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Industry, Science and
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MARKET INTELLIGENCE

LOUDSPEAKERS

Pub. No.: 90074-IP

February 1991



Canada



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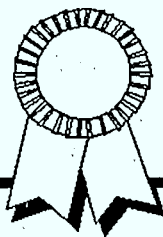
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LOUDSPEAKERS

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-7022
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) 954-7022
Fax.: (613) 954-2509

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

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.

Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

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LOUDSPEAKERS

I. INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

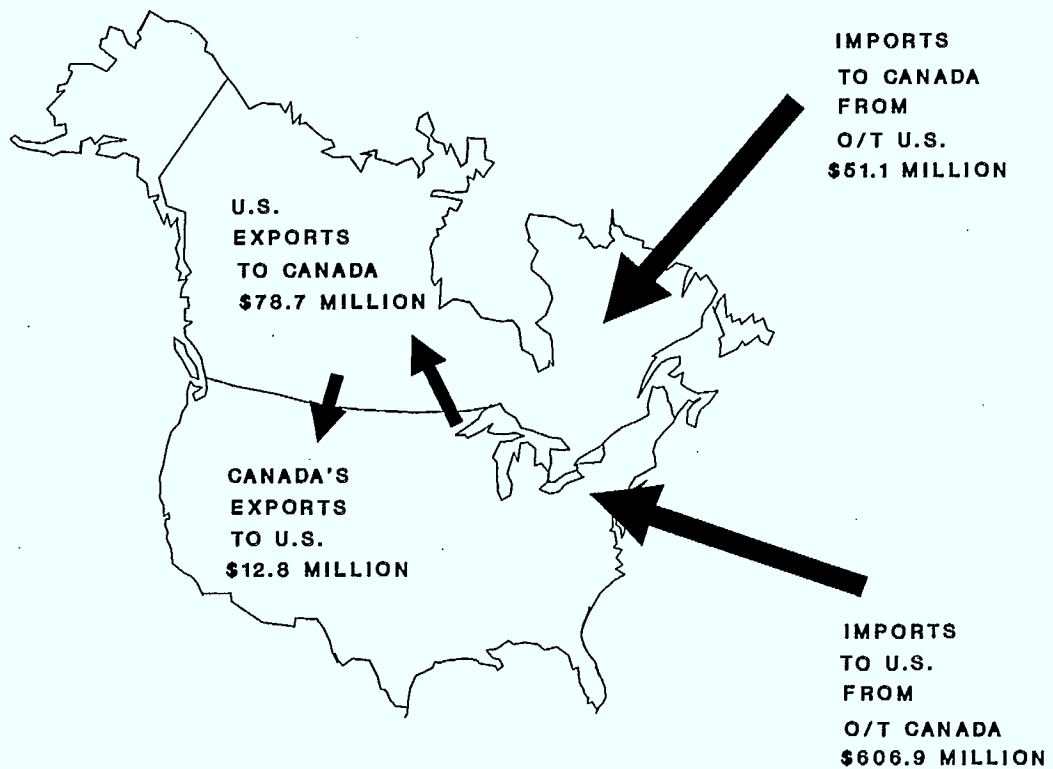
This report is based on data from several sources for the following Harmonized System (H.S.) commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Microphones and stands therefor; loud-speakers, whether or not mounted in their enclosures; headphones, earphones and combined microphone/speaker sets; audio-frequency electric amplifiers; electric sound amplifier sets (85.18)	
-Loudspeakers, whether or not mounted in their enclosures:	
--Single loudspeakers, mounted in their enclosures	8518.21.00.00
--Multiple loudspeakers, mounted in the same enclosure	8518.22.00.00
--Other	8518.29.00.00

Total imports in 1989 for all of the above products were valued at \$130 million.

