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IMPORT ANALYSIS

REFRIGERATED COMPRESSED AIR DRYERS

JANUARY TO DECEMBER 1984



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

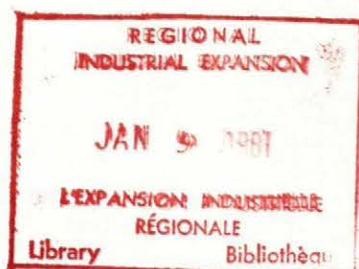
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- REFERENCES: (1) Customs Tariff: Item 42700-1
- (2) Canadian International Trade
 Classification (Cat. #65-502E,
 Statistics Canada)
- (3) Imports by Commodities
 (Cat. #65-007, Statistics Canada)
 Commodity Code 509-83-89

SECTION I

SCOPE OF ANALYSIS

This analysis is based on a detailed examination of Revenue Canada, Customs and Excise, import documents for the period January to December 1984, covering imports classified to Canadian International Trade Classification Import Commodity Code 509-83-89, described as:.

"Drying Machinery, Industrial, not elsewhere specified."

SECTION II

ANALYSIS OF IMPORTS

Imports of refrigerated compressed air dryers during the period January to December 1984 totalled 193 units valued at \$538,662.

Imported refrigerated air dryers ranged in price from \$200 to \$22,000 each.

IMPORT SUMMARY

<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (<u>\$</u>)	<u>% of Total</u> <u>Value</u>
Up to 3,000	123	64	160,944	30
3,001 to 7,000	60	31	272,397	50
Over 7,000	<u>10</u>	<u>5</u>	<u>105,321</u>	<u>20</u>
	193	100	538,662	100

The refrigerated air dryers shown in Table 1 varied in capacity range from 5 to 3,000 standard cubic feet per minute (SCFM).

ANALYSIS OF IMPORTS (continued)

Refrigerated compressed air dryers with a price range of up to \$3,000 made up 64 per cent of the quantity (see Table 2).

All imports originated from the United States and 82 per cent of imports by value entered Ontario ports (see Figure II, page 8).

Imports totalling \$82,535, or 15 per cent of the analyzed value, could not be identified according to capacity size due to inadequate document description (see Table 1).

Of the \$538,662 of imports, the top three importers accounted for \$401,369 or 75 per cent of the total value (see Table 3). During the period covered in this report, exchange rates for the U.S. dollar varied from \$1.245 to \$1.335.

Full details of the analysis are provided in the tables and figures, pages 5-8.

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.

TABLE 1

IMPORTS OF REFRIGERATED COMPRESSED AIR DRYERS - BY CAPACITY

JANUARY TO DECEMBER 1984

<u>Flow Capacity(1)</u> <u>(SCFM)(2)</u>	<u>Quantity</u> <u>(No.)</u>	<u>Average</u> <u>Unit Price</u> <u>(\$)</u>	<u>Total</u> <u>Value</u> <u>(\$)</u>
Up to 30	23	636	14,621
35 to 50	16	827	13,237
65 to 100	14	2,297	32,164
125 to 200	21	2,517	52,849
225 to 250	3	3,220	9,660
275 to 350	21	2,698	56,657
400 to 500	20	4,312	86,239
550 to 800	13	6,342	82,443
1000 to 3000	12	9,021	108,257
Not indicated	<u>50</u>	<u>1,651</u>	<u>82,535</u>
	193	2,791	538,662

