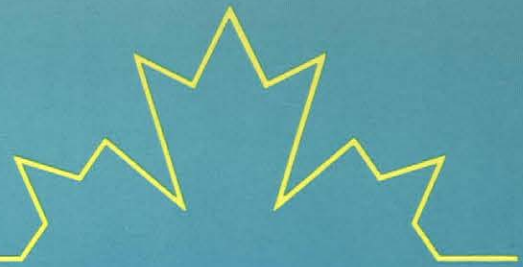


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IMPORT ANALYSIS

Market Research Support

SUMP PUMPS

APRIL, MAY AND JUNE 1986

Pub. No.: 87021-RR January 1988



Government
of Canada

Regional Industrial
Expansion

Gouvernement
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SUMP PUMPS

APRIL, MAY AND JUNE 1986

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EXPLANATORY NOTES

Method

The data shown in this analysis is 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 is 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

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada

FOR MORE INFORMATION PLEASE CONTACT:

Market Information and Analysis Division
Market Development Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

OR

Energy Equipment Division
Surface Transportation and
Machinery Branch
Department of Regional Industrial
Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3193

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IMPORT ANALYSIS

SUMP PUMPS

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 sump pumps is based on a detailed examination of Revenue Canada Customs import documents for the period April to June 1986. The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analysed:

508-50-63 Pump, Sump Type, Power

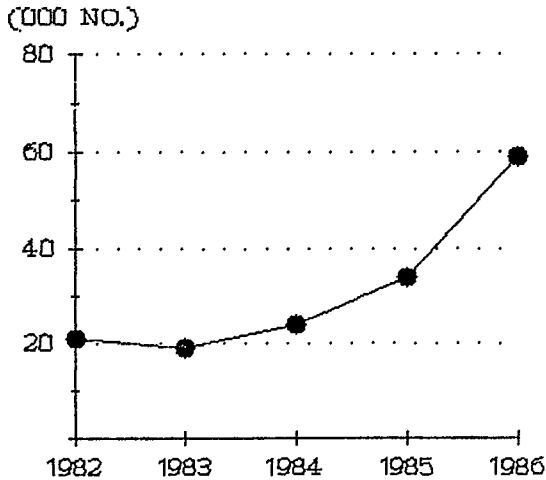
Total figures in this report do not correspond to those published by Statistics Canada. The differences are explained in Appendix H.

In addition, at the request of the client, another category, that of 508-50-66 "Pumps, Submersible, portable, powered", was analysed for a different 3-month time period (i.e. July to September 1986) than the category above. Many of the same types and power ranges of pumps were found in both categories but, as different time periods had been analysed, they could not be summarized together. As a result, conclusions for the latter category have been shown separately in the Addendum to this report on page 19. However, it does appear that the Sump Pumps class consisted primarily of pumps under 3 HP, whereas almost 50 per cent in the submersible pumps class were 3 HP and above.

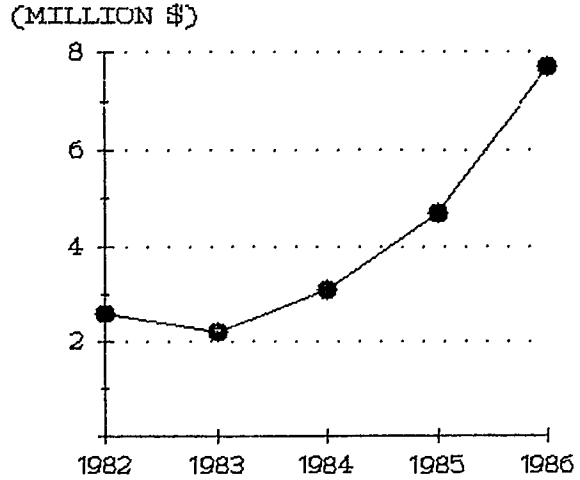
II. IMPORT TRENDS

During the years 1982 to 1986 imports of sump pumps increased at an average annual rate of 29 per cent in quantity and 31 per cent in value. The percentage change for the last two years was much higher, reaching 73 per cent in quantity and 62 per cent in terms of value.

QUANTITY



VALUE



	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>Average Annual Growth Rate %</u>	<u>% Change 1985-1986</u>
Quantity (No.)	20 924	19 289	23 731	33 983	58 726	29	73
Value (\$000)	2 598	2 210	3 088	4 732	7 681	31	62

The quarterly comparison indicates that there was an increase of 87 per cent in quantity and 53 per cent in dollar value between the two corresponding periods.

Note that figures in the remainder of the analysis do not correspond exactly to the above as explained in the Reconciliation, Appendix H.

