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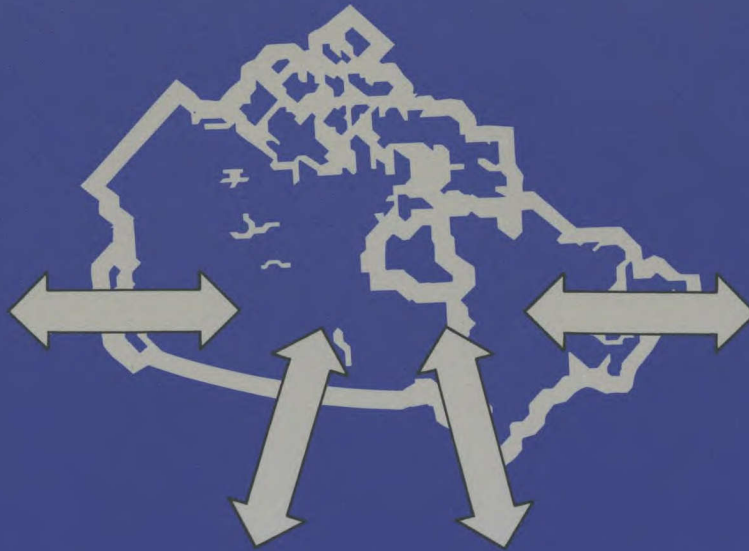
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MARKET INTELLIGENCE

**INSTRUMENTS AND
APPARATUS FOR MEASURING
OR DETECTING
IONIZING RADIATIONS**

Pub. No.: 91135-IP

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Canada



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**INSTRUMENTS AND
APPARATUS FOR MEASURING
OR DETECTING
IONIZING RADIATIONS**

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6946
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) 954-6946
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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INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

I. INTRODUCTION AND SCOPE

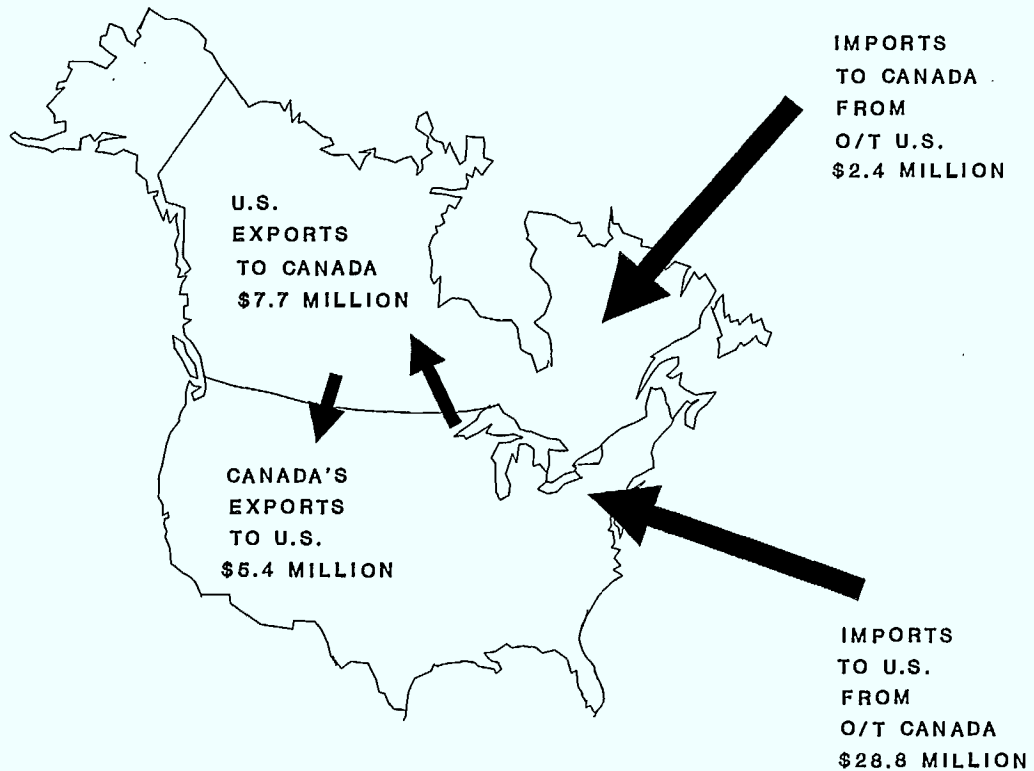
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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 was prepared for the Globe '92 Conference held in Vancouver, British Columbia. It contains import and export data on instruments and apparatus for measuring or detecting ionizing radiations for the following Harmonized System (H.S.) commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
-Instruments and apparatus for measuring or detecting ionizing radiations	
---Alpha-beta geiger counters; geiger-mueller counters; instruments and apparatus for measuring or detecting nuclear radiation	9030.10.10.00
---Other:	
----Electrical instruments and apparatus	9030.10.91.00
----Other	9030.10.99.00

