

HF3221

.A1

C3

90098 c.2



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

**REFRIGERATING OR FREEZING DISPLAY  
COUNTERS, CABINETS, SHOW-CASES  
AND THE LIKE**

Pub. No.: 90098-IP

February 1991



Canada



INDUSTRY, SCIENCE AND  
TECHNOLOGY CANADA  
LIBRARY

MAY - 2 1991

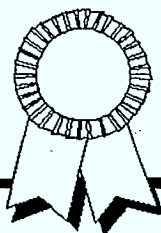
BIBLIOTHÈQUE  
INDUSTRIE, SCIENCES ET  
TECHNOLOGIE CANADA

**REFRIGERATING OR FREEZING DISPLAY  
COUNTERS, CABINETS, SHOW-CASES  
AND THE LIKE**

Pub. No.: 90098-IP

February 1991

**1990 ISTC  
Quality  
Award**



Prepared by:  
Lionel Charron  
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

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6995  
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) 954-6995  
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.

## TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. North American Imports - 1989	6
III. Summary of Canadian Imports	7
- By 1989 Province of Customs Clearance	7
IV. Canadian Imports by Major Country of Origin	8
V. Canadian Production	8
VI. Canadian Exports - 1989	9
VII. Canadian Importers - 1989	10
VIII. Foreign Exporters to Canada - 1989	11
IX. Canadian Suppliers	12
X. Canadian and Foreign Tariffs	16
XI. United States' Imports - 1989	17



## REFRIGERATING OR FREEZING DISPLAY COUNTERS, CABINETS, SHOW-CASES AND THE LIKE

### 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.

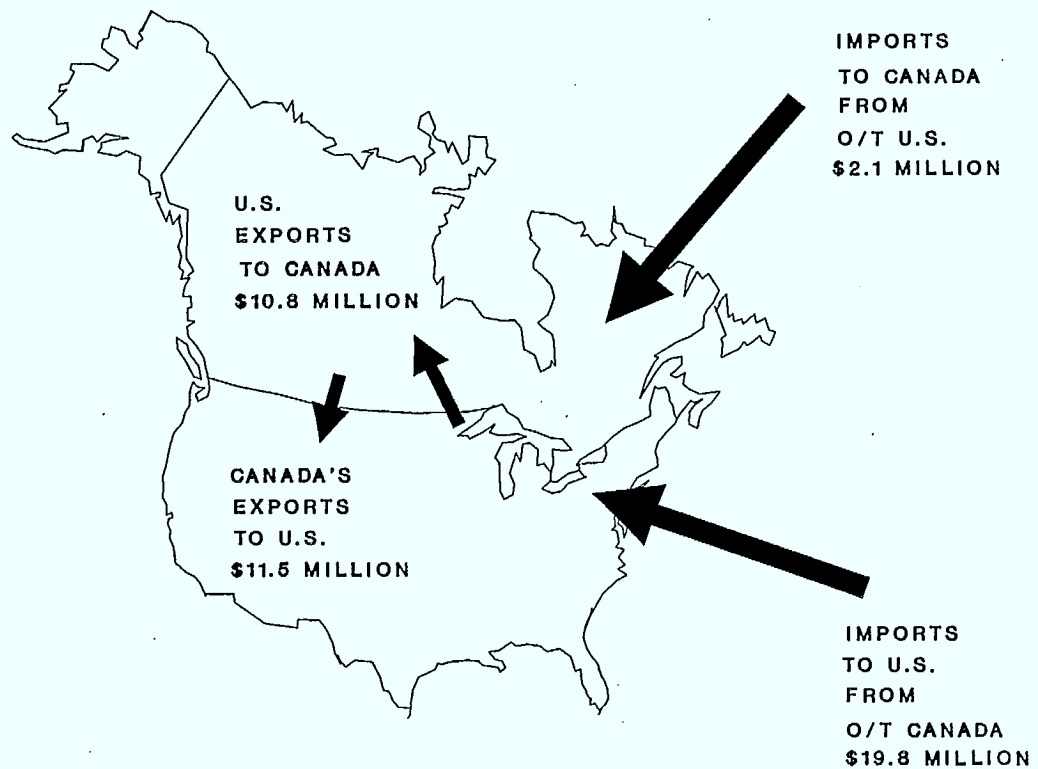
This report is based on data from several sources for the following Harmonized System (H.S.) commodity code:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Refrigerating or freezing display counters, cabinets, show-cases and the like	8418.50

Also available is a market intelligence report entitled "Commercial Refrigerating Installations (Store Type)", Publication Number 90099-IP.

