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MARKET INTELLIGENCE

**FIRE EXTINGUISHERS, WHETHER
OR NOT CHARGED**

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Canada



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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6901
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) 954-6901
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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FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

I. INTRODUCTION AND SCOPE

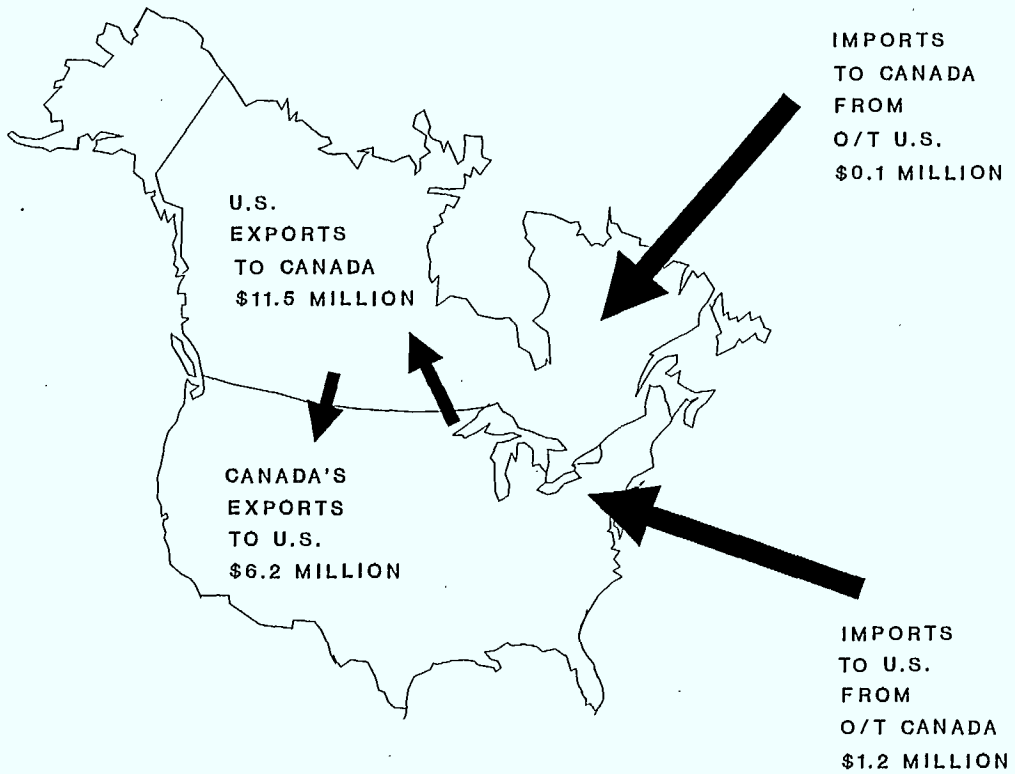
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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>
Fire extinguishers, whether or not charged (8424.10)	
-Manually operated	8424.10.00.10
-Other	8424.10.00.90

**FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)**

II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$1.3 Million*

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

**FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)**

III. CANADIAN IMPORTS

SUMMARY

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada % of Total Value</u>			
	<u>1988 Value (\$000)</u>	<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>1991 Value (\$000)</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Fire extinguishers, whether or not charged:								
Manually operated H.S. 8424.10.00.10	10 168	10 237	7 246	8 564	U.S.A. 99	U.S.A. 99	U.S.A. 99	U.S.A. 99
Other H.S. 8424.10.00.90	1 616	1 795	4 462	3 048	U.S.A. 95	U.S.A. 99	U.S.A. 84	U.S.A. 99
TOTAL	11 784	12 032	11 708	11 612				

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**MANUALLY OPERATED
(H.S. 8424.10.00.10)**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario Value (\$000)	5 414	5 967	4 878	6 109	4.1
British Columbia Value (\$000)	1 631	1 622	1 204	1 350	-6.1
Manitoba Value (\$000)	689	978	582	754	3.1
Québec Value (\$000)	741	618	318	218	-33.5
Alberta Value (\$000)	1 401	1 009	203	94	-59.4
Nova Scotia Value (\$000)	44	19	10	20	-22.8
New Brunswick Value (\$000)	4	*	5	9	35.5
Saskatchewan Value (\$000)	230	21	45	6	-70.0
Newfoundland Value (\$000)	15	3	1	3	-41.0
Northwest Territories Value (\$000)	-	*	-	-	0.0
Total Value (\$000)	10 168	10 237	7 246	8 564	-5.6