LOUDSPEAKERS

II. NORTH AMERICAN IMPORTS - 1989



North American Imports - \$658.0 Million*

* Excludes Canada - U.S. bilateral trade: Mexico

LOUDSPEAKERS

III. SUMMARY OF CANADIAN IMPORTS

<u>Description and H.S. Commodity Code</u>	<u>Total Imports</u>		<u>1990 Jan.-Sept.</u>	
	<u>1988</u>	<u>1989</u>		
Loudspeakers, whether or not mounted in their enclosures:				
Single loudspeakers, mounted in the same enclosure				
8518.21				
Quantity (No. 000)	1 143	3 117	2 898	
Value (\$000)	20 201	31 237	27 168	
Multiple loudspeakers, mounted in the same enclosure				
8518.22				
Quantity (No. 000)	348	492	364	
Value (\$000)	17 719	23 460	16 047	
Loudspeakers, other				
8518.29				
Quantity (No. 000)	9 797	15 120	10 398	
Value (\$000)	<u>80 368</u>	<u>75 064</u>	<u>46 365</u>	
TOTAL				
Quantity (No. 000)	11 288	18 729	12 660	
Value (\$000)	118 288	129 761	89 580	

LOUDSPEAKERS

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

SINGLE LOUDSPEAKERS, MOUNTED IN THEIR ENCLOSURE (H.S. 8518.21.00.00)

<u>Country</u>	1988		1989		January - September 1990	
	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)
United States	179	8 350	2 312	22 159	2 458	20 380
Japan	205	2 952	126	2 508	55	1 274
Taiwan	275	2 822	285	2 244	170	1 142
United Kingdom	17	3 086	10	1 338	17	2 122
South Korea	367	1 812	273	1 281	95	561
Denmark	8	409	15	692	11	788
Fed. Rep. of Germany	5	188	9	215	9	367
Other	<u>87</u>	<u>582</u>	<u>87</u>	<u>800</u>	<u>83</u>	<u>534</u>
TOTAL	1 143	20 201	3 117	31 237	2 898	27 168

MULTIPLE LOUDSPEAKERS, MOUNTED IN THE SAME ENCLOSURE (H.S. 8518.22.00.00)

<u>Country</u>	1988		1989		January - September 1990	
	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)
United States	86	6 584	119	9 538	72	7 098
Japan	117	4 673	145	5 497	138	3 826
United Kingdom	29	3 357	41	3 845	20	1 932
Taiwan	81	1 616	109	2 355	88	1 808
South Korea	27	941	39	696	16	416
Fed. Rep. of Germany	6	289	14	402	4	146
Singapore	1	32	13	328	7	153
Denmark	0	67	2	267	0	104
France	0	98	1	164	0	45
Other	<u>1</u>	<u>62</u>	<u>9</u>	<u>368</u>	<u>19</u>	<u>519</u>
TOTAL	348	17 719	492	23 460	364	16 047

LOUDSPEAKERS

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN (Cont'd)

LOUDSPEAKERS, OTHER (H.S. 8518.29.00.00)

<u>Country</u>	1988		1989		January - September 1990	
	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Quantity</u> (No.000)	<u>Value</u> (\$000)
United States	7 293	59 343	5 188	47 029	2 901	27 561
Japan	1 043	9 860	2 985	10 865	2 639	6 658
Taiwan	820	5 132	1 372	5 161	1 154	3 481
Malaysia	0	0	4 288	4 630	2 533	2 776
South Korea	420	2 510	733	3 193	484	2 197
United Kingdom	9	909	14	1 315	8	598
Denmark	42	475	43	598	24	437
Fed. Rep. of Germany	10	301	29	433	7	269
Singapore	87	321	269	397	247	567
Other	<u>73</u>	<u>1 517</u>	<u>199</u>	<u>1 443</u>	<u>401</u>	<u>1 821</u>
TOTAL	9 797	80 368	15 120	75 064	10 398	46 365

V. CANADIAN SHIPMENTS

Statistics Canada reports that shipments of electronic loudspeakers for 1986 (latest year available) were \$24.3 million. They do not report production of loudspeakers, as described in this report, separately.

Any enquiries and/or comments regarding Canadian Production should be directed to:

Statistics Canada
Census of Manufactures Section
Industry Division
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-3523

Source: Catalogue #43-250, annual, "Electrical and Electronic Products Industries".