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$31.2 Million*

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

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS

BY PROVINCE OF CLEARANCE

**ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS; INSTRUMENTS
AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION
(H.S. 9030.10.10.00)**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	-----	-----	-----	-----	-----
Ontario Value (\$000)	2 490	2 755	3 403	1 643	-12.9
Manitoba Value (\$000)	34	242	49	187	76.2
Alberta Value (\$000)	47	36	60	56	6.1
New Brunswick Value (\$000)	29	17	45	35	7.5
Québec Value (\$000)	100	120	19	30	-33.1
British Columbia Value (\$000)	25	17	52	26	1.1
Newfoundland Value (\$000)	-	-	11	-	0.0
Saskatchewan Value (\$000)	54	1	1	-	-90.1
Nova Scotia Value (\$000)	7	5	-	-	-29.9
Total Value (\$000)	2 785	3 194	3 640	1 977	-10.8

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Value (\$000)	7 367	7 668	6 822	4 847	-13.0
British Columbia					
Value (\$000)	3 157	2 202	2 220	1 596	-20.3
Alberta					
Value (\$000)	924	309	289	527	-17.1
Québec					
Value (\$000)	1 131	371	686	401	-29.2
Saskatchewan					
Value (\$000)	86	32	67	165	24.3
Nova Scotia					
Value (\$000)	6	27	51	112	159.4
Manitoba					
Value (\$000)	229	168	221	41	-43.4
New Brunswick					
Value (\$000)	127	57	25	19	-46.9
Newfoundland					
Value (\$000)	-	3	3	-	-8.5
Prince Edward Island					
Value (\$000)	6	0	-	-	-94.0
Yukon					
Value (\$000)	14	-	-	-	0.0
Total					
Value (\$000)	13 046	10 836	10 386	7 709	-16.1

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

**OTHER: INSTRUMENTS AND APPARATUS
(H.S. 9030.10.99.00)**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario Value (\$000)	446	885	395	287	-13.6
Québec Value (\$000)	97	89	88	38	-26.9
Newfoundland Value (\$000)	-	-	-	32	0.0
Alberta Value (\$000)	25	84	28	28	4.3
British Columbia Value (\$000)	53	10	25	25	-21.9
Manitoba Value (\$000)	0	20	21	21	528.3
Saskatchewan Value (\$000)	2	-	-	3	13.6
Nova Scotia Value (\$000)	2	1	9	2	14.7
New Brunswick Value (\$000)	1	13	-	-	1 351.3
Total Value (\$000)	625	1 101	566	436	-11.3

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS;
INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION
(H.S. 9030.10.10.00)**

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Value	89.4	86.2	93.5	83.1
Manitoba				
Value	1.2	7.6	1.4	9.5
Alberta				
Value	1.7	1.1	1.7	2.9
New Brunswick				
Value	1.0	0.5	1.2	1.8
Québec				
Value	3.6	3.8	0.5	1.5
British Columbia				
Value	0.9	0.5	1.4	1.3
Newfoundland				
Value	-	-	0.3	-
Saskatchewan				
Value	1.9	0.0	0.0	-
Nova Scotia				
Value	0.3	0.2	-	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
	%	%	%	%
Ontario Value	56.5	70.8	65.7	62.9
British Columbia Value	24.2	20.3	21.4	20.7
Alberta Value	7.1	2.8	2.8	6.8
Québec Value	8.7	3.4	6.6	5.2
Saskatchewan Value	0.7	0.3	0.6	2.1
Nova Scotia Value	0.0	0.2	0.5	1.5
Manitoba Value	1.8	1.5	2.1	0.5
New Brunswick Value	1.0	0.5	0.2	0.2
Newfoundland Value	-	0.0	0.0	-
Prince Edward Island Value	0.0	0.0	-	-
Yukon Value	0.1	-	-	-
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

