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MARKET INTELLIGENCE

IMPORT ANALYSIS

INDUSTRIAL FACE MASKS

JULY TO DECEMBER