QUARTERLY COMPARISON
APRIL, MAY AND JUNE 1985 and 1986

<u>1985</u>		<u>1986</u>		<u>% Change</u>	
<u>Quantity (No.)</u>	<u>Value (\$000)</u>	<u>Quantity (No.)</u>	<u>Value (\$000)</u>	<u>Quantity</u>	<u>Value</u>
9 231	1 436	17 334	2 202	87	53

III. ANALYSIS OF IMPORTS

Imports of pumps included in this analysis for the period April, May and June 1986, totalled 15 272 units, valued at \$1.8 million.

Sump/submersible pumps were the dominant type of import, with 10 378 units (68 per cent) valued at \$1 294 757 (72 per cent). In the sump/submersible group, about 4 100 pumps of 1/4 horsepower were imported, and 5 200 in the 1/3 to 1/2 HP range. These pumps were valued at totals of \$320 000 and \$806 000 respectively. Imports of sump/submersible pumps of power .6 HP and over were 617 units with a value of \$142 000. Further details on imports of pumps by type and by horsepower are provided in Appendix A.

As shown below the majority of pumps were made of cast iron with 69 per cent of the quantity and total 74 per cent of the total value. Plastic was of some importance in the small-to-medium HP sump/submersible units, but was not used in items over 0.6 HP. In the 1/4 to 1/2 HP range, plastic products had unit costs roughly half those of cast iron products.

SUMMARY OF IMPORTS BY MATERIAL
APRIL, MAY AND JUNE 1986

<u>Material</u>	<u>Quantity</u> (No.)	<u>% of</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of</u> <u>Value</u>
Cast Iron	10 506	69	1 332	74
Plastic	3 409	22	249	14
Bronze/Brass	43	*	11	1
Not Identified *	<u>1 314</u>	<u>9</u>	<u>202</u>	<u>11</u>
Total Imports	15 272	100	1 795	100

* Imports totalling \$202 433, or 11 per cent of the analysed value, could not be identified according to material due to inadequate document description.

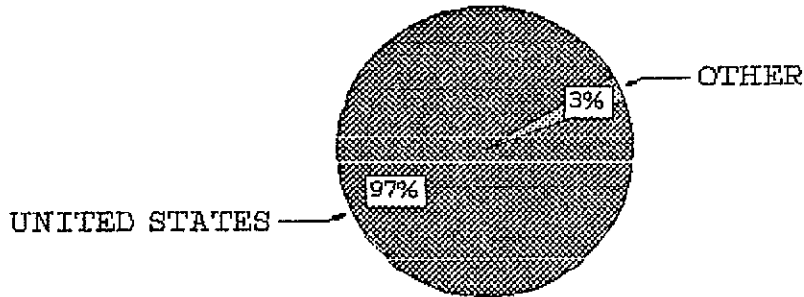
SUMMARY OF IMPORTS - BY UNIT PRICE RANGE
APRIL, MAY AND JUNE 1986

<u>Unit Price</u> <u>Range</u> (\$)	<u>Quantity</u> (No.)	<u>% of</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of</u> <u>Value</u>
Up to 125	11 329	74	877	48
125 to 300	3 481	23	709	40
301 to 500	398	2	149	1
Over 500	<u>64</u>	<u>*</u>	<u>60</u>	<u>*</u>
Total Imports	15 272	100	1 795	100

Pumps with a unit value of less than \$300 represent ninety-seven per cent of the total quantity. Pumps under \$125 account for 74 per cent by quantity and 48 per cent by value of the total import market. Average unit prices for 1/4 HP sump/submersible pumps were \$78, and in the 1/3 to 1/2 HP range average prices were \$155 per unit. In sizes 3/4 HP and over, average unit prices were \$443. See also the detailed table Appendix C.

IMPORTS OF PUMPS - APRIL, MAY AND JUNE 1986
BY COUNTRY OF ORIGIN AND BY PROVINCE OF CONSIGNEE

COUNTRY OF ORIGIN

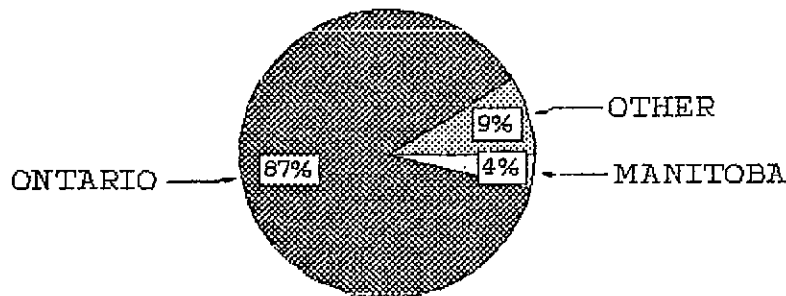


100% = \$1.8 MILLION

The United States was the dominant source of imports of pumps during the period April, May and June 1986, accounting for 97 per cent of the total import value.