LOUDSPEAKERS

VI. CANADIAN EXPORTS

<u>Description and H.S. Commodity Code</u>	<u>Total Exports</u>			<u>Major Country of Export % of Total Value</u>		
	<u>1988</u>	<u>1989</u>	<u>Jan.-Sept. 1990</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>
Loudspeakers, whether or not mounted in their enclosures:						
Single loudspeakers, mounted in their enclosures						
8518.21						
Quantity (No.000)	80	181	19	U.S.A.	U.S.A.	U.S.A.
Value (\$000)	5 158	10 879	2 524	76	84	42
Multiple loudspeakers, mounted in the same enclosure						
8518.22						
Quantity (No.000)	43	34	46	U.S.A.	U.S.A.	U.S.A.
Value (\$000)	4 374	4 497	5 840	77	72	86
Loudspeakers, not elsewhere specified						
8518.29						
Quantity (No.000)	164	28	9	U.S.A.	U.S.A.	U.S.A.
Value (\$000)	<u>3 424</u>	<u>993</u>	<u>501</u>	70	43	93
TOTAL						
Quantity (No.000)	287	243	74			
Value (\$000)	12 596	16 369	8 865			

LOUDSPEAKERS

VII. CANADIAN IMPORTERS - 1989

SINGLE LOUDSPEAKERS, MOUNTED IN THEIR ENCLOSURES (H.S. 8518.21.00.00)

There were 454 known importers of single loudspeakers, mounted in the same enclosure, in 1989. The principal 10 importers accounted for 59 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	15 200	49
10	18 438	59
20	22 550	72
30	25 090	80
All Importers (454)	31 237	100

The principal 30 importers are listed below in alphabetical order. The importer is not necessarily the end-user of the product.

Name

Address

Alpine Electronics of Canada Inc.	Unionville, Ont.
Aralex Acoustics Ltd.	Vancouver, B.C.
Atlas Electronics Limited	Toronto, Ont.
Bell Canada	Montréal, Qué.
Bose Limited	Concord, Ont.
Burtek Marketing Inc.	Burnaby, B.C.
CAMI Automotive Inc.	Whitby, Ont.
Efkay Musical Instruments Ltd.	St-Laurent, Qué.
Foster Electric USA Inc.	Des Plaines, IL, USA*
General Motors of Canada Limited	Oshawa, Ont.
Gestion Son Inc.	Montréal, Qué.
Gould Marketing Inc.	St-Laurent, Qué.
Gulton Industries Canada Limited	Gananoque, Ont.
J V C Canada Inc.	Scarborough, Ont.
Krazy Krazy Audio Video Warehouse (Ontario) Ltd.	Edmonton, Ont.
Lenbrook Industries Limited	Pickering, Ont.
Mansoor Electronics Limited	Markham, Ont.
Matsushita Electric of Canada Ltd.	Mississauga, Ont.
Paco Electronics Limited	Markham, Ont.
Precor O/B Priestman Electronics Corp.	Thornhill, Ont.
Radio Shack, Div. of Inter-Tan Canada Ltd.	Barrie, Ont.
Sentrek Canada Limited	Richmond, B.C.
Shriro (Canada) Limited	Montréal, Qué.
Sparkomatic Canada Inc.	Markham, Ont.
TGI North America Inc.	Kitchener, Ont.
Tandy North America Inc.	Kitchener, Ont.
White Radio Limited	Burlington, Ont.
Yamaha Canada Music Limited	Scarborough, Ont.
Yorkville Sound Limited	Scarborough, Ont.
Yorx Electronics Corp.	Markham, Ont.

* Non resident importer

LOUDSPEAKERS

VII. CANADIAN IMPORTERS - 1989 (Cont'd)

MULTIPLE LOUDSPEAKERS, MOUNTED IN THE SAME ENCLOSURE (H.S. 8518.22.00.00)

There were 284 known importers of multiple loudspeakers, mounted in the same enclosure, in 1989. The principal 20 importers accounted for 71 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	7 613	32
10	11 796	50
20	16 586	71
30	19 115	81
All Importers (284)	23 460	100

