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# MARKET INTELLIGENCE

## IMPORT ANALYSIS

BICYCLES AND BICYCLE PARTS

JANUARY, FEBRUARY AND MARCH 1987

Pub. No.: 88018-PM June 1989



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

Canada

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## EXPLANATORY NOTES

### Method

The data shown in this analysis are extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers are aggregated.

### Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

### Rounding

Figures may not add due to rounding.

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada  
Revenue Canada

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IMPORT ANALYSIS

BICYCLES AND BICYCLE PARTS

I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of an import analysis is developed in close consultation with the client, and is tailored to meet those specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This analysis of imports of bicycles and bicycle parts is based on a detailed examination of Revenue Canada Customs imports documents for the period January to March 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analysed:

- 611-08-50 Bicycles, Coaster or Rim Brake, Single Speed
- 611-08-90 Bicycles and Tricycles Other Than Childrens', Not Elsewhere Specified
- 611-20-10 Bicycles, Parts and Accessories, Not Elsewhere Specified, Excluding Saddles

Official Statistics Canada import figures for the above mentioned C.I.T.C. codes, for the period analysed, amounted to \$43.9 million. Due to the large volume of Revenue Canada Customs documents classified to these codes, only those shipments having a value of \$40 000 and over were examined. Further, only selected items from these codes were analysed, i.e. bicycles, brakes and brake parts, chains and chain sets, frames, hubs, pedals, rims, spokes & nipples. The total value shown in this analysis is \$12.9 million, or 29 per cent of the published Statistics Canada value for the period. Reconciliation of these figures is given in Appendix G.

Other products which are reported individually by Statistics Canada but are not included in this analysis are:

<u>C.I.T.C.</u> <u>Code</u>	<u>Description</u>	<u>1987 IMPORTS</u>	
		<u>Jan. to March</u> <u>(\$000)</u>	<u>Jan. to Dec.</u> <u>(\$000)</u>
611-08-20	Bicycles, 10 speed	2 310	6 824
611-08-30	Bicycles, 5 speed	390	1 027
611-08-40	Bicycles, 3 speed	254	310
611-08-60	Bicycles, Folding	3	78
611-16-10	Bicycle Saddles	<u>1 098</u>	<u>2 756</u>
Total - Bicycles and Bicycle Parts			
	<u>not</u> included in this analysis	4 055	10 995

II. IMPORT TRENDS

IMPORTS OF BICYCLES AND BICYCLE PARTS

JANUARY TO DECEMBER

<u>C.I.T.C. Code (1)</u>	<u>1983 (\$000)</u>	<u>1984 (\$000)</u>	<u>1985 (\$000)</u>	<u>1986 (\$000)</u>	<u>1987 (\$000)</u>	<u>% Change 1986-1987</u>	<u>Average Annual Growth Rate %</u>
611-08-50	4 381	5 038	5 117	5 799	7 996	37.88	16.2
611-08-90	5 957	13 431	14 840	15 788	15 703	-0.53	27.4
611-20-10	<u>70 482</u>	<u>74 336</u>	<u>56 310</u>	<u>90 468</u>	<u>88 987</u>	<u>-1.63</u>	<u>6.0</u>
TOTAL	80 820	92 805	76 267	112 055	112 686	0.56	8.7

- (1) 611-08-50 Bicycles, Coaster or Rim Brake, Single Speed  
 611-08-90 Bicycles and Tricycles, Other than Childrens', Not Elsewhere Specified  
 611-20-10 Bicycle Parts and Accessories, Not Elsewhere Specified, Excluding Saddles

According to Statistics Canada's published figures, total imports of bicycles and bicycle parts in these three categories grew from \$81 million in 1983 to \$113 million in 1987, an average annual growth rate of 8.7%. It is to be noted that all further figures in this Import Analysis are based only on shipments valued at \$40 000 and over.

III. ANALYSIS OF IMPORTS

JANUARY TO MARCH 1987

During the months of January, February and March 1987, imports of bicycles and bicycle parts, as analysed in this report, totalled \$3.9 million and \$9 million respectively. Mountain type bicycles accounted for \$2.8 million followed by racer type, valued at \$724 000 and BMX type at \$400 000.

Mountain type bicycles were imported in 6, 12, 15 and 18 speeds, with the 18 speed accounting for \$2 million or 73 per cent of the total imports of mountain type bicycles. Individual prices ranged from \$50 to \$750 with the overall average unit price \$175. Racing type bicycles were imported in 12 and 18 speeds with prices ranging from a low of \$60 to a high of \$460. The average unit price was \$196. BMX type bicycles ranged in price from \$37 to \$150. The average unit price was \$53. For further details, refer to Appendix A.

Bicycle parts described as frames accounted for \$2.5 million. Other major bicycle parts reported on are brakes and brake parts, accounting for \$1.7 million and chains of all types, also accounting for \$1.7 million. For further details, refer to Appendix A.