Other countries exporting to Canada include the following in order of value: Italy, Japan and the United Kingdom. A detailed list of major foreign exporters to Canada, in descending order of value, is shown in Appendix E.

PROVINCE OF CONSIGNEE



100% = \$1.8 MILLION

Ontario was the major province of consignee, accounting for 87 per cent of the total import value. Manitoba accounted for 4 per cent. Imports to consignees in other provinces in order of value are Québec, British Columbia, Alberta and Saskatchewan; together they accounted for 9 per cent of the total imports.

IMPORT MARKET CONCENTRATION

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Quantity (No.)</u>	<u>% of Total Quantity</u>	<u>Cumulative Value (\$)</u>	<u>% of Total Value</u>
3	12 259	80	1 518 930	84
6	13 969	91	1 639 164	91
All Consignees (37)	15 272	100	1 795 029	100

There were at least 37 known consignees/importers of pumps coded under import commodity code 508-50-63 during the period April, May and June 1986. The first three consignees/importers had imports of at least \$250 000 each during that period. Of the principal six consignees/importers, three were located in Ontario, and one each in Manitoba, Québec and Alberta, in that order, according to value. A detailed list of importers, in alphabetical order, is shown in Appendix D.

IV. CANADIAN PRODUCTION

Statistics Canada reports shipments of sump pumps by Canadian manufacturers as follows:

	<u>1983 (\$000)</u>	<u>1984* (\$000)</u>
Sump, household	4 760	6 268
Sump, industrial	19 426	43 553

* Latest year available

Enquiries concerning Canadian production should be directed to:

Statistics Canada
 Industry Division
 Census of Manufactures Section
 R. H. Coats Building
 Holland Avenue & Scott Street
 Tunney's Pasture
 K1A 0T6
 Telephone: (613) 951-9835

V. MARKET SUMMARY

The pump manufacturing sector in Canada consists of approximately 75 companies engaged in the manufacture of a wide variety of pumps. Sector employment is in the order of 2500 people. In 1986, the sector had domestic shipments estimated to be in excess of \$295 million and imports of \$251 million. The industry draws upon a wide variety of Canadian sub-suppliers for its requirements in steel, castings, motors, couplings, seals and other components, and is generally self-sufficient in Canada, in terms of sourcing its requirements.

The submersible pump market in Canada is served by several Canadian manufacturers primarily engaged in manufacturing industrial submersible pumps for use in municipal, industrial and construction industry applications. The high level of imports of pumps valued at under \$300 suggests that the sector presents an opportunity for import replacement. Interested manufacturers should also consider potential export market opportunities.

IMPORTS OF SUMP PUMPS - BY TYPE, HORSEPOWER AND MATERIAL
APRIL, MAY AND JUNE 1986

<u>PUMP/TYPES</u>	<u>TOTAL</u>		<u>Cast Iron</u>		<u>Bronze/Brass</u>		<u>Plastic</u>		<u>Not Identified</u>	
	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)
<u>Sump/Submersible</u> (Horsepower HP*)										
1/32 to 1 1/4	342	22 000	-	-	-	-	342	22 000	-	-
1/4	4 109	319 598	3 581	283 102	-	-	476	33 268	52	3 228
1/3	1 932	186 230	980	117 966	32	4 276	818	57 100	102	6 888
4/10 and 1/2	3 272	619 840	2 819	574 284	11	6 475	400	36 344	42	2 737
6/10	351	23 613	23	8 196	-	-	326	14 086	2	1 331
3/4 and 1	187	72 631	186	72 042	-	-	-	-	1	589
1.5, 2 and 3	66	31 945	66	31 945	-	-	-	-	-	-
5 and 7.5	13	13 285	13	13 285	-	-	-	-	-	-
N.F.I.**	<u>106</u>	<u>5 615</u>	-	-	-	-	<u>104</u>	<u>5 184</u>	<u>2</u>	<u>431</u>
Sub-Total - Sump/Submersible	10 378	1 294 757	7 668	1 100 820	43	10 751	2 466	167 982	201	15 204
<u>Sump</u>										
1/10 to 1/2	3 769	304 599	2 826	223 095	-	-	943	81 504	-	-
N.F.I.**	<u>36</u>	<u>11 082</u>	-	-	-	-	-	-	<u>36</u>	<u>11 082</u>
Sub-Total - Sump	3 805	315 681	2 826	223 095	-	-	943	81 504	36	11 082
<u>Type Not Indicated</u>										
1/3, 1/2, 3/4, 1, 1 1/2, 2	542	106 967	6	2 487	-	-	-	-	536	104 480
3, 5, 10	8	8 534	3	4 037	-	-	-	-	5	4 497
N.F.I.**	<u>539</u>	<u>69 090</u>	-	-	-	-	-	-	<u>539</u>	<u>69 090</u>
Sub-Total - Type Not Indicated	<u>1 089</u>	<u>184 591</u>	<u>9</u>	<u>6 524</u>	-	-	-	-	<u>1 080</u>	<u>178 067</u>
GRAND TOTAL	15 272	1 795 029	10 506	1 332 359	43	10 751	3 409	249 486	1 314	202 433

