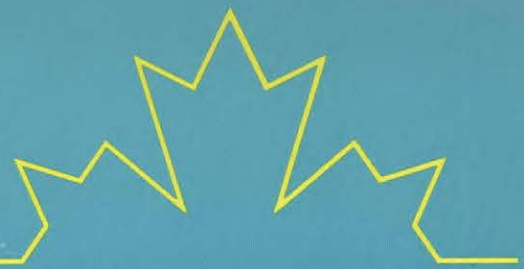


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IMPORT ANALYSIS

Market Research Support

AC MOTORS OVER 200 H.P.

JANUARY TO DECEMBER 1987

Pub. No.: 88013-RR July 1988



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AC MOTORS OVER 200 H.P.

JANUARY TO DECEMBER 1987

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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

Electrical Equipment Division
Surface Transportation and
Machinery Branch
Department of Regional Industrial
Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3262

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IMPORT ANALYSIS

AC MOTORS OVER 200 H.P.

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.

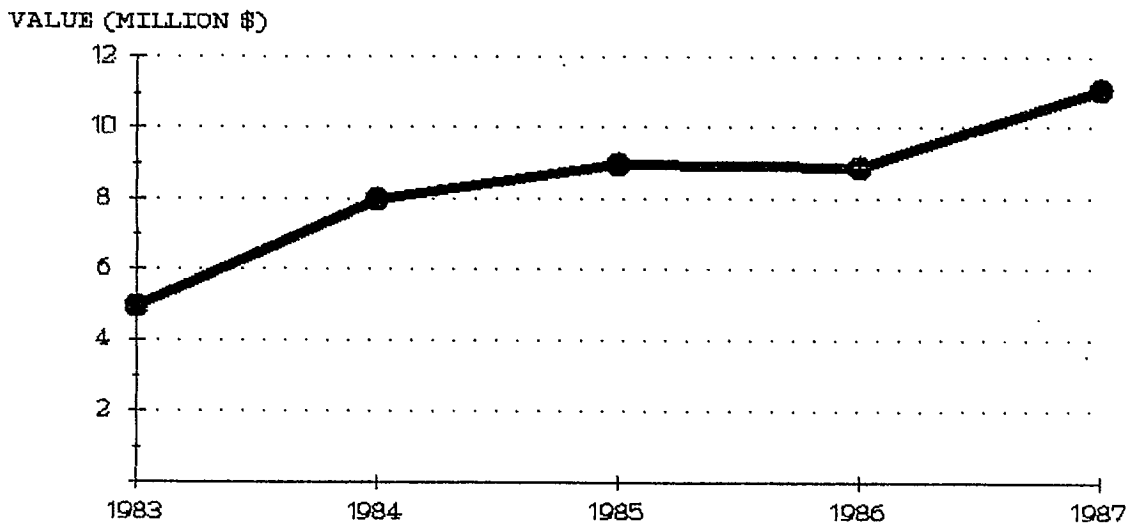
This analysis of imports of alternating current (AC) motors over 200 horsepower (H.P.) is based on a detailed examination of Revenue Canada Customs import documents for the period January to December 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analysed:

503-67-60 Motors, electric, AC over 200 H.P.

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

II. IMPORT TRENDS 1983-1987

<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>Average Annual Growth Rate %</u>	<u>% Change 1986-1987</u>
5.0	8.0	9.0	8.9	11.1	+22	+24



Between 1983 and 1987 the value of imports of AC motors over 200 H.P. grew significantly. It increased from \$5 million to \$11.1 million (an average annual growth rate of 22 per cent). The value of imports was relatively stable from 1984 to 1986, averaging \$8.6 million; however, during 1987 imports increased by 24 per cent over the previous year.

III. ANALYSIS OF IMPORTS

Imports of AC motors over 200 H.P. included in this analysis, for the period January to December 1987, totalled 531 units, valued at \$9.8 million. (Note difference from figure published by Statistics Canada as explained in Appendix J).

Of the total imports, AC motors from 201 to 1000 H.P. represented 395 units or 74 per cent of the total quantity analysed. Of these, 250 HP motors were the principal imports both in terms of quantity and value, with an average unit price of \$7 372. They constituted 13 per cent of total imports. Another large category of imports, comprising more than 13 per cent of the value were 1500 HP motors, with a quantity of only 19. Motors with very high prices are generally used in water treatment plants, power projects, large conveyors, etc. Other imports were ranged fairly evenly amongst different power ranges. (See Appendix A). Imports totalling \$989 000, or 10 per cent of the analysed value, could not be identified according to horsepower due to inadequate document description.