SUMMARY OF IMPORTS  
JANUARY TO MARCH 1987

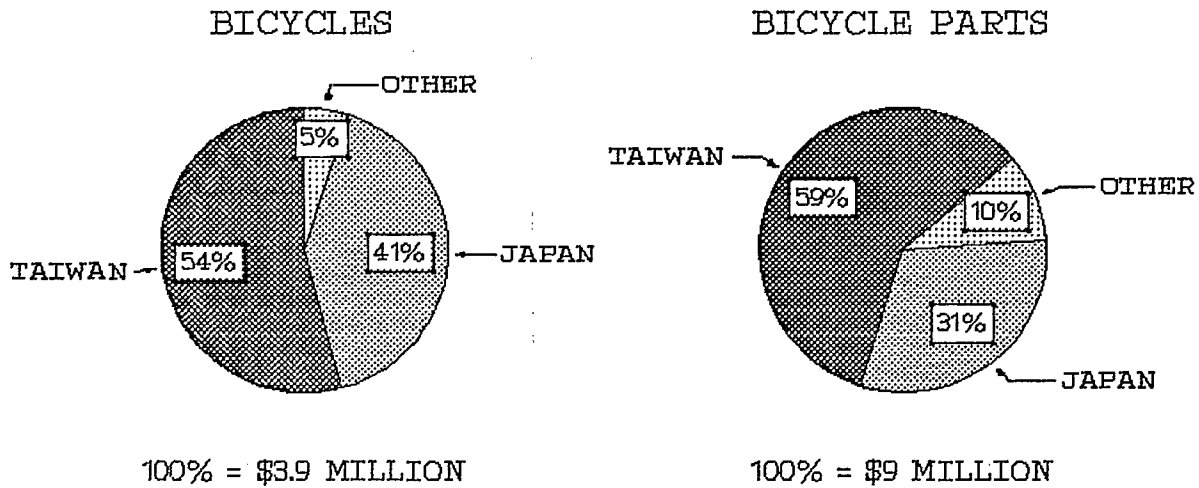
<u>Item</u>	<u>Quantity</u> <u>(000 No.)</u>	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> <u>(\$000)</u>	<u>% of Total</u> <u>Value</u>	<u>Average</u> <u>Unit Price</u> <u>(\$)</u>
<u>Bicycles</u>					
Mountain	15.9	58	2 777	71	174.65
Racer	3.7	14	724	19	195.67
BMX	7.6	28	400	10	52.63
Total-					
Bicycles	27.2	100	3 901	100	143.41
<u>Bicycle Parts</u>					
Frames	-	-	2 529	28	-
Brakes and					
Brake Parts	-	-	1 661	19	-
Chains, and					
Chain Sets	-	-	1 661	19	-
Forks	-	-	1 010	11	-
Hubs	-	-	963	11	-
Other	-	-	1 140	13	-
Total -					
Bicycle Parts			8 965	100	

III. ANALYSIS OF IMPORTS (CONT'D)

Imports of bicycles originating from Taiwan amounted to \$2.1 million or 54 per cent of the total value of bicycles. Japan followed with \$1.6 million or 41 per cent.

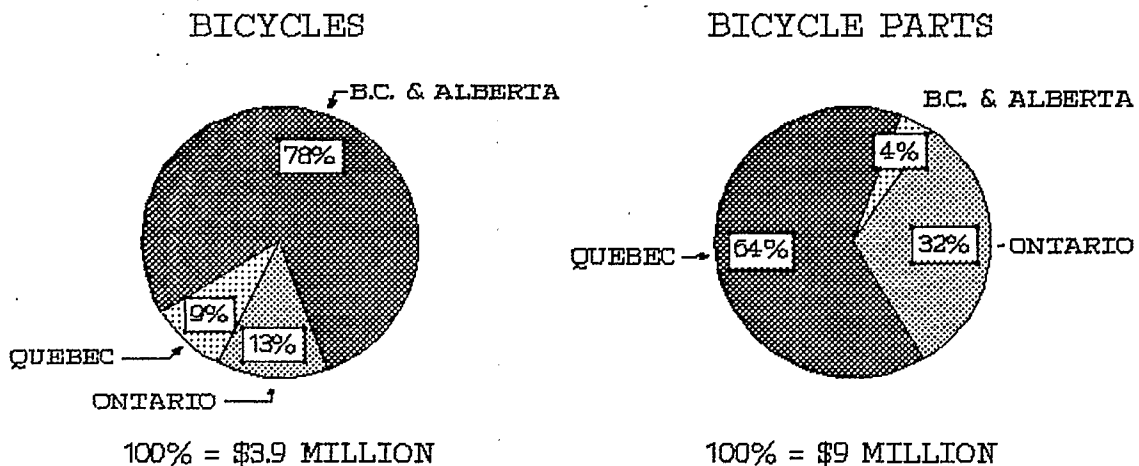
Taiwan was also the major country of origin for bicycle parts, accounting for \$5.3 million or 59 per cent of the total value of bicycle parts. Japan again was the second largest with \$2.8 million or 31 per cent. For further details refer to Appendix B.

COUNTRY OF ORIGIN



British Columbia and Alberta were the two major provinces of consignee of bicycles accounting for \$3 million or 78 per cent of the total value of bicycles. However, Québec was the major province of consignee for bicycle parts, accounting for \$5.8 million or 64 per cent of the total value of bicycle parts. Ontario followed with \$2.8 million or 32 per cent. For further details, refer to Appendix C.

