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no.
81024-B

Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce

Import Analysis

Analyse des importations

Pub. No. 02481 - B

INDUSTRIAL HOISTS

JULY TO DECEMBER 1980

**MATERIAL APPEARING IN SECTION III OF THIS REPORT MUST
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IMPORT ANALYSIS**

Further information available from Import
Analysis, Corporate Systems Branch,
Industry, Trade & Commerce, Ottawa Canada,
K1A 0H5

Pour plus amples renseignements s'adresser à
l'Analyse des importations, Direction des
systèmes intégrés, Industrie et Commerce,
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C O N T E N T S

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REFERENCES: (1) Customs Tariff: Item 42700-1

(2) Trade of Canada Imports:
Import Class 513-27

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed analysis of imports of industrial hoists during the period July to December 1980. These products are normally included in the Statistics Canada Import Class 513-27 "Industrial hoist and lifts".

SECTION II

CANADIAN PRODUCTION

Statistics Canada does not identify industrial hoists separately; they are included in a broad category described as "Hoisting machinery (except mine hoists) and parts". Canadian manufacturers shipments were valued at \$98,998,000 in 1978, the latest year available.

SECTION III

ANALYSIS OF IMPORTS

Imports of industrial hoists during the period July to December 1980 amounted to 8,581 valued at \$4,870,941.

Electric wire ropes hoists accounted for 36 per cent of the total dollar value.

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

NOTES: * - Less than one per cent

N.F.I.- Not further identified

- Dollar values shown are based on selling price F.O.B. plant,
in Canadian dollars.

IMPORT MARKET CONCENTRATION

INDUSTRIAL HOISTS

JULY TO DECEMBER 1980

| <u>Value</u> (<u>\$</u>) | <u>MARKET SHARES</u> | | |
|-------------------------------|----------------------------------|----------------------------------|-----------------------------------|
| | <u>Top 3</u> <u>Importers</u> | <u>Top 5</u> <u>Importers</u> | <u>Top 10</u> <u>Importers</u> |
| | (| % |) |
| 4,870,941 | 35 | 47 | 64 |

SECTION IV

EXPORTERS TO CANADA OF INDUSTRIAL HOISTS

JULY TO DECEMBER 1980

(In descending order of volume of exports to Canada)

| <u>NAME</u> | <u>ADDRESS</u> | |
|------------------------------------|--------------------|--------------|
| Columbus McKinnon | Tonawanda, NY | USA |
| Kone OY | Hameenlina | Finland |
| Eaton Corporation | Forest City, AR | USA |
| R. Stahl G.M.B.H. & Co. | Stuttgart | West Germany |
| Harnischfeger Corp. | Milwaukee, WI | USA |
| Elektrozug G.M.B.H. & Co. | Feldkirchen/Munich | West Germany |
| Hitachi America Ltd. | San Francisco, CA | USA |
| Ingersoll Rand Co. | East Brunswick, NJ | USA |
| Acco Industries Hoist & Crane Div. | York, PA | USA |
| Gardner Denver Co. | Green Bay, WI | USA |
| Kennedy Van Saun Corp. | - | West Germany |
| Mannesmann Demag | Wetter/Ruhr | West Germany |
| T. Chatani & Co. Ltd. | Osaka | Japan |
| Kito Corp. | Tokyo | Japan |
| Izumi Industries | Osaka | Japan |
| Ratcliff Co. Inc. | San Carlos, CA | USA |
| The Heil Co. | Milwaukee, WI | USA |

The above major exporters of industrial hoists for the period July to December 1980 accounted for approximately 83 per cent of the value analyzed in Section III. The remaining 17 per cent is from exporters with values of less than one per cent.

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

Industrial hoists 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 | 2.5% | 14.3% | 35% | 2.5% | 5.5% |

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

Customs Programs Branch, Secretariat
Department of National Revenue
Customs and Excise
OTTAWA K1A 0L5

FOREIGN COUNTRIES

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

International Bureaux
Department of Industry, Trade and Commerce
OTTAWA K1A 0H5

Import Analysis
Corporate Systems Branch
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April 24, 1981