Ranked in descending order by 1991 value.
* Less than five hundred.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**MANUALLY OPERATED
(H.S. 8424.10.00.10)**

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	53.2	58.3	67.3	71.3
British Columbia				
Value	16.0	15.8	16.6	15.8
Manitoba				
Value	6.8	9.6	8.0	8.8
Québec				
Value	7.3	6.0	4.4	2.5
Alberta				
Value	13.8	9.9	2.8	1.1
Nova Scotia				
Value	0.4	0.2	0.1	0.2
New Brunswick				
Value	0.0	0.0	0.1	0.1
Saskatchewan				
Value	2.3	0.2	0.6	0.1
Newfoundland				
Value	0.1	0.0	0.0	0.0
Northwest Territories				
Value	-	0.0	-	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**OTHER
(H.S. 8424.10.00.90)**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario Value (\$000)	637	873	1 886	1 672	37.9
Alberta Value (\$000)	141	266	904	837	81.1
Québec Value (\$000)	123	413	1 223	280	31.6
British Columbia Value (\$000)	586	202	365	201	-30.0
Newfoundland Value (\$000)	28	5	2	21	-9.2
New Brunswick Value (\$000)	2	2	15	18	126.6
Nova Scotia Value (\$000)	59	17	39	13	-39.2
Manitoba Value (\$000)	23	9	10	6	-34.9
Saskatchewan Value (\$000)	17	8	19	*	-73.2
Northwest Territories Value (\$000)	2	-	-	-	0.0
Total Value (\$000)	1 616	1 795	4 462	3 048	23.6

Ranked in descending order by 1991 value.

* Less than five hundred.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**OTHER
(H.S. 8424.10.00.90)**

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	39.5	48.7	42.3	54.9
Alberta				
Value	8.7	14.8	20.3	27.5
Québec				
Value	7.6	23.0	27.4	9.2
British Columbia				
Value	36.2	11.3	8.2	6.6
Newfoundland				
Value	1.7	0.3	0.0	0.7
New Brunswick				
Value	0.1	0.1	0.3	0.6
Nova Scotia				
Value	3.6	0.9	0.9	0.4
Manitoba				
Value	1.4	0.5	0.2	0.2
Saskatchewan				
Value	1.0	0.4	0.4	0.0
Northwest Territories				
Value	0.1	-	-	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

MANUALLY OPERATED (H.S. 8424.10.00.10)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States					
Value (\$000)	10 113	10 115	7 193	8 538	-5.5
United Kingdom					
Value (\$000)	37	39	11	16	-24.6
France					
Value (\$000)	1	23	2	7	78.4
Canada					
Value (\$000)	-	-	-	3	0.0
Taiwan					
Value (\$000)	-	-	-	*	0.0
Israel					
Value (\$000)	-	-	-	*	0.0
Other					
Value (\$000)	17	60	40	-	54.9
Total					
Value (\$000)	10 168	10 237	7 246	8 564	-5.6

Ranked in descending order by 1991 value.

* Less than five hundred.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**MANUALLY OPERATED
(H.S. 8424.10.00.10)**

Country of Origin	1988	1989	1990	1991
	%	%	%	%
United States Value	99.5	98.8	99.3	99.7
United Kingdom Value	0.4	0.4	0.2	0.2
France Value	0.0	0.2	0.0	0.1
Canada Value	-	-	-	0.0
Taiwan Value	-	-	-	0.0
Israel Value	-	-	-	0.0
Other Value	0.2	0.6	0.6	0.0
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

OTHER
(H.S. 8424.10.00.90)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States Value (\$000)	1 533	1 783	3 731	3 003	25.1
United Kingdom Value (\$000)	11	5	14	19	19.3
Fed. Rep. of Germany Value (\$000)	38	-	13	17	-23.7
Canada Value (\$000)	-	-	-	5	0.0
Netherlands Value (\$000)	9	1	19	4	-21.5
Japan Value (\$000)	-	-	-	*	0.0
Other Value (\$000)	24	6	685	-	430.1
Total Value (\$000)	1 616	1 795	4 462	3 048	23.6

Ranked in descending order by 1991 value.

