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# Canadian Market Opportunities— Import Profile



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

PAINT SPRAY GUNS, HAND OPERATED

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PAINT SPRAY GUNS, HAND OPERATED

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OR

The nearest DRIE Regional Office.  
These offices are listed on the last  
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion  
Statistics Canada  
Revenue Canada  
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

C O N T E N T S

	<u>PAGE</u>
INTRODUCTION AND SCOPE	4
IMPORT TRENDS: OVERVIEW	4
IMPORTS BY FOREIGN COUNTRY OF EXPORT	5-6
IMPORT MARKET CONCENTRATION	7
TYPE AND LOCATION OF TOP IMPORTERS	7
CANADIAN PRODUCTION	7
MARKET SUMMARY	8
APPENDIX A - CANADIAN TARIFFS	9
APPENDIX B - LIST OF CANADIAN IMPORTERS	10-11
DRIE REGIONAL OFFICES	12

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

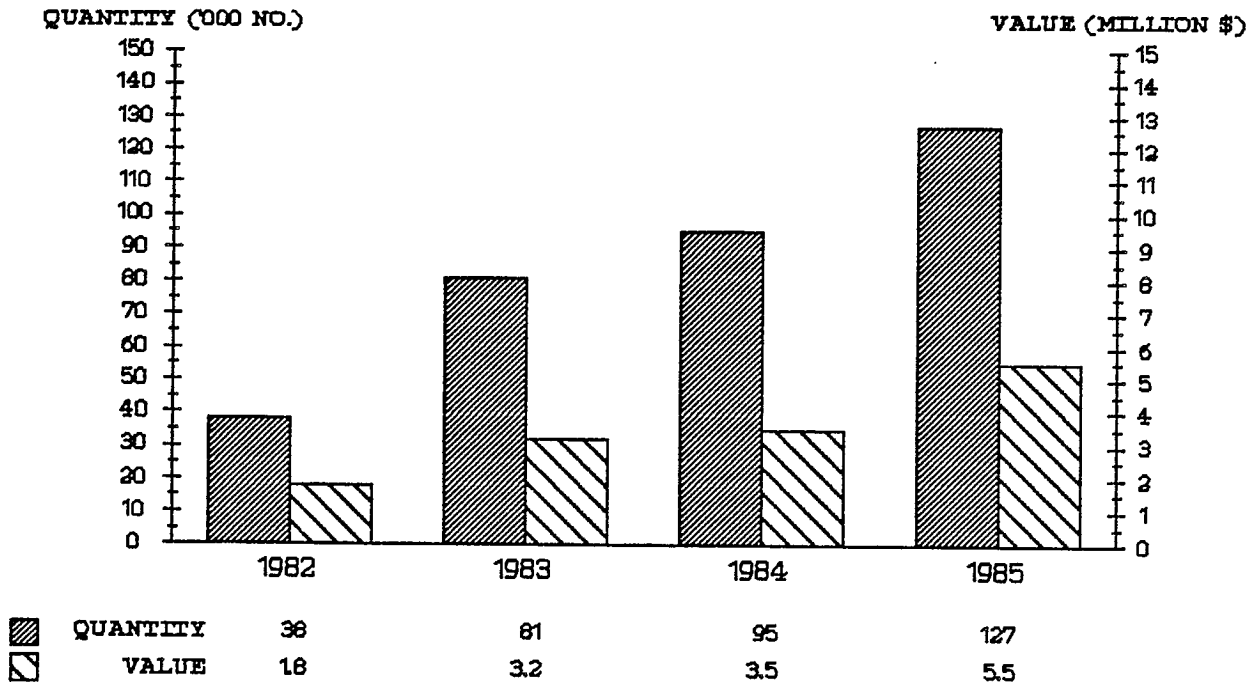
PAINT SPRAY GUNS, HAND OPERATED

INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing for domestic production and to stimulate Canadian business to further explore potential opportunities in both the Canadian and export markets. It is important to emphasize that this report does not attempt any assessment as to the feasibility of manufacturing or competing in a particular market and should be treated as an indicator or starting point for the manufacturer or entrepreneur.