The principal 30 importers are listed below in alphabetical order. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Address</u>
Acoustic Marketing of Canada Ltd.	Richmond, B.C.
Aldburn Electronics Ltd.	Toronto, Ont.
Alpine Electronics of Canada Inc.	Unionville, Ont.
Artech Electronics Ltd.	Dorval, Qué.
Atlantic Sound Inc.	Mississauga, Ont.
Audio Video Specialists Inc.	Dorval, Qué.
Audiovox Canada Ltd.	Mississauga, Ont.
Bose Limited	Concord, Ont.
Boston Acoustics Inc.	Peabody, MA, USA*
Cerwin-Vega Canada Ltd.	Scarborough, Ont.
Euroson Inc.	Montréal, Qué.
Evolution Audio Inc.	Oakville, Ont.
Gould Marketing Inc.	St-Laurent, Qué.
Gulton Industries Canada Ltd.	Gananoque, Ont.
J V C Canada Inc.	Scarborough, Ont.
Kaptec Marketing Ltd.	Surrey, B.C.
Mitsubishi Electric Sales Canada Inc.	Markham, Ont.
Paco Electronics Ltd.	Markham, Ont.
Pioneer Electronics of Canada Inc.	Markham, Ont.
Radio Shack, Div. of Inter-Tan Canada Ltd.	Barrie, Ont.
Rocelco Inc.	Concord, Ont.
Roland Music Canada Ltd.	Richmond, B.C.
Sanyo Canada Inc.	Toronto, Ont.
Smyth Sound Equipment Limited	Longueuil, Qué.
Sony of Canada Ltd.	Willowdale, Ont.
Trio-Kenwood Canada Inc.	Mississauga, Ont.
Vantage Electronic Corp.	Richmond, B.C.
Westmont Corporation	Hoffman Estates, IL, USA*
Yamaha Canada Music Ltd.	Scarborough, Ont.
Yorkville Sound Limited	Scarborough, Ont.

* Non resident importer

LOUDSPEAKERS

VII. CANADIAN IMPORTERS - 1989 (Cont'd)

LOUDSPEAKERS, OTHER (H.S. 8518.29.00.00)

There were 539 known importers of loudspeakers, other, in 1989. The principal 15 importers accounted for 72 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	44 434	59
10	50 082	67
15	54 252	72
25	60 569	81
All Importers (539)	75 064	100

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

Name

Address

Belbois Limited	Montréal, Qué.
Bose Limited	Concord, Ont.
Carrady Electronics Limited	Don Mills, Ont.
Chrysler Canada Limited	Windsor, Ont.
Equity International Inc.	Toronto, Ont.
Ford Motor Company of Canada Ltd.	Oakville, Ont.
General Motors of Canada Ltd.	Oshawa, Ont.
Gould Marketing Inc.	St-Laurent, Qué.
H Roy Gray Limited	Markham, Ont.
Hitachi (HSC) Canada Inc.	Pointe-Claire, Qué.
Hyundai Auto Canada Inc.	Bromont, Qué.
Koss Limited	Burlington, Ont.
Mansoor Electronics Ltd.	Markham, Ont.
Matsushita Industrial Canada Ltd.	Toronto, Ont.
Northern Telecom Ltd.	Islington, Ont.
Novatel Communications Ltd.	Calgary, Alta.
Nutone Electrical Inc.	Toronto, Ont.
Peavy Electronics Corp.	Meridian, MI, USA*
Pioneer Electronics of Canada Inc.	Markham, Ont.
Radio Shack, Div. of Inter-Tan Canada Ltd.	Barrie, Ont.
Sony of Canada Ltd.	Willowdale, Ont.
Sparkomatic Canada Inc.	Markham, Ont.
Toyota Canada Inc.	Scarborough, Ont.
Unitron Industries Ltd.	Kitchener, Ont.
Yorkville Sound Limited	Scarborough, Ont.

* Non resident importer

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989

SINGLE LOUDSPEAKERS MOUNTED IN THEIR ENCLOSURE (H.S. 8518.21.00.00)

Major exporters to Canada of single loudspeakers mounted in the same enclosure are listed by major country of origin in descending order of dollar value. These exporters accounted for 74 per cent of the total value of Canadian imports during 1989.

The names of the foreign companies are as captured on the computer system and may not be the full legal corporate name. A foreign company may appear in the source several different ways. Attempts are made to consolidate all various entries into one company. For this reason, the value associated with any given company is deemed to be the minimum value.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
United States	Delco Electronics	9 594
	JBL International)	
	Electro Voice Inc.)	3 584*
	Spark-O-Matic)	
	Matsushita Electronics)	
	Valcom Inc.)	1 345*
	Atlas Soundolier)	
	Bose Corp.)	1 565*
	Stillwater Designs)	
	Victor Co.)	
	Altec Lansing Corp.)	1 098*
	Teledyne Acoustic Research)	
	Foster Electric USA Inc.)	
	Boston Acoustics Inc.)	683*
	Southern Audio Services Inc.)	

