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# IMPORT ANALYSIS

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ABOVE-GROUND AUTOMOTIVE LIFTS

JULY 1983 TO JUNE 1984



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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ABOVE-GROUND AUTOMOTIVE LIFTS

JULY 1983 TO JUNE 1984



Further information available from:

Market Information and Analysis Division  
Market Development Branch  
Regional Industrial Expansion  
Ottawa, Canada, K1A 0H5  
Tel: (613) 995-8216

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- REFERENCES:   (1) Customs Tariff: Item 42700-1
- (2) Canadian International Trade  
                      Classification (Cat. #65-502E,  
                      Statistics Canada)
- (3) Imports by Commodities  
                      (Cat. #65-007, Statistics Canada)  
                      Commodity Code 730-69-51

SECTION I

SCOPE OF ANALYSIS

This analysis is based on a detailed examination of Revenue Canada, Customs and Excise import documents for the period July 1983 to June 1984 covering imports classified to Canadian International Trade Classification Commodity Code 730-69-51 "Lifts, service station."

SECTION II

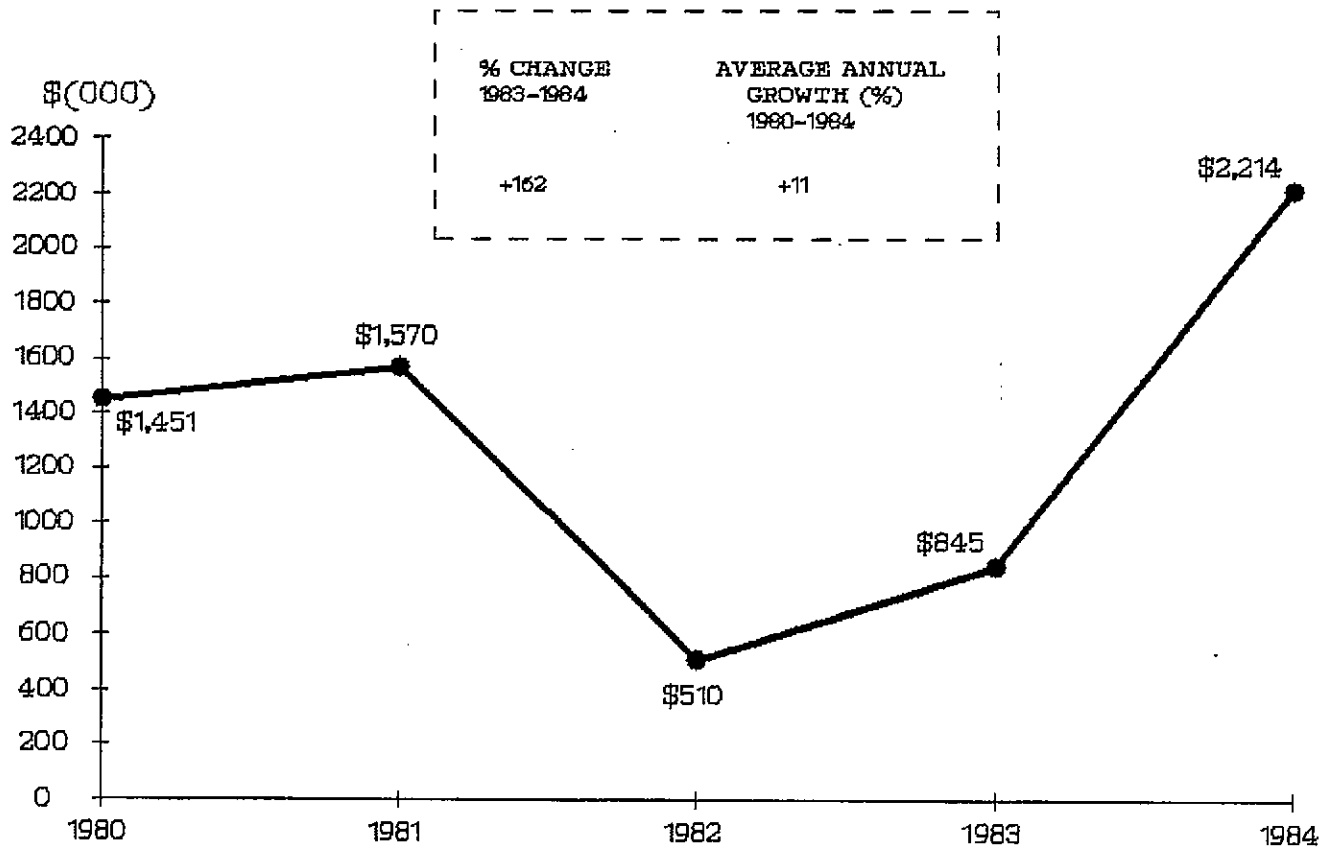
IMPORT TRENDS

The value of imports of service station lifts (class 730-69-51) ranged from \$1.5 million in 1980 to \$2.2 million in 1984 with a considerable decline in 1982 to \$0.5 million (Figure I refers). In the period covered by this study, above-ground automotive lifts represented 68 per cent of the total value of the class. The import trend for this product may not correspond to the movement of the class as a whole.

