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# MARKET INTELLIGENCE

## COMMERCIAL REFRIGERATING INSTALLATIONS (STORE TYPE)

Pub. No.: 90099-IP

February 1991



Canada



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## COMMERCIAL REFRIGERATING INSTALLATIONS (STORE TYPE)

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Prepared by:  
Robert A. Ouellette  
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 - YAM

## 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  
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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. Summary of Canadian Imports	6
- By 1989 Province of Customs Clearance	6
III. Canadian Imports by Major Countries of Origin	7
IV. Canadian Production	7
V. Canadian Exports - 1989	8
VI. Canadian Importers - 1989	9
VII. Foreign Exporters to Canada - 1989	10
VIII. Canadian Suppliers	11
IX. Canadian and Foreign Tariffs	14



## COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE

### 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 Code Analyzed</u>
Commercial refrigerating installations - store type	8418.61.20.00

Also available is a market intelligence report entitled "Refrigerating or Freezing Display Counters, Cabinets, Show-Cases and the Like, Pub. No.: 90098-IP.

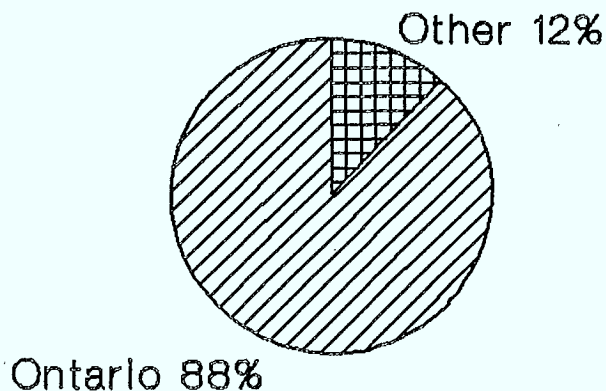
# **COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE** (H.S. 8418.61.20.00)

## **II. SUMMARY OF CANADIAN IMPORTS**

<u>1988</u> <u>Value</u> (\$000)	<u>1989</u> <u>Value</u> (\$000)	<u>1990</u> <u>Jan.-Sept.</u> <u>Value</u> (\$000)	Major Country % of Total Value		
			<u>1988</u>	<u>1989</u>	<u>1990</u> <u>Jan.-Sept.</u>
3 683	2 861	2 556	U.S.A. 96	U.S.A. 94	U.S.A. 99

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

<u>Province</u>	<u>Value</u> (\$000)
Ontario	2 519
Québec	146
Alberta	84
Manitoba	57
British Columbia	20
Saskatchewan	13
Nova Scotia	9
New Brunswick	5
Newfoundland	4
<hr/>	
All Provinces*	2 861



**100 % = \$ 2.9 Million**

\* All provinces includes Yukon and Northwest Territories



**COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE**  
**(H.S. 8418.61.20.00)**

**III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN**

<u>Country of Origin<sup>(1)</sup></u>	<u>1988 Value (\$000)</u>	<u>1989 Value (\$000)</u>	<u>1990 Jan.-Sept. Value (\$000)</u>
United States	3 534	2 690	2 556
United Kingdom	-	93	-
Italy	13	50	-
France	-	17	-
Japan	76	11	5
Federal Republic of Germany	<u>60</u>	<u>-</u>	<u>-</u>
Total	3 683	2 861	2 561

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

**IV. CANADIAN PRODUCTION**

Statistics Canada reports that production of commercial refrigerating installations (store type) as described in this report are made in Canada. However, for reasons of confidentiality, separate data on production or shipments by Canadian manufacturers are not available.

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



**COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE**  
**(H.S. 8418.61.20.00)**

**V. CANADIAN EXPORTS - 1989**

Separate export data for commercial refrigerating installations (store type) are not available. These products are included in the Harmonized System (H.S.) six digit code (8418.61) entitled "Compression Type Refrigerating or Freezing Equipment whose Condensers are Heat Exchangers". 1989 exports for these products are as follows:

<u>Country</u>	<u>Value</u> <u>(\$000)</u>
United States	8 251
Hong Kong	483
Greece	417
Australia	345
China, P. Rep.	336
United Kingdom	310
Taiwan	308
Other	518
	<hr/>
	10 968

# **COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE** (H.S. 8418.61.20.00)

## **VI. CANADIAN IMPORTERS - 1989**

The principal 5 importers of commercial refrigerating installations - store type accounted for 75 per cent of the total import value during 1989.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	2 160	75
10	2 492	87
15	2 616	91
25	2 685	94
All Importers (51)	2 861	100