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

SINGLE LOUDSPEAKERS MOUNTED IN THEIR ENCLOSURE (H.S. 8518.21.00.00) (Cont'd)

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
United States (Cont'd)	Music and Sound Inc.)	
	International Jensen Inc.)	463*
	Yamaha Corp.)	
	Federal Signal Int'l.)	
	Allison Acoustics)	408*
	Cascade Engineering)	
	Gallien Kuger)	
	Calibron Corp.)	346*
	DCM Corp.)	
Japan	JVC Victor Co. Ltd.)	1 222*
	Yamaha Corp.)	
	Alpine Electronics)	
	Foster Electric Co. Ltd.)	
	Clarion Co. Ltd.)	479*
Taiwan	Matashita Electric Ltd.)	
	Forn Tai Industrial Co. Ltd.)	490*
	Foster Electric Co.)	
	Spark-O-Matic)	
	Young Spring Ind.)	352*
United Kingdom	Matsushita Electric Ltd.)	
	Tannoy Ltd.)	944*
	Jim Marshal Products)	
South Korea	Korea Onkyo Corp.)	
	Samsung Electro Mechanics)	631*
TOTAL		23 204

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

MULTIPLE LOUDSPEAKERS, MOUNTED IN THE SAME ENCLOSURE (H.S. 8518.22.00.00)

Major exporters to Canada of multiple loudspeakers, mounted in the same enclosure are listed by major country of origin in descending order of dollar value. These exporters accounted for 75 per cent of the total value of Canadian imports during 1989.

The names of the foreign companies are as captured on the computer system and may not be the full legal corporate name. A foreign company may appear in the source several different ways. Attempts are made to consolidate all various entries into one company. For this reason, the value associated with any given company is deemed to be the minimum value.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
United States	Westmont Corp.	2 177*
	Klipsch & Associates	
	Polk Audio	2 084*
	Boston Acoustics	
	Cerwin Vega	1 065*
	Acoustic Authority Inc.	
	Sony Corp. of America	734*
	Bose Corp.	
	Pioneer Electronics	
	Sansui Electronics Corp.	523*
	International Jensen Inc.	
	Electro Voice Inc.	
	JBL Int'l.	428*
	Atlantic Sound Inc.	
	JM Distributors	
	Theil Audio Products Co.	337*
	Meyer Sound Labs	
	ADS Analog and Digital Systems	

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

MULTIPLE LOUDSPEAKERS, MOUNTED IN THE SAME ENCLOSURE (H.S. 8518.22.00.00) (Cont'd)

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
Japan	Alpine Electronics Inc.	2 608*
	A & A Japan Ltd.	
	Yamaha Corp.	1 817*
	Kenwood	
	Pioneer Electronics Corp.	
	Sony Corp.	
	Roland Corp.	638*
	Victor Co. of Japan	
	Sanyo Co. Ltd.	
	Cauver Elect.	
United Kingdom	KEF Electronics Ltd.	2 472*
	Celestion	
	Mission Electronic	
	Wharfedale Ltd.	946*
	Mordaunt Short Ltd.	
	Linn Products Ltd.	
Taiwan	Celef Audio Int'l. Ltd.	
	Kenwood Corp.	802*
	Foster Electric Co.	
	Audlovax Corp.	558*
	Alpine	
	Deccon Co.	475*
	Roland Corp.	
	Pioneer Electronics	
TOTAL		17 664

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

LOUDSPEAKERS, OTHER (H.S. 8518.29.00.00)

Major exporters to Canada of loudspeakers, not elsewhere specified are listed by major country of origin in descending order of dollar value. These exporters accounted for 82 per cent of the total value of Canadian imports during 1989.