Average unit prices, for each range of horsepower, increased with higher power output. Unit prices for individual horsepower varied significantly depending on the voltage and speed (RPM) of each motor. However, tables on voltage and speed were omitted for reasons of confidentiality. Motors with a unit value of less than \$25 000 represented 81 per cent of the total quantity but only 36 per cent of the total value (see Appendix B).

Used motors are amalgamated with new motors in all tables in this report. There were 33 used motors, valued at \$234 000. (See Appendix C for more detail).

SUMMARY OF IMPORTS
BY RANGE OF POWER OUTPUT (H.P.) AND PRICE RANGE - 1987

Horsepower (range)	TOTAL		PRICE RANGE (\$)							
	Quantity (No.)	Value (\$000)	Under 8 001		8 001 to 15 000		15 001 to 30 000		Over 30 000	
			Qty. (No.)	Value (\$000)	Qty. (No.)	Value (\$000)	Qty. (No.)	Value (\$000)	Qty. (No.)	Value (\$000)
201 to 500	331	2 874	223	959	57	595	42	881	9	438
501 to 1000	64	1 889	*	*	*	*	21	456	25	1 249
1001 to 2500	41	2 384	*	*	*	*	*	*	38	2 346
Over 2600	15	1 649	-	-	*	*	*	*	11	1 583
H.P. Not Reported	80	989	28	170	39	425	10	218	3	176
TOTAL	531	9 785	255	1 141	114	1 227	76	1 623	86	5 792

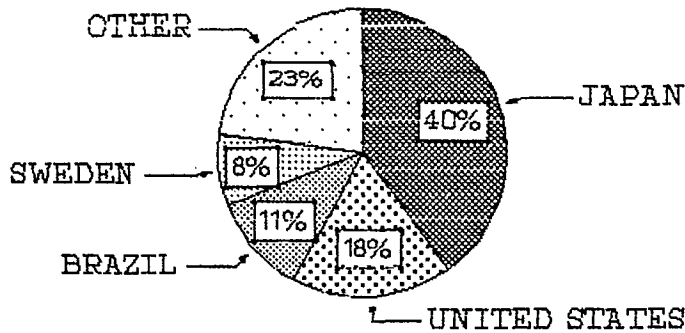
SUMMARY OF IMPORTS
BY RANGE OF POWER OUTPUT (H.P.), REGION OF CONSIGNEE AND MARKET SHARE - 1987

Horsepower (range)	Quantity (No.)	Value (\$000)	REGION OF CONSIGNEE			MARKET SHARE	
			Western Provinces	Ontario	Québec & Atlantic	Top 3 Firms	Top 6 Firms
			(- % of Quantity -)			(- % of Quantity -)	
201 to 500	331	2 874	31	26	43	44	59
501 to 1000	64	1 889	63	25	12	59	68
1001 to 2500	41	2 384	88	*	*	73	87
Over 2500	15	1 649	67	*	*	67	86
H.P. Not Reported	80	989	47	18	35	76	86
TOTAL	531	9 785	43	23	43	45	60

*) Aggregated to protect confidentiality of Canadian importers.

Japan was the dominant source of imports of motors during the period analysed, accounting for \$3.9 million or 40 per cent of the total import value, followed by the United States with \$1.8 million. In addition, shipments valued at just over \$666 000 originated either in the United States or Japan, but the documentation did not specify which was the country of origin. The other principal exporting countries in descending order of value are Brazil, Sweden, Germany and U.K. as listed in Appendix D.

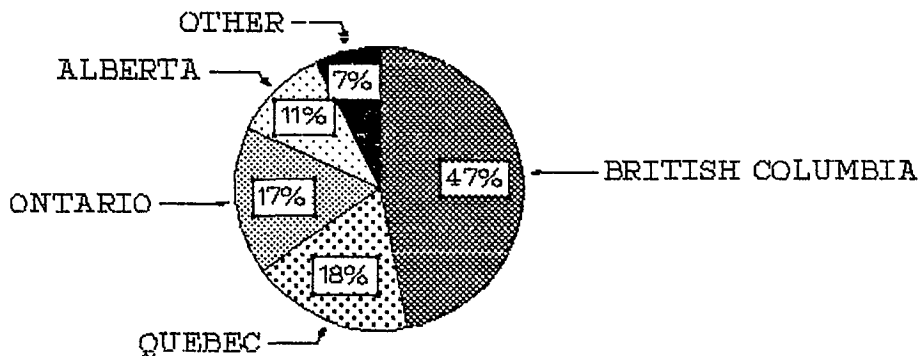
COUNTRY OF ORIGIN



100% = \$9.8 MILLION

British Columbia was the major province of consignee accounting for \$4.6 million, or 47 per cent of the total import value, followed by Québec and Ontario with 18 and 17 per cent respectively. Appendix E gives details of imports by province of consignee.

