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IMPORT ANALYSIS

AC MOTORS

1 HP AND LESS

FEBRUARY 1984



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

Canada 

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- REFERENCES:
- (1) Customs Tariff: Items 44516-1
and 44516-2
 - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
 - (3) Imports by Commodities (Cat. #65-007, Statistics Canada)
Commodity Codes 503-66-20
and 503-66-30

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of AC motors up to and including 1 HP during the month of February 1984. Shipments originating from the United States valued at \$1,000 and over were processed. The following Statistics Canada import commodity codes were examined.

503-66-20 Motors, electric, AC 1/3 HP and under

503-66-30 Motors, electric, AC over 1/3 HP to 1HP inclusive

SECTION II

ANALYSIS OF IMPORTS

The published Statistics Canada value of import commodity codes 503-66-20 and 503-66-30 for the period of February 1984 amounted to \$4,753,030.

Due to the processing of documents valued at \$1,000 and over only, this analysis covers a total of \$3,823,758 or 80% of the published value.

Imports totalling \$1,021,524 or 27% of the analyzed value could not be identified according to HP size due to inadequate document description.

Full details of the analysis are provided in the following tables.

NOTES: * - Less than one per cent.

All percentage figures are rounded.

(1) - Aggregated due to confidentiality.

Dollar values shown 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.

The above notes apply to all tables of information.

TABLE 1

IMPORTS OF AC MOTORS UP TO \$150 UNIT PRICE RANGE

FEBRUARY 1984

(1) <u>Horsepower</u>	<u>Unit Price Range</u> (Based on S.P.) (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>REGION OF ENTRY</u>			
				<u>Quebec</u>	<u>Ontario</u>	<u>British Columbia</u>	<u>Other</u>
				(- % of	Value	-)
1/1000, 1/256 & 1/149	5 to 45	1,356	21,736	-	99	*	*
1/125 & 1/100	9 to 20	55	805	-	28	48	24
1/80 & 1/75	11 to 17	80	1,047	44	23	-	33
1/70	10 to 15	96	1,151	33	62	-	5
1/60:	3 to 14	5,277	21,395	-	100	*	-
	17 to 28	29	572	20	80	-	-
1/55 & 1/50:	15 to 20	1,136	17,861	1	98	1	-
	Over 20 to 50	364	9,084	-	100	-	-
1/48, 1/45 & 1/41	10 to 25	743	10,917	64	36	-	-
1/40:	10 to 20	160	2,332	49	51	-	-
	30 to 40	91	3,176	-	-	18	82
1/35 & 1/30:	5 to 15	4,058	28,091	*	100	-	-
	Over 15 to 30	157	2,911	14	17	29	40
1/25:	15 to 20	117	1,969	10	-	29	61
	Over 20 to 25	147	3,153	44	56	-	-
	Over 25 to 35	281	8,635	35	65	-	-
1/20:	10 to 30	3,415	72,537	4	93	-	3
	Over 30 to 40	159	5,509	-	84	16	-

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TABLE 1 (Continued)

IMPORTS OF AC MOTORS UP TO \$150 UNIT PRICE RANGE

FEBRUARY 1984

(1) Horsepower	Unit Price Range (Based on S.P.) (\$)	Quantity (No.)	Value (\$)	REGION OF ENTRY			
				Quebec (Ontario - % of	British Columbia Value	Other -)
1/15:	5 to 20	21,846	168,509	-	100	-	*
	21 to 35	2,478	64,918	5	86	3	6
1/14 & 1/13	10 to 30	639	7,583	3	96	-	1
1/12 & 1/11:	6 to 17	21,610	193,506	51	49	-	*
	Over 17 to 31	6,654	137,351	-	100	-	*
	Over 31 to 46	193	7,107	39	48	13	-
1/10:	5 to 20	3,469	35,274	-	100	-	-
	25 to 45	2,542	79,608	15	81	1	3
1/8:	20 to 40	6,199	177,609	1	99	-	-
	Over 40 to 150	247	13,649	-	62	11	27
1/7, 1/6 & 11/64:	25 to 40	7,876	244,004	1	97	2	*
	Over 40 to 90	111	5,714	-	76	-	24
1/5:	29 to 35	967	31,416	*	96	-	4
	Over 40 to 50	632	29,751	2	13	*	85
1/4:	4 to 30	5,902	110,552	56	44	-	-
	Over 30 to 40	857	30,278	55	23	9	13
	Over 40 to 60	1,672	76,910	6	91	1	2
	75 to 150	656	65,580	-	74	24	2