The names of the foreign companies are as captured on the computer system and may not be the full legal corporate name. A foreign company may appear in the source several different ways. Attempts are made to consolidate all various entries into one company. For this reason, the value associated with any given company is deemed to be the minimum value.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
United States	Harman-Motive Inc.)	16 992*
	Oxford Speaker Co.)	
	International Jensen Inc.)	9 555*
	Choctaw Electronics Ent.)	
	Delco Electronics)	6 612*
	Panasonic Industrial Co.)	
	Nutone Inc.)	3 525*
	JBL International)	
	Peavey Electronics Corp.)	
	Knowels Electronics Inc.)	2 117*
	Foster Elec)	
	Infinity Systems Inc.)	
	BOSE Corp.)	1 082*
	Spark-O-Matic Corp.)	
	Eminence)	
	Winona Ind.)	722*
	Westmont Corp.)	
	Hitachi Sales Corp.)	

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

LOUDSPEAKERS, OTHER (H.S. 8518.29.00.00) (Cont'd)

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
United States (Cont'd)	Bosch)	
	Pana Pacific Corp.)	662*
	Pyle Industries Inc.)	
	Valcom Inc.)	
	Pioneer Electronics Corp.)	566*
	Meyer Sound Laboratories)	
	Auto Components Inc.)	
	Matsushita Electronics)	
	Gordon Electronics Co.)	590*
	Atlas Soundolier)	
	Pioneer Elec.)	
	Panasonic Industrial Co.)	3 525*
Japan	Toyota Motor Corp.)	
	Sony Corp.)	
	Matsushita Elec.)	2 076*
	Rikel Corp.)	
	Hitachi Ltd.)	
	Primo Microphones Inc.)	1 286*
	Sun Max Trading Co.)	
	TOA Electronics Co. Inc.)	
	Kyocera Int'l. Inc.)	952*
	Honda Motor Co. Ltd.)	
	Clarion)	
	NTI Nashville)	708*
	Culver Electronics Inc.)	
	Sanyo Electric Trading Co.)	
	Mitsubishi)	287*

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

VIII. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

LOUDSPEAKERS, OTHER (H.S. 8518.29.00.00) (Cont'd)

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada</u> (\$000)
Taiwan	Pioneer Ind. Corp.	1 230*
	Taiwan Minebca	
	Spark-O-Matic	664*
	Young Spring	
	Micaltronic Trading	452*
	Matsushita Elec. Inc.	
	Zylux Acoustic Corp.	366*
	Sonavox	
	Foda Ind. Ltd.	412*
	Automax Electronics	
	A & A International Inc.	
Malaysia	Northern Telecom Penang	5 749*
South Korea	Kyung WHA Electronics Co.	
	Hyundai Motor Co.	
	Tae Kwang Ind. Co.	943*
	Culver Electronic Sales	
	Bukdoo Corp.	
	Sammi Sound Technology Co.	<u>3 062*</u>
	Koss Corp.	
TOTAL		61 379

* Aggregated to preserve confidentiality of Canadian importers.

LOUDSPEAKERS

IX. 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). To be included in these lists a firm must have registered itself as a supplier of the products in question in BOSS and/or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
Adamson Acoustic Design Corp.	Pickering, Ont.
*Audio Analysts Inc.	Brossard, Qué.
Audio Vox Intercom Inc.	Montréal, Qué.
*Audioshpere Audio Research Corp. Ltd.	Markham, Ont.
*Baknor Industries Inc.	Mississauga, Ont.
Banquox Sound Ltd.	Winnipeg, Man.
Cambridge Speakers Limited	Cambridge, Ont.
*Dorchester Electronics, Div. Apollo Elect.	Mississauga, Ont.
Global Sound Systems Ltd.	Scarborough, Ont.
*Hemishpere Speaker Systems	Willowdale, Ont.
Highwood Audio Inc.	Calgary, Alta.
Insight Industries Ltd.	Airdrie, Alta.
*Multi-Vox Limitée	St-Léonard, Qué.
*Musatex Audio Inc.	St-Laurent, Qué.
Northern Telecom Canada Ltd.	Ottawa, Ont.
Optivision Canada Ltée.	Repentigny, Qué.
*Orcatron Manufacturing Ltd.	Coquitlam, B.C.
*PSB International Inc.	Pickering, Ont.
Pearl Inc.	Calgary, Alta.
*Yorkville Sound Limited	Scarborough, Ont.