**FIGURE I**  
**IMPORT TRENDS**

IMPORT COMMODITY CODE 730-69-51  
LIFTS, SERVICE STATION

CALENDAR YEARS 1980-1984



SECTION III

ANALYSIS OF IMPORTS

Imports of above-ground automotive lifts during the period July 1983 to June 1984 totalled 329 units valued at \$994,804 (selling price).

Above-ground automotive lifts ranged in capacity from 5,000 to 44,000 pounds.

The 7,000 pound capacity lifts accounted for 48 per cent of the total value and 45 per cent of the total quantity for the period analyzed.

IMPORT SUMMARY

<u>Capacity</u> (lbs)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>% of Total Value</u>
5,000 to 8,000	264	733	74
10,000 and Over	<u>65</u>	<u>262</u>	<u>26</u>
TOTAL	329	995	100

Lifts of 5,000 to 8,000 pound capacity were imported from the United Kingdom, Denmark, Italy, Japan and the United States, while the 10,000 pound capacity and over were from the United Kingdom, Denmark and the United States.

Further details of the analysis are provided in the following tables and figures.

NOTE: All percentage figures are rounded

TABLE 1

IMPORTS OF ABOVE-GROUND AUTOMOTIVE LIFTS BY TYPE AND CAPACITY

JULY 1983 TO JUNE 1984

<u>Type</u>	<u>Capacity</u> (lbs)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$)
Automobile and Small Truck:				
	5,000 to 5,500	15	14,485	966
	6,000	46	122,476	2,663
	7,000	149	475,680	3,192
	8,000	<u>54</u>	<u>120,223</u>	2,226
TOTAL		264	732,864	
Heavy Vehicles				
	10,000 and Over	<u>65</u>	<u>261,940</u>	4,030
GRAND TOTAL		329	994,804	

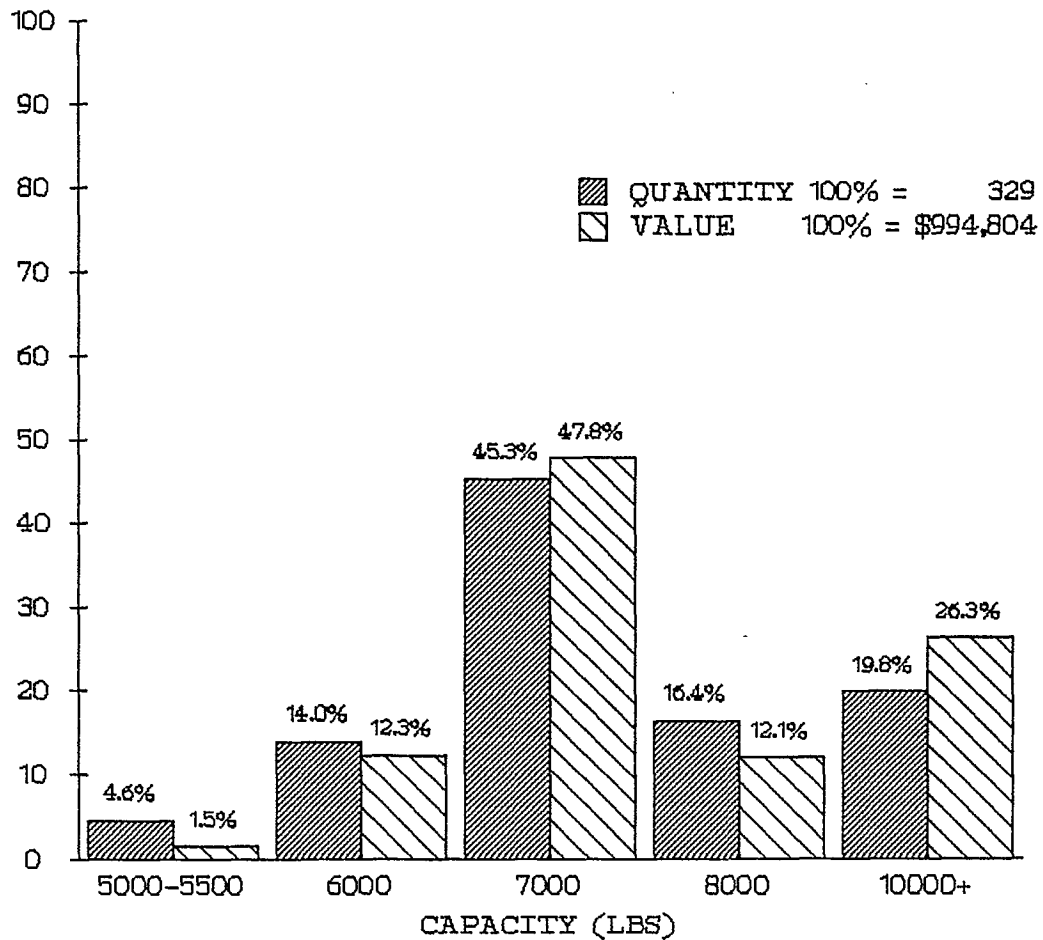
NOTE: Dollar values shown are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts when applicable are also deducted from the selling price.