This report contains information on hand operated paint spray guns for domestic use (Canadian International Trade Classification (C.I.T.C.) code 509-89-23). It does not provide data on either electrostatic or pressure contact paint spraying machines.

IMPORT TRENDS: OVERVIEW



Imports of hand operated paint spray guns totalled 127 000 units with a value of \$5.5 million in 1985. Average annual growth rates between 1982 and 1985 were 45 per cent in value and 49 per cent in quantity.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

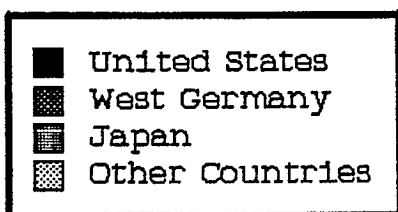
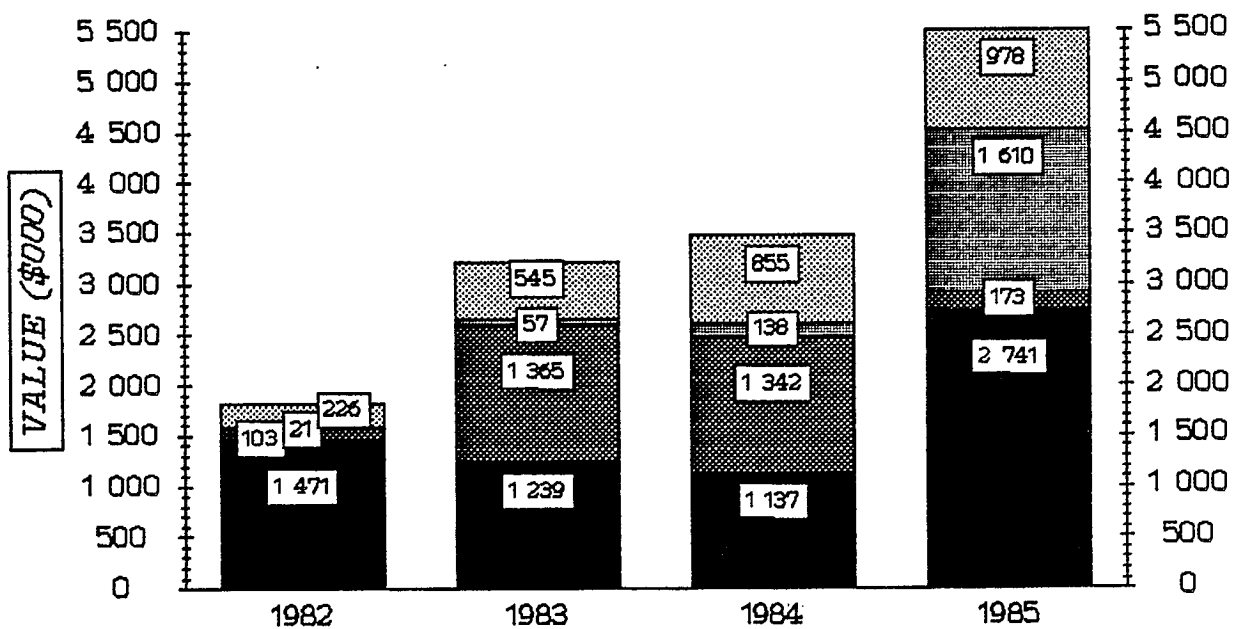
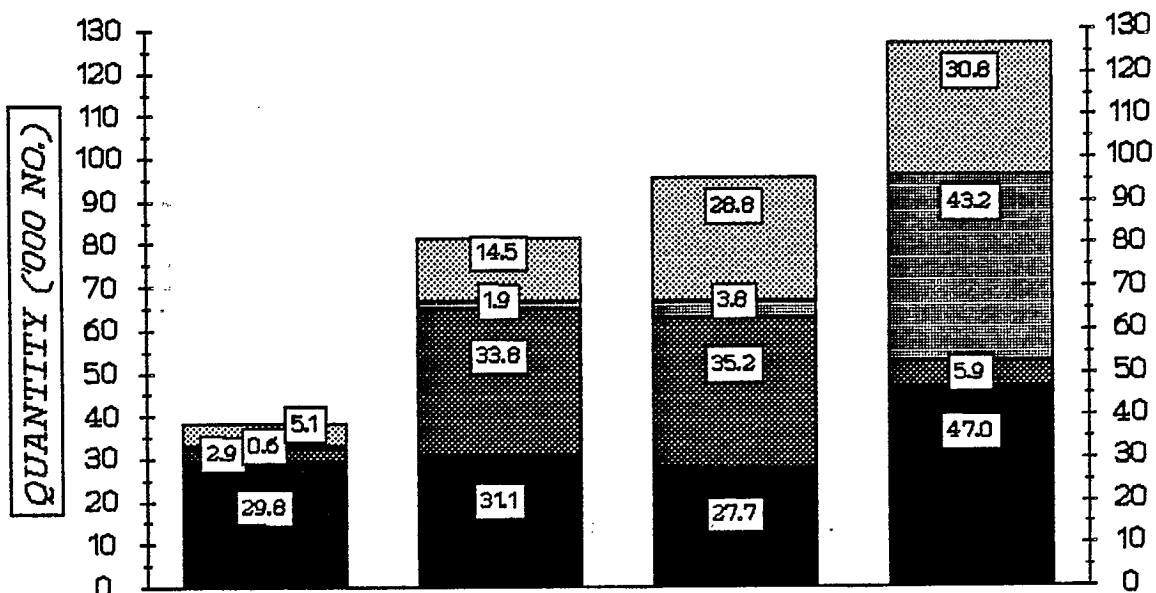
HAND OPERATED PAINT SPRAY GUNS