* Aggregated in order to preserve confidentiality of Canadian importers

** N.F.I. Not further identified

IMPORTS OF SUMP PUMPS - AVERAGE UNIT PRICES
APRIL, MAY AND JUNE 1986
 (\$)

<u>PUMP/TYPES</u>	<u>Average Unit Price</u>	<u>Cast Iron</u>	<u>Bronze/Brass</u>	<u>Plastic</u>	<u>Not Identified</u>
<u>Sump/Submersible</u> (Horsepower HP*)					
1/32 to 11/64	64.33	-	-	64.33	-
1/4	77.78	79.06	-	69.89	62.08
1/3	96.39	120.37	133.62	69.80	67.53
4/10 and 1/2	189.44	203.72	588.64	90.86	65.17
6/10	67.27	356.35	-	43.21	665.50
3/4 and 1	388.40	387.32	-	-	589.00
1.5, 2 and 3	484.02	484.02	-	-	-
5 and 7.5	1 021.92	1 021.92	-	-	-
N.F.I.**	<u>52.97</u>	<u>-</u>	<u>-</u>	<u>49.85</u>	<u>215.50</u>
Sub-Total - Sump/Submersible	124.76	143.56	250.02	68.12	75.64
<u>Sump</u>					
1/10 to 1/2	80.82	78.94	-	86.43	-
N.F.I.**	<u>307.83</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>307.83</u>
Sub-Total - Sump	82.96	78.94	-	86.43	307.83
<u>Type Not Indicated</u>					
1/3, 1/2, 3/4, 1, 1 1/2, 2	197.36	414.50	-	-	194.93
3, 5, 10	1 066.75	1 345.67	-	-	899.40
N.F.I.**	<u>128.18</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>128.18</u>
Sub-Total - Type Not Indicated	<u>169.51</u>	<u>724.89</u>	<u>-</u>	<u>-</u>	<u>164.88</u>
GRAND TOTAL	117.54	126.82	250.02	73.18	154.06

* Aggregated in order to preserve confidentiality of Canadian importers

** N.F.I. Not further identified

IMPORTS OF SUMP PUMPS - BY PRICE RANGE
APRIL, MAY AND JUNE 1986

<u>Unit Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Average Unit Price</u> (<u>\$</u>)
Up to 50	367	14 056	38.30
Over 50 to 75	3 731	244 142	65.44
Over 75 to 100	5 936	470 764	79.31
Over 100 to 125	1 295	148 234	114.47
Over 125 to 150	189	25 610	135.50
Over 150 to 200	1 760	322 806	183.41
Over 200 to 250	1 002	213 622	213.20
Over 250 to 300	530	147 084	277.52
Over 300 to 350	119	38 352	322.29
Over 350 to 400	138	50 620	366.81
Over 400 to 500	141	59 914	424.92
Over 501 to 1 000	45	33 402	742.27
Over 1 000	<u>19</u>	<u>26 423</u>	<u>1390.68</u>
GRAND TOTAL	15 272	1 795 029	117.54

CANADIAN IMPORTERS

Importers of pumps during the period April, May and June 1986, 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.

