



Canadian Fluid
Power Association

Association canadienne
d'énergie des fluides

YOUR success today
OUR INDUSTRY'S success tomorrow

Canadian Fluid Power Market Update

World Fluid Power Summit, March 9, 2017

Josh Cosford, Higginson Equipment Inc.

CFPA Director of Communications

Canadian Fluid Power Market Update

- The Canadian fluid power market consist primarily of distributors and value-added manufacturers who produce cylinders, power units, control panels, manifolds and electro-hydraulic systems
- Fluid power components are mostly imported, and the Canadian fluid power industry services customers through distribution, engineering, fabrication and service



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Canadian Fluid Power Market Update

- The CFPA is a non-profit association of companies committed to the advancement of fluid power education, careers and economic growth through communications, marketing and events
- The CFPA provides value to members through market insight, industrial relations and business networking

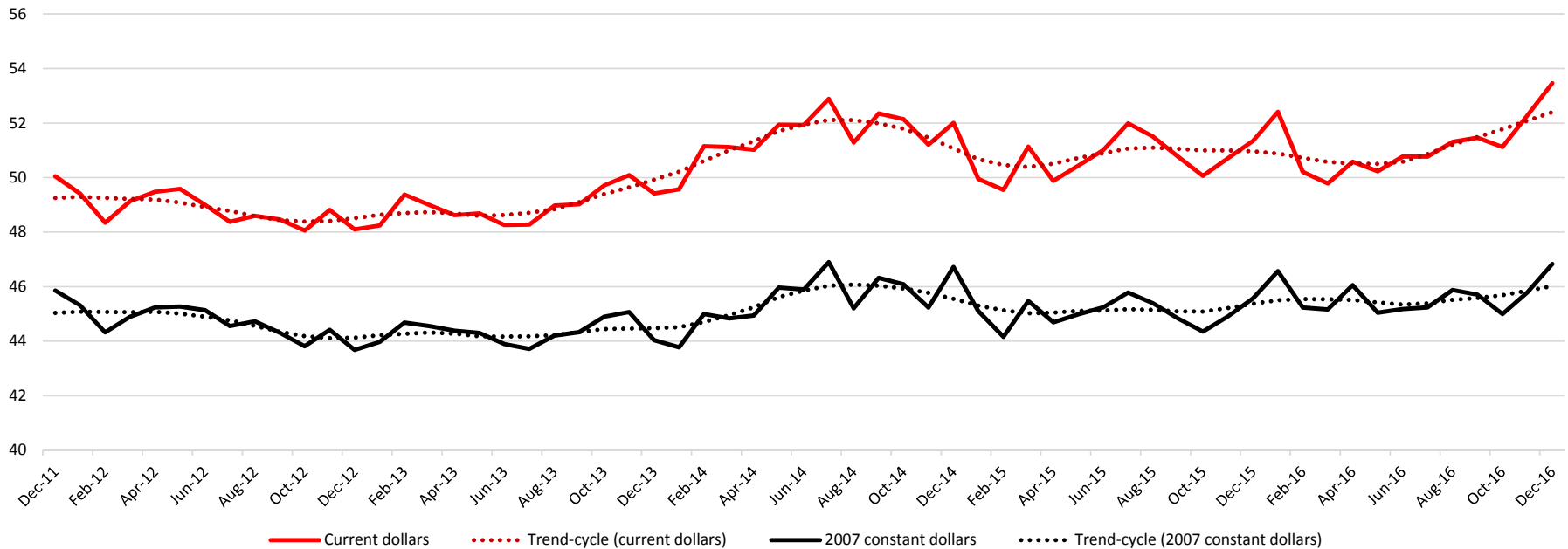


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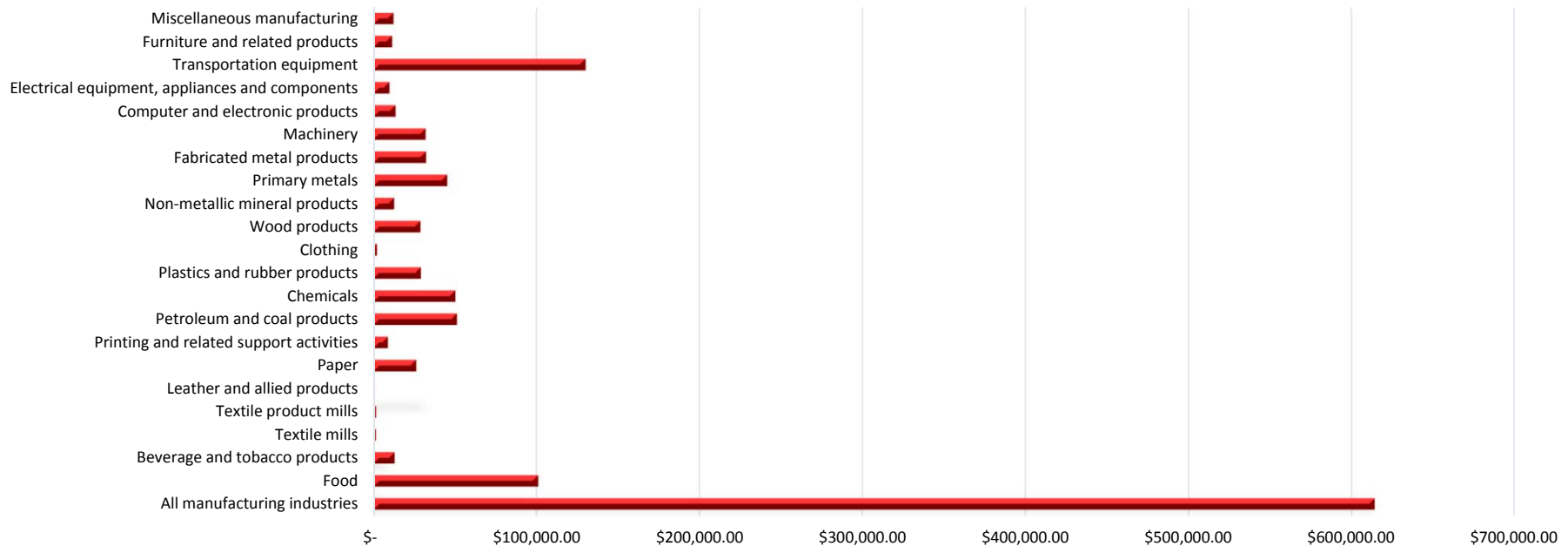
Canadian Fluid Power Market Update

Manufacturing Sales through Dec 2016
in billions



Canadian Fluid Power Market Update

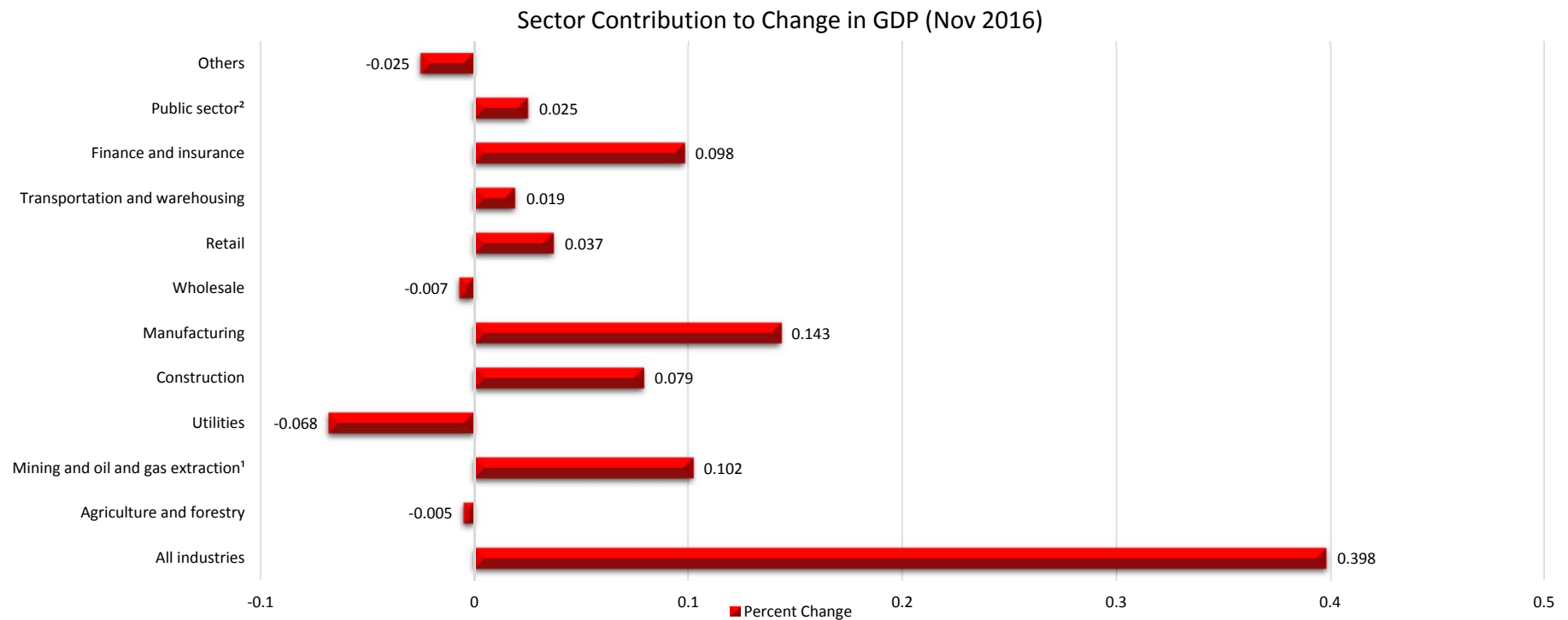
2016 Canadian Manufacturing by Industry
in \$ millions