**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE  
(H.S. 8418.50)**

**II. NORTH AMERICAN IMPORTS - 1989**



**North American Imports - \$21.9 Million\***

---

\* Excludes Canada - U.S. bilateral trade; Mexico



**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**  
(H.S. 8418.50)

**III. SUMMARY OF CANADIAN IMPORTS**

<u>1988 Value</u> (\$000)	<u>1989 Value</u> (\$000)	<u>Jan.-Sept. Value</u> (\$000)	<u>Major Country of Export to Canada</u> % of Total Value		
			<u>1988</u>	<u>1989</u>	<u>1990 Jan.-Sept.</u>
14 265	12 893	10 425	U.S.A. 74	U.S.A. 83	U.S.A. 82

**1989 CANADIAN IMPORTS  
BY PROVINCE OF CUSTOMS CLEARANCE**

	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces</u> <sup>(1)</sup>
Value (\$000)	54	-	75	40	2 641	7 047	309	168	518	2 022	12 893

<sup>(1)</sup> Includes Yukon and Northwest Territories



**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE  
(H.S. 8418.50)**

**IV. CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN**

<b>Country<sup>(1)</sup> of Origin</b>	<b>1988 Value (\$000)</b>	<b>1989 Value (\$000)</b>	<b>1990 Jan.-Sept. Value (\$000)</b>
United States	10 662	10 760	8 652
Italy	2 738	1 770	1 311
Denmark	253	131	239
Fed. Rep. of Germany	274	122	66
Japan	212	50	36
France	102	44	-
Netherlands	24	8	85
United Kingdom	-	8	36
<b>TOTAL</b>	<b>14 265</b>	<b>12 893</b>	<b>10 425</b>

---

<sup>(1)</sup> Countries are in descending order based on value for 1989.

**V. CANADIAN PRODUCTION**

Canadian refrigerated display units production accounted for 7 831 in 1986, valued at an estimated \$24.5 million.

**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**

**(H.S. 8418.50)**

**VI. CANADIAN EXPORTS - 1989**

<u>Country</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
United States	3 345	11 482
Mexico	*	211
Italy	*	124
United Kingdom	*	119
Japan	*	62
France	*	43
People's Republic of China	*	42
Jamaica	*	40
Other <sup>(1)</sup>	*	<u>161</u>
<b>TOTAL</b>		<b>12 284</b>

---

\* Not known

(1) Includes: South Africa, Australia, Puerto Rico, St. Pierre-Miquelon, Singapore, Ireland, Bermuda, Rep. of Korea, Zaire, Dominican Republic and Haiti.

# REFRIGERATING OR FREEZING DISPLAY COUNTERS, CABINETS, SHOW-CASES AND THE LIKE

(H.S. 8418.50)

## VII. CANADIAN IMPORTERS - 1989

The principal 10 importers of refrigerating or freezing display counters, cabinets, show-cases and the like accounted for 67 per cent of the total import value during 1989.

<u>Principal Importers (No.)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
5	6 685	52
10	8 582	67
15	9 461	73
25	10 544	82
All Importers (207)	12 893	100

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

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Beaver Lumber Co. Ltd.	Markham, Ont.	Hussmann Store Equipment Ltd.	Brantford, Ont.
C.T. Control Temp. Ltd.	Port Coquitlam, B.C.		Weston, Ont.
Canada Cases Ltd.	Winnipeg, Man.	Ice Equipment Canada Ltd.	Kingston, Ont.
Celsius Refrigeration, Air Conditioning and Heating Ltd.	Toronto, Ont.	Ingram and Bell Inc.	Don Mills, Ont.
Dairy Supplies Ltd.	Edmonton, Alta.	Jones Food Store Equipment Ltd.	Burnaby, B.C.
Distributeur Faema Inc.	Montréal, Qué.	Knechtel Corp.	Kitchener, Ont.
Edmonton Refrigeration Ltd.	Edmonton, Alta.	Lesage Inc.	Laval, Qué.
Équipements Art Walsh Inc., Les	Rivière des Prairies, Qué.	Maytag Co. Ltd.	Rexdale, Ont.
Fraser Scales Ltd.	Peterborough, Ont.	Métropolitaine Réfrigération Équipement Ltée.	Montréal, Qué.
Fresh Fry Canada Ltd.	Laval, Qué.	Neelands Refrigeration Ltd.	Burlington, Ont.
GMT Equipements Inc.	L'Assomption, Qué.	Scheves Mink & Feed Ltd.	Surrey, B.C.
Groupe Master Ltée., Le	Montréal, Qué.	True Western Co.	O'Fallon, MO, USA*
Habco Beverage Systems Inc.	Markham, Ont.	WCI Canada Limited	Cambridge, Ont.
			Guelph, Ont.