PROVINCE OF CONSIGNEE



100% = \$9.8 MILLION

IMPORT MARKET CONCENTRATION - 1987

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Quantity</u>	<u>Cumulative % of quantity</u>	<u>Cumulative Value</u>	<u>Cumulative % of Total Value</u>
3	239	45	4 359	45
6	319	60	5 492	56
10	374	70	6 697	68
17	425	100	7 897	81
All Consignees/ Importers (88)	531	100	9 785	100

There were 88 importers of AC motors over 200 H.P. as described in this report during the calendar year 1987. The principal three importers accounted for \$4.4 million, or 45 per cent of the total analysed value. Seventeen importers of motors had imports of at least \$100 000 during that period, while the first ten importers had individual imports of at least \$250 000.

As shown in the summary table of Imports by Range of Power Output, motors of over 1000 HP are primarily imported by only three firms in each individual size range. (The specific three firms vary by size range). Smaller motors are imported by a wider range of companies.

IV. CANADIAN PRODUCTION

Statistics Canada reports shipments of motors by Canadian manufacturers as follows:

	1985*	
	<u>Quantity (No.)</u>	<u>Value (\$000)</u>
Polyphase induction motors, 201 H.P. and over	820	33 121

* 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 and Scott Street
 Tunney's Pasture
 K1A 0T6
 Telephone: (613) 951-3523

V. MARKET SUMMARY

AC electric motors in size ranges larger than 200 horsepower are manufactured in Canada by two firms only: General Electric Canada Limited, at Peterborough, Ontario, and Westinghouse Canada Inc., at Hamilton, Ontario.

Motors in these larger size ranges tend to be custom engineered for specific applications; the larger the motor, the more likely it is to be a highly engineered "one-off" product. Motors 200 to 1000 horsepower tend to be more "standard" than larger motors but even here average engineering content represents about 5 per cent of total costs. In motors 1000 horsepower and higher, custom design engineering becomes a substantial portion of total costs: about 12 per cent on average.

The motors are manufactured for a variety of applications, but most notably in Canada for pumps, fans, and conveyor drives. Principal customers are municipalities for water and sewage treatment plants, power utilities for pumps, and large resource industry plants for pumps, fans, and conveyors.

In recent years the industry has been characterized by a worldwide over supply, caused in part by a decline in the power utility markets, and in part by substantially increased production facilities in third world countries such as Mexico, Brazil, and Taiwan. There have been a substantial number of plant closures in the United States, including those of the parent companies of the above mentioned firms, Westinghouse and General Electric. A substantial portion of their production has been transferred to Canada. General Electric Canada has a world mandate for all sizes, and Westinghouse Canada Inc. manufactures motors up to 10,000 horsepower.

IMPORTS OF AC MOTORS, BY HORSEPOWER - 1987

APPENDIX A

<u>Horsepower</u> (H.P.*)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit</u> <u>Price</u> (\$)
215 and 230	10	40 375	4 037
250	178	1 312 239	7 372
300	57	333 394	5 849
350	13	96 410	7 416
360, 390 and 400	36	445 738	12 382
435 and 450	9	184 089	20 454
500	28	461 399	16 479
550, 575 and 600	17	302 476	17 793
700	11	225 578	20 507
750 and 800	17	684 421	40 260
850, 900 and 1000	19	676 694	35 615
1100, 1200, 1250 and 1375	10	478 838	47 884
1500	19	1 337 753	70 408
1600, 2000, 2250 and 2500	12	567 403	47 284
2700 and 3000	3	193 746	64 582
3100 and 3500	3	83 798	27 933
3750 and 4000	3	435 547	145 182
4200, 7500, 12000 and 12500	6	935 449	155 908
Horsepower Not Reported	<u>80</u>	<u>989 426</u>	<u>12 368</u>
	531	9 784 773	18 427

* Aggregated in order to protect confidentiality of Canadian importers.