* Less than five hundred.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**OTHER
(H.S. 8424.10.00.90)**

Country of Origin	1988	1989	1990	1991
	%	%	%	%
United States Value	94.9	99.3	83.6	98.5
United Kingdom Value	0.7	0.3	0.3	0.6
Fed. Rep. of Germany Value	2.4	-	0.3	0.6
Canada Value	-	-	-	0.2
Netherlands Value	0.5	0.1	0.4	0.1
Japan Value	-	-	-	0.0
Other Value	1.5	0.3	15.3	0.0
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)

IV. CANADIAN PRODUCTION

According to Statistics Canada, portable fire extinguishers as described in this report are made in Canada. However, for reasons of confidentiality, separate data on production shipments by Canadian manufacturers are not available.

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) 951-3523

**FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)**

V. CANADIAN EXPORTS

<u>1989</u>		<u>1990</u>		<u>1991</u>	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	4 454	U.S.	6 085	U.S.	6 364
U.K.	240	U.K.	368	W.Germany	239
Romania	193	S. Korea	82	U.K.	171
Trinidad and Tobago	120	Taiwan	74	Australia	132
United Arab Emirates	40	Greece	43	United Arab Emirates	112
N.Zealand	29	Trinidad and Tobago	13	Ethiopia	46
Taiwan	29	Hong Kong	10	Greece	41
S. Korea	14	N.Zealand	10	Spain	36
Singapore	12	Chile	8	Trinidad and Tobago	20
Sweden	10	Barbados	8	Hong Kong	18
Other	26	Other	35	Other	55
Total	5 168		6 736		7 232

Note: Major countries in descending order based upon value.

Source: Statistics Canada.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

VI. CANADIAN IMPORTERS - 1990

MANUALLY OPERATED (H.S. 8424.10.00.10)

There were 228 known importers of fire extinguishers manually operated in 1990. The principal ten importers accounted for 83 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	3 970	55
6	5 490	76
10	5 993	83
15	6 236	86
25	6 554	90
All Importers (228)	7 246	100

The principal importers of fire extinguishers manually operated 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A W Fireguard And Supplies Ltd.	Port Moody, B.C.	Canadair Ltd.	Montréal, Qué.
Abc/ademco Distribution Div Pittway Corporation	Montréal, Qué.	Canadian Bluebird Sales Co	Brantford, Ont.
Accessoires A Incendie De Québec Inc.	Québec, Qué.	Concord Elevator Inc.	Woodbridge, Ont.
Acme Fire & Safety Co Ltd.	Vancouver, B.C.	Costco Wholesale Corp.	Burnaby, B.C.
Amertek Inc.	Woodstock, Ont.	Cronin Fire Equipment Ltd.	Edmonton, Alta.
Amway Of Canada Ltd.	London, Ont.	Diesel Division, General Motors Of Canada Ltd.	London, Ont.
Arkon Safety Equipment Inc.	Pointe-Aux-Trembles, Qué.	Fire Extinguisher Recharge Center Ltd.	Edmonton, Alta.
B R K Canada Division Pittway Corp Of Canada Ltd.	Etobicoke, Ont.	Flame-Tamer Fire & Safety Ltd.	Brampton, Ont.
B&B Trailer Supplies Ltd.	London, Ont.	Fleck Bros Div Of Steetley Dist Inc.	Burnaby, B.C.
Bell Helicopter Ltée	St-Janvier, Qué.	Fleetwood Canada Ltd.	Lindsay, Ont.
Boeing Canada Ltd. The Dehavilland Division	Downsview, Ont.	Genfir Inc.	Montréal, Qué.
Cadorette Marine Co.	Grand'Mère, Qué.	Glis Ltd.	Sarnia, Ont.
		Grote Manufacturing Ltd.	Scarborough, Ont.
		Innotech Aviation Ltd.	Pointe-Claire-Dorval, Qué.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