\* Non-resident importer

**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**  
(H.S. 8418.50)

**VIII. FOREIGN EXPORTERS TO CANADA - 1989**

Major exporters to Canada of refrigerating or freezing display counters, cabinets, show-cases and the like are listed by major country of origin in descending order of dollar value. These exporters accounted for 72 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	Hussmann Refrigeration Co.	5 407*
	Kelvinator Commercial Co.	
	Tyler Refrigeration Corp.	
	Stevens Lee Co.	1 848*
	Universal Nolin Co.	
	True Western Inc.	
	Leer Mfg. Co. Inc.	627*
	ABC Store Fixtures Inc.	
	Barker Co.	
Italy	Arneg, S.P.A.	1 393*
	Costan, S.P.A.	
	Criosbanc, S.P.A.	
TOTAL		9 275

\* Aggregated to preserve confidentiality of Canadian importers.

**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**  
(H.S. 8418.50)

**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). 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**

Companies are arranged in alphabetical order.

**Cabinets, Ice Cream, Dispensing**

**Name**

**Address**

Toronto Kitchen Equipment Ltd.

Weston, Ont.

**Cabinets, Frozen Food, Commercial**

**Name**

**Address**

\*Blanchard-Ness Ltée.  
Enairtech Enr., Div. de Isotemp Ltée.  
\*Foster Refrigerator of Canada Ltd.  
\*Husmann Store Equipment Ltd.  
Loch, J.H. and Sons Ltd.  
Williams Refrigeration (Canada) Ltd.

St-Hubert, Qué.  
Ste-Foy, Qué.  
Drummondville, Qué.  
Brantford, Ont.  
Dartmouth, N.S.  
Mississauga, Ont.

---

\* Company engaged in export trade

## REFRIGERATING OR FREEZING DISPLAY COUNTERS, CABINETS, SHOW-CASES AND THE LIKE

(H.S. 8418.50)

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

#### Display Cases, Refrigerated, Commercial

<u>Name</u>	<u>Address</u>
*Blanchard-Ness Ltée.	St-Hubert, Qué.
*Coldstream Products of Canada Ltd.	Winnipeg, Man.
Custom Kitchen Inc.	Montréal, Qué.
*Diamond Metal Products Ltd.	Laval, Qué.
Enairtech Enr., Div. de Isotemp Ltée.	Ste-Foy, Qué.
English, Charles Inc.	Chomedey, Qué.
*Entreprises Julien Inc., Les	Québec, Qué.*
*Équipement Doyon Inc.	Ste-Come de Linière, Qué.
*Foster Refrigeration of Canada Ltd.	Drummondville, Qué.
*General Refrigeration Inc.	Mississauga, Ont.
*Hussman Store Equipment Ltd.	Brantford, Ont.
Icemaster Inds. Ltd.	Winnipeg, Man.
*Lentia Manufacturing Ltd.	Port Coquitlam, B.C.
*Malnar Industries Ltd.	Winnipeg, Man.
*Ontario Store Fixtures Inc.	Weston, Ont.
Plasti-Fab Ltd.	Kitchener, Ont.
Ridalco Industries Inc.	Ottawa, Ont.
Terminal Sheet Metal Div. of	
Cassidy's Ltd.	Richmond, B.C.
Toronto Kitchen Equipment Ltd.	Weston, Ont.
Williams Refrigeration (Canada) Ltd.	Mississauga, Ont.

---

\* Company engaged in export trade

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

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

**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**  
(H.S. 8418.50)

**IX. CANADIAN SUPPLIERS (Cont'd)**

**CANADIAN TRADE INDEX**

Companies are arranged in alphabetical order.

**Cabinets, Frozen Food**

<u>Name</u>	<u>Address</u>
Brute Kitchen Equipment Co. Ltd.	Montréal, Qué.
Coldmatic Refrigeration of Canada Ltd.	Concord, Ont.
*Coldstream Products of Canada Ltd.	Winnipeg, Man.
Ho's Refrigeration of Canada Ltd.	Scarborough, Ont.
Sussex Refrigeration Mfg. (1979) Ltd.	Sussex, N.B.

**Cabinets, Ice Cream**

<u>Name</u>	<u>Address</u>
*Coldstream Products of Canada Ltd.	Winnipeg, Man.
*Husmann Store Equipment Ltd.	Brantford, Ont.
Quest Metal Products Ltd.	Winnipeg, Man.

**Counters, Cold Storage and Refrigerated**

<u>Name</u>	<u>Address</u>
Centrac Industries Ltd.	Toronto, Ont.
Coldmatic Refrigeration of Canada Ltd.	Concord, Ont.
*Coldstream Products of Canada Ltd.	Winnipeg, Man.
*Foster Refrigeration of Canada Ltd.	Drummondville, Qué.
Hercules Food Equipment Ltd.	Weston, Ont.
*Hill Refrigeration of Canada Ltd.	Barrie, Ont.
Ho's Refrigeration of Canada Ltd.	Scarborough, Ont.
*Husmann Store Equipment Ltd.	Brantford, Ont.
Leeder's Pacific (1975) Ltd.	Port Coquitlam, B.C.
McKinley and Taylor Ltd.	Edmonton, Alta.
Rapid Refrigeration Manufacturing Co. Ltd.	Scarborough, Ont.