TABLE 1 (Continued)

IMPORTS OF AC MOTORS UP TO \$150 UNIT PRICE RANGE

FEBRUARY 1984

(1) Horsepower	Unit Price Range (Based on S.P.) (\$)	Quantity (No.)	Value (\$)	REGION OF ENTRY			
				Quebec	Ontario	British Columbia	Other
				(- % of	Value	-)
1/3 & 3/8:	10 to 30	3,783	85,293	3	97	-	-
	32 to 50	2,902	114,463	28	52	1	19
	51 to 60	1,012	54,640	-	99	-	1
	Over 60 to 78	597	40,487	-	95	-	5
	80 to 130	110	11,591	-	76	1	23
1/2 & 17/32:	15 to 40	728	20,520	37	44	-	19
	Over 40 to 60	1,837	88,044	4	92	2	2
	Over 60 to 70	1,810	111,270	-	98	1	1
	Over 70 to 100	1,570	116,201	-	91	1	8
	108 to 148	250	29,226	1	81	2	16
2/3 & 3/4:	40 to 60	1,214	58,674	1	98	1	-
	Over 60 to 80	439	32,355	-	78	16	6
	Over 80 to 100	446	41,079	-	93	2	5
	Over 100 to 150	209	25,624	1	89	3	7
1:	44 to 70	1,764	88,797	-	100	-	-
	Over 70 to 90	760	61,075	-	99	-	1
	Over 90 to 145	337	38,057	1	79	7	13

TABLE 1 (Continued)

IMPORTS OF AC MOTORS UP TO \$150 UNIT PRICE RANGE

FEBRUARY 1984

(1) <u>Horsepower</u>	<u>Unit Price Range</u> (Based on S.P.) (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>REGION OF ENTRY</u>			
				<u>Quebec</u>	<u>Ontario</u> (- % of Value -)	<u>British Columbia</u>	<u>Other</u>
Not indicated:	Over 1 to 5	43,231	162,342	4	96	-	-
	Over 5 to 10	76,451	440,812	-	99	*	1
	Over 10 to 20	9,779	170,651	3	93	*	4
	Over 20 to 30	3,053	80,329	7	91	-	2
	Over 30 to 40	1,265	43,905	9	79	2	10
	Over 40 to 50	684	31,656	9	85	-	6
	Over 50 to 65	463	27,229	1	98	1	-
	Over 70 to 80	176	12,925	1	96	-	3
	Over 80 to 100	177	15,379	60	40	-	-
	Over 100 to 140	162	18,237	1	99	-	-
GRAND TOTAL		257,480	3,713,061				

TABLE 1A

Imports of AC Motors up to \$150 Price Range

Summary - Month of February 1984

<u>Horsepower</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)
Up to 1/20	17,721	212,881
1/15 to 1/11	53,420	578,974
1/10 to 1/4	31,130	900,345
1/3 to 1	19,768	1,017,396
Not indicated	<u>135,441</u>	<u>1,003,465</u>
TOTAL	257,480	3,713,061