<u>Name</u>	<u>Address</u>
Allied Electric Motor & Pump Ltd.	Winnipeg, Man.
Bartle & Gibson Co. Ltd.	Surrey, B.C.
Brim Pumps & Systems Ltd.	Mississauga, Ont.
Cimco, Div. of Toromont Ltd.	Toronto, Ont.
Comairco Equip. Ltd.	Downsview, Ont.
Consolidated Waterforce Dist. Ltd.	Richmond, B.C.
Davies Electric Co. Ltd.	Saskatoon, Sask.
Del's Electric Motor Supply Ltd.	Winnipeg, Man.
Deltaquip Supplies Ltd.	Burnaby, B.C.
Ditiltic Inc.	Longueuil, Qué.
Electric Motor Service Ltd.	Edmonton, Alta.
F.E. Myers (Canada) Ltd.	Kitchener, Ont.
Goulds Pumps Canada Inc.	Kitchener, Ont.
GSW Inc. Pump, Div.	Bramalea, Ont.
	Fergus, Ont.
Home Hardware Stores Ltd.	St-Jacobs, Ont.
Intermann Marine Marketing Ltd.	Vancouver, B.C.
L.K. Metal Products Co. Ltd.	Windsor, Ont.
Marley Pump Canada Inc.	Brampton, Ont.
McPherson & Thom Ltd.	Calgary, Alta.
Monarch Industries Ltd.	Winnipeg, Man.
Montgomery Elevator Co. Ltd.	Islington, Ont.
Nedco Supplies Ltd.	Montréal, Qué.
Pompco (1983), Inc.	Victoriaville, Qué.
Pumps & Power Ltd.	Vancouver, B.C.
Refrigerative Supply Ltd.	Vancouver, B.C.
Renown Industries Ltd.	Edmonton, Alta.
Simer Pump of Canada Inc.	Mississauga, Ont.
Snowdon Electric Motor Ltd.	Montréal, Qué.
Steam & Industrial Equip. Ltd.	Dorval, Qué.
Stoker Pompe Inc.	Montréal, Qué.
Wajax Industries Ltd.	Edmonton, Alta.
Westburne Supply Winnipeg Ltd.	Winnipeg, Man.
Western Supplies Ltd.	Winnipeg, Man.
Wilron Equip. Co. Ltd.	Edmonton, Alta.
Windsor Factory Supply Ltd.	Windsor, Ont.
Windsor Pump Co. Ltd.	Windsor, Ont.
Yamaha Motor Canada Ltd.	North York, Ont.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of sump pumps, with total shipments of \$12 000 and over, are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 98 per cent of the total analysed value of \$1 795 029.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> <u>(\$000)</u>
Marley Pump Co.	Ashland, OH	United States)	
Wayne Home Equip. Co.	Fort Wayne, IN	United States)	1 505*
FE Myers Co.	Ashland, OH	United States)	
R.W. Beckett Corp.	Elyria, OH	United States)	
Little Giant Pump Co.	Oklahoma, OK	United States)	116*
Zoeller Co.	Louisville, KY	United States	41
Interpump S.P.A.	Reggio E.	Italy)	
Yamaha Motor Co. Ltd.	Shizuoka-ken	Japan)	56*
Goulds Pumps Inc/WSD	Seneca Falls, NY	United States)	
Simer International Inc.	Minneapolis, MN	United States	16
Mueller Pump Co.	Conway, AR	United States)	
Aqua-Not Enterprises Inc.	Chicago, IL	United States)	28*

* 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 Department of Regional Industrial Expansion (DRIE) 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.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity codes.

508-50-63 Pump, Sump Type, Power

<u>Name</u>	<u>Address</u>
Albany Pump Co. Ltd.	Downsview, Ont.
Burke Manufacture de Système à eau Inc.	Dollard-des-Ormeaux, Qué.
Dynesco Inc.	Toronto, Ont.
Entreprise Fibre de Verre Vigeant Inc.	Saint-Mathias, Qué.
Ersco Mfg. Inc.	Calgary, Alta.
GSH Water Products Co.	Fergus, Ont.
Lucas Ind. Canada Ltd. Aerospace Div.	Montréal, Qué.
Peters Machine Shop	Plum Coulie, Man.
PompcO (1983) Inc.	Victoriaville, Qué.
* Pumps & Softeners Ltd.	London, Ont.
Ramsay Machine Works Ltd.	Victoria, B.C.
Sifton Concrete & Fibreglass Products	Sifton, Man.
* Smart Turner Ltd.	Hamilton, Ont.
Zedex Products Inc.	Markham, Ont.

* Company engaged in export trade

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Telephone: (613) 954-5031
Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Pumps, Sump

(not necessarily the products described in this report)