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Unit Price 1985</u> \$	<u>Average Annual Growth Rate 1982-1985</u> %	<u>Per cent Change 1984-1985</u> %
<b>UNITED STATES</b>							
Quantity (No.)	29 835	31 099	27 697	47 029		16	70
Value (\$000)	1 471	1 239	1 137	2 741	58	23	141
<b>JAPAN</b>							
Quantity (No.)	580	1 883	3 788	43 220		321	1 041
Value (\$000)	21	57	138	1 610	37	325	1 067
<b>SWITZERLAND</b>							
Quantity (No.)	3 555	6 533	9 336	11 539		48	24
Value (\$000)	161	275	423	465	40	42	10
<b>TAIWAN</b>							
Quantity (No.)	1 060	4 970	15 534	13 111		131	-16
Value (\$000)	38	142	301	269	21	92	-11
<b>WEST GERMANY</b>							
Quantity (No.)	2 902	33 784	35 227	5 898		27	-83
Value (\$000)	103	1 365	1 342	173	29	19	-87
<b>OTHER</b>							
Quantity (No.)	501	2 947	3 903	6 126		130	-64
Value (\$000)	27	128	131	244	40	108	-36
<b>TOTAL</b>							
Quantity (No.)	38 433	81 216	95 485	126 923		49	33
Value (\$000)	1 821	3 206	3 472	5 502		45	58
Unit Price (\$)	47	39	36	43			

The United States was the principal exporter to Canada in 1982, with 81 per cent of the total import value and 78 per cent of the quantity. However, in 1983 and 1984 West Germany became the major exporter, having 43 and 39 per cent of the value in 1983 and 1984 respectively, and 42 and 37 per cent of the quantity during the same years. Japan's share of the total value of imports increased dramatically from four per cent in 1984 to 29 per cent in 1985. During the same period its share of the quantity increased from four per cent to 34 per cent. For further information on import market shares, see page 6.

Overall, unit prices dropped between 1982 and 1985, from \$47 to \$43 per unit. The decrease is accounted for by low-priced imports from Taiwan (average unit price of \$21 in 1985) and West Germany (\$29 in 1985). Unit prices of imports from the U.S. were significantly higher in all years than those from other countries, ranging from \$49 in 1982 to \$58 in 1985.

## IMPORTS OF PAINT SPRAY GUNS, HAND OPERATED BY MAJOR COUNTRY OF EXPORT



IMPORT MARKET CONCENTRATION  
(BY % OF TOTAL 1984 VALUE)

<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 15 Importers</u>	<u>Top 20 Importers</u>
63	74	79	82

The 10 top importers accounted for 74 per cent of the total imports in 1984. Of these, three were manufacturers and seven were wholesalers, three being wholesalers of industrial machinery and equipment. Six of the top 10 were located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1984.

