



Ken Edwards  
..... worried by Ottawa

# Auto suppliers hit tax plans

RICHMOND HILL — Future trade agreements with the U.S. and recent tax proposals in Ottawa are worrying Canada's automotive aftermarket industry, according to Ken Edwards, Central Ontario chairman of the Automotive Industries Association.

Edwards, of Borovoy Auto Supplies in Richvale, made his comments in a press release last week.

He was referring to the Canada-U.S. auto pact and to a proposal to apply

federal sales tax at the wholesaler level rather than, as at present, the manufacturer level.

He explained that the 700-member AIA represents an almost \$3 billion dollar industry which, in dollar volume and direct employees, is comparable to the vehicle manufacturing industry itself.

Most cars, he said have relatively few parts manufactured by the auto makers themselves. The original equipment manufacturers supply the

parts which are assembled into the finished new car while AIA members are in the business of manufacturing and supplying replacements and accessories, and supplying services, tools and equipment to the retail trade.

Edwards said that if the replacement parts industry was included in the pact, this would eliminate tariffs.

"More than 90 per cent of automotive replacement parts

manufacturing in Canada is owned by U.S. parent companies established in this country for that reason," he explained. "Our position is that if tariffs were eliminated, manufacturing would virtually disappear because few Canadians can compete openly on a cost basis, and only U.S. owned re-distribution centers would remain."

Although the Canadian motor vehicle industry has become more productive, Canada's ability to

compete is still not sufficient to eliminate the automotive deficit on a long term basis."

Edwards said the Canadian parts industry needs the help of the government with provisions of adequate assistance compensating for the competitive differences between the two countries before total free trade can be allowed.

He cited countries such as Mexico and Australia which require a majority of "local content" in vehicles produced in

those countries.

Otherwise, said Edwards, the automotive aftermarket is a healthy business and "one of the few still offering great

opportunities for the individual entrepreneur." He said he hoped more young people would consider the various branches of the industry as a potential career.