<u>Name</u>	<u>Address</u>
Albany Pump Co. Ltd.	Downsview, Ont.
Armstrong, S.A. Ltd.	Toronto, Ont.
Atlas Engineering & Machine Co. Ltd.	Toronto, Ont.
* Borg-Warner (Canada) Ltd., Byron Jackson Div.	Scarborough, Ont.
Canadian Blower/Canada Pumps Ltd.	Kitchener, Ont.
Crown Pump Ltd.	Stoney Creek, Ont.
* Darling Duro Ltd.	Montréal, Qué.
* GSW Water Products Co.	Fergus, Ont.
Gorman-Rupp of Canada Ltd.	St. Thomas, Ont.
ITT Fluid Products Canada, a Division of ITT Industries of Canada Ltd.	Guelph, Ont.
* Ingersoll-Rand Canada Inc.	Montréal, Qué.
Jacuzzi Canada, Division of Kidde Canada Ltd.	Rexdale, Ont.
Johnston Pump of Canada, a Div. of Johnston Pump/General Valve Canada Inc.	Rexdale, Ont.
Leitch, Arthur S. Co. Ltd. The, Marley Pump Co., The, Pumps & Power Ltd.	Midland, Ont. Brampton, Ont. Vancouver, B.C.
* Pumps & Softeners Ltd.	London, Ont.
Pumptron Industries Inc.	Ajax, Ont.
Sala Machine Works Ltd.	Mississauga, Ont.
Scarboro Pump Mfg. Co. Ltd.	Scarborough, Ont.
Smart Turner Ltd.	Hamilton, Ont.
Wicor Canada Inc.	Mississauga, Ont.
* Worthington Pump Div., Dresser Canada Inc.	Brantford, 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
Telephone: (416) 363-7261
Telex: 065-24693

CANADIAN AND FOREIGN TARIFFS

Pumps included in this analysis were dutiable under the following most commonly applied tariff item.

Tariff Item	Description	Tariff Treatment				
		British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %
42701-01	Articles which otherwise would be classified under tariff items 42700-01 to 42700-04, namely: compressor sets, electricity generating sets, fork lift trucks front-end loaders or tractor shovels, gear reducers, pumps and pump sets, motor operated valves, positive displacement blowers and vacuum pumps, metal working lathes, metal working milling machines, cutting tools for use with metal working machines, articulated folding boom-type cranes designed for mounting on trucks; accessories, attachments and control equipment for use therewith; parts of the foregoing:					
	1986	2.6	10	35	2.6	-
	on and after January 1987	2.6	9.3	35	2.6	-

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Italy, Japan and the United States

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

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) 954-6993

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

RECONCILIATION

The value reported in this analysis does not correspond to official Statistics Canada figures for various reasons. Imports of pumps during the period April, May and June 1986, as reported on documents analysed in this report amounted to \$1 795 029. Reconciliation of the two total figures is as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents not available for analysis	20
Documents referring to products which should have been classified elsewhere	387
Total values reported in this import analysis	<u>1 795</u>
Total values accounted for as above	2 202
Total values published by Statistics Canada	2 202

ADDENDUM

PUMPS SUBMERSIBLE, PORTABLE, POWERED

JULY, AUGUST AND SEPTEMBER 1986

ADDENDUM

As explained in section I of all our reports "Introduction and Scope", the coverage of an import analysis is developed in close consultation with the client and is tailored to meet those specific requirements.

At the request of the client this addendum analysing goods imported from the C.I.T.C. import commodity code number 508-50-66 "Pumps, submersible, portable, powered" has been added.

Imports of pumps included in this category for the period July, August and September 1986 totalled 9 374 units, valued at \$1.8 million. As with the Sump Pumps category, the major type of pump found in this category was sump/submersible.

The major breakdown of pumps by type is as follows:

	<u>(No.)</u>	<u>(\$,000)</u>
Sump/submersible	5 833	1 137
Sump	69	2
Submersible	1 057	131
Submersible Well	1 371	392
Not Indicated	<u>1 044</u>	<u>174</u>
	9 374	1 836

Imports from the United States predominated. A detailed table by type and horsepower is provided in the following pages, as are a list of foreign exporters to Canada and a list of all Canadian importers.

IMPORTS OF COMMODITY CODE NUMBER 508-50-66 "PUMPS, SUBMERSIBLE, PORTABLE, POWERED"

JULY, AUGUST AND SEPTEMBER 1986

PUMP/TYPES

<u>Sump/ Submersible</u> (Horsepower HP*)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>CAST IRON</u>		<u>BRONZE/BRASS</u>		<u>PLASTIC</u>		<u>NOT INDICATED</u>	
			<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)
1/200 to 1/140	1 500	47 094	-	-	-	-	1 476	46 235	24	859
1/60 to 1/6	1 363	67 062	-	-	-	-	1 222	58 961	141	8 101
1/4	910	61 168	303	21 059	-	-	466	33 088	141	7 021
1/3	742	107 376	599	96 844	12	1 607	72	3 989	59	4 936
1/2	299	43 642	244	37 077	3	986	12	1 256	40	4 323
3/4 and 1	133	48 260	82	28 845	-	-	8	393	43	19 022
1.5 to 10	653	302 076	359	132 319	-	-	-	-	294	169 757
Over 10	191	434 821	83	200 591	-	-	-	-	108	234 230
-	42	25 234	17	9 268	-	-	4	525	21	15 441
Sub-Total - Sump/ Submersible	5 833	1 136 733	1 687	526 003	15	2 593	3 260	144 447	871	463 690
<u>Sump</u>										
1/70 to 1/5	69	1 987	-	-	-	-	54	1 350	15	637
<u>Submersible</u>										
-	1 057	130 767	-	-	-	-	-	-	1 057	130 767
<u>Submersible Well</u>										
1/5 to 1/3	265	37 523	125	8 864	7	1 761	42	8 871	91	18 027
1/2	504	77 274	244	24 228	77	17 023	22	4 377	161	31 466
3/4	152	59 117	5	970	23	7 903	54	12 824	70	37 420
1	75	21 116	5	1 339	16	4 961	39	11 454	15	3 362
1.5	17	5 436	8	2 031	-	-	7	2 654	2	751
2	24	8 929	11	2 752	3	1 582	4	2 091	6	2 504