**OTHER: INSTRUMENTS AND APPARATUS
(H.S. 9030.10.99.00)**

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario Value	71.3	80.3	69.8	65.8
Québec Value	15.5	8.1	15.6	8.7
Newfoundland Value	-	-	-	7.3
Alberta Value	4.0	7.6	5.0	6.5
British Columbia Value	8.5	0.9	4.4	5.8
Manitoba Value	0.0	1.8	3.7	4.8
Saskatchewan Value	0.3	-	-	0.6
Nova Scotia Value	0.3	0.1	1.5	0.6
New Brunswick Value	0.1	1.2	-	-
	-----	-----	-----	-----
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS; INSTRUMENTS
AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION
(H.S. 9030.10.10.00)**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Value (\$000)	1 541	1 948	2 249	1 101	-10.6
United Kingdom					
Value (\$000)	286	278	263	342	6.2
Fed. Rep. of Germany					
Value (\$000)	286	942	1 100	318	3.5
Italy					
Value (\$000)	-	-	-	151	0.0
France					
Value (\$000)	643	7	15	52	-56.9
Japan					
Value (\$000)	0	1	10	15	1 046.7
Taiwan					
Value (\$000)	2	1	1	0	-57.1
Other					
Value (\$000)	27	17	1	-	-79.5
	-----	-----	-----	-----	-----
Total					
Value (\$000)	2 785	3 194	3 640	1 977	-10.8

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States Value (\$000)	9 387	8 204	7 846	6 311	-12.4
Japan Value (\$000)	1 689	1 098	681	650	-27.3
Fed. Rep. of Germany Value (\$000)	776	991	863	400	-19.8
United Kingdom Value (\$000)	704	359	638	280	-26.5
Austria Value (\$000)	12	21	28	38	48.6
France Value (\$000)	83	7	2	12	-48.1
Switzerland Value (\$000)	138	42	34	11	-56.4
Netherlands Value (\$000)	8	11	187	5	-13.9
Finland Value (\$000)	109	1	-	2	-74.7
Taiwan Value (\$000)	26	1	9	1	-72.2
Other Value (\$000)	114	103	99	-	-6.6
Total Value (\$000)	13 046	10 836	10 386	7 709	-16.1

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**OTHER: INSTRUMENTS AND APPARATUS
(H.S. 9030.10.99.00)**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States Value (\$000)	530	1 040	365	331	-14.6
Fed. Rep. of Germany Value (\$000)	24	42	110	71	43.2
United Kingdom Value (\$000)	15	14	53	17	5.0
Hong Kong Value (\$000)	-	-	4	5	29.9
Netherlands Value (\$000)	5	-	1	4	-5.5
Italy Value (\$000)	-	-	-	3	0.0
Republic of Korea Value (\$000)	-	-	-	3	0.0
Japan Value (\$000)	15	1	10	2	-52.8
Other Value (\$000)	36	5	24	-	-19.2
Total Value (\$000)	625	1 101	566	436	-11.3

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS; INSTRUMENTS
AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION
(H.S. 9030.10.10.00)**

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	55.3	61.0	61.8	55.7
United Kingdom				
Value	10.3	8.7	7.2	17.3
Fed. Rep. of Germany				
Value	10.3	29.5	30.2	16.1
Italy				
Value	-	-	-	7.6
France				
Value	23.1	0.2	0.4	2.6
Japan				
Value	0.0	0.0	0.3	0.8
Taiwan				
Value	0.1	0.0	0.0	0.0
Other				
Value	1.0	0.5	0.0	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

Country of Origin	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
United States				
Value	72.0	75.7	75.5	81.9
Japan				
Value	13.0	10.1	6.6	8.4
Fed. Rep. of Germany				
Value	5.9	9.1	8.3	5.2
United Kingdom				
Value	5.4	3.3	6.1	3.6
Austria				
Value	0.1	0.2	0.3	0.5
France				
Value	0.6	0.1	0.0	0.1
Switzerland				
Value	1.1	0.4	0.3	0.1
Netherlands				
Value	0.1	0.1	1.8	0.1
Finland				
Value	0.8	0.0	-	0.0
Taiwan				
Value	0.2	0.0	0.1	0.0
Other				
Value	0.9	1.0	1.0	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

**OTHER: INSTRUMENTS AND APPARATUS
(H.S. 9030.10.99.00)**

Country of Origin	1988	1989	1990	1991
	%	%	%	%
United States				
Value	84.8	94.4	64.5	75.9
Fed. Rep. of Germany				
Value	3.9	3.8	19.4	16.4
United Kingdom				
Value	2.3	1.3	9.3	3.9
Hong Kong				
Value	-	-	0.7	1.2
Netherlands				
Value	0.8	-	0.1	0.9
Italy				
Value	-	-	-	0.8
Republic of Korea				
Value	-	-	-	0.6
Japan				
Value	2.4	0.1	1.7	0.4
Other				
Value	5.8	0.4	4.2	0.0
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

IV. CANADIAN PRODUCTION

Statistics Canada reports that instruments and apparatus for measuring or detecting ionizing radiations are produced in Canada, however, Statistics Canada does not provide data on production by Canadian manufacturers.