MANUALLY OPERATED
(H.S. 8424.10.00.10)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
La Cie Internationale De Fourniture De Roulottes Ltée	St-Bruno, Qué.	Regional Fire Control Co Div Of L Menard Holdings Inc.	Sudbury, Ont.
Les Entreprises Jean & Marc Brousseau Inc.	Québec, Qué.	Rocmer Inc.	Baie Comeau, Qué.
Levitt Safety Eastern Ltd.	Toronto, Ont.	Safety House Inc.	Toronto, Ont.
	Oakville, Ont.		Concord, Ont.
Macmor Industries Ltd.	Winnipeg, Man.	Sava Fire Equipment Inc.	Mississauga, Ont.
MBB Helicopter Canada Ltd.	Fort Erie, Ont.	Superior Safety Ltd.	Thunder Bay, Ont.
Navistar International Corp.	Hamilton, Ont.	Tecmotiv Inc.	Etobicoke, Ont.
Norwood Fire Extinguisher Co Ltd.	Etobicoke, Ont.	Thomas Built Buses Of Canada Ltd.	Woodstock, Ont.
Outboard Marine Corporation Of Canada Ltd.	Peterborough, Ont.	Western Marine Company	Vancouver, B.C.
Pacific Coast Fire Equipment (1976) Ltd.	Victoria, B.C.	Western Star Trucks Inc.	Kelowna, B.C.
		Wormald Fire Systems A Div Of Wormald Canada Inc.	Mississauga, Ont.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER (H.S. 8424.10.00.90)

There were 124 known importers of other type of fire extinguishers in 1990. The principal ten importers accounted for 82 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	2 659	60
6	3 411	76
10	3 651	82
15	3 866	87
25	4 144	93
All Importers (124)	4 462	100

The principal importers of other type of fire extinguishers 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Air Canada Inc.	St-Laurent, Qué.	MBB Helicopter Canada Ltd.	Fort Erie, Ont.
Boeing Canada Ltd. The Dehavilland Division	Downsview, Ont.	Navistar International Corp.	Hamilton, Ont.
Canada 3000 Ltd.	Etobicoke, Ont.	Prairie Fire Extinguisher Company Ltd.	Moose Jaw, Sask.
Canadian Airlines Int'L Ltd.	Calgary, Alta.	Province Of New Brunswick Office Of Comptroller	Fredericton, N.B.
Casp Aerospatiale Inc.	Pointe-Claire-Dorval, Qué.	Pyrene Fire Security Inc.	Toronto, Ont.
Costco Wholesale Corp.	Burnaby, B.C.	Safety Supply Canada Ltd.	Richmond Hill, Ont.
Cronin Fire Equipment Ltd.	Edmonton, Alta.	Securiplex Systems Inc.	Pointe-Claire-Dorval, Qué.
Diesel Division, General Motors Of Canada Ltd.	London, Ont.	Sulchem Products Limited	Calgary, Alta.
E F S Engineering Fire Safety Ltd.	Montréal, Qué.	TAP Air Portugal	Mirabel, Qué.
I M P Group Ltd.	Halifax, N.S.	Tecmotiv Inc.	Etobicoke, Ont.
J I Case Canada A Div Of		Timberjack Inc.	Woodstock, Ont.
Tenneco Canada Inc.	Brampton, Ont.	Unitor Ships Service Ltd.	Vancouver, B.C.
Jentek Controls Ltd.	Calgary, Alta.	Williams Brothers Corp.	Scarborough, Ont.
Levitt Safety (Eastern) Ltd.	Oakville, Ont.	Wilron Equipment Ltd.	Edmonton, Alta.
Lummus Canada Inc.	Mississauga, Ont.	Woodard And Company Ltd.	Downsview, Ont.
M L H Fire Protection Ltd.	Laval, Qué.	Wormald Fire Systems A Div Of Wormald Canada Inc.	Mississauga, Ont.
M S A Canada Incorporated	Downsview, Ont.		

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

VII. FOREIGN EXPORTERS TO CANADA - 1990

MANUALLY OPERATED (H.S. 8424.10.00.10)

Major exporters to Canada of manually operated fire extinguishers, whether or not charged are listed by major country of origin in descending order of dollar value. These exporters accounted for 91 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 to Canada 1990 (\$000)</u>
United States	Amerex Corp.	1 752
	Ansul Fire Protection	1 387
	General Fire Extinguishers	1 259
	Badger - Powhattan)	
	Buckeye Fire Equipment Co.)	1 668*
	Brk Electronics)	
	R.C. of New Brunswick Inc.)	
	Cummings Eng. Co. Inc.)	296*
	Walter Kidde Co. Inc.)	
	Cheney Co.)	
	Halprin Supply Co.)	
	Pem All Fire Extinguisher Corp.)	147*
	Lane Fire Equipment Corp.)	
	D.B. Smith and Co.)	
	Fireboy System Division)	
David S. Weiss Co.)	113*	
Able Fire and Safety)		
TOTAL		6 622