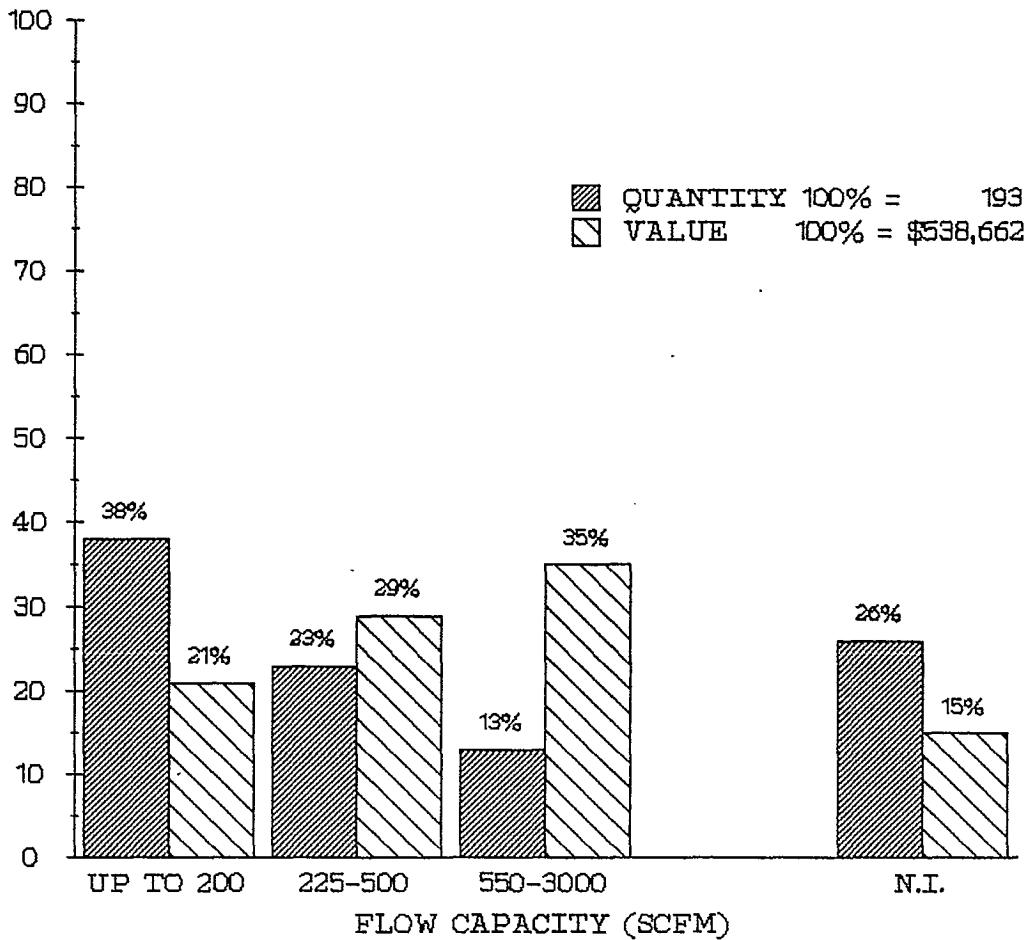
(1) In order to protect confidentiality of these transactions,
individual capacities are not shown.

(2) SCFM = Standard cubic feet per minute

FIGURE I

REFRIGERATED COMPRESSED AIR DRYERS
IMPORT DISTRIBUTION BY CAPACITY
JANUARY TO DECEMBER 1984

PER CENT
OF TOTAL



ALL PERCENTAGE FIGURES ARE ROUNDED

N.I. = NOT INDICATED

SOURCE: TABLE 1

TABLE 2

IMPORTS OF REFRIGERATED COMPRESSED AIR DRYERS - BY PRICE RANGE

JANUARY TO DECEMBER 1984

<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Average</u> <u>Unit Price Range</u> (<u>\$</u>)
Up to 500	8	2,936	367
501 to 1,000	38	27,958	736
1,001 to 2,000	53	73,003	1,377
2,001 to 3,000	24	57,047	2,377
3,001 to 4,000	32	112,917	3,529
4,001 to 5,000	9	42,963	4,774
5,001 to 6,000	8	44,958	5,620
6,001 to 7,000	11	71,559	6,505
Over 7,000	<u>10</u>	<u>105,321</u>	10,532
	193	538,662	

TABLE 3

IMPORT MARKET CONCENTRATION

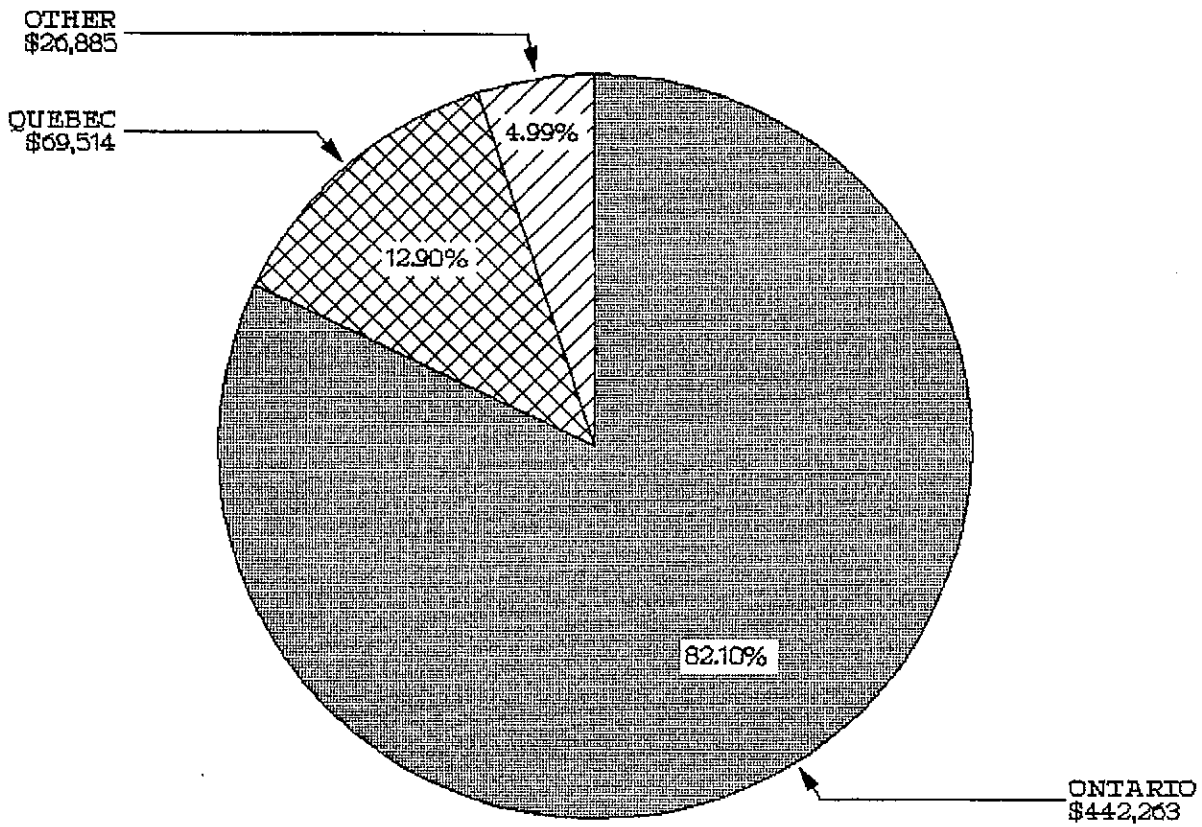
<u>Importers</u>	<u>Cumulative</u> <u>Quantity</u> (<u>No.</u>)	<u>Cumulative</u> <u>Value</u> (<u>\$</u>)	<u>% of Total Value</u>
Top 3	153	401,369	75
Top 6	169	470,268	87
Top 10	186	513,858	95