TYPE AND LOCATION OF THE 20 TOP KNOWN IMPORTERS - 1984  
(82% OF TOTAL IMPORT VALUE)

	<u>WHOLESALEERS</u>		<u>OTHER (1)</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	7	668	3	430	10	1 098
Québec	4*	185*	1	21	10*	1 765*
Western Provinces			5	1 559		
Atlantic Provinces	-	-	-	-	-	-
<b>TOTAL</b>	<b>11</b>	<b>853</b>	<b>9</b>	<b>2 010</b>	<b>20</b>	<b>2 863</b>

Per cent of 1984 total value	24%	58%	82%
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\* Québec and Western Provinces aggregated to preserve confidentiality.  
(1) Includes 4 manufacturers and 4 retailers

There were 149 known importers of hand operated paint spray guns during 1984. The top 20 known importers accounted for 82 per cent or \$2.9 million of the total imports. Of these 20 importers, three were wholesalers of industrial machinery and equipment. The 10 Ontario importers accounted for \$1.1 million or 32 per cent of the total imports.

CANADIAN PRODUCTION

There are no Canadian manufacturers of hand operated paint-spray guns.



MARKET SUMMARY

Prior to 1981, Canadian homeowners made little use of paint sprayers, electing instead to use paint rollers and brushes. There were a limited number of consumers who owned a small air compressor with a hose that ran to a paint spray gun. These paint spray guns usually had a small one pint paint canister attached. Painting was almost always done outside because of the "paint cloud" or "bounce-back" that accompanied such painting, usually causing considerable overspray.

About 1980, both the Europeans and Americans developed paint sprayers that could be picked up with one hand and which eliminated the air compressor. These units also reduced the "paint cloud" or "bounce-back" factors to such a low level that consumers could now paint indoors.

There are no Canadian manufacturers of the self-contained hand-held paint sprayers although one Canadian company does continue the combination air compressor/hose/paint spray gun systems.

The paint sprayers are marketed through Canadian hardware wholesalers, paint store retailers, department stores, and discount chain stores. The channels of distribution to these organizations are well established and easily discovered. A new Canadian manufacturer of such equipment will have no difficulty identifying these channels of distribution.

The imported products are produced in factories with world scale production and a new Canadian manufacturer will have to produce a quality product at a competitive price.

This report was prepared by:

the Market Development Branch  
in collaboration with the  
Secondary and Service Industries Machinery Division,  
Machinery and Electrical Equipment Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

CANADIAN TARIFFS, 1986

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				
			British Prefer- ential Tariff %	U.K. and Ireland %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %
42700-01	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing	70	2.5	9.2	9.9	35	2.5
	<u>Future Scheduled Rates:</u> January 1, 1987		2.5	9.2	9.2	35	2.5
44603-01	Manufactures, articles or wares, of iron or steel or of which iron or steel or both are the component materials of chief value, n.o.p.	13	10	10.2	11.1	35	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10	10.2	10.2	35	6.5
36215-01	Nickel-plated ware, gilt or electro-plated ware, n.o.p.	8	11.1	11.1	11.1	45	7
	<u>Future Scheduled Rates:</u> January 1, 1987		10.2	10.2	10.2	45	6.5

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION: UNITED STATES, JAPAN, SWITZERLAND, TAIWAN, WEST GERMANY

ENQUIRIES CONCERNING 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) 995-7885