PROVINCE OF CONSIGNEE





III. ANALYSIS OF IMPORTS (CONT'D)

There were 24 known consignee/importers of bicycles and bicycle parts during the period January to March 1987. The principal 3 consignees/importers accounted for \$8 million or 63 per cent of the total dollar value of imports. Only 4 of the known 24 consignees/importers imported both bicycles and bicycle parts. All consignees/importers are listed in alphabetical order in Appendix D.

IMPORT MARKET CONCENTRATION  
JANUARY, FEBRUARY AND MARCH 1987

<u>Principal</u> <u>Consignees/Importers</u> (By Value)	<u>Cumulative</u> <u>Value</u> (\$000)	<u>Cumulative % of</u> <u>Total Value</u>
3	8 020	63
6	10 868	85
10	12 019	93
All Consignees/ Importers (24)	12 866	100

As shown below, importers of bicycles are primarily wholesalers, while manufacturers import the bulk of bicycle parts.

CONSIGNEES/IMPORTERS BY APPARENT END-USE INDUSTRY

JANUARY, FEBRUARY AND MARCH 1987

	<u>Bicycles</u>		<u>Bicycle Parts</u>	
	<u>(\$000)</u>	<u>(%)</u>	<u>(\$000)</u>	<u>(%)</u>
Manufacturers	-	-	7 388	82
Wholesalers	3 536	91	1 513	17
Retailers	<u>365</u>	<u>9</u>	<u>64</u>	<u>1</u>
TOTAL	3 901	100	8 965	100

IV. CANADIAN PRODUCTION

Bicycles are manufactured in Canada. The total shipment value for 1987 was estimated at \$126 million. Further, it is estimated that between \$10 to \$15 million of bicycle parts were manufactured during the same year.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY PRODUCT DESCRIPTION, SIZE AND PRICE RANGE  
JANUARY, FEBRUARY AND MARCH 1987

<u>Product Description</u>	<u>Wheel Size (In.)</u>	<u>Price Range (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Average Unit Price (\$)</u>
<u>Bicycles</u>					
BMX Type:	16	37.00 to 55.00	2 305	106 097	46.03
	20	40.00 to 150.00	<u>5 270</u>	<u>294 178</u>	<u>55.82</u>
Total - BMX Type			7 575	400 275	52.84
Mountain Type:					
6 speed	20 )	60.00 to 150.00	405	51 674	127.59
	26 )*				
12 speed	24	60.00 to 115.00	370	37 552	101.49
	26	60.00 to 150.00	<u>3 843</u>	<u>426 737</u>	<u>111.04</u>
Sub-Total - 12 speed			4 213	464 289	110.29
15 speed	26	110.00 to 275.00	1 704	221 116	129.76
18 speed	26	50.00 to 149.99	2 027	251 134	123.89
		150.00 to 199.99	3 916	654 902	167.24
		200.00 to 299.99	2 531	652 966	257.99
		300.00 to 750.00	<u>1 136</u>	<u>480 538</u>	<u>423.00</u>
Sub-Total 18 speed			9 610	2 039 540	212.23
Total - Mountain Type			15 932	2 776 619	174.27
Racer Type:					
12 speed	27	60.00 to 174.99	1 867	211 889	113.49
		175.00 to 249.99	456	105 831	232.09
		250.00 to 460.00	<u>883</u>	<u>272 461</u>	<u>308.56</u>
Sub-total 12 speed			3 206	590 181	184.09
18 speed	27	190.00 to 460.00	<u>535</u>	<u>133 835</u>	<u>250.16</u>
Total - Racer Type			3 741	724 016	193.53
Total - Bicycles, All Types			27 248	3 900 910	143.16

\* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY PRODUCT DESCRIPTION, SIZE AND PRICE RANGE (CONT'D)  
JANUARY, FEBRUARY AND MARCH 1987

<u>Product Description</u>	<u>Wheel Size (In.)</u>	<u>Price Range (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Average Unit Price (\$)</u>
<u>Bicycle Parts</u>					
<u>Brakes and Brake Parts</u>					
Brake Sets	-	1.50 to 4.99	22 002	48 640	2.21
		5.00 to 9.99	123 630	844 444	6.83
		10.00 to 40.00	15 999	314 989	19.69
Sub-total - Brake Sets			161 631	1 208 073	7.47
Brakes, Front	-	0.35 to 9.50	56 058	66 273	1.18
Brakes, Rear	-	0.35 to 9.50	61 109	70 840	1.16
Brakes, Not Known	-	1.50 to 20.00	18 500	44 354	2.40
Sub-total - Brakes, Front and Rear			135 667	181 467	1.34
Brake Hubs	-	5.80 to 18.50	3 682	24 221	6.58
Brake Levers	-	0.40 to 9.50	231 330	247 632	1.07
Total - Brakes and Brake Parts				1 661 393	
<u>Chains and Chain Sets</u>					
Chain Wheel Sets:	-	2.40 to 6.99	42 451	255 546	6.02
		7.00 to 11.99	59 605	498 260	8.36
		12.00 to 14.99	16 632	217 345	13.07
		15.00 to 50.00	13 821	277 223	20.06
Sub-total - Chain Wheel Sets			132 516	1 248 374	9.42
Chain Sets	-	20.00 to 50.00	1 150	31 354	27.62
Chains (Ready Cut)	-	0.80 to 5.60	117 053	173 328	1.48
Chains (Random Lengths)	-		-	207 711	-
Total - Chains and Chain Sets				1 660 767	
<u>Forks</u>					
	16	1.50 to 3.70	31 845	77 387	2.43
	20	1.50 to 3.99	64 196	172 567	2.69
		4.00 to 11.50	14 130	72 771	5.15
Sub-Total - 20			78 326	245 338	3.13
	24	1.50 to 2.99	26 255	53 708	2.05
		3.00 to 5.50	13 385	54 449	4.07
Sub-Total - 24			39 640	108 157	2.73