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF COMMODITY CODE NUMBER 508-50-66 "PUMPS, SUBMERSIBLE, PORTABLE, POWERED"

JULY, AUGUST AND SEPTEMBER 1986

PUMP/TYPES

Submersible Well (Horsepower HP*)	Quantity (No.)	Value (\$)	CAST IRON		BRONZE/BRASS		PLASTIC		NOT INDICATED	
			Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
3 and 5	140	30 648	130	19 619	4	2 852	4	2 928	2	5 249
Over 10	23	39 538	22	37 207	-	-	-	-	1	2 331
-	<u>171</u>	<u>112 518</u>	<u>9</u>	<u>16 764</u>	<u>6</u>	<u>659</u>	<u>-</u>	<u>-</u>	<u>156</u>	<u>95 095</u>
Sub-Total - Submersible Well	1 371	392 099	559	113 774	136	36 921	172	45 199	504	196 205
<u>Type - Not Indicated</u>										
1/166 to 1.5	468	42 210	-	-	36	2 412	425	37 244	7	2 554
-	<u>576</u>	<u>131 548</u>	<u>16</u>	<u>41 859</u>	<u>4</u>	<u>676</u>	<u>-</u>	<u>-</u>	<u>556</u>	<u>89 013</u>
Sub-Total - Type Not Indicated	1 044	173 758	16	41 859	40	3 088	425	37 244	563	91 567
GRAND TOTAL	9 374	1 835 344	2 262	681 636	191	42 602	3 911	228 240	3 010	882 866

* Aggregated in order to preserve confidentiality of Canadian importers.

Pub. No. 87021-RR

CANADIAN IMPORTERS

Importers of pumps during the period July, August and September 1986, as indicated in this addendum, 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.