* Aggregated to preserve confidentiality of Canadian importers.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER (H.S. 8424.10.00.90)

Major exporters to Canada of other type of fire extinguishers, whether or not charged 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 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990</u> (\$000)
United States	General Fire Extinguishers)	2 265*
	Pacific Scientific Div.)	
	Walter Kidde Co.)	
	United Express)	400*
	Apex Div. of Bonaventure)	
	Ansul Fire Protection)	
	R.C. of New Brunswick)	250*
	Buckeye Fire Equipment Co.)	
	Badger - Powhattan Co.)	
	Tecmotive)	156*
	MSA Pittsburg)	
	J.I. Case Co.)	
	Rockwood System)	114*
	Clinton Fire Control Inc.)	
	Master Control System Inc.)	
Fenwall Inc.)	86*	
Able Fire and Safety)		
Firefox Corp.)		
Pyro Chem. Inc.)	65*	
HLT Advanced Tech Div.)		
Amerex Corp.)		
TOTAL		3 336

* Aggregated to preserve confidentiality of Canadian importers.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

(H.S. 8424.10)

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.

Fire Extinguishers, Hand Type, Dry Chemical

<u>Name</u>	<u>Address</u>
*Chubb Fire Security Div. of Racal Chubb	Toronto, Ont.
*Flag Fire Equipment Ltd.	Tecumseh, Ont.
Incendex International Inc.	St-Laurent, Qué.
*Stelpro Ltd.	Scarborough, Ont.

Fire Extinguishers, Hand Type, Foam

*Chubb Fire Security Div of Racal Chubb	Toronto, Ont.
Securiplex Systems Inc.	Pointe-Claire, Qué.

Fire Extinguishers, Hand Type, CO2

*Chubb Fire Security Div. of Racal Chubb	Toronto, Ont.
*Flag Fire Equipment Ltd.	Tecumseh, Ont.
Securiplex Systems Inc.	Pointe-Claire, Qué.
*Stelpro Ltd.	Scarborough, Ont.

Fire Extinguishers, Not Elsewhere Specified

*Chubb Fire Security Div. of Racal Chubb	Toronto, Ont.
*D.D.I. Seamless Cylinder Intl. Inc.	Sault Ste-Marie, Ont.
*Flag Fire Equipment Ltd.	Tecumseh, Ont.
Incendex International Inc.	St-Laurent, Qué.
Pyro Tector International Inc.	Dorval, Qué.
Securiplex Systems Inc.	Pointe-Claire, Qué.
*Stelpro Ltd.	Scarborough, Ont.

* Company engaged in export trade.

**FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)**

VIII. CANADIAN SUPPLIERS (Cont'd)

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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Fire Extinguishers

<u>Name</u>	<u>Address</u>
*Cerberus Pyrotronics Inc.	Richmond Hill, Ont.
*DDI Seamless Cylinder International Inc.	Sault Ste-Marie, Ont.
*Flag Fire Equipment Ltd.	Tecumseh, Ont.
Guard-X Inc.	Montréal, Qué.
Racal-Chubb Canada Inc.	Mississauga, Ont.
*Safety House of Canada Ltd.	Toronto, Ont.
Williams Brothers Corp., The	Scarborough, 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

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10.00)

IX. CANADIAN AND FOREIGN TARIFFS

Fire extinguishers, whether or not charged included in this report are dutiable under the following Canadian tariff item.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1992</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
8424.10.00	Fire extinguishers, whether or not charged	10.2%	6.5%	6.1%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in Section III qualify for the Most Favoured Nation tariff treatment.

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

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED

(H.S. 8424.10.00)

IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Fire extinguishers, whether or not charged included in this report are dutiable under the following U.S. tariff item:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	Special ⁽¹⁾	2
8424.10.00	Fire extinguishers, whether or not charged	3.7%	Free (A,B,C,E,IL) 2.2% (CA) *	35%

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.