The principal 25 importers of commercial refrigerating installations - store type during 1989 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product. This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Aladdin Synergetics Inc.	Montréal, Qué.	Hussmann Store Equipment Ltd.	Brantford, Ont.
Andre Avery Inc.	Iberville, Qué.	IL Giornale Coffee Company	Seattle Wash, U.S.A.*
Canadian Curtis Refrigeration Inc.	Stoney Creek, Ont.	Kerr Controls Limited	Truro, N.S.
Climatisation & Refrigeration		Little Ceasor's Restaurants	
T.R.L.M. Inc.	Québec, Qué.	of Canada Ltd.	Mississauga, Ont.
Commisso Fine Foods Inc.	Woodbridge, Ont.	Michel Trout Inc.	Québec, Qué.
Cornelius Mfg. Co. Ltd.	Rexdale, Ont.	Orange Cup of Canada Ltd.	Unionville, Ont.
Dairy Supplies Ltd.	Edmonton, Alta.	Ozawa Canada Inc.	Richmond Hill, Ont.
Dundas Sheet Metal Work Co.	Toronto, Ont.	Rothmar Manufacturing	
Edmonton Refrigeration Ltd.	Edmonton, Alta.	Corporation	Don Mills, Ont.
Équipements Art Walsh Inc., Les	Rivière des prairies, Qué.	The Equip. Parlor Inc.	Kitchener, Ont.
Faema Company Ltd.	Toronto, Ont.	Trane Canada Division / Wabco-	
Hill Refrigeration Div. of		Standard Inc.	Toronto, Ont.
Emhart Canada Limited	Barrie, Ont.	True Western	Missouri, U.S.A.*
Hospital & Kitchen Equipment Ltd.	Downsview, Ont.	Vulcan-Hart Canada Inc.	Drummondville, Qué.

\* Non resident importer.

**COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE**  
**(H.S. 8418.61.20.00)**

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

Major exporters to Canada of commercial regrigerations installations - store type are listed by major country of origin in descending order of dollar value. These exporters accounted for 87 per cent of the total value of Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter<sup>(1)</sup></u>	<u>Value of Exports</u> <u>to Canada</u>
		<u>1989</u> <u>(\$000)</u>
United States	Hill Refrigeration Corp.	1 968*
	Victory Corp.	
	Tyler Refrigeration Corp.	
	Ardco Inc.	283*
	Stevens Lee Co.	
	Bohn Heat Transfer	
	Aladdin Synergetics	94*
	Blue Line Dist. Inc.	
United Kingdom	IMI Cornelius	143*
Italy	AFT	
France	Fermod SA	
Japan	Sakurda	

\* Aggregated to preserve confidentiality of Canadian importers.

(1) The names of the foreign companies are as captured on the computer system and may not be the full legal corporate name.

## COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE

(H.S. 8418.61.20.00)

### VIII. 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. A company does not necessarily carry the particular products described in this report.

#### Refrigeration Unit, Commercial N.E.S.

<u>Name</u>	<u>Address</u>
*A-C Systems Inc.	Vancouver, B.C.
*Aero Heat Exchanger Inc.	Richmond, B.C.
Bel-Par Industries Ltd.	Surrey, B.C.
*Berg Chilling Systems Limited	Scarborough, Ont.
*Blanchard-Ness Ltée.	St-Hubert, Qué.
Brute Kitchen Equipment Inc.	Saint-Laurent, Qué.
C.P. Fabien Inc.	Candiac, Qué.
*Cimco Div. of Toromont Industries Ltd.	Toronto, Ont.
*Cimco-Lock Refrigeration	Edmonton, Alta.
*Coldstream Products of Canada Ltd.	Winnipeg, Man.
Cuisine Canadienne Diamond Inc.	Montréal, Qué.
Custom Craft & Millwork	Regina, Sask.
Custom Kitchen Inc.	Montréal, Qué.
*Diamond Metal Products Ltd.	Laval, Qué.
*E.S. Fox Limited	Welland, Ont.
Enairtech Enr. Div. de Isotemp Ltée.	Niagara Falls, Ont.
*Entreprises Julien Inc., Les	Ste-Foy, Qué.
ESD Industries Incorporated	Québec, Qué.
Flo-Skid Manufacturing Inc.	Mississauga, Ont.
*Foster Refrigerator of Canada	Calgary, Alta.
*General Refrigeration Inc.	Drummondville, Qué.
*Hussmann Store Equipment Ltd.	Mississauga, Ont.
	Brantford, Ont.