<u>Name</u>	<u>Address</u>
Acklands Ltd.	Edmonton, Alta.
Anderson Pump House Ltd.	Battleford, Sask.
Aztec Industries Ltd.	Regina, Sask.
Bell Canada Ltd.	North York, Ont.
Booth Dispensers	Ajax, Ont.
Braeloch Equip. Ltd.	Kelowna, B.C.
C & F Installations	Saskatoon, Sask.
CGTX Inc.	Moose Jaw, Sask.
Canadian Pumpex Dist. Ltd.	Winnipeg, Man.
Claesen Pumps Ltd.	Bradford, Ont.
D & R Garden Supply Ltd.	Oakville, Ont.
D.S.S.I. Import-Export Inc.	Mississauga, Ont.
Davies Elec. Co. Ltd.	Calgary, Alta.
	Saskatoon, Sask.
Del's Electric Motor Supply Ltd.	Winnipeg, Man.
Delaval Turbo Canada Ltd.	Mississauga, Ont.
Dongens Nurseries Ltd.	Mississauga, Ont.
Duro Pump & Softeners Ltd.	London, Ont.
ECO Equipment	Anjou, Qué.
EMS Distributor, Div. Electric Motor	Edmonton, Alta.
Electric Motor Service Ltd.	Edmonton, Alta.
F.E. Myers (Canada) Ltd.	Kitchener, Ont.
FLYGT Canada	Pointe-Claire, Qué.
Fleck Bros. Ltd.	Calgary, Alta.
Fountain Place	Scarborough, Ont.
GSW Inc. Pump Div.	Bramalea, Ont.
Goldstream Products Ltd.	Winnipeg, Man.
Gouids Pumps Canada	Kitchener, Ont.
Great West Pumps Ltd.	Edmonton, Alta.
Henri Studios Ltd.	Edmonton, Alta.
Hill Refrigeration Corp.	Barrie, Ont.
Home Hardware Stores Ltd.	Wetaskiwin, Alta.
Hyd-Mech Engineering Ltd.	Woodstock, Ont.
Hydra-Lift Industries Ltd.	Richmond Hill, Ont.
IMP Group Ltd.	Halifax, N.S.
Imperial Optical Co. Ltd.	Toronto, Ont.
J.C. Sharecost Rental & Sales Ltd.	Nanaimo, B.C.
Kohler Ltd.	Cornwall, Ont.
LTS Sales Ltd.	Mississauga, Ont.
Labon Inc.	Boucherville, Qué.
Liquidex Equipment Inc.	Anjou, Qué.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Loudennis Automotive Ltd.	Parry Sound, Ont.
Marley Pump Canada	Brampton, Ont.
Marriott Toronto Airport Hotel	Mississauga, Ont.
Martin Industrial Supplies	St. John's, Nfld.
McPherson & Thom Ltd.	Calgary, Alta.
Mel Boshart Plumbing	Wellesley, Ont.
Modern Bartenders Supply Inc.	Winnipeg, Man.
Moore Water Gardens	Port Stanley, Ont.
Nevtro Sales Ltd.	London, Ont.
Newfoundland Telephone Co. Ltd.	St. John's, Nfld.
Nichemen America Inc.	Chicago, Ill, U.S.*
Ontor Ltd.	Toronto, Ont.
PTM Industries	Downsville, Ont.
Pelsue Inc.	Dollard-des-Ormeaux, Qué.
Pompe et Filtration Inc.	Vanier, Qué.
Power & Mine Supply Ltd.	Winnipeg, Man.
Prairie Water Service Ltd.	Winnipeg, Man.
Princess Auto & Machinery Ltd.	Winnipeg, Man.
Pumps & Softeners Ltd.	London, Ont.
Pumptron Industries	Ajax, Ont.
RNG Equipment Ltd.:	Anjou, Qué.
	Winnipeg, Man.
Rambridge Structure & Design Inc.	Calgary, Alta.
Refrigerative Supply Ltd.	Vancouver, B.C.
Renown Industries Ltd.	Edmonton, Alta.
Rentquip Supply Ltd.	Woodstock, Ont.
Rio Algom Ltd.	East Kemptville, N.S.
Sass Manufacturing Ltd.	Chatham, Ont.
Smith Motor & Pump Shop Ltd.	Truro, N.S.
Stanley Pump Supply Ltd.	Edmonton, Alta.
Stowell, Div. of Stowell Holdings	Edmonton, Alta.
Straight MacKay Ltd.	Pictou, N.S.
TPS Industries	Tillsonburg, Ont.
TRW Pleuger of Canada Ltd.	Rexdale, Ont.
The Plumbfull Warehouse Ltd.	Calgary, Alta.
TransCanada Montwin Ltd.	Montréal, Qué.
United Refrigeration Parts Co. Ltd.	Winnipeg, Man.
Universal Skate Sharpeners Ltd.	Calgary, Alta.
W.D. Lowe Sales Co.	Calgary, Alta.
Wajax Industries Ltd.	Lively, Ont.
Wellmec Inc.	Marieville, Qué.
Werner's Refrigeration Co. Ltd.	Edmonton, Alta.
Westburne Ind. Enterprise	Winnipeg, Man.
Western Marine Co.	Vancouver, B.C.
Western Pump & Machinery Ltd.	Calgary, Alta.
Wicor Canada Inc.	Mississauga, Ont.
Wood G H & Company Ltd.	Toronto, Ont.

* non resident importer

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of imports of pumps extracted from commodity code number 508-50-66 "Pumps, Submersible, portable powered" during the period July, August and September 1986, as shown in this addendum, are listed below in descending order of value. These exporters accounted for 95 per cent of the total analysed value of \$1 835 344.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
FLYGT AB Marley Pump Co.	Emmaboda Ashland, OH	Sweden) United States)*	1 012
Little Giant Pump Co.	Okalhoma, OK	United States	170
FE Myers Co. Goulds Pumps Inc. Sta-Rite Industries Inc.	Ashland, OH Seneca Falls, NY DeIavan, WI	United States) United States)* United States)	257
Webtrol International Inc.	St-Louis, MO	United States	50
AB Grindex TRW Pleuger GmbH FLYGT Werk GmbH	Handen Hamburg Pforzheim	Sweden) F.R.G.)*) F.R.G.)	124
Grundfos Pumps Corp.	Clovis, CA	United States	28
Simer Pump Co. Int. Inc.	Minneapolis, MN	United States	23
ITT Marlow D.S.S.I. Import-Export Prosser Industries Inc.	Longview, TX Kasamatsucho Anaheim, CA	United States) Japan)*) United States)	51
Dempster Industries Inc. Mico USA Inc.	Beatrice, NE Kent, WA	United States) United States)*	25

* Aggregated in order to preserve confidentiality of Canadian importers.