FIGURE I

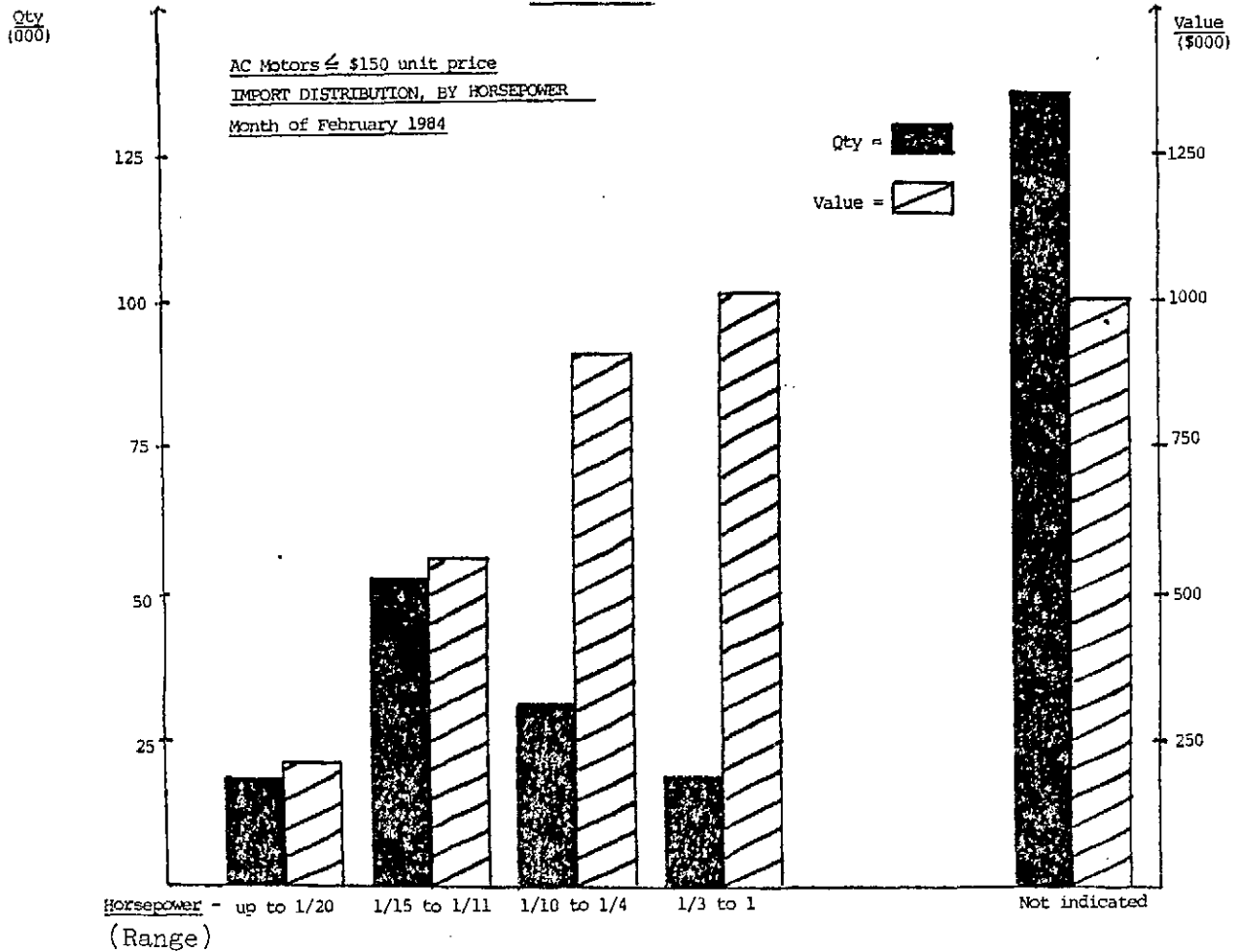


TABLE 2

IMPORTS OF AC MOTORS OVER \$150 UNIT PRICE RANGE

FEBRUARY 1984

<u>Horsepower</u>	⁽¹⁾ <u>Unit Price Range</u> (Based on S.P.) (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>REGION OF ENTRY</u>			
				<u>Quebec</u>	<u>Ontario</u> (- % of Value -)	<u>Columbia</u>	<u>Other</u>
1/40, 1/10 & 1/8	Over 155 to 630	130	25,668	5	88	-	7
1/4	Over 180 to 440	17	3,423	-	100	-	-
1/3	Over 155 to 395	21	4,247	-	96	-	4
1/2	Over 185 to 385	49	12,082	-	100	-	-
3/4:	Over 150 to 155	75	11,528	-	97	-	3
	175 to 230	36	6,794	-	100	-	-
	245 to 585	20	6,858	-	91	9	-
1	Over 175 to 935	68	22,038	-	100	-	-
Not indicated:	Over 150 to 180	37	6,189	-	71	-	29
	230 to 465	<u>45</u>	<u>11,870</u>	-	100	-	-
TOTAL		498	110,697				