⁽¹⁾ Generalized System of Preferences	A
Automotive Products Trade Act	B
Agreement on Trade in Civil Aircraft	C
United States-Canada Free-Trade Agreement	CA
Caribbean Basin Economic Recovery Act	E
United States-Israel Free Trade Area	IL

2 Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

Afghanistan	German Democratic Republic	Mongolia
Albania	Kampuchea	North Korea
Bulgaria	Laos	Romania
Cuba	Latvia	Union of Soviet Socialist Republics
Czechoslovakia	Lithuania	Vietnam
Estonia		

* Equipment, originating in the territory of Canada, intended for use in the repair or maintenance of certain motor vehicles subject to accelerated stages rate reductions.

FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)

XI. UNITED STATES' IMPORTS

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

U.S. IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Canada				
Quantity (000 No.)	2 350	865	860	-39.5
Value (\$000)	15 234	6 009	6 233	-36.0
France				
Quantity (000 No.)	4	4	6	18.2
Value (\$000)	435	230	408	-3.2
United Kingdom				
Quantity (000 No.)	15	2	7	-30.4
Value (\$000)	313	470	335	3.4
Sweden				
Quantity (000 No.)	-	*	18	17515.4
Value (\$000)	-	7	157	2297.8
Fed. Rep. of Germany				
Quantity (000 No.)	19	10	*	-89.7
Value (\$000)	156	111	89	-24.2
Israel				
Quantity (000 No.)	2	*	12	166.9
Value (\$000)	682	917	78	-66.2
Singapore				
Quantity (000 No.)	-	*	*	900.0
Value (\$000)	-	9	41	340.0
Japan				
Quantity (000 No.)	1	3	*	-56.2
Value (\$000)	17	44	22	13.1
Mexico				
Quantity (000 No.)	9	1	*	-89.3
Value (\$000)	87	8	17	-55.6
Italy				
Quantity (000 No.)	1	*	*	-92.3
Value (\$000)	4	19	10	55.7
Other				
Quantity (000 No.)	166	1	*	-95.2
Value (\$000)	1 478	111	19	-88.6
Total				
Quantity (000 No.)	2 566	887	905	-40.6
Value (\$000)	18 406	7 935	7 409	-36.6

Ranked in descending order by 1991 value.

Canada ranked 1 overall.

* Less than five hundred.

**FIRE EXTINGUISHERS, WHETHER OR NOT CHARGED
(H.S. 8424.10)**

XI. UNITED STATES' IMPORTS (Cont'd)

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

U.S. IMPORT MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991
	%	%	%
Canada			
Quantity	91.6	97.5	95.1
Value	82.8	75.7	84.1
France			
Quantity	0.2	0.5	0.7
Value	2.4	2.9	5.5
United Kingdom			
Quantity	0.6	0.2	0.8
Value	1.7	5.9	4.5
Sweden			
Quantity	-	0.0	2.0
Value	-	0.1	2.1
Fed. Rep. of Germany			
Quantity	0.7	1.2	0.0
Value	0.8	1.4	1.2
Israel			
Quantity	0.1	0.1	1.3
Value	3.7	11.6	1.1
Singapore			
Quantity	-	0.0	0.0
Value	-	0.1	0.6
Japan			
Quantity	0.1	0.4	0.0
Value	0.1	0.6	0.3
Mexico			
Quantity	0.3	0.2	0.0
Value	0.5	0.1	0.2
Italy			
Quantity	0.0	0.0	0.0
Value	0.0	0.2	0.1
Other			
Quantity	6.5	0.1	0.0
Value	8.0	1.4	0.3
Total			
Quantity	100.0	100.0	100.0
Value	100.0	100.0	100.0

Ranked in descending order by 1991 value.
Canada ranked 1 overall.

DID YOU KNOW?

Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis and is available in most regional offices.

WHAT IS dISTCcovery? **dISTCcovery** is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

dISTCcovery introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product in an agreed market area. The reverse is also possible. A Canadian company can also use **dISTCcovery** to promote their unique product or process for licensing internationally.

dISTCcovery provides access to international data bases containing thousands of licensing offers for new products, processes and technology originating from around the world.

For more information on this service, contact the Market Intelligence Division at (613) 954-4970 or the nearest **ISTC** Regional Office listed at the end of this publication.



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UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES

FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
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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.

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