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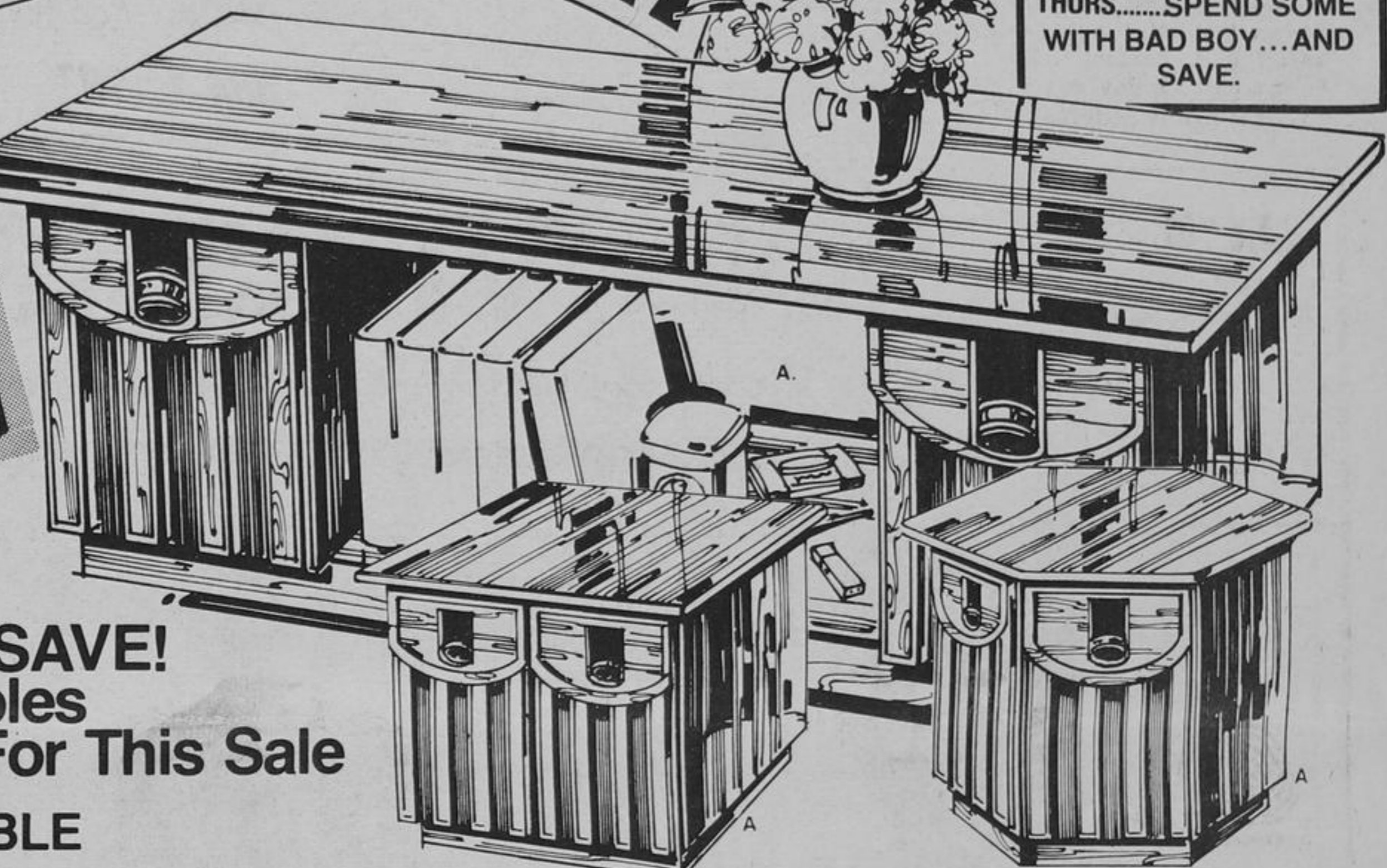
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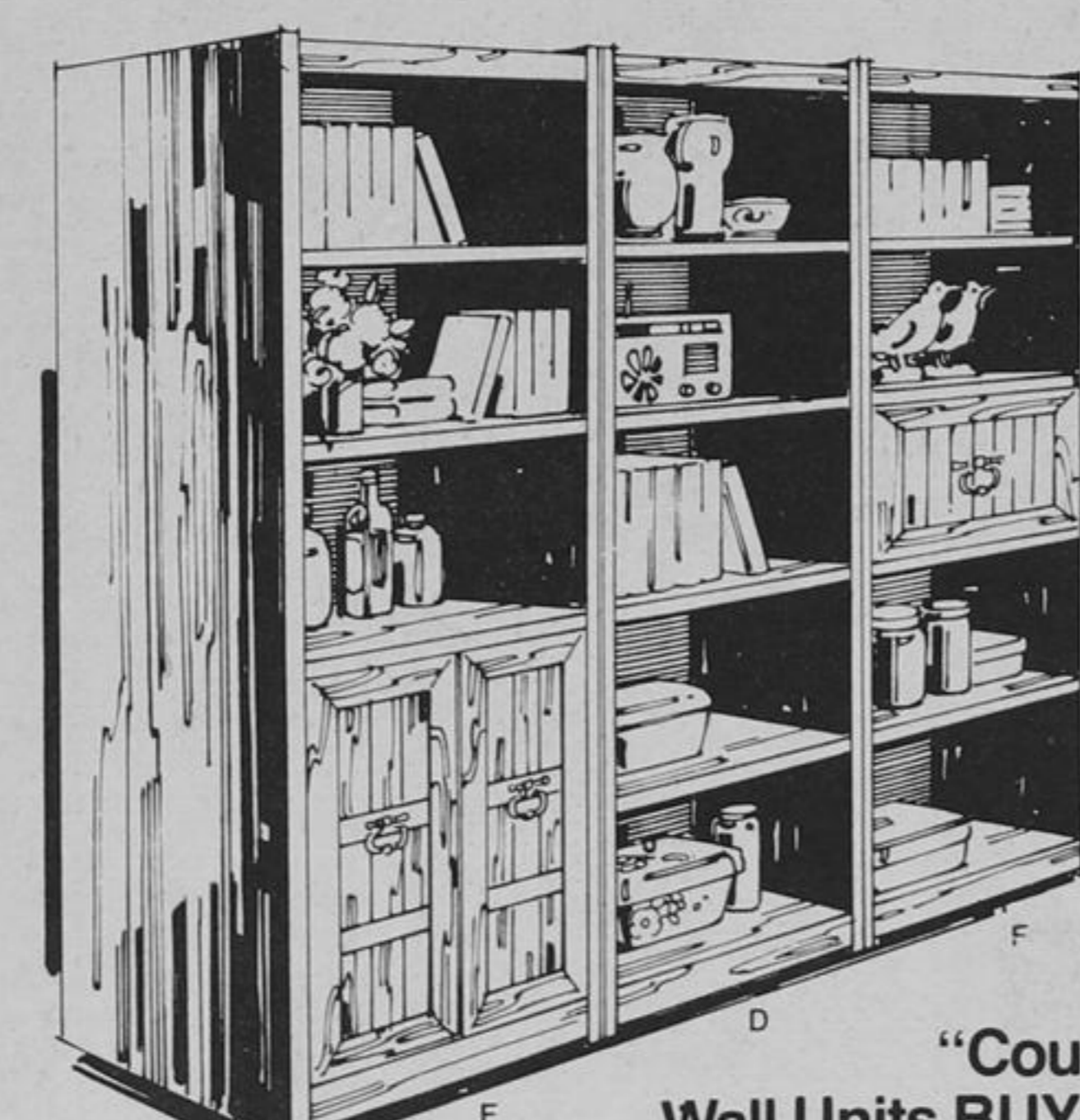


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