TABLE 3

IMPORT OF ALL AC MOTORS BY PRICE RANGE

FEBRUARY 1984

<u>Price Range</u>	<u>Quantity</u> (No)	<u>Value</u> (\$)
1 to 5	64,438	252,352
Over 5 to 10	100,721	601,590
Over 10 to 20	34,067	559,396
Over 20 to 30	24,558	630,427
Over 30 to 40	14,963	511,364
Over 40 to 50	7,913	363,663
Over 50 to 60	2,713	147,342
Over 60 to 70	2,669	165,846
Over 70 to 80	2,447	180,379
Over 80 to 100	1,746	150,598
Over 100 to 140	1,010	115,815
Over 140 to 1,000	<u>733</u>	<u>144,986</u>
TOTAL	257,978	3,823,758

FIGURE II

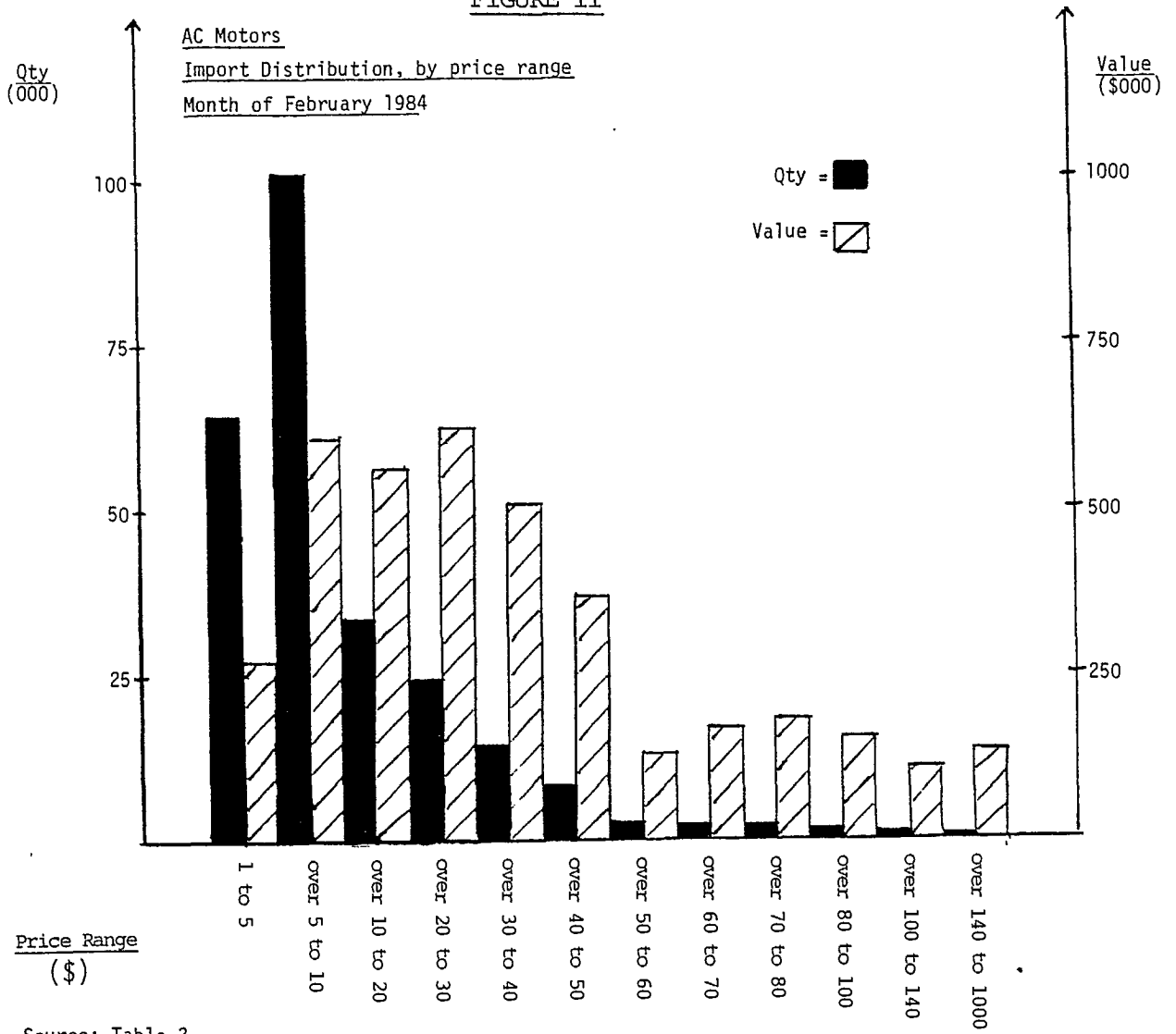


TABLE 4

IMPORT MARKET CONCENTRATION

<u>Top 3 Firms</u>	<u>Top 5 Firms</u>	<u>Top 10 Firms</u>	<u>Top 20 Firms</u>
(- % of	Value -)
28	39	56	76

The total dollar value was \$3,823,758. There were 126 importers during the month of February 1984. Only values of \$1,000 and over were examined.

SECTION III

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of products shown in Section II of this report are listed below in descending order of value. These exporters accounted for 82% of the total analyzed value of \$3,823,758. Shipments by all other exporters represented less than one per cent each of the total value.

UNITED STATES

Fasco Industries Inc.	Eldon, MO Ozark, MO Missouri, MO Cassville, MO
Universal Electric Co.	Owasso, MI
Emerson Electric Motor Div.	Menominee, MI St. Louis, MO Kennett, MO
Hansen Mfg. Co. Inc.	Princeton, IN
Westinghouse Electric Corp.	Lima, OH
General Electric Co.	Jonesboro, AR Fort Wayne, IN Springfield, MO
Franklin Electric Co. Inc.	Bluffton, IN
Lasko Metal Prod. Inc.	Westchester, PA
Leeson Electric Corp.	Grafton, WI
Coleco Industry Inc.	Hartford, CT