\* Company engaged in export trade

N.E.S.: not elsewhere specified

**COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE**  
**(H.S. 8418.61.20.00)**

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

<u>Name</u>	<u>Address</u>
Icemaster Industries Ltd.	Winnipeg, Man.
*Industries M.K.E. (1984) Inc., Les	Laprairie, Qué.
J.H. Lock & Sons Limited	Dartmouth, N.S.
*J.H. Lock and Sons Ltd.	Toronto, Ont.
*Mar-Con Wire Belt Inc.	Richmond, B.C.
*Mirachem Corporation Ltd.	Brossard, Qué.
Nordic Refrigeration Ltée.	Bas-Caraquet, N.B.
*Propak Systems Ltd.	Airdrie, Alta.
Reliable Food Service Equipment Inc.	Concord, Ont.
Ridaico Industries Inc.	Ottawa, Ont.
*Sandvik Process Systems Canada Ltd.	Guelph, Ont.
*Scientek Medical Equip. Div.	
Cassidy's Ltd.	Richmond, B.C.
*Southwind Manufacturing Ltd.	Bedford, N.S.
Storey Electric Ltd.	Charlottetown, P.E.I.
Stork Werkspoor Canada Ltd.	Candiac, Qué.
Sussex Refrigeration Mfg. (1979) Ltd.	Sussex, N.B.
Tarik Woodworking Ltd.	Winnipeg, Man.
Terminal Sheet Metal Div. Cassidy's Ltd.	Richmond, B.C.
Thermo Routier Ltée.	Chateaugay, Qué.
Toronto Kitchen Equipment Ltd.	Weston, Ont.
Williams Refrigeration (Canada) Limited	Mississauga, Ont.

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\* 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

## COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE

(H.S. 8418.61.20.00)

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

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order. A company does not necessarily carry the particular products described in this report.

#### Refrigerators, Commercial

<u>Name</u>	<u>Address</u>
*Atlantic Mini-Fridge Co. Ltd.	Dieppe, N.B.
Bel-Par Industries	Surrey, B.C.
Brute Kitchen Equipment	Montréal, Qué.
*Canadian Curtis Refrigeration Inc.	Stoney Creek, Ont.
Coldmatic Refrigeration of Canada Ltd.	Concord, Ont.
*Coldstream Products of Canada Ltd.	Winnipeg, Man.
Cuisine Custom Kitchen Inc.	Montréal, Qué.
*Fabien, C.P., Inc.	Candiac, Qué.
*Foster Refrigerator of Canada	Drummondville, Qué.
Frigo Refrigeration Products Co.,	
Div. Frigomatic Ltd.	Toronto, Ont.
Garaga Inc.	St-Georges E., Qué.
Gauvin Inc.	Québec, Qué.
*General Refrigeration Inc.	Mississauga, Ont.
H&R Kitchen Equipment	Montréal, Qué.
*Hill Refrigeration Corporation	Barrie, Ont.
Ho's Refrigeration of Canada Ltd.	Scarborough, Ont.
*Husmann Store Equipment Limited	Brantford, Ont.
*Industries MKE (1984) Inc., Les	Candiac, Qué.
*Koolatron Corporation	Brantford, Ont.
Labelle Equipment Co.	Montréal, Qué.
Malnar Industries Ltd.	Winnipeg, Man.
Quest Metal Products Ltd.	Winnipeg, Man.
Rapid Refrigeration Manufacturing Co. Ltd.	Scarborough, Ont.
*Sani Metal Ltée.	Québec, Qué.
Scientek Medical Equipment	Richmond, B.C.
Stainless Steel Products Limited	Brantford, Ont.
Sussex Refrigeration Mfg. (1979) Ltd.	Sussex, N.B.

\* 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

## COMMERCIAL REGRIGERATING INSTALLATIONS - STORE TYPE (H.S. 8518.61.20)

### IX. CANADIAN AND FOREIGN TARIFFS

Commercial refrigerating installations - store type 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>
	Compression type units whose condensers are heat exchangers			
8518.61.20	Commercial refrigerating installations - store type	11.3%	7.5%	9.0%
	On and after January 1, 1991			7.9%

### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: The United Kingdom, Italy, France, Japan and Federal Republic of Germany.

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.



## 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 Project  
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

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Fax.: (709) 772-5093

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134 Kent Street, Suite 400  
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Winnipeg, Man.  
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Fax.: (204) 983-2187

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Fax.: (306) 975-5334

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650 West Georgia St.  
P.O. Box 11610  
Vancouver, B.C.  
V6B 5H8  
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Fax.: (604) 666-0277

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9700 Jasper Avenue  
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Fax.: (403) 495-4507

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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  
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Fax.: (403) 668-5003

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