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# MARKET INTELLIGENCE

## SHOWER HEADS, PLASTIC

Pub. No.: 91029-IP

July 1991



Canada



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Prepared by:  
Garry Emond  
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) 954-6904  
U.S. Department of Commerce,  
Bureau of the Census,  
Tel.: (301) 763-7754

## TARIFFS

Enquiries concerning **Canadian** tariffs  
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Fax.: (613) 954-2509

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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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## SHOWER HEADS, PLASTIC

### 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>
Shower heads, plastic	3926.90.90.41

# SHOWER HEADS, PLASTIC

(H.S. 3926.90.90.41)

## II. SUMMARY OF CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>1988 Value (\$000)</u>	<u>Total Imports</u>		<u>Major Country of Export to Canada % of Total Value</u>		
		<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>
Shower heads, plastic H.S. 3926.90.90.41	1 670	7	788	U.S.A. 52	Taiwan 43	U.S.A. 36

## 1990 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<sup>(1)</sup></u>
Value (\$000)	0	0	2	12	70	604	1	4	6	89	788

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

# SHOWER HEADS, PLASTIC

(H.S. 3926.90.90.41)

## III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

Country of Origin <sup>(1)</sup>	1988		1989		1990	
	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)
United States	512	39	1	14	287	36
People's Republic of China	9	1	-	-	274	35
Taiwan	358	28	3	43	104	13
Israel	37	3	-	-	76	10
Italy	12	1	-	-	25	3
Hong Kong	2	*	-	-	10	1
Federal Republic of Germany	334	26	-	-	9	1
United Kingdom	<u>33</u>	<u>3</u>	<u>3</u>	<u>43</u>	<u>3</u>	<u>*</u>
<b>TOTAL</b>	<b>1 297</b>	<b>100</b>	<b>7</b>	<b>100</b>	<b>788</b>	<b>100</b>

<sup>(1)</sup> Countries are in descending order based on value for 1990.

\* Less than 0.5%



## **SHOWER HEADS, PLASTIC**

(H.S. 3926.90.90.41)

### **IV. CANADIAN PRODUCTION**

Departmental sources indicate there are currently no Canadian manufacturers of plastic shower heads.

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

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-3513

# SHOWER HEADS, PLASTIC

(H.S. 3926.90.90.41)

## V. CANADIAN IMPORTERS - 1990

There were 56 known importers of plastic shower heads in 1990. The principal 20 importers accounted for 92 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	441	56
10	605	77
15	682	87
20	722	92
All Importers (55)	788	100

All importers of plastic shower heads during 1990 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.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A M G Medical Inc.	Montréal, Qué.	Cowall Manufacturing Inc.	Montréal, Qué.
A&C Sales & Distribution Inc.	Toronto, Ont.	Creson Corporation	Toronto, Ont.
	Dieppe, N.B.	Danfoss Manufacturing Company Ltd.	Mississauga, Ont.
Ajaro Marketing O/B 787121 Ontario Inc.	Ajax, Ont.	Delta Faucet Canada A Div. of Emco Ltd.	London, Ont.
Aldest Canada Ltd.	Verdun, Qué.		Bowmanville, Ont.
Alpine Resort Haven Ltd.	Calgary, Alta.	Dominion Seed House Ltd.	Georgetown, Ont.
Amway of Canada Ltd.	London, Ont.	Entreprises Importco Inc., Les	Laval, Qué.
Aquabrax Inc.	St-Laurent, Qué.	F W Woolworth Company Ltd.	Weston, Ont.
Beaver Lumber Company Ltd.	Mississauga, Ont.	Fairform O.E.M. Int'l. Ltd.	Unionville, Ont.
Bradley Corporation	Mississauga, Ont.	Giovanni Management Canada Ltd.	Montréal, Qué.
Brass Craft Canada Ltd.	St Thomas, Ont.	Home Hardware Stores Ltd.	St. Jacobs, Ont.
Bristol Corporation DBA Sunrise Pipe & Supply Ltd.	Kelowna, B.C.	Interbath of Canada Ltd.	Mississauga, Ont.
Canadian Hotel Supply Ltd.	London, Ont.	Jamaica Manufacturing (Canada) Company Limited	Prescott, Ont.
Canadian Tire Corporation Ltd.	Toronto, Ont.	Jouets Ritvik Toys Inc.	Dorval, Qué.
Cerimport Ltée	Charlesbourg, Qué.		
Conair Consumer Products Inc.	Richmond Hill, Ont.		