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY PRODUCT DESCRIPTION, SIZE AND PRICE RANGE (CONT'D)  
JANUARY, FEBRUARY AND MARCH 1987

<u>Product Description</u>	<u>Wheel Size (In.)</u>	<u>Price Range (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Average Unit Price (\$)</u>
<u>Bicycle Parts (Cont'd)</u>					
<u>Forks (Cont'd)</u>					
	26	1.70 to 3.99	73 525	201 094	2.74
		4.00 to 14.00	<u>36 140</u>	184 252	<u>5.10</u>
Sub-Total - 26			109 665	385 346	3.51
	27	1.50 to 4.00	64 570	125 989	1.95
	Not Known	2.50 to 54.00	2 058	67 833	32.96
Total - Forks			326 104	1 010 050	3.10
<u>Frames</u>					
	16 )				
	20 )*	7.50 to 13.00	61 254	581 026	9.49
	24	9.00 to 15.00	26 320	275 684	10.47
	26	9.00 to 49.99	35 799	548 405	15.32
		50.00 to 170.00	<u>4 980</u>	<u>380 397</u>	<u>76.38</u>
Sub-Total - 26			40 779	928 802	22.78
	27	9.00 to 47.00	33 411	422 395	12.64
	28 )				
	Not Known)*	-	6 705	321 158	-
Total - Frames			168 469	2 529 065	15.01
<u>Hubs, Front &amp; Rear</u>					
Hubs, Front	-	0.60 to 0.99	274 701	219 905	0.80
	-	1.00 to 3.99	28 165	82 950	2.95
	-	4.00 to 5.99	13 790	65 218	4.73
	-	6.00 to 15.00	<u>9 150</u>	<u>66 508</u>	<u>7.27</u>
Sub-Total, Hubs, Front			325 806	434 581	1.33

\* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY PRODUCT DESCRIPTION, SIZE AND PRICE RANGE (CONT'D)  
JANUARY, FEBRUARY AND MARCH 1987

<u>Product Description</u>	<u>Wheel Size (In.)</u>	<u>Price Range (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Average Unit Price (\$)</u>
<u>Bicycle Parts (Cont'd)</u>					
<u>Hubs, Front and Rear (Cont'd)</u>					
Hubs, Rear	-	1.00 to 1.99	161 248	240 458	1.49
	-	2.00 to 5.99	56 615	192 875	3.41
	-	6.00 to 16.00	<u>13 080</u>	<u>95 306</u>	<u>7.29</u>
Sub-Total, Hubs, Rear			230 943	528 639	2.29
Total - Hubs, Front and Rear			556 749	963 220	1.73
<u>Pedals</u>					
	-	0.30 to 0.99	326 936	217 068	0.66
	-	1.00 to 1.99	93 500	159 510	1.71
	-	2.00 to 3.99	60 916	151 508	2.49
	-	4.00 to 9.99	5 590	41 004	7.34
	-	10.00 to 22.00	<u>745</u>	<u>12 807</u>	<u>17.19</u>
Total - Pedals			487 687	581 897	1.19
<u>Rims</u>					
	16 )				
	20 )				
	24 )*	1.25 to 7.00	72 596	184 982	2.55
	26 )				
	27 )				
	Not Known	1.75 to 11.00	<u>9 508</u>	<u>54 568</u>	<u>5.74</u>
Total - Rims			82 104	239 550	2.92
<u>Spokes and Nipples</u>					
Spokes	-	0.01	13 967 050	186 564	0.01
Nipples	-	0.01	11 326 500	132 287	0.01
Total - Bicycle Parts				8 964 793	
GRAND TOTAL - BICYCLES AND BICYCLE PARTS				12 865 703	

\* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY COUNTRY OF ORIGIN AND PRODUCT DESCRIPTION  
JANUARY, FEBRUARY AND MARCH 1987