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

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

V. CANADIAN EXPORTS BY MAJOR COUNTRIES OF DESTINATION

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS
(H.S. 9030.10)**

1989		1990		1991	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	1 326	U.S.	5 431	U.S.	5 376
France	117	S. Arabia	382	U.K.	226
India	97	U.K.	309	France	135
Italy	77	Brazil	148	Argentina	96
S. Korea	74	France	94	Czechos.	52
U.K.	60	Ireland	68	W. Germany	38
Netherlands	49	Jordan	53	Italy	35
Sweden	42	U.A.E.	50	Japan	34
Switzerland	39	Australia	36	Spain	23
Australia	37	W. Germany	26	U.A.E.	22
Others	<u>267</u>	Others	<u>118</u>	Others	<u>107</u>
TOTAL	2 184		6 717		6 145

Note: Major countries in descending order based upon value.
Source: Statistics Canada

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

VI. CANADIAN IMPORTERS - 1990

ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS; INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION (H.S. 9030.10.10.00)

There were 74 known importers of alpha-beta geiger counters; geiger-mueller counters; instruments and apparatus for measuring or detecting nuclear radiation 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	1 918	53
6	2 583	71
10	3 034	83
15	3 302	91
25	3 469	95
All Importers (74)	3 640	100

Major importers of alpha-beta geiger counters; geiger-mueller counters; instruments and apparatus for measuring or detecting nuclear radiation 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 major importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Atomic Energy of Canada Ltd.	Ottawa, Ont. Pinawa, Man.	Memorial University of Nfld.	St. John's, Nfld.
Canberra-Packard Canada Ltd.	Mississauga, Ont.	Merlan Scientific Ltd.	Georgetown, Ont.
Ciba Corning Canada Inc.	Richmond Hill, Ont.	Merlin-Gerin Canada Ltée.	Boucherville, Qué.
Eberline Instruments Canada Ltd.	Pickering, Ont.	Montréal Armature Co. Limited	Toronto, Ont.
EG & G Instruments Div. of EG & G Canada Ltd.	Markham, Ont.	Ontario Hydro	Toronto, Ont.
Ford Motor Company of Canada Ltd.	Oakville, Ont.	Rayonics Scientific Inc.	Downsview, Ont.
G E C Canada Ltd.	Mississauga, Ont.	Reltek Incorporated	Kanata, Ont.
GEC Alsthom International	Mississauga, Ont.	Safety Supply Canada Ltd.	Richmond Hill, Ont.
ICN Bio Medical Canada Ltd.	Montréal, Qué.	Saskatchewan Research Council	Saskatoon, Sask.
Labserco Limited	Oakville, Ont.	The New Brunswick Electric Power Commission	Fredericton, N.B.
Laurentide Controls Ltd.	Pointe-Claire-Dorval, Qué.	Theratronics International Ltd.	Kanata, Ont.
McMaster University	Hamilton, Ont.	Triumf	Vancouver, B.C.
		University Of British Columbia	Vancouver, B.C.
		Western Atlas Canada Ltd.	Calgary, Alta.
		Westinghouse Canada Limited	Hamilton, Ont.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS (H.S. 9030.10.91.00)

There were 329 known importers of other: electrical instruments and apparatus in 1990. The principal 25 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>
3	2 818	27
6	4 087	39
10	5 270	51
15	6 258	60
25	7 383	71
41	8 342	80
All Importers (329)	10 386	100