Century Electric Inc.	St. Louis, MO
Honeywell	Minneapolis, MN Rockford, IL
The Arkansas General Ind. Co.	Bald Knob, AR
Uppco Inc.	Chicago, IL
Doerr Electric Corp.	Cedarburg, WI
Robbins and Myers Inc.	Gallipolis, OH
Marathon Electric Mfg. Corp.	Fogestville, PA Indianapolis, IN
Whirlpool Corp.	Laporte, IN
Baldor Electric Co.	Highland Park, MI Fort Smith, AR

SECTION IV

CANADIAN PRODUCTION

According to Statistics Canada separate data for AC motors up to and including 1 HP are not available. Shipments of all types of AC motors by Canadian manufacturers in 1981 and 1982, the two latest years for which statistics are available, are as follows:

<u>AC Motors</u>	<u>1981</u> <u>(\$,000)</u>	<u>1982</u> <u>(\$,000)</u>
Electric AC Motors and Parts	191,708	177,256

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

AC motors included in this analysis were dutiable under the following most commonly applied tariff items.

<u>Tariff Item</u>	<u>Description</u>	<u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. & Ireland</u>
44516-1	Electric motors, and complete parts thereof, n.o.p.....	11.4%	11.4%	37.5%	7.5%	11.4%
44516-2	Electric motors over 1/10 horsepower but less than 1 horsepower; complete parts thereof	13.4%	13.4%	37.5%	8.5%	13.4%
	(United States falls within MFN category)					

Tariff items and rates of duty are subject to change, and need to be verified by direct reference to:

Department of National Revenue
Tariff Programs
Legislation Implementation Group
Customs and Excise
Ottawa, Ontario
K1A 0L5

FOREIGN COUNTRIES

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

International Bureaux
Department of External Affairs
Ottawa, Ontario
K1A 0G2