CANADIAN IMPORTERS

Importers of Hand Operated Paint Spray Guns, as indicated in this report during 1984 are listed below in alphabetical order. This list includes all importers with the exception of shipments to individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A & I Inspection Services Ltd.	Cambridge, Ont.	Dominion Industrial Supplies Ltd.	Quesnel, B.C.
ARO Canada Inc.	Rexdale, Ont.	Dutch Coating Systems Ltd.	Toronto, Ont.
Accurcast Die Casting Ltd.	Wallaceburg, Ont.	Earl Scheib Auto Paintings Co. Inc.	Beverly Hills, CA, USA*
Acklands Ltd.	Winnipeg, Man.	Edouard Beauchesne (1974) Inc.	Ste-Julie-de-Verchères, Qué.
Acorn Trading Co. Ltd.	Markham, Ont.	E I F C O Inc.	Mississauga, Ont.
Adhesive Application Systems Ltd.	Scarborough, Ont.	Electrolation Inc.	St-Laurent, Qué.
Alliance Ro-na Home Inc.	St-Jacobs, Ont.	Emery Air Freight Corporation	Scranton, PA, USA*
Allied Tools Ltd.	Edmonton, Alta.	Federated Co-operatives Ltd.	Canoe, B.C.
Ames Taping Tools of Canada Ltd.	Burnaby, B.C.	Federated Tool Supply Co. Ltd.	London, Ont.
Arslan Automotive Canada Ltd.	Montréal, Qué.	Fiber-Shield (Toronto) Ltd.	Don Mills, Ont.
Atlas Copco Canada Inc.	Dorval, Qué.	Forney Welding Equipment & Supplies Ltd.	Regina, Sask.
Auction Marketing Services Inc.	Mississauga, Ont.	Fort Ignition Ltd.	Winnipeg, Man.
B K Group Warehousing Ltd.	Surrey, B.C.	G. Hjukstrom Ltd.	Vancouver, B.C.
Barry & Paquin 1976 Inc.	St-Rock, Qué.	Graco Canada Inc.	Malton, Ont.
Berlett Payne Equipment Ltd.	Toronto, Ont.	H E R O Mfg. Co. Ltd.	Burnaby, B.C.
Binks Mfg. of Canada Ltd.	Toronto, Ont.	Home Hardware Stores Ltd.	St-Jacobs, Ont.
Borthwick Saunders Ltd.		House of Tools Ltd.	Calgary, Alta.
(El-Jay Sales)	Brantford, Ont.	Imperial Clevite Canada Inc.	
Bose Canada Inc.	Ste-Marie, Qué.	Imperial Eastman Division	Barrie, Ont.
Brittania Compression Ind. Ltd.	Calgary, Alta.	J L G Industries Inc.	Willowdale, Ont.
Bromon Import Export Inc.	Montréal, Qué.	J.W. Bird & Company Ltd.	Fredericton, N.B.
C A E Morse Ltd.	Vancouver, B.C.	Jack Meloff Ltd.	Calgary, Alta.
C E K Mfg. Ltd.	Mississauga, Ont.	Jos St Mars Eastern Inc.	Concord, Ont.
C H Thomas Importers Inc.	Digby, N.S.	Kemp Sales Action Ltd.	St-Catharines, Ont.
Canadian Distributing & Mfg. Co. Ltd.	North Battleford, Sask.	Kent Farm Supplies Ltd.	Blenheim, Ont.
Canadian International Auto Parts Ltd.	Vancouver, B.C.	L.J. Peters Warehouses Ltd.	Calgary, Alta.
Canadian Tire Corp. Ltd.	Toronto, Ont.	L-M Craft & Hobby Ltd.	Winnipeg, Man.
Carecraft Canada Ltée	St-Laurent, Qué.	La Compagnie Unie d'Outils Montréal Ltée	Montréal, Qué.
Cellar Dweller Hobby Supply Ltd.	Winnipeg, Man.	Laredo Investments Ltd.	Vancouver, B.C.
Comairco Equipment Ltd.	Downsview, Ont.	Leather & Shoe Findings Supply Company	Montréal, Qué.
Compair Canada Ltd.	Clarkson, Ont.	Les Compresseurs Lavoie Ltée	Laval, Qué.
Compresseurs Adec Ltée	Laval, Qué.	Les Industries Sidlin Inc.	St-Laurent, Qué.
Corporation of the District of Burnaby	Burnaby, B.C.	M.F. Paints Inc.	Montréal, Qué.
Cross Canada Auto Body Supply (Windsor) Ltd.	Windsor, Ont.	MacLeod Stedman Inc.	Winnipeg, Man.
Crown Forest Industries Ltd.	New Westminster, B.C.	Mandem-Industrial Division of Asamera Inc.	Winnipeg, Man.
Currys Art Store Ltd.	Toronto, Ont.	Mansfield Importers & Distributors Ltd.	Edmonton, Alta.
Dan Barclay Enterprises Ltd.	Kelowna, B.C.		
Desco Case Lot Supply Ltd.	Surrey, B.C.		
Ditiltec Inc.	Longueuil, Qué.		