* Company engaged in export trade

LOUDSPEAKERS

IX. 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.

<u>Name</u>	<u>Address</u>
*Audio Products International Corp.	Scarborough, Ont.
*Audiosphere Audio Research Corp. Ltd.	Markham, Ont.
*Axiom Audio	Dwight, Ont.
*Baknor Industries Inc.	Mississauga, Ont.
Cambridge Speakers Limited	Cambridge, Ont.
*Canadian Loudspeaker Technology	Weston, Ont.
Laser Audio Inc.	Oakville, Ont.
Mark IV Audio Canada Inc.	Gananoque, Ont.
Network A-V Innovations Inc.	Edmonton, Alta.
Smyth Sound Equipment Limited	Longueuil, Qué.

* 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

LOUDSPEAKERS

X. CANADIAN AND FOREIGN TARIFFS

Loudspeakers included in this report are 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>
8518.21.00	Single loudspeakers, mounted in their enclosures	9.8%	FREE	7.8%
	On and after January 1, 1991			6.8%
8518.22.00	Multiple loudspeakers, mounted in the same enclosure	9.8%	FREE	7.8%
	On and after January 1, 1991			6.8%
8518.29.00	Loudspeakers, other	9.8%	FREE	7.8%
	On and after January 1, 1991			6.8%

* In order to qualify for the General System of Preference, a special certificate of origin is required.

Enquiries concerning tariffs should be directed to the nearest Customs and Excise office as listed on page two of this report.

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

LOUDSPEAKERS

XI. UNITED STATES' IMPORTS

The United States Department of Commerce reports U.S. imports as follows:

CANADA'S SHARE OF U.S. IMPORTS - 1989⁽¹⁾

Commodity Code	Description	Quantity (No.000)		Value (\$000)		Major Countries of Export to U.S. % of Total Value
		Total	From Canada	Total	From Canada	
8518.21	Single loudspeakers, mounted in their enclosures	34 702	7	108 221	740	Taiwan 41 Japan 22
8518.22	Multiple loudspeakers, mounted in the same enclosure	7 637	93	145 366	9 572	Japan 40 Taiwan 17 Rep. of Korea 14
8518.29	Loudspeakers, other	96 968	28	366 063	1 517	Japan 43 Taiwan 25 Rep. of Korea 10
TOTAL		139 307	128	619 650	11 829	

(1) Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Since January 1990, Canada and the United States have been exchanging import data. Therefore, as of January 1990, any discrepancies between what Canada reports as exports to the United States and what the United States reports as imports from Canada should no longer exist.

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
Fax.: (613) 954-5463

OR Telecommunications and Microelectronics
Division
Information Technologies Industry Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 952-8417
Fax.: (613) 954-1894

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Montréal, Qué. H4Z 1E8
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or 1-800-361-5367
Fax.: (514) 283-3302

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215 Water Street, 5th Floor
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St. John's, Nfld. A1B 3R9
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Fax.: (709) 772-5093

PRINCE EDWARD ISLAND

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Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
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Dominion Public Building
1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
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Fax.: (416) 973-8714

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ISTC
Central Guaranty Trust Tower
1801 Hollis Street, 5th Floor
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Halifax, N.S. B3J 2V9
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Fax.: (506) 851-6429

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330 Portage Avenue
P.O. Box 981
Winnipeg, Man.
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Fax.: (204) 983-2187

SASKATCHEWAN

ISTC
401-119 4th Avenue South
Saskatoon, Sask.
S7K 5X2
Tel.: (306) 975-4386
Fax.: (306) 975-5334

BRITISH COLUMBIA

ISTC
Suite 900
Scotia Tower
650 West Georgia St.
P.O. Box 11610
Vancouver, B.C.
V6B 5H8
Tel.: (604) 666-0266
Fax.: (604) 666-0277

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Suite 1100
510-5th Street Southwest
Calgary, Alta. T2P 3S2
Tel.: (403) 292-4575
Fax.: (403) 292-4578

YUKON

ISTC
Suite 301
108 Lambert Street
Whitehorse, Y.T. Y1A 1Z2
Tel.: (403) 668-4655
Fax.: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
10th Floor
Precambrian Building
P.O. Bag 6100
Yellowknife, N.W.T.
Tel.: (403) 920-8568
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