FIGURE II

ABOVE-GROUND AUTOMOTIVE LIFTS  
IMPORT DISTRIBUTION BY CAPACITY  
JULY 1983 TO JUNE 1984

PER CENT  
OF TOTAL



ALL PERCENTAGE FIGURES ARE ROUNDED

SOURCE: TABLE 1

TABLE II

IMPORTS OF ABOVE-GROUND AUTOMOTIVE LIFTS BY REGION OF ENTRY

<u>Region of Entry</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>% of Total Value</u>
British Columbia	122	410,814	41
Ontario	190	535,820	54
* Other	<u>17</u>	<u>48,170</u>	<u>5</u>
TOTAL	329	994,804	100

\* Includes: Alberta, Manitoba and Quebec (grouped to preserve confidentiality)

TABLE III

IMPORT MARKET CONCENTRATION

<u>Importers</u>	<u>Cumulative Quantity (No.)</u>	<u>Cumulative Value (\$)</u>	<u>% of Total Value</u>
Top 3	271	823,638	83
Top 6	298	946,546	95
Top 10	322	983,990	99

NOTE: All percentage figures are rounded.

SECTION IV

CANADIAN IMPORTERS

Importers of the above-ground automotive lifts reported in Section III are listed below, in alphabetical order.

<u>NAME</u>	<u>ADDRESS</u>
Acklands Limited	Burnaby, British Columbia
Alberta Sales Co.	Calgary, Alberta
Applied Power Canada Limited	Rexdale, Ontario
Auto Marine Electric Equipment Div.	Burnaby, British Columbia
Bear Automotive Inc.	Scarborough, Ontario
Canadian Pneumatic-Hennessey Div.	Toronto, Ontario
Dover Corp/Industrial Div.	Chatham, Ontario
Formula Distributors Limited	Vancouver, British Columbia
Hunter Automotive Equipment Limited	Markham, Ontario
Lincoln St-Louis Canada Limited	Mississauga, Ontario
N.F. Hovmand	Winnipeg, Manitoba
Norlander Manufacturing Co. Limited	Winnipeg, Manitoba
Pneu Lanoraie Bandag Inc.	Lanoraie, Quebec
West Georgia Motors Limited	Vancouver, British Columbia

SECTION V

FOREIGN EXPORTERS TO CANADA

Exporters to Canada of products shown in Section III of this report are listed below in descending order of value.

<u>NAME</u>	<u>ADDRESS</u>	
T.I. Bradbury Limited	Essex	U.K.
Dover Corp./Rotary Lift Div.	Madison, IN	U.S.A.
Stenhoj A/S	Barrit	Denmark
VBM Corporation	Louisville, KY	U.S.A.
Worthington Group Mfg. Inc.	Azle, TX	U.S.A.
Sugiyasu Iron Works	Takahama City	Japan
Lincoln St-Louis McNeil Corp.	St-Louis, MO	U.S.A.
Hans Hougaard Maskinfabrik	Fuglebjerg	Denmark
Iyasaka Limited	Tokyo	Japan
Solar Industries Inc.	Rogers, MN	U.S.A.
Western Manufacturing Co.	National City, CA	U.S.A.
Applied Power Inc. Automotive Div.	Butler, WI	U.S.A.
	Milwaukee, WI	U.S.A.
Yetico Inc.	Oak Ridge, NJ	U.S.A.
Hennessey Americas	Elk Grove, IL	U.S.A.

SECTION VI

CANADIAN PRODUCTION

According to departmental and industry sources, above-ground automotive lifts are presently manufactured in Canada. However, Statistics Canada does not provide data on Canadian production or shipments.

SECTION VII

CANADIAN AND FOREIGN TARIFFS

CANADA

Above-ground automotive lifts included in this analysis were dutiable under the following most commonly applied tariff item.

<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. &amp; Ireland</u>
42700-1	Machines, n.o.p., and accessories attachments, control equipment and tools for use therewith; parts of the foregoing.....	2.5%	12.1%	35%	2.5%	9.2%

Tariff arrangements and foreign countries of export:

Most Favoured Nation: Denmark, Italy, Japan, United States  
Most Favoured Nation or UK and Ireland Tariff: United Kingdom

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

Department of National Revenue (Tél: (613) 996-6595)  
Tariff Programs  
Customs and Excise  
Ottawa, Ontario  
K1A 0L5

FOREIGN COUNTRIES

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

Trade Information Centre (Tel: (613) 993-6435)  
International Bureaux  
Department of External Affairs  
Ottawa, Ontario  
K1A 0G2