---

\* Company engaged in export trade



**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**  
(H.S. 8418.50)

**IX. CANADIAN SUPPLIERS (Cont'd)**

**Counters, Cold Storage and Refrigerated (Cont'd)**

<u>Name</u>	<u>Address</u>
Ridalco Industries Inc.	Ottawa, Ont.
Sussex Refrigeration Mfg. (1979) Ltd.	Sussex, N.B.
Toronto Kitchen Equipment Ltd.	Weston, Ont.

---

\* 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

**REFRIGERATING OR FREEZING DISPLAY COUNTERS,  
CABINETS, SHOW-CASES AND THE LIKE**  
(H.S. 8418.50)

**X. CANADIAN AND FOREIGN TARIFFS**

Refrigerating or freezing display counters, cabinets, show-cases and the like included in this report are dutiable under the following Canadian tariff items.

<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>
8418.50.10	Refrigerating or refrigerating freezing type display counters, cabinets, show-cases and the like	11.3%	7.5%	9%
	On and after January 1, 1991			7.9%
8418.50.20	Freezing type display counters, cabinets, show-cases and the like	9.2%	2.5%	7.3%
	On and after January 1, 1991			6.4%

Enquiries concerning tariffs should be directed to the nearest Revenue Canada 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.

# REFRIGERATING OR FREEZING DISPLAY COUNTERS, CABINETS, SHOW-CASES AND THE LIKE

(H.S. 8418.50)

## XI. UNITED STATES' IMPORTS - 1989

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

<u>Country of Origin</u>	1989		% of Total	
	<u>Quantity</u> (No.)	<u>Value</u> <sup>(1)</sup> (\$000)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
Canada	3 345	11 482	13	37
Denmark	12 060	6 103	46	20
Italy	3 656	4 736	14	15
Sweden	240	3 543	*	11
Fed. Rep. of Germany	801	2 276	3	7
Japan	920	644	3	2
Austria	627	472	2	2
Netherlands	30	292	*	*
Venezuela	355	282	1	*
United Kingdom	1 575	273	6	*
Rep. of Korea	509	225	2	*
Mexico	284	217	1	*
Costa Rica	332	199	1	*
Other	<u>1 624</u>	<u>536</u>	<u>6</u>	<u>2</u>
TOTAL	26 358	31 280	100	100

(1) A conversion factor of 1.1842 was used to convert the value of 1989 U.S. imports to Canadian dollars.

\* Less than one per cent.

## 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 Environmental Industries and Projects Division  
Surface Transportation and Machinery  
Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3227  
Fax.: (613) 954-1894

## ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

### REGIONAL OFFICES

#### QUÉBEC

ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### NEWFOUNDLAND

ISTC  
Atlantic Place  
215 Water Street, 5th Floor  
P.O. Box 8950  
St. John's, Nfld. A1B 3R9  
Tel.: (709) 772-ISTC  
Fax.: (709) 772-5093

#### PRINCE EDWARD ISLAND

ISTC  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### ONTARIO

ISTC  
Dominion Public Building  
1 Front Street West, 4th Floor  
Toronto, Ont. M5J 1A4  
Tel.: (416) 973-ISTC  
Fax.: (416) 973-8714

#### NOVA SCOTIA

ISTC  
Central Guaranty Trust Tower  
1801 Hollis Street, 5th Floor  
P.O. Box 940, Station 'M'  
Halifax, N.S. B3J 2V9  
Tel.: (902) 426-7259  
Fax.: (902) 426-2624

#### NEW BRUNSWICK

ISTC  
Assumption Place, 12th Floor  
770 Main Street  
P.O. Box 1210  
Moncton, N.B. E1C 8P9  
Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### MANITOBA

ISTC  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
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

## **REGIONAL OFFICES (Cont'd)**

### **ALBERTA**

ISTC  
Room 540  
Canada Place  
9700 Jasper Avenue  
Edmonton, Alta. T5J 4C3  
Tel.: (403) 495-ISTC  
Fax.: (403) 495-4507

ISTC  
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  
Fax.: (403) 873-6228

## **HEADQUARTERS**

ISTC  
1st Floor, East Tower  
235 Queen Street  
Ottawa, Ont. K1A 0H5  
Tel.: (613) 952-ISTC  
Fax.: (613) 957-7942

