



Canadian Fluid
Power Association

Association canadienne
d'énergie des fluides

Canadian Fluid Power Market Update

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General Information about the Canadian Fluid Power Market

- Consists mainly of **distributors** and value-added **manufacturers** who produce power units, panels, manifolds and systems
- Components are almost all **imported**, with the majority of imports coming from the USA and Europe.
- We look at our market as Fluid Power **sellers** and **users** rather than **manufacturers**

Market Data

- Government statistics of limited usefulness
- Limited number of players makes getting data from fluid power companies difficult
- Data lacking as a result

The Canadian Economy in General

- General economy continues to be fairly strong
- Housing starts continue to be robust
- A slowdown is expected to start in 2008-2009 but is not expected to be as severe as in the USA



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Factors influencing industrial sectors that use fluid power.

- The strong Canadian Dollar
- Weak housing starts in the US
- Continuing strong demand for commodities



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Highly segmented fluid power market

UP:

- Mining, Oil and Gas , Power Generation, Infrastructure renewal

Down:

- Lumber, Pulp and Paper, Automotive, Manufacturing in general.



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2008-9 Projection for the Canadian Fluid Power Market

- Low single-figure growth



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