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Merchants Consolidated Ltd.	Winnipeg, Man.	Tooltech Canada Inc.	Montréal, Qué.
Modern Auto Plating Ltd.	Vancouver, B.C.	U A P Inc.	Montréal, Qué.
Motor Wheel Corporation of Canada Ltd.	Chatham, Ont.	U T Tools Ltd. C/O United Tools Mtl.	Montréal, Qué.
Mutual Warehouses Ltd.	Vancouver, B.C.	United Co-operatives of Ontario	Mississauga, Ont.
National Supply Canada Ltd.	Edmonton, Alta.	Valenite Modco Ltd.	Windsor, Ont.
Octagon Cooling Systems Distributors Inc.	Burnaby, B.C.	W W Arcade, Div. of Imperial Lumber Co. Ltd.	Edmonton, Alta.
Omer De Serre Ltée	Montréal, Qué.	Wagner Spray Systems Ltd.	Calgary, Alta.
Ontario Hydro	Toronto, Ont.	Waxoyl Canada Ltd.	Mississauga, Ont.
P R C Canada Inc.	Rexdale, Ont.	Western Import-Export Enrg.	Montréal, Qué.
Paint Sundry Products Inc.	Mississauga, Ont.	Whalley Hardware, Div. of Holland Import Inc.	Burnaby, B.C.
Palmer-Hayes Air Equipment Ltd.	Burlington, Ont.	Windsor Factory Supply Ltd.	Windsor, Ont.
Patterson Consolidated Tool & Die Inc.	London, Ont.	Wurth Canada Ltd.	Montréal, Qué.
Perry Holding Ltd. O/A		Y K K Canada Inc.	St-Laurent, Qué.
Bargain Equip. Supply & Tool	Vancouver, B.C.	Zapata Off-Shore Canada Ltd.	Dartmouth, N.S.
Price & Markle (Penticton) Ltd.	Vernon, B.C.	Zeus Manufacturing Ltd.	Toronto, Ont.
Price & Markle Equipment Ltd.	Vernon, B.C.		
Pride Rentals Ltd.	Maple Ridge, B.C.		
Princess Auto & Machinery Ltd.	Winnipeg, Man.		
R S V P Marketing Ltd.	Markham, Ont.		
R S V P Trading Ltd.	Bramalea, Ont.		
Really Great Products Ltd.	Spruce Grove, Alta.		
Reineking Paint & Auto Ltd.	Calgary, Alta.		
Reliable Sewing Machine Ltd.	Toronto, Ont.		
Revelstoke Companies Ltd.	Calgary, Alta.		
Rondex Ltd.	Winnipeg, Man.		
Russell Food Equipment Ltd.	Winnipeg, Man.		
Rustshield Plating Ltd.	Windsor, Ont.		
Simpsons-Sears Ltd.	Toronto, Ont.		
Snap-On Tools of Canada Ltd.	Concord, Ont.		
Sonic Automobile Enterprises Ltd.	Pickering, Ont.		
Speed and Custom Automotive Accessories Ltd.	Winnipeg, Man.		
Spray Equipment Ltd.	Mississauga, Ont.		
Surplus J W Québec Inc.	Montréal, Qué.		
Swingline of Canada Ltd.	Toronto, Ont.		
T Build & Save Stores Ltd.	Langley, B.C.		
TSC Stores Ltd.	London, Ont.		
Target Importers Inc.	Toronto, Ont.		
Techno Industrial Equipment Inc.	Edmundston, N.B.		
Terra Cotta Ceramics Ltd.	Agincourt, Ont.		
Thermo-Guard Automotive Products Canada Ltd.	Rexdale, Ont.		
Tidy Car Inc.	Mississauga, Ont.		
Tony Cuir Enrg.	Montréal, Qué.		
Tool Pro R G A Ltd.	St-Janvier, Qué.		

\*non-resident importer

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