Major importers of other: electrical instruments and apparatus 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 major importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Allen Crawford Associates Ltd.	Mississauga, Ont.	Eberline Instruments Canada Ltd.	Pickering, Ont.
Alpha Technologies Ltd.	Burnaby, B.C.	EG & G Instruments Div. of	
Aptec Engineering Ltd.	Downsview, Ont.	EG & G Canada Ltd.	Markham, Ont.
Arius Canada Ltd.	Winnipeg, Man.	Engel Canada Inc.	Guelph, Ont.
Beckman Instruments Canada Inc.	Mississauga, Ont.	F A G Bearings Ltd.	Stratford, Ont.
C D Nova Ltd.	Burnaby, B.C.	F/R Imaging Inc.	Burnaby, B.C.
Cabletel Communications Inc. (1986)	Markham, Ont.	Gandalf Technologies Inc.	Nepean, Ont.
Canadian Medical Laboratories	Mississauga, Ont.	Health Sciences Centre, The	Winnipeg, Man.
Canadian Scientific Products Limited	Hyde Park, Ont.	Hitachi Denshi Ltd.	Scarborough, Ont.
Canberra-Packard Canada Ltd.	Mississauga, Ont.	Honeywell Ltd.	Scarborough, Ont.
Cansec Electronics Ltd.	Winnipeg, Man.	Hotel Dieu De Quebec	Quebec, Qué.
Chrysler Canada Limited	Windsor, Ont.	Interfax Systems Inc.	Montréal, Qué.
D & L Metals Ltd.	Windsor, Ont.	Kellogg Canada Inc.	Etobicoke, Ont.
Department Of National Defence	Ottawa, Ont.	Labserco Limited	Oakville, Ont.
Department of Communications	Ottawa, Ont.	Link Analytical Canada	Mississauga, Ont.
		McMaster University	Hamilton, Ont.
		Merlan Scientific Ltd.	Georgetown, Ont.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Nissei Sangyo Canada Inc. Northeastern Ontario Oncology Program Northern Telecom Ltd. Ontario Cancer Institute Ontario Hydro Phillips Electronics Ltd. Photon Technology International (Canada) Inc. Prodatel Communications Inc. R C C Electronics Ltd. Rayonics Scientific Inc.	Etobicoke, Ont. Sudbury, Ont. Etobicoke, Ont. Toronto, Ont. Toronto, Ont. Montréal, Qué. London, Ont. Laval, Qué. Etobicoke, Ont. Downsview, Ont.	Recom Engineering Ltd. Ronan Engineering Ltd. Safety Supply Canada Ltd. Saskatchewan Telecommunication Tektronix Canada Inc. Tractor Northern Canada University Of Guelph Valmet Automation Inc. Wandel & Goltermann Westinghouse Canada Limited Weyerhaeuser Canada Ltd.	Edmonton, Alta. Toronto, Ont. Richmond Hill, Ont. Regina, Sask. Barrie, Ont. Etobicoke, Ont. Guelph, Ont. Pointe-Claire-Dorval, Qué. Scarborough, Ont. Hamilton, Ont. Kamloops, B.C.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER: INSTRUMENTS AND APPARATUS (H.S. 9030.10.99.00)

There were 80 known importers of other: instruments and apparatus in 1990. The principal 11 importers accounted for 64 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	198	35
6	293	52
10	349	62
11	360	64
25	473	84
All Importers (80)	566	100

Major importers of other: instruments and apparatus 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 major importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Allied Broadcasting Equipment Canada Ltd.	Richmond Hill, Ont.	Isomedix Corporation	Whippany, NJ, USA*
Boreal Laboratories Ltd.	Mississauga, Ont.	Kockums Cancar, Div. of Hawker Siddeley Cda Inc.	Surrey, B.C.
Bubble Technology Industries Inc.	Chalk River, Ont.	Labserco Limited	Oakville, Ont.
Canadian Institute For Radiation Safety	Toronto, Ont.	Lockheed Canada Inc.	Ottawa, Ont.
Canberra-Packard Canada Ltd.	Mississauga, Ont.	LOF Glass of Canada Ltd.	Collingwood, Ont.
Crosfield (Canada) Inc.	Mississauga, Ont.	Nintendo of Canada Ltd.	Richmond, B.C.
Department of Revenue & Financial Services	Regina, Sask.	Ontario Hydro	Toronto, Ont.
F A G Bearings Ltd.	Stratford, Ont.	Raintree Products Ltd.	Toronto, Ont.
Hoffman Laroche Ltd.	Mississauga, Ont.	Saunders-Roe Canada Inc.	Pembroke, Ont.
Honeywell Ltd.	Scarborough, Ont.	Sears Canada Inc.	Scarborough, Ont.
Huyck Canada Ltd.	Arnprior, Ont.	Stuart Hunt & Associates	St. Albert, Alta.
		Université d'Ottawa	Ottawa, Ont.
		University of Toronto	Toronto, Ont.
		University Of Waterloo, The	Waterloo, Ont.

