsons-Sears Ltd.	Toronto, Ont.	Versatile Noble Cultivators Co.	Nobleford, Alta.
Sinclair MacDonald Products Ltd.	Richmond Hill, Ont.	Vertec Industries Ltd.	Edmonton, Alta.
Smith-Roles Ltd.	Saskatoon, Sask.	Vicon Inc.	Cambridge, Ont.
Snowflake Farm Supply Ltd.	Snowflake, Man.	Vineland Growers Co-Op. Ltd..	Jordan Station, Ont.
Société Coopérative Agricole du Sud de Montréal	Sherrington, Qué.	Viriden Soil Services Ltd.	Viriden, Man.
Spray-Air Canada Ltd.	Carseland, Alta	W E Greer Ltd.	Edmonton, Alta.
Springfield Fertilizer & Chemical Co. Ltd.	Dugald, Man.	W H Perron & Company Ltd.	Chomedey, Qué.
Spruce Falls Power & Paper Company Ltd.	Kapuskasing, Ont.	W R Smale & Company Limited	Mossley, Ont.
Steel Brothers Canada Ltd.	Edmonton, Alta.	Watkins Incorporated	Winona, MN, USA*
Steiger Canada Limited	Saskatoon, Sask.	West Jovan Manufacturing Inc.	London, Ont.
Stewart-Warner Corp. of Canada Ltd.	Belleville, Ont.	Westcan Horticultural Specialists Ltd.	Calgary, Alta.
Stokes Seeds Ltd.	St. Catharines, Ont.	Westeel, a Division of Jannock Limited	Rexdale, Ont.
Stora Forest Industries Ltd.	Port Hawkesbury, N.S.	Westward Parts Services Ltd.	Red Deer, Alta.
Strongridge Limited	Brampton, Ont.	White Farm Equipment Company	Hopkins, MN, USA*
TSC Stores Limited	London, Ont.	White Rose Nurseries Limited	Unionville, Ont.
Thames Van Farm Limited	Chatham, Ont.	Wilger Industries Ltd.	Saskatoon, Sask.
Trades Centre Hardware Ltd.	Weston, Ont.	Willsie Sunnyview Farms Ltd.	Theford, Ont.
Turnco Corporation	Woodstock, Ont.	Wilson Laboratories Inc.	Dundas, Ont.
United Co-operatives of Ontario	Mississauga, Ont.	Wm Knell & Company Ltd.	Kitchener, Ont.
		Zeller & Son Enterprises Ltd.	Naramata, B.C.

* Non-resident importer

FOREIGN EXPORTERS TO CANADA

NEW AGRICULTURAL SPRAYERS

Major exporters to Canada of new agricultural sprayers are listed in descending order of dollar value by major country of export. These exporters accounted for 42 per cent of the total value of imports in 1986.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Imports</u> <u>(C\$000)</u>
United States:	Melroe Company	1 820
	Mertz Inc.)	836*
	IHC Navistar Springfield)	
	Ag-Chem Equip. Co. Inc.)	
	R.E. Chapin Mfg. Works Inc.	64
Italy:	Tifone S.P.A.)	328*
	Mantovani)	
	C.M.S. Turbine)	

* Aggregated to preserve confidentiality of Canadian importers.

FOREIGN EXPORTERS TO CANADA

PARTS OF SPRAYERS AND CROP PROTECTION MACHINERY

Major exporters to Canada of parts of sprayers and crop protection machinery are listed in descending order of dollar value by major country of export. These exporters accounted for 55 per cent of the total value of imports in 1986.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Imports</u> (C\$000)
United States:	Fimco Inc.)	
	Melnor Industries Inc.)	1 898*
	Raven Industries)	
	Spraying Systems Co.	1 599
	Can-Am Farm Supply)	
	FMC Corporation)	712*
	Aquatrol Inc.)	
	CLC Properties)	
	Hypro Div. of Lear Siegler Inc.	601
	Gilmour Manufacturing Co.)	
Top Air Mfg. Inc.)	585*	
Denmark:	Hartvig Jensen & Co.	4 032
Italy:	Jori S.P.A.)	
	Arac S.R.L.)	
	Fox M.T.R.)	999*
	Askerz Materie Plasi)	

* Aggregated to preserve confidentiality of Canadian importers.

FOR MORE INFORMATION PLEASE CONTACT:

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

OR
Agricultural and Construction Equipment Division
Surface Transportation and Machinery Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3226

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

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) 954-6897

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.