APPENDIX B

IMPORTS OF AC MOTORS OVER 200 H.P., BY PRICE RANGE - 1987

<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Average</u> <u>Unit Price</u> (<u>\$</u>)
Under 2001	20	19 734	987
2001 to 4000	90	248 053	2 756
4001 to 6000	76	381 760	5 023
6001 to 8000	69	492 496	7 138
8001 to 10000	56	515 247	9 201
10001 to 15000	58	712 929	12 292
15001 to 20000	26	447 059	17 195
20001 to 25000	33	720 424	21 831
25001 to 30000	17	455 341	26 785
30001 to 50000	33	1 333 952	40 412
50001 to 75000	40	2 502 136	62 553
Over 75000	<u>13</u>	<u>1 956 002</u>	<u>150 462</u>
	531	9 784 773	18 427

APPENDIX C

IMPORTS OF USED* AC MOTORS BY HORSEPOWER - 1987

<u>Horsepower</u> (<u>range</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)
201 to 500	21	56 354
501 to 1000	6	58 316
Over 1000	6	109 213
	—	—
	33	223 883

* Note: As stated earlier, these used motors are included in all other tables in this report.

APPENDIX D

IMPORTS OF AC MOTORS OVER 200 H.P., BY COUNTRY OF ORIGIN - 1987

	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
Japan	127	3 899
United States	127	1 808
Unspecified, either USA or Japan*	63	666
Brazil	134	1 033
Sweden	22	775
Federal Republic of Germany	5	640
United Kingdom	36	616
France	25	185
Taiwan)	18	163
Austria)**		
	<u>531</u>	<u>9 785</u>

* Imports originating either in the United States or Japan, but which, not specified.

** Aggregated to protect confidentiality of Canadian importers.

APPENDIX E

IMPORTS OF AC MOTORS OVER 200 H.P., BY PROVINCE OF CONSIGNEE - 1987

	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
British Columbia	174	4 628	47
Québec	162	1 742	18
Ontario	121	1 641	17
Alberta	46	1 078	11
Nova Scotia	17	590	6
New Brunswick)	11	106	1
Saskatchewan)			
Manitoba)*			
Newfoundland)			
	<u>531</u>	<u>9 785</u>	<u>100</u>

* Aggregated to protect confidentiality of Canadian importers.

CANADIAN IMPORTERS

Importers of AC motors over 200 H.P. during the period January to December 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.