* Non resident importer.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

VII. FOREIGN EXPORTERS TO CANADA - 1990

ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS; INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION (H.S. 9030.10.10.00)

Major exporters to Canada of alpha-beta geiger counters; geiger-mueller counters; instruments and apparatus for measuring or detecting nuclear radiation are listed by major country of origin in descending order of dollar value of exports to Canada in 1990. 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>
Fed. Rep. of Germany	Herfurth Gmbh)	1 539*
United States	Eberline Instrument Corp.)	
United Kingdom	EG & G Instruments)	405*
	GEC Alsthom Measurements)	
United States	Victoreen Instruments)	377*
	Nuclear Research Corp.)	
	Environment)	
	Imaging & Sensing Tech)	188*
	Tennelec/Nucleus Inc.)	
	Canaberra Industries Inc.)	179*
	Dosimeter Corp.)	
	Merlin Gerin Inc.	88
	Nuclear Associates	53
	Bicron Corp.	52
	N.E. Technology Ltd.)	88*
	Ludlum Measurements Inc.)	
United Kingdom	N E Technology Ltd.)	74*
United States	Ackard Instruments)	

* Aggregated to preserve confidentiality of Canadian Importers.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

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

**ALPHA-BETA GEIGER COUNTERS; GEIGER-MUELLER COUNTERS; INSTRUMENTS
AND APPARATUS FOR MEASURING OR DETECTING NUCLEAR RADIATION
(H.S. 9030.10.10.00)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United Kingdom	R.A. Stephen)	60*
United States	Reuter Stokes)	
Fed. Rep. of Germany	Laboratorium Prof. Dr. Berthold Gmbh)	68*
United States	Thge Ohmart)	
	Parkard)	
	Engelhard Industries	18
	Laboratory Technologies)	48*
	Nuclear Consulting)	
	Teha,tpc)	
	Iso Data)	39*
	Princeton Gamma Tech)	
	Teledyne Isotopes)	
United Kingdom	Princeton Corporated Plaza)	33*
United States	Moisture Systems Corp.)	
	Ird Mechanalysis Inc.	
TOTAL		3 309

* Aggregated to preserve confidentiality of Canadian Importers.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

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

OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS (H.S. 9030.10.91.00)

Major exporters to Canada of other: electrical instruments and apparatus are listed by major country of origin in descending order of dollar value of exports to Canada in 1990. These exporters accounted for 79 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	Tektronix Inc.)	
	Beckman Instruments Inc.)	2 501*
United Kingdom	Link Analytical Ltd.)	
United States	Wavetek Products	386
Japan	Advantest America Inc.)	
Fed. Rep. of Germany	Wandel & Goltermann)	812*
United States	Tracor Northern Inc.)	
	Scientific Atlanta Inc.)	
	Eberline Instruments)	431*
	Imaging and Sensing Tech Corp.)	
Netherlands	Von Gahlen Nederland)	560*
United States	Canberra Industries Inc.)	
	Eg and G Instruments	183
Fed. Rep. of Germany	Laboratorium Prof Dr Berthol	173
	Herfuth)	
Japan	Hitachi Denshi Ltd.)	463*
United States	Englehard Corp.)	
	Bell Northern Research)	
Fed. Rep. of Germany	Wellhofer Dosimetrie)	257*
United States	Ronan Engineering Inc.)	
	Precision Filters Inc.)	251*
	Moisture Systems Corporated	121
Japan	Tektronix)	
United States	Ludlum Measurements Inc.)	230*

* Aggregated to preserve confidentiality of Canadian Importers.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

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

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United States (Cont'd)	Packard Instruments Co. Inc.)	216*
	Solon Technologies Inc.)	
	Tennelec Nucleus Inc.	90
	Signetics)	246*
	National Nuclear)	
Von Galhem International Corp.)		
Fed. Rep. of Germany	Fag Kugelfischer)	143*
	United States Berthold Systems Inc.)	
United States	Sorrento)	128*
	Phillips Electronics)	
United States	Ne America)	122*
	Testron Corp.)	
United States	Frequency & Time Systems)	165*
	Polymedco Inc.)	
United States	Virginia Panel Interface)	101*
	Fire Defense)	
United States	Dosimeter Corporation)	
	Reuter Stokes Inc.	50
United States	Bicron Corporation	48
	A B Chance Co.	40
United States	Alnor Nuclear Corporation)	65*
	Princeton Gamma Tech)	
United States	Visonic Ltd.)	88*
	Chemagnetics)	
United States	CPC Supplies)	87*
	Delco Products)	
United States	Gandalf Data Inc.)	
	Williamsburg Mfg)	