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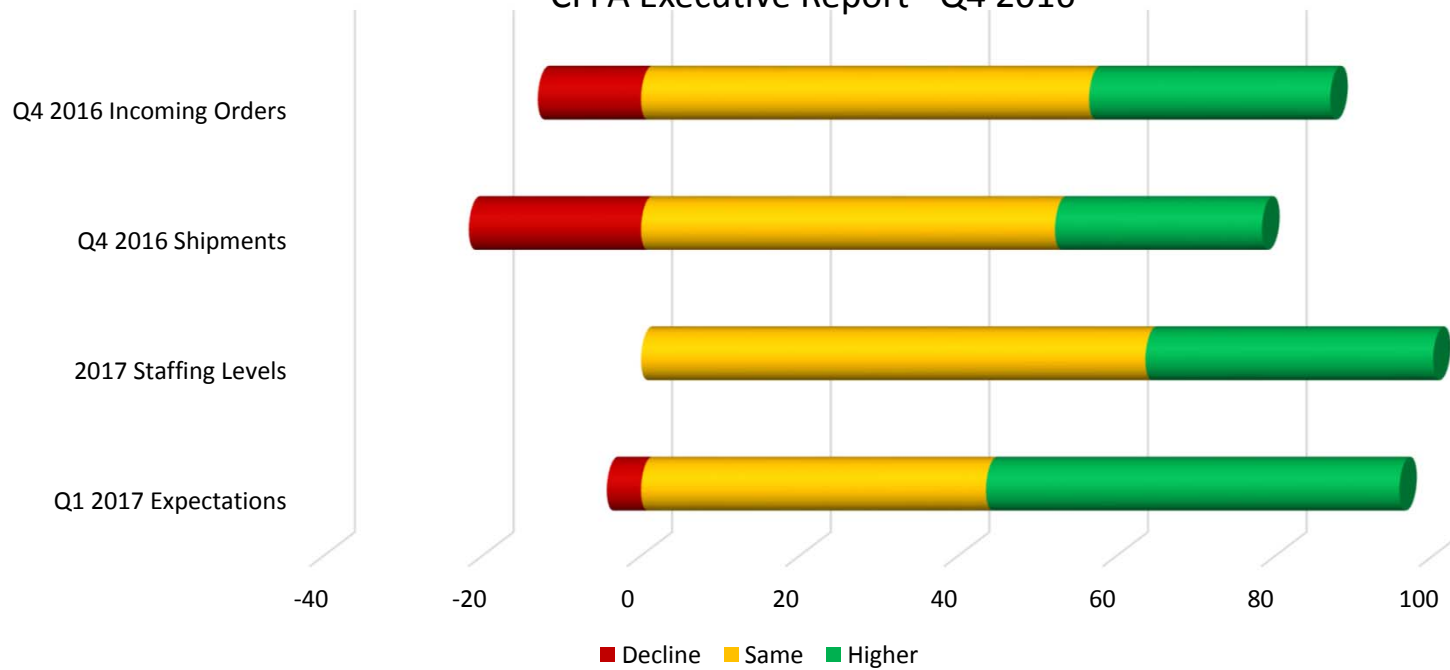