<u>Name</u>	<u>Address</u>
APE Canada Ltd.	Contrecoeur, Qué.
Allis Chalmers Canada Inc.	Logan Lake, B.C.
Amca Int. Corp.	Niagara Falls, Ont.
American Biltrite (Canada) Ltd.	Sherbrooke, Qué.
Asea Inc.:	Vancouver, B.C.
	Mississauga, Ont.
	Cartierville, Qué.
	Calgary, Alta.
	St-Laurent, Qué.
	Montréal, Qué.
	Edmonton, Alta.
	Stoney Creek, Ont.
	Esterhazy, Sask.
	Burnaby, B.C.
	Cambridge, Ont.
	Whitecourt Alta.
	Scarborough, Ont.
	Peterborough, Ont.
	Toronto, Ont.
	Calgary, Alta.
	Port Coquitlam, B.C.
	Mississauga, Ont.
	Maple, Ont.
	Vancouver, B.C.
	East Milton, Ont.
	Montréal, Qué.
	Sarnia, Ont.
	Waterloo, Ont.
	St-Jérôme, Qué.
	Brantford, Ont.
	Hamilton, Ont.
	Port Coquitlam, B.C.
	Sudbury, Ont.
	Mississauga, Ont.
	Malton, Ont.
	Rimouski, Qué.
	Markham, Ont.
	Edmonton, Alta.
	Sarnia, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Geer Energy Ltd.	Calgary, Alta.
Geopetrol Resource Ltd.	St. John's, Nfld.
Hampton Power Products 1984	Richmond, B.C.
Hawker Siddeley Inc.	Rexdale, Ont.
Heidelberg Canada Graphic Equipment	Rexdale, Ont.
Himont Canada Inc.	Varenes, Qué.
Ingersoll Machine & Tool Co.	Ingersoll, Ont.
Ingersoll-Rand Canada Inc.:	Sherbrooke, Qué.
	Calgary, Alta.
John Wilson Electric Ltd.	Fordwich, Ont.
Kockums Cancar Inc.	Surrey, B.C.
Lake Ontario Steel Co. Ltd.	Whitby, Ont.
Leroy-Somer Canada Ltée:	Granby, Qué.
	St-Laurent, Qué.
Livingston Int. Ltd.	Toronto, Ont.
Madison Industrial Equipment Ltd.	Vancouver, B.C.
Maison Cadieux Ltée	Rivières-des-Prairies, Qué.
Mill & Timber Products Ltd.	Richmond, B.C.
Miller Western Pulp Ltd.	Edmonton, Alta.
Moteurs Électriques Laval Ltée	Montréal, Qué.
NEI Mining Equip. Ltd.	Sydney, N.S.
Nova Scotia Forest Products	Port Hawkesbury, N.S.
Novemco Canada Inc.	Cambridge, Ont.
Optec Inc.	Downsview, Ont.
P P G Canada Inc.	Oshawa, Ont.
Dynequip Engineering Ltd.	Port Coquitlam, B.C.
Pamco Ltd. Canada	Calgary, Alta.
Panfibre Inc.	Ste-Foy, Qué.
Paperboard Industries Corp.	Trenton, Ont.
Peerless Engineering	Lachine, Qué.
Phelon Brothers Electric Distributors Ltd.	Bolton, Ont.
Potash Co. of America Ltd.	Saskatoon, Sask.
Production Efficiency Co. Ltd.	Mississauga, Ont.
Prolew Quebec Ltd.	Montréal, Qué.
Richmond Steel Recycling Ltd.	Richmond, B.C.
Roberge H. Inc.	Québec, Qué.
Rovern Mining Equip. Co., Div. of Foulis Technical Sales Ltd.	Halifax, N.S.
Scona Electric Ltd.	Edmonton, Alta.
Siemens Electric Ltd.:	Pointe-Claire, Qué.
	Mississauga, Ont.
Skeena Cellulose Inc.	Prince Rupert, B.C.
Sydney Steel Corp.	Sydney, N.S.
TRW Reda Pump Co. of Canada Ltd.	Nisku, Alta.
Tamour Porcupine Goldmine Inc.	Timmins, Ont.
Toshi Electrical Ind. Ltd.	Edmonton, Alta.
Toshiba Int. Corp.:	Vancouver, B.C.
	Medicine Hat, Alta.
Trans Canada, Div. Wabco-Standard Inc.	Vancouver, B.C.
Trans Mountain Pipe Line Co. Ltd.	Vancouver, B.C.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Union Pump (Canada) Ltd.	Burlington, Ont.
United Pumps of Canada Ltd.	Rexdale, Ont.
Universal Sales Ltd.	St. John, N.B.
V.J. Pamensky Canada Inc.:	Toronto, Ont.
	Montréal, Qué.
Valiant Machine & Tool Inc.	Windsor, Ont.
Wermac Electric Ltd.	Calgary, Alta.
Westinghouse Canada Inc.	Thunder Bay, Ont.
Wheatly Electric Canada Ltd.	Calgary, Alta.
XYZ Dynamo Ltd.	Winnipeg, Man.
J R Perreault & Fils Ltée	St-Marc-des-Carrières, Qué.
Zalev Bros. Ltd.	Windsor, Ont.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of AC motors over 200 H.P., with total shipments of \$100 000 and over are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 89 per cent of the total analysed value of \$9 784 773.

<u>Name</u>	<u>Address</u>		<u>Quantity</u> (No.)	<u>Value of Imports</u> (\$000)
Toshiba Int. Corp.	Tokyo	Japan	79	2 678
Yaskawa Electric Mfg. Co. Ltd.	Tokyo	Japan)	
WEG Motores S.A.	Jaragua Do Sul	Brazil	)* 143	1 777
Toshiba Int. Corp.	Houston, TX	United States	60	618
ASEA Motors	Gothenburg	Sweden	21	419
Toshiba Do Brazil S.A.	Sao Bernado do Campo	Brazil)	
Schorch GmbH	Moenchengladbach	Fed. Rep. of)	
		Germany	)* 17	1 136
Hurwood Ltd A Babcock Int. Co.	Gateshead	England)	
ASEA Motors	New York, N.Y.	United States)	
Byron Jackson Pumps Div.	Los Angeles, CA	United States	)* 19	800
USEM (U.S. Electrical Motors)	Milfort, CT	United States)	
Lincas Electro Vertriebs GmbH	Hamburg	Fed. Rep. of)	
		Germany	)* 13	341
Louis Allis Co.	Milwaukee, WI	United States)	
Siemens Energy Co.	Houston, TX	United States)	
	Norwood, OH	United States	)* 8	149
TRW Reda Pump Co.	Barthesville, OK	United States)	
NEI Peebles Ltd.	Scotland	United Kingdom	)* 35	427
TECO Electric & Machinery Co. Ltd.	Taipai	Taiwan)	
General Electric	Fort Wayne, IN	United States)	
	Erie, PA	United States	)* 6	135
	Owensboro, KY	United States)	
Moteurs LeRoy Somer	Cedex	France)	
Hawker Siddeley Electric Ltd.	Bradford	United Kingdom	)* 39	232