<u>Country of Origin</u>	<u>Product Description</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$)
Taiwan					
	<u>Bicycles</u>				
	BMX )				
	Racer )*	29.00 to 140.00	8 563	523 180	61.10
	Mountain	59.00 to 390.00	<u>10 534</u>	<u>1 584 538</u>	<u>150.42</u>
	Total - Bicycles		19 097	2 107 718	110.37
	<u>Bicycle Parts</u>				
	<u>Brakes and Brake Parts</u>				
	Sets	1.50 to 10.70	147 357	935 713	6.35
	Front and Rear				
	Brakes	0.34 to 9.59	135 067	169 524	1.26
	Parts		-	<u>186 471</u>	-
	Total - Brakes and Brake Parts			1 291 708	
	<u>Chains and Chain Sets</u>				
	Chain wheel sets	2.40 to 4.15	8 610	29 253	3.40
	Chains, Other	-		<u>142 903</u>	-
	Total - Chains & Chain Sets			172 156	
	<u>Forks</u>	1.40 to 14.00	324 256	942 715	2.91
	<u>Frames</u>	7.50 to 82.00	164 116	2 111 552	12.87
	<u>Hubs</u>				
	Front	.62 to 4.80	207 236	185 597	.90
	Rear	1.10 to 5.25	<u>94 279</u>	<u>142 082</u>	1.51
	Total - Hubs, Front and Rear		301 515	327 679	
	<u>Pedals</u>	.33 to 3.43	370 656	290 485	.78
	Rims )				
	Spokes )*			<u>181 526</u>	-
	Total - Bicycle Parts			5 317 821	
Total - Taiwan				7 425 539	-

\* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY COUNTRY OF ORIGIN AND PRODUCT DESCRIPTION (CONT'D)  
JANUARY, FEBRUARY AND MARCH 1987

<u>Country of Origin</u>	<u>Product Description</u>	<u>Price Range (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Average Unit Price (\$)</u>
Japan	<u>Bicycles</u>				
	BMX )				
	Racer )*	51.00 to 460.00	2 553	590 752	231.40
	Mountain	50.00 to 744.00	4 125	1 030 906	247.49
	Total - Bicycles		6 678	1 621 658	242.84
	<u>Brakes and Brake Parts</u>				
	Sets	3.00 to 80.00	12 385	221 191	17.86
	Front & Rear Brakes				
	Parts	15.99 to 20.69	600	11 943	19.91
			-	82 248	
	Total - Brakes and Brake Parts			315 382	
	<u>Chains and Chain Sets</u>				
	Chain wheel sets	4.50 to 50.00	122 953	1 184 455	9.63
	Chain sets	23.00 to 50.00	1 150	31 354	27.26
	Chains, Other	-	-	235 036	-
	Total - Chains and Chain Sets			1 450 845	
	<u>Frames</u>	77.00 to 171.00	2 148	211 281	98.36
	<u>Hubs</u>				
	Front	.80 to 15.00	118 570	118 984	2.10
	Rear	1.10 to 16.57	113 664	317 085	2.79
	Total - Hubs, Front and Rear		232 234	566 069	2.44
	<u>Pedals</u>	1.25 to 22.50	73 680	176 631	2.40
	<u>Rims</u>	-	-	30 838	-
Total - Japan				4 372 704	
Belgium	Spokes )				
	Nipples )*	.01	24 228 800	274 046	.01

\* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY COUNTRY OF ORIGIN AND PRODUCT DESCRIPTION (CONT'D)  
JANUARY, FEBRUARY AND MARCH 1987

<u>Country of Origin</u>	<u>Product Description</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$)
Other Countries					
	<u>Bicycles</u>				
	BMX ) Mountain )*	52.00 to 369.00	1 473	171 534	116.45
	<u>Bicycle Parts</u>				
	<u>Brakes and Brake Parts</u>				
	Sets	3.80 to 129.00	1 889	51 169	27.09
	Parts	-	-	3 134	
	Total - Brakes and Brake Parts			54 303	
	<u>Chains and Chain Sets</u>				
	Chain wheel sets	35.00 to 51.00	953	34 666	36.38
	Chains, Other	-	-	3 100	
	Total - Chains and Chain Sets			37 766	
	<u>Forks</u>	10.00 to 54.00	1 848	67 335	36.44
	<u>Frames</u>	6.00 to 510.00	2 205	206 232	13.52
	<u>Hubs, rear</u>	2.50 to 3.25	23 000	69 472	3.02
	<u>Pedals</u>	2.35 to 16.50	43 351	114 781	2.65
	<u>Rims</u>	-	-	71 991	
Total - Other Countries				793 414	
GRAND TOTAL - ALL COUNTRIES				12 865 703	

Other includes Italy, France, Republic of Korea, Netherlands and Singapore.

\* Aggregated in order to preserve confidentiality of Canadian importers.



IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY PROVINCE OF CONSIGNEE AND PRODUCT DESCRIPTION  
JANUARY, FEBRUARY AND MARCH 1987

<u>Province of</u> <u>Consignee</u>	<u>Product</u> <u>Description</u>	<u>Quantity</u> <u>(No.)</u>	<u>Value</u> <u>(\$)</u>
Québec			
	<u>Bicycles</u>		
	Mountain )		
	Racer )*	1 898	351 772
	<u>Bicycle Parts</u>		
	Brake sets	72 135	563 942
	Brakes, Front )		
	Rear )*	128 667	157 874
	Not Known )		
	Brake Hubs )		
	Brake Levers )*	-	196 359
	Chain Wheel Sets	28 546	274 408
	Chain Sets )		
	Chains (Ready cut) )*	-	297 837
	Chains (Random Lengths)		
	Forks	277 154	842 137
	Frames	159 650	1 992 167
	Hubs, Front	258 156	245 735
	Hubs, Rear	181 703	365 303
	Pedals	339 468	347 553
	Rims	76 904	215 191
	<u>Spokes and Nipples</u>		
	Spokes	12 906 300	146 691
	Nipples	11 326 500	<u>132 287</u>
	Total - Bicycle Parts		5 777 484
Total - Québec			6 129 256
Ontario			
	<u>Bicycles</u>		
	Mountain )		
	BMX )*	6 689	517 574

\* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF BICYCLES AND BICYCLE PARTS  
BY PROVINCE OF CONSIGNEE AND PRODUCT DESCRIPTION (CONT'D)  
JANUARY, FEBRUARY AND MARCH 1987

<u>Province of</u> <u>Consignee</u>	<u>Product</u> <u>Description</u>	<u>Quantity</u> <u>(No.)</u>	<u>Value</u> <u>(\$)</u>
Ontario (Cont'd)			
	<u>Bicycle Parts</u>		
	Brake Sets	89 496	644 131
	Brakes, Front )		
	Brakes, Rear )*	7 000	23 593
	Not Known )		
	Brake Hubs )		
	Brake Levers )*	21 892	75 494
	Chain Wheel Sets	103 970	973 966
	Chain Sets )		
	Chains (Ready Cut) )*	-	111 362
	Chains (Random Lengths))		
	Hubs, Front	65 325	184 654
	Hubs, Rear	46 915	158 812
	Pedals	145 569	231 047
	Forks )		
	Frames )		
	Rims )*	-	439 950
	Spokes and Nipples )		
Total - Bicycle Parts			2 843 009
Total - Ontario			3 360 583
British Columbia and Alberta			
	<u>Bicycles</u>		
	Mountain )		
	Racer )*	18 661	3 031 564
	BMX )		
	<u>Bicycle Parts</u>		
	Forks )		
	Frames )		
	Hubs, Front and Rear )		
	Pedals )*	-	344 300
	Rims )		
	Spokes and Nipples )		
Total - British Columbia and Alberta			3 375 864
GRAND TOTAL - ALL PROVINCES			12 865 703

\* Aggregated in order to preserve confidentiality of Canadian importers.

CANADIAN IMPORTERS

Consignees/importers of bicycles and bicycle parts during the period January to March 1987 as indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee, (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

CONSIGNEES/IMPORTERS OF BICYCLES

<u>Name</u>	<u>Address</u>
Alliance Ro-Na Home Inc.	St. Jacobs, Ont.
Boyes and Rosser Ltd.	Richmond, B.C.
Cycletech Canada Ltd.	Calgary, Alta.
C R S Sports International Inc.	Edmonton, Alta.
Deeley, Fred Cycles Ltd.	Richmond, B.C.
Douglas Cycle Products Ltd.	Concord, Ont.
Eaton, T. Co. Ltd.	Vancouver, B.C.
K-Mart Canada Ltd.	Brampton, Ont.
Norco Products Ltd.	Burnaby, B.C.
OGD Bicycle Accessories Ltd.	St-Laurent, Qué.
Ompax Trading Inc.	Montréal, Qué.
Raleigh Industries of Canada Ltd.	Mississauga, Ont.
	Waterloo, Ont.
Rocky Mountain Bicycle Co. Ltd.	Richmond, B.C.
Sports Charles Lambert Inc.	Lauzon, Qué.
Sports Distributors of Canada Ltd.	Burlington, Ont.

CONSIGNEES/IMPORTERS OF BICYCLE PARTS

Alliance Ro-Na Home Inc.	St. Jacobs, Ont.
Bicyclettes Cyclo Inc.	Victoriaville, Qué.
Bicyclette Universelle Ltée	Montréal, Qué.
Canadian Tire Corp.	Toronto, Ont.
Classic Cycle Makers Ltd.	Richmond, B.C.
Guvin Co. Ltd.	Mississauga, Ont.
Norco Products Ltd.	Burnaby, B.C.
Norvinca Inc.	Montréal, Qué.
Procycle Inc.	St-Georges-de-Beauce, Qué.
Racer Sportif Inc.	Toronto, Ont.
Raleigh Industries of Canada Ltd.	Mississauga, Ont.
	Waterloo, Ont.
Rocky Mountain Bicycle Co. Ltd.	Richmond, B.C.
Victoria Precision Inc.	Montréal, Qué.

FOREIGN EXPORTERS TO CANADA

There were a total of 43 exporters to Canada of bicycles and bicycle parts during the period January to March 1987. Twenty companies were identified as exporters of bicycles while 28 companies were identified as exporters of bicycle parts. Five companies were exporters of both bicycles and bicycle parts. All companies are listed below in descending order of dollar value.