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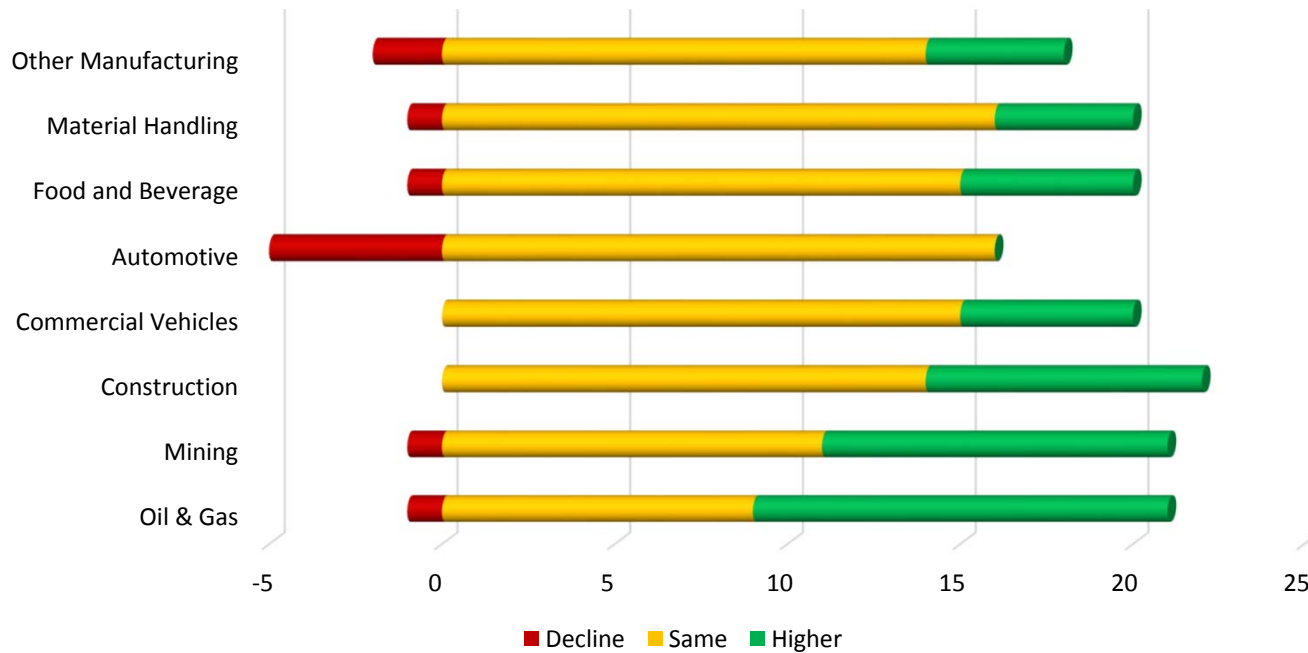
Canadian Fluid Power Market Update

CFPA Executive Report - Q4 2016



Canadian Fluid Power Market Update

Expected Sector Growth for 2017



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Canadian Fluid Power Market Update

Canada's International Trade



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Canadian Fluid Power Market Update

- 2016 Canadian Fluid Power Market Trends, indexed from 2010:

- HYDRAULICS

- 4% sales reduction in Q4 over Q3 in 2016 for hydraulics
- Alberta Q3 (oil production) has lost 67% of the market since Q3 2014
- Atlantic Canada and Quebec both reached new highs in Q3 2016

- PNEUMATICS

- Q4 growth declined 6% after three quarters of consecutive 2016 growth
- All provinces show a drop vs Q2
- Calendar year 2016 showed 5% overall growth vs 2015