* Aggregated in order to protect 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.

503-67-60 Motors Electric, AC over 200 H.P.

<u>Name</u>	<u>Address</u>
Démarreur des Maritime Ltée	Edmundston, N.B.
* Etatech Industries Inc.	Brantford, Ont.
General Electric Canada Inc.	Mississauga, Ont.
Les Moteurs P.M. Inc.	Shawinigan, Qué.
* Moteurs Leroy-Somer Canada Ltée	Granby, Qué.
Ramsey Machine Works Ltd.	Victoria, B.C.
* Westinghouse Canada Inc.	Hamilton, 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
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Motors Electric, A.C., D.C., Induction and Synchronous
(not necessarily the products described in this report)

<u>Name</u>	<u>Address</u>
Ainsworth Electric Co. Ltd.	Toronto, Ont.
Argord Industries Central Limited	Toronto, Ont.
Astro Electric Motors Ltd.	Sault-Ste-Marie, Ont.
Automatic Armature Service Ltd.	Scarborough, Ont.
* Beel Electronics Inc.	Montréal, Qué.
Bennett & Emmott (1986) Ltd.	Edmonton, Alta.
* Brevel Motors of Canada Ltd.	Scarborough, Ont.
* E-Mark Electric Equipment Company Limited	Malton, Ont.
EMS Service de Moteur Électrique (1960) Inc.	Rosemont, Qué.
* Electrohome Limited	Kitchener, Ont.
Electrolux Canada, a Div. of Sara Lee Corporation of Canada Ltd.	Willowdale, Ont.
Emerson Electric Canada Limited, Emerson Motor Division	Markham, Ont.
* Emhart Canada Limited, Mallory Components Division	Woodstock, Ont.
Emsco Limited	Belleville, Ont.
* Etatech Industries Inc.	Brantford, Ont.
* Franklin Electric of Canada Ltd.	Strathroy, Ont.
General Electric Canada Inc.	Mississauga, Ont.
* Leeson Electric (Canada) Ltd.	Mississauga, Ont.
Leroy-Somer Canada Limited	Granby, Qué.
Les Usinages Industriels Ltée	Montréal, Qué.
Lincoln Electric Co. of Canada Limited	Toronto, Ont.
Magna International Inc.	Markham, Ont.
* Magnetic Metals Limited	Brantford, Ont.
Mechron Energy Ltd.	Ottawa, Ont.
Mitronix	Scarborough, Ont.
* Novatronics of Canada Limited	Stratford, Ont.
Presentey Engineering Products Limited	Ottawa, Ont.
Ram Air Mfg. Ltd.	London, Ont.
* Reliance Electric Limited	Stratford, Ont.
TRW-Pleuger of Canada Ltd.	Rexdale, Ont.
* Westinghouse Canada Inc.	Hamilton, Ont.
Zuritt Corporation Limitée	Val d'Or, Qué.

* 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

CANADIAN AND FOREIGN TARIFFS

AC motors 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 %
44516-1	Electric motors, and complete parts thereof, n.o.p. 1987	9.3	9.3	37.5	6.0	9.3

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Austria, France, Japan, Federal Republic of Germany, Sweden, Taiwan and the United States

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Brazil

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

* 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

RECONCILIATION

The value reported in this import analysis does not correspond to official Statistics Canada figures for various reasons. Imports of AC motors during the calendar year 1987, as reported on documents analysed in this report, amounted to \$9 784 773. Reconciliation of the two total figures is as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents referring to products which should have been classified elsewhere	1 184
Value reported by Statistics Canada but not included in this report (e.g. documents not available for processing and Canadian goods returned)	88
Total values reported in this import analysis	<u>9 785</u>
Total values accounted for as above	11 057
Total values published by Statistics Canada	11 057