FOREIGN EXPORTERS TO CANADA OF BICYCLES

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> ((\$000))
Kuwahara Co. Ltd.	Osaka	Japan	)
Fairly Bike Mfg. Co. Ltd.	Taipei	Taiwan	)* 2 254
Sakai Export Bicycle Co. Ltd.	Osaka	Japan	)
Specialized Bicycle Component	Morgan Hill, CA	United States	)
Miyata Industry Co. Ltd.	Chigasaki City	Japan	)* 508
Overload Industries Corp.	Tainan Hsien	Taiwan	)
Shin-Nomura Co. Ltd.	Osaka	Japan	)
Shinwa Trading Co. Ltd.	Osaka	Japan	)* 415
Corex Corp.	Masan	Rep. of Korea	)
Pacific Cycles Inc.	Taipei	Taiwan	)
Fritz Jou Mfg. Co. Ltd.	Taipei	Taiwan	)
Dodson Bicycle and Machinery			)* 346
Mfg. Ltd.	Taipei	Taiwan	)
Maruishi Cycle Industries Ltd.	Osaka	Japan	)
Hoonex Inc.	Taipei	Taiwan	)* 217
Ming Tien Hang Corp.	Taichung	Taiwan	)
Taiwan An Len Enterprise Co.			)
Ltd.	Taichung	Taiwan	)
Ets Bador, S.A.	Lyon	France	)
Taiwan Hodaka Industries Co.			)* <u>161</u>
Ltd.	Taipei	Taiwan	)
Krane Industry Corp.	Taipei	Taiwan	)
Shinyland Enterprise Co. Ltd.	Taipei	Taiwan	)
Total - Bicycles			3 901

\* Aggregated to protect confidentiality of Canadian importers.

FOREIGN EXPORTERS TO CANADA (CONT'D)

FOREIGN EXPORTERS TO CANADA OF BICYCLE PARTS

<u>Name</u>	<u>Address</u>			<u>Value of Imports</u> <u>(\$000)</u>
Taiwan Hodaka Industrial Co. Ltd.	Taipei	Taiwan	)	
Asia Machinery Trading Co. Ltd.	Osaka	Japan	)*	3 349
H. Tano and Co. Ltd.	Kobe	Japan	)	
Lee Chi Enterprises Co. Ltd.	Kaohsiung	Taiwan	)	
Hoonex Inc.	Taipei	Taiwan	)*	3 032
Kung Hsue She Co. Ltd.	Taipei	Taiwan	)	
Mori Bicycle Co. Ltd.	Osaka	Japan	)	
SAPIM, S.A.	Wilryk	Belgium	)*	817
Mady Enterprise Co. Ltd.	Taipei	Taiwan	)	
Sunglow Int'l Ltd.	Taipei	Taiwan	)	
Fairly Bike Mfg. Co. Ltd.	Taipei	Taiwan	)*	510
F.I.V.D.I. Edoardo		Italy	)	
Shimano Industry Co. Ltd.	Osaka	Japan	)	
F.I.V.E. Bianchi, S.P.A.		Italy	)*	407
Wheeler Industrial Co. Ltd.	Taipei	Taiwan	)	
Akisu Machinery Co. Ltd.	Taichung Hsien	Taiwan	)	
Look, S.A.	Nevers	France	)*	282
Far Eastern Trading Co. Ltd.	Kobe	Japan	)	
Pacific Cycles Inc.	Taipei	Taiwan	)	
China Eldorado Co. Ltd.	Taipei	Taiwan	)*	244
Chang Star Corp.	Fuhsing Chang Hwa	Taiwan	)	
Van Schothorst, B.V.		Netherlands	)	
Shimano (Singapore) PTE Ltd.	Jurong Town	Singapore	)*	202
Ets Bador, S.A.	Lyon	France	)	
Marui Ltd.	Kobe	Japan	)	
Rayder Int'l Inc.	Taipei	Taiwan	)	
Rentmeester B.V.	Yerseke	Netherlands	)*	122
Kemmy Corp.	Taipei	Taiwan	)	
Total - Bicycle Parts				8 965
GRAND TOTAL				12 866

\* Aggregated in order to preserve confidentiality of Canadian importers.

CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the federal Industry, Science and Technology Canada (ISTC); and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information of Canadian products supplied is as given by the companies. Both lists are arranged in alphabetical order within each product group.

BDSS

Name

Address

611-08-50 Bicycles, Coaster or Rim Brake, Single Speed

Bianchi, Div. of Talisman Cycles Ltd.	Scarborough, Ont.
CBS Cycle Frames Ltd.	Vancouver, B.C.
*Groupe Procycle Inc.	Saint-Georges-Est (Beauce), Qué.
Hutsebaut, P.A. Inc.	Montréal, Qué.
Raleigh Industries of Canada Ltd.	Waterloo, Ont.

611-08-90 Bicycles and Tricycles Other Than Childrens', Not Elsewhere Specified

*Bianchi, Div. of Talisman Cycles Ltd.	Scarborough, Ont.
*Buddy Bike Inc.	Toronto, Ont.
C.B.S. Cycle Frames Ltd.	Vancouver, B.C.
General Sportcycle Corp.	Calgary, Alta.
*Groupe Procycle Inc.	Saint-Georges-Est (Beauce), Qué.
Hutsebaut, P.A. Inc.	Montréal, Qué.
Proctor Townsend Frames	Edmonton, Alta.