* Aggregated to preserve confidentiality of Canadian Importers.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

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

**OTHER: ELECTRICAL INSTRUMENTS AND APPARATUS
(H.S. 9030.10.91.00)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United States (Cont'd)	Watkins-Johnson Intl.)	
Japan	Mackie 3M Specialties)	79*
United States	Nti/Minnetonka)	
	Ionics Instrument Division)	
United Kingdom	Centronic Ltd.)	69*
	New Technology)	
Fed. Rep. of Germany	Dosimeter Corp.)	
	Cmte)	57*
	Berthold Analytical Inc.)	
United Kingdom	Beckman Riic)	
	Molspin)	36*
United Kingdom	Wandel and Goltermann)	
TOTAL		8 198

* Aggregated to preserve confidentiality of Canadian Importers.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

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

OTHER: INSTRUMENTS AND APPARATUS (H.S. 9030.10.99.00)

Major exporters to Canada of other: instruments and apparatus are listed by major country of origin in descending order of dollar value of exports to Canada in 1990. These exporters accounted for 83 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	Crosfield)	
Fed. Rep. of Germany	Laboratorium Prof Dr Berthold Gmbh)	181*
	Fag Kugelfischer)	
United States	Harris Corp.)	59*
	NDC Systems)	
United Kingdom	Saunders Roe Developments)	
United States	KeveX Instruments)	52*
	Isomedix Corporation)	
United Kingdom	Carco World Ltd.)	
United States	Dupont and Fujifilm)	35*
	Lockheed Electronics Corp.)	
	Kockums Cancar Corp.)	19*
	Ludlum Measurements Inc.)	
	Holaday Industries Inc.)	18*
	Central Scientific)	
	Princeton Gamma Tech.)	
	Keithley Instruments Inc.)	24*
	Honeywell Ltd.)	
	Radon Environmental Monitoring)	
	Canberra Industries)	14*

* Aggregated to preserve confidentiality of Canadian Importers.

**INSTRUMENTS AND APPARATUS FOR MEASURING
OR DETECTING IONIZING RADIATIONS**

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

**OTHER: INSTRUMENTS AND APPARATUS
(H.S. 9030.10.99.00)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United Kingdom	Biotrack)	
United States	Dantec Electronics Inc.)	18*
	Macom)	
	Amsco Service)	
	Tracerco Inc.)	13*
	Time Mark Corp.)	
	Teledyne Isotopes)	
	Srb Tech Inc.)	12*
	General Microwave)	
	Eti Systems Inc.)	
	Dasimeter)	12*
	Berthold Systems)	
United Kingdom	Dawtric Electronics)	
United States	Strmens)	10*
	South Manufacturing Co.)	
TOTAL		467

* Aggregated to preserve confidentiality of Canadian Importers.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

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.

Nuclear Radiation Detecting & Measuring Instruments

<u>Name</u>	<u>Address</u>
*Alpha Nuclear Company	Mississauga, Ont.
*Aptec Engineering Limited	Concord, Ont.
*Bubble Technology Industries Inc.	Chalk River, Ont.
*Cyberscope Industries Inc.	Edmonton, Alta.
Datalog Technology Inc.	Calgary, Alta.
*DBS Escher WYSS	Lachine, Qué.
*EDA Instruments Inc.	Toronto, Ont.
*Exploranium G.S. Ltd.	Bolton, Ont.
Foxboro Canada Inc.	Dollard-des-Ormeaux, Qué.
Graphic Controls Canada Ltd.	Gananoque, Ont.
Gray Instruments Inc.	Calgary, Alta.
High Vacuum Systems Inc.	Mississauga, Ont.
*Inspectech Div. of Inspectech Analygas	Edmonton, Alta.
International Radiochemical Centre Inc.	Edmonton, Alta.
MIL Davie Inc.	Levis, Qué.
National Electrical Carbon Canada	Mississauga, Ont.
*Picodas Group Inc.	Richmond Hill, Ont.
*Pylon Electronic Development Co. Ltd.	Lachine, Qué.
*Pylon Electronics Inc.	Nepean, Ont.
*R.A.D. Service & Instruments Ltd.	Scarborough, Ont.
Richard Brancker Research Ltd.	Ottawa, Ont.
*Russell Technologies Inc.	Edmonton, Alta.
*Scintrex Limited	Concord, Ont.
*Thomson & Nielsen Electronics Ltd.	Ottawa, Ont.
*Tri-Met Instruments Ltd.	Winnipeg, Man.
*Urtec Instruments Sales Ltd.	Markham, Ont.