## SHOWER HEADS, PLASTIC

(H.S. 3926.90.90.41)

### V. CANADIAN IMPORTERS - 1990 (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Kin Shing (Canada) Trading Co. Ltd.	Scarborough, Ont.	Regal Greetings and Gifts Div. of Canadlan Corp. Mgmt. Co. Ltd.	Toronto, Ont.
Kohler Ltd.	Cornwall, Ont.	Richmond Inn Hotel Ltd.	Richmond, B.C.
Long Island Distributing Co. Ltd.	Markham, Ont.	Ridgewood Enterprises Ltd.	Kelowna, B.C.
Mediterranean Trading Co. Ltd.	Lachine, Qué.	Riley Plumbing Distribution Inc.	Montréal, Qué.
Melnor Manufacturing Ltd.	Brantford, Ont.	Safety Supply Canada Ltd.	Richmond Hill, Ont.
Moen Inc.	Mississauga, Ont.	Sexauer Ltd.	Oakville, Ont.
National Bottled Water Supplies Ltd.	Oakville, Ont.	Trans Atlantic Import Co. Ltd.	Wetaskiwin, Alta.
Nekadlm Import Export Inc.	St-Laurent, Qué.	Vermont American Canada Inc.	Mississauga, Ont.
Plumbers Quality Mfg. Ltd.	Concord, Ont.	Waltec Inc.	London, Ont.
Plumbmaster of Canada Inc.	Mississauga, Ont.	Weed Warriors Inc.	Sarnia, Ont.
R C R International Inc.	Longueuil, Qué.	Zin Plas Corp.	Grand Rapids, MN, U.S.A.*

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\* Non resident importer

## SHOWER HEADS, PLASTIC

(H.S. 3926.90.90.41)

### VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of plastic shower heads 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 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		<u>Value of Exports</u> <u>to Canada</u>
			<u>1990</u> (\$000)
United States	Interbath Inc.	)	193*
	Delta Faucet Co.	)	
	Amcor	)	
People's Republic of China	Fairform Mfg. Co. Ltd.	)	268*
	Continental Conair Ltd.	)	
Israel	Amcor Ltd.	)	119*
Taiwan	Chu	)	
	Lego Irrigation	)	
TOTAL			580

\* Aggregated to preserve confidentiality of Canadian importers.

## SHOWER HEADS

### VII. CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

#### BOSS

Companies are arranged in alphabetical order.

#### Shower Heads

<u>Name</u>	<u>Address</u>
Cambridge Brass Div. of Waltec Inc.	Cambridge, Ont.
Danfoss Manufacturing Company Limited	Mississauga, Ont.
*Transcontinental Energy Saving Prod. Cda.	Burlington, Ont.
Waltec Faucets	Wallaceburg, Ont.

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\* Company engaged in export trade

Departmental sources also indicate the following two companies manufacture shower heads in Canada, other than plastic.

<u>Name</u>	<u>Address</u>
Delta Faucet Inc.	Bowmanville, Ont.
Emco Products Div. of Emco	London, Ont.

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

## SHOWER HEADS, PLASTIC

(H.S. 3926.90.90.41)

### VIII. CANADIAN AND FOREIGN TARIFFS

Plastic shower heads 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>
3929.90.90	Shower heads	13.6%	9%	9.5%

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, Taiwan, Italy and Federal Republic of Germany.

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment\*: People's Republic of China and Israel.

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\* 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 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 Advanced Manufacturing Technology Directorate  
Industrial and Electrical Equipment and  
Technology Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3250  
Fax.: (613) 954-3430

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Fax.: (416) 973-8714

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1801 Hollis Street, 5th Floor  
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Fax.: (902) 426-2624

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Fax.: (506) 851-6429

#### MANITOBA

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Fax.: (403) 292-4578

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Fax.: (403) 668-5003

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## HEADQUARTERS

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Fax.: (613) 957-7942