NOTE: All percentage figures are rounded.

FIGURE II

REFRIGERATED COMPRESSED AIR DRYERS BY PROVINCE OF ENTRY

JANUARY TO DECEMBER 1984



PERCENTAGE OF VALUE 100% = \$538,662

OTHER: Includes Manitoba & British Columbia

SOURCE: Own Survey

SECTION III

CANADIAN IMPORTERS

Importers of refrigerated compressed air dryers during the period January to December 1984, as indicated in Section II, are listed below in alphabetical order:

NAME

ADDRESS

Atlas-Copco Canada Inc.	Dorval, Quebec
Canadian Air Compressor	Toronto, Ontario
Compair Canada Ltd.	Mississauga, Ontario
Les Compresseurs Gelinas Inc.	Montreal, Quebec
Les Compresseurs Lavoie Ltée	Vimont, Laval, Quebec
Leslie Air Inc.	Mississauga, Ontario
Mandem Inc.	Winnipeg, Manitoba
Prolew (Quebec) Ltd.	Montreal, Quebec
Rotair Industries Ltd.	Burnaby, B.C.
Royal Fluid Power Ltd.	Burlington, Ontario
Skeans Eng. & Machine Ltd.	Vancouver, B.C.
Storrington Industries	Pickering, Ontario
Sullair Quebec	Beloeil, Quebec
Thunder Bay Hydraulics Ltd.	Thunder Bay, Ontario
Van Air Dryers Ltd.	Oakville, Ontario

SECTION IV

FOREIGN EXPORTERS TO CANADA

Exporters to Canada of refrigerated compressed air dryers shown in Section II of this report are listed below in descending order of value.

NAME

ADDRESS

Comp Air Kellog	Kingston, NH
Wilkerson Corp.	Englewood, CO
Pneumatech Inc.	Kenosha, WI
Pioneer Air Systems Inc.	Wartburg, TN
Pure-Aire Inc.	Charlotte, NC
Van Air Systems Inc.	Lake City, PA
Air/Tak Inc.	Worthington, PA
Deltech Engineering Inc.	New Castle, DE
Zeks Air Drier Corp.	Malvern, PA
Hankinson Corp.	Canonsburg, PA

SECTION V

CANADIAN PRODUCTION

According to Statistics Canada, refrigerated compressed air dryers are made in Canada. However, for reasons of confidentiality, separate data on production or shipments by Canadian manufacturers are not available.

The Canadian Trade Index, issued by the Canadian Manufacturers' Association, indicates that there are at least two manufacturers of refrigerated air dryers in Canada:

De Vilbiss (Canada) Limited, Barrie, Ontario.

T.G. Air Dryers, Division of Thomson-Gordon Ltd.,
Burlington, Ontario.

SECTION VI

CANADIAN AND FOREIGN TARIFFS

CANADA

Refrigerated compressed air dryers 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. & Ireland</u>
42700-1	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith;					
	parts of the foregoing.....1984	2.5%	12.1%	35%	2.5%	9.2%
1985	2.5%	10.7%	35%	2.5%	9.2%

Tariff arrangements and foreign countries of export:

Most favoured Nation: United States

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

Tariff Programs (Tel: 613-996-6595)
Revenue Canada
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
External Affairs
Ottawa, Ontario
K1A 0G2