611-20-10 Bicycles, Parts and Accessories, Not Elsewhere Specified, Excluding Saddles

*Bow Plastics Ltd.	Montréal, Qué.
*Carrier Carts of Canada Inc.	St-Léandre Les Saules, Qué.
C.B.S. Cycle Frames Ltd.	Vancouver, B.C.
*Desbro Industries Ltd.	Toronto, Ont.
*D.I.D.N. Inc.	Biggar, Sask.
Entreprises Blouin Ltée	Brossard, Qué.
*Fabricycle Ltée	Hull, Qué.
*Groupe Procycle Inc.	Saint-Georges-Est (Beauce), Qué.
Hutsebaut, P.A. Inc.	Montréal, Qué.
*La Compagnie Resentel Ltée	Marieville, Qué.
*Lambskin Specialties	Winnipeg, Man.
*Les Dérailleurs D.A.D. Ltée	La Guadeloupe, Qué.
*Lorne Shields Intertrade Corp.	Woodbridge, Ont.
*Pathmate Carriers Inc.	Calgary, Alta.
Proctor Townsend Frames	Edmonton, Alta.
Syncros Applied Technology Inc.	Burnaby, B.C.

\* Company engaged in export trade

Any enquiries and/or comments regarding the BOSS list should be directed to:  
 Business Opportunities Sourcing System (ABOS)  
 Industry, Science and Technology Canada  
 235 Queen Street  
 Ottawa, Ontario K1A 0H5  
 Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN TRADE INDEX

<u>Name</u>	<u>Address</u>
<u>Bicycles</u>	
*Cycles Marinoni Inc.	Lachenaie, Qué.
Exerciseurs Pro-Fit (Canada) Inc.	St-Georges, Qué.
Fabricycle Ltée	Hull, Qué.
Gardin Bicycle Corporation	Mississauga, Ont.
Homeware Division of Tye-Sil Corp. Ltd.	Toronto, Ont.
Oxford Bicycles of Canada Inc.	Thornhill, Ont.
*Procycle Group Inc.	St-Georges - Est (Beauce), Qué.
T.I. Raleigh Industries of Canada Ltd.	Mississauga, Ont.
Victoria Precision Inc.	Montréal, Qué.
<u>Bicycle Parts</u>	
*Atlantic Enterprises	Oldcastle, Ont.
*Axotec International Incorporated	Windsor, Ont.
BOW Plastics Limited	Montréal, Qué.
Cluthe, Geo. Mfg. Co. Ltd.	Waterloo, Ont.
Coast Mountain Designs Ltd.	Vancouver, B.C.
*Concept II Canada Inc.	Québec, Qué.
*Desbro Industries Limited	Toronto, Ont.
La Compagnie Resente1 Ltée	Marieville, Qué.
*Sun Wheels Ltd.	Hawkesbury, Ont.
Tru-Circle Industries Limited	Mississauga, Ont.

\* Indicates firms engaged in export trade

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

The Canadian Manufacturers' Association  
One Yonge Street  
Toronto, Ontario M5E 1J9  
Tel: (416) 363-7261 - Telex: 065-24693

RECONCILIATION

Imports of bicycles and bicycle parts during January to March 1987, as reported by Statistics Canada, for C.I.T.C. import commodity codes 611-08-50, 611-08-90 and 611-20-10 amounted to \$43.9 million.

The value reported in this import analysis does not correspond to official Statistics Canada figures for various reasons.

Reconciliation of the two total figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Value of items not included in the selected list	14 200
Documents covering individual shipments valued at <u>less</u> than \$40 000 not included in this analysis	16 800
Total values reported in this import analysis	<u>12 900</u>
Total values accounted for as above	43 900
Total values published by Statistics Canada	43 900



CANADIAN AND FOREIGN TARIFFS

Bicycles and bicycle parts included in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	Tariff Treatment				
		British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %
43900-1	Bicycles, not otherwise provided 1986	18.0	19.1	30	12.5	18.0
	on and after January 1, 1987	17.6	17.6	30	11.5	17.6
	on and after January 1, 1988	16.2	16.2	30	11.0	16.2
	on and after January 1, 1989	14.7	14.7	30	9.5	14.7
	on and after January 1, 1990	13.2	13.2	30	8.5	13.2
43905-1	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 1986	Free	8.6	30	Free	8.0
	on and after January 1, 1987	Free	8.0	30	Free	8.0
43906-1	Saddles; Chain; Pedals; Brake assemblies and controls excluding cables; Tubular tires; Crank set assemblies; Deraillieur sets and controls including cables; Hub assemblies and controls excluding cables; Rims of aluminum or magnesium alloy; Handlebars of aluminum 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	Free	Free	25	Free	Free

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Taiwan, Japan, Italy, Belgium, France and Netherlands.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment\*: Republic of Korea and Singapore.

\* NOTE: In order to qualify for the General System of Preference, 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) 954-6946

Foreign Countries

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

INFO EXPORT  
EXTERNAL AFFAIRS  
OTTAWA, ONTARIO  
K1A 0G2  
TEL: (613) 993-6435 OR 1-800-267-8376