* Company engaged in export trade.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

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.

Instruments, Radioactivity Measuring

<u>Name</u>	<u>Address</u>
*Alphanuclear Co.	Mississauga, Ont.
*Aptec Engineering Limited	Downsview, Ont.
Cyberscope Industries Inc.	Edmonton, Alta.
Non-Destructive Testing Products Limited	Oakville, Ont.
*Pylon Electronic Development Company Ltd.	Ottawa, Ont.
Rayonics Scientific Inc.	Downsview, Ont.
Russell Technologies Inc.	Edmonton, Alta.
Scintrex Limited	Concord, Ont.
Urtec Instruments Sales Limited	Markham, 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
4th Floor
75 International Boulevard
Etobicoke, Ontario M9W 6L9
Tel.: (416) 798-8000
Fax.: (416) 798-8050

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

IX. CANADIAN AND FOREIGN TARIFFS

Instruments and apparatus for measuring or detecting ionizing radiations included in this report are dutiable under the following Canadian tariff items.

<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>
9030.10.10	Alpha-beta geiger counters: instruments and apparatus for measuring or detecting nuclear radiation	10.3%	6.5%	6.1%
9030.10.91	Other: electrical instruments and apparatus	FREE	FREE	FREE
9030.10.99	Other: instruments and apparatus	7.5%	2.5%	4.5%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Austria, Federal Republic of Germany, France, Italy, Japan, Netherlands, Norway, Switzerland, Taiwan, United Kingdom, United States.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Hong Kong, Israel.

* 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.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Instruments and apparatus for measuring or detecting ionizing radiations included in this report are dutiable under the following U.S. tariff items:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	Special ⁽¹⁾	2
9030.10.00	Instruments and apparatus for measuring or detecting ionizing radiations	4%	FREE (A,C,E,IL) 2.8% (CA)	40%

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

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

X. UNITED STATES IMPORTS

BY MAJOR COUNTRY OF ORIGIN

IONIZING RADIATION DETECTORS (H.S. 9030.10.00.00)

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

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91
-----	----	----	----	-----
Fed. Rep. of Germany				(%)
Quantity (No.)	2 383	2 759	2 751	7.4
Value (\$000)	3 392	5 700	6 098	34.1
Finland				
Quantity (No.)	1 509	4 417	910	-22.3
Value (\$000)	5 635	4 635	5 484	-1.3
Canada				
Quantity (No.)	745	988	1 254	29.7
Value (\$000)	2 812	5 507	5 366	38.1
United Kingdom				
Quantity (No.)	19 458	9 902	7 193	-39.2
Value (\$000)	2 306	4 224	4 470	39.2
France				
Quantity (No.)	4 879	14 135	13 484	66.2
Value (\$000)	2 162	3 121	3 339	24.3
Japan				
Quantity (No.)	25 542	68 482	52 932	44.0
Value (\$000)	2 864	3 097	3 274	6.9
Ireland				
Quantity (No.)	3 685	1 704	1 300	-40.6
Value (\$000)	4 483	3 609	2 876	-19.9
Belgium				
Quantity (No.)	573	776	1 465	59.9
Value (\$000)	391	468	1 614	103.1
Sweden				
Quantity (No.)	239	263	555	52.4
Value (\$000)	614	843	1 134	35.9
Taiwan				
Quantity (No.)	641	2 815	6 551	219.7
Value (\$000)	13	39	113	194.7
Other				
Quantity (No.)	3 954	5 330	460	-65.9
Value (\$000)	1 837	1 544	370	-55.1
	-----	-----	-----	-----
Total				
Quantity (No.)	63 608	111 571	88 855	18.2
Value (\$000)	26 510	32 786	34 139	13.5

Ranked in descending order by 1991 value.
Canada ranked 3 overall.

INSTRUMENTS AND APPARATUS FOR MEASURING OR DETECTING IONIZING RADIATIONS

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For more information on these and other opportunities, contact the nearest ISTC Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



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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 Directorate
Environmental Affairs Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
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Fax.: (604) 666-0277

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Calgary, Alta. T2P 3S2
Tel.: (403) 292-4575
Fax.: (403) 292-4578

YUKON

ISTC
Suite 210
300 Main Street
Whitehorse, Y.T. Y1A 2B5
Tel.: (403) 667-3921
Fax.: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
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Precambrian Building
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Yellowknife, N.W.T. X1A 2R3
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