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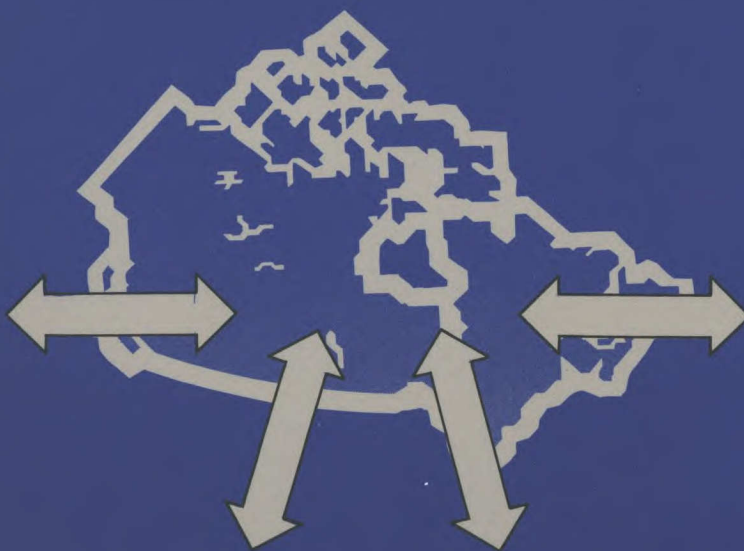
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## BUOYS AND BEACONS

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Canada



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## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-4970

OR Marine Systems Division  
Surface Transportation and Machinery  
Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3760

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-0543  
U.S. Department of Commerce,  
Bureau of the Census  
Tel.: (301) 763-7754

## TARIFFS

Enquiries concerning **Canadian** tariffs  
should be directed to the nearest Customs  
and Excise office or to:

Tariff Programs  
Revenue Canada  
Customs and Excise  
Ottawa, Ontario K1A 0L5  
Tel.: (613) 954-0543

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

Info Export  
External Affairs  
Ottawa, Ontario  
K1A 0G2  
Tel.: (613) 993-6435 OR  
1-800-267-8376

## EXPLANATORY NOTES

### Commodity Classification

Canadian Trade statistics are classified and published according to the International Convention on the Harmonized Commodity and Description Coding System (H.S.), as defined by the Canadian Customs Tariff and Statistical Nomenclature.

### Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

### Rounding

Figures may not add due to rounding.

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## BUOYS AND BEACONS

### I. INTRODUCTION AND SCOPE

This report is one of a continuing series of market intelligence on specific products and is designed to increase business awareness of the potential existing for production in Canada. It is import, however, to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This profile is based on a data from several sources (including some which are not generally available) for the following Harmonized System (H.S.) commodity code:

### II. CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total Imports (\$000)</u>			<u>Major Country of Export to Canada % of Total Value</u>		
	<u>1988</u>	<u>1989</u>	<u>1990 Jan.-Mar.</u>	<u>1988</u>	<u>1989</u>	<u>1990 Jan.-Mar.</u>
Buoys and Beacons H.S. 8907.90.10.00	1 851	438	186	U.S.A. 98	U.S.A. 79	U.S.A. 60

### III. CANADIAN SHIPMENTS

Although buoys are manufactured in Canada, Statistics Canada does not report any Canadian shipments.

## BUOYS AND BEACONS

### IV. CANADIAN IMPORTERS - 1988

#### BUOYS AND BEACONS (8907.90.10.00)

There were 45 known importers of buoys and beacons in 1988. The principal 10 importers accounted for 76 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	1 256	68
10	1 407	76
15	1 485	80
All Importers (45)	1 851	100

The principal 25 importers are listed below in alphabetical order. The importer is not necessarily the end-user of the product. This list excludes individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Amca Wire rope & Supplies Ltd.	North Vancouver, B.C.	Pacific Aqua Foods Ltd.	Vancouver, B.C.
Canaport Ltd.	Saint John, N.B.	Pacific Net & Twine Ltd.	Richmond, B.C.
Crown Forest Industries Ltd.	New Westminster, B.C.	Petro-Canada Inc.	Calgary, Alta.
Department of National Defence	Ottawa, Ont.	Scantech Resources Ltd.	Sechelt, B.C.
Department of Supply and Services, Victoria District Office	Victoria, B.C.	Sea Farm Canada Inc.	Nanaimo, B.C.
District of Stewart	Stewart, B.C.	Seapro Services Ltd.	Dartmouth, N.S.
Gam Tout Pour La Plongée Ltée.	Montréal, Qué.	Sedpex Inc.	St. John's, Nfld.
I M P Group Ltd.	Halifax, N.S.	Skeena Cellulose Inc.	Prince Rupert, B.C.
Lofoten Aqua Supply Ltd.	Victoria, B.C.	Sparton of Canada Ltd.	London, Ont.
Lou Dennis Automotive & Marine Limited	Huntsville, Ont.	Store-Masons Chandlery Ltd., The	Mississauga, Ont.
Nordican Boat Company Inc.	Thunder Bay, Ont.	Willann Investments Ltd.	Collingwood, Ont.
Outboard Marine Corporation of Canada Ltd.	Peterborough, Ont.	Winnipeg Tools & Fasteners Ltd.	Winnipeg, Man.
		Zodiac Inflatable Technologies Inc.	Mississauga, Ont.

## BUOYS AND BEACONS

### V. FOREIGN EXPORTERS TO CANADA

1989

BUOYS AND BEACONS (H.S. 8907.90.10.00)

Major exporters to Canada of buoys and beacons are listed by major country of origin in descending order of dollar value. These exporters accounted for 57 per cent of the total value of Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports</u> <u>to Canada</u>
		<u>1989</u> (\$000)
United States	Polyform U.S. Ltd.	176*
	Flash Technology	
	Gilbert Marine	
	ACR Electronics	73*
	Dukane Corp.	
	Swim Buoy	
	Rasmussen Equipment	

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\* Aggregated to preserve confidentiality of Canadian importers.



## BUOYS AND BEACONS

### VI. CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

#### BOSS

Canadian companies are arranged in alphabetical order.

#### Buoys

<u>Name</u>	<u>Address</u>
Apex Machine Works Limited	Moncton, N.B.
Contenants Xactics Ltée., Les	Joliette, Qué.
Fairview Industries Limited	Armdale (Halifax), N.S.
Georgetown Shipyard Inc.	Georgetown, P.E.I.
Groupe Equimer Inc., Le	St-Antoine-de-Tilly, Qué.
Hermes Electronics Limited	Dartmouth, N.S.
ICL Engineering Ltd.	Richmond, B.C.
Kent Metal Products Ltd.	Burnaby, B.C.
*L.P.A. Plastics 1976 Ltd.	Mansonville (Brome), Qué.
Modern Products Ltd.	Victoria, B.C.
Professional Components Ltd.	Sidney, B.C.
Ramsay Machine Works Limited	Victoria, B.C.
Steel Span Industries Limited	Truro, N.S.
Topper Floating Structures Ltd.	Delta, B.C.

#### Beacons

<u>Name</u>	<u>Address</u>
Hermes Electronics Limited	Dartmouth, N.S.
*Novatech Designs Ltd.	Victoria, B.C.
Vapor Canada Inc.	Montréal, Qué.

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\* Company engaged in export trade

## BUOYS AND BEACONS

### VI. CANADIAN SUPPLIERS (Cont'd)

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel.: (613) 954-5031  
Telex: 053-4123  
Fax: (613) 954-1894

### CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

#### Buoys

<u>Name</u>	<u>Address</u>
*Hermes Electronics Limited	Dartmouth, N.S.
Orion Electronics Ltd.	Church Point, N.S.
*Seimac Limited	Dartmouth, N.S.

#### Beacons

<u>Name</u>	<u>Address</u>
*Edwards, A Unit of General Signal Ltd.	Owen Sound, Ont.
Millard Electric Limited	Perth, Ont.
Orion Electronics Ltd.	Church Point, N.S.
*Seimac Limited	Dartmouth, N.S.
Spilsbury Communications Ltd.	Vancouver, B.C.
*Wallace & Tiernan Canada Inc.	Scarborough, Ont.

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\* Company engaged in export trade

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association  
One Yonge Street  
Toronto, Ontario M5E 1J9  
Tel.: (416) 363-7261  
Telex: 065-24693  
Fax: (416) 363-3779

## BUOYS AND BEACONS

### VII. CANADIAN AND FOREIGN TARIFFS

Buoys and Beacons included in this analysis were dutiable under the following Canadian tariff item.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
8907.90.10	Buoys and Beacons	10.3%	6.5%	8.2%
	On and after January 1, 1990			6.1%
	On and after January 1, 1991			4.1%

Enquiries concerning tariffs should be directed to the nearest Customs and Excise office or to:

Tariff Programs  
Revenue Canada  
Customs and Excise  
Ottawa, Ontario  
K1A 0L5  
Tel.: (613) 954-0543  
Fax.: (613) 954-2509

### FOREIGN COUNTRIES

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

Info Export  
External Affairs  
Ottawa, Ontario  
K1A 0G2  
Tel.: (613) 993-6435 OR 1-800-267-8376  
Fax.: (613) 996-9709

