

Australia Market Strong for Truck Parts

The time could hardly be more appropriate for Canadian truck parts exporters to explore this market in Australia. Virtually all trends indicate strong growth in

this sector which is valued at approximately A\$750 million annually.

Those are the basic findings of *A Survey of the Market in Australia for Imported, Non-OEM Medium and Heavy Truck Parts* (including trailer parts, both new and remanufactured), a September, 1991 study prepared by the Canadian Consulate in Melbourne.

Market Growth

Other specific findings (from a survey of the volume of imported parts between 1985 and 1989) which point to continued growth — and increased opportunities for Canadian exporters — include:

- The market for imported engines and engine parts (blocks, pistons, crankshafts, etc.) grew from \$121 million to \$250 million.
- The market for imported transmissions and transmission parts (gear boxes, axle shafts, pumps, etc.) grew from \$36.5 million to \$70 million.
- The market for imported differentials and differential parts (lube pumps, helical gears, crown wheels, etc.) grew from \$52.5 million to \$100 million.
- The market for imported suspension and steering systems and parts (metal and rubber springs, air bags, king pins and sets, etc.) grew from \$28.5 million to \$50 million.
- The market for imported brakes and brake parts (disc brake pads, boosters, trailer control systems, etc.) grew from \$78.5 million to \$150 million.
- The market for other imported parts (filters, mirrors, safety equipment, etc.) grew from \$74.5 million to \$130 million.

In addition to providing information on taxes, tariffs and distribution systems, the study lists importers, trailer manufacturers, commercial vehicle organizations, trade shows, publications, and Canadian trade offices in Australia.

Copies of the study may be obtained from the Asia Pacific South Trade Division (PST), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-0917. Fax: (613) 996-4309.

Argentina Modifies Tariffs on Imports

Recent deregulation of the Argentine economy has resulted, effective November 1, 1991, in the modification of a number of import tariffs:

- Duties of 22 per cent (unchanged) cover such products that have high added value (capital goods, apparel, acrylic products, seamless tubes).
- Duties of 13 per cent (previously 11 per cent) pertain to intermediate products (steel, iron); packaging (paper, tin foil); petrochemical materials (polyethylene, PVC); and processed foodstuffs (oil, milk products, flour, canned goods).
- Duties of 5 cent (previously 0 per cent) apply to raw materials not found in Argentina and raw materials with a positive export balance (beef, cereals).
- Items with 0 per cent duty include capital goods not manufactured in Argentina, books and fine art.

All imports face the following additional charges: 3 per cent for statistics gathering; 16 per cent value added tax (VAT); if products are shipped by sea, an extra 12 per cent is paid to the Merchant Marine fund.

For further information on these and possible future import tariff modifications, contact Gail Cockburn, Latin America and Caribbean Trade Division (LGT), External Affairs and International Trade Canada, 125 Sussex Drive, Ottawa K1A 0G2. Tel.: (613) 996-5549. Fax: (613) 943-8806.

Strawberry Fields ...Forever...

A Quebec firm that participated in a Middle East agricultural show in November 1989 has literally sown the seeds of its own success.

As a result of contacts made at the show, Pappenier a Masse of St. Cesaire has completed the second shipment of 750,000 strawberry seedlings to Mirak Agricultural Services in Sharjah, United Arab Emirates.

Fittingly, the sales should be self-perpetuating, as the strawberry bushes have to be replaced annually because of the summer heat.

In what has been termed "operation strawberry", the seedlings were shipped via Air Canada from Quebec to London's Heathrow Airport; transferred by truck to Gatwick Airport; and flown to Dubai by Emirates Air.

Careful temperature, humidity control and timing were critical. The seedlings were planted in the United Arab Emirates less than 48 hours after being taken from Quebec soil.

The plants will be harvested months earlier than usual — because of the high quality of the plants and their smooth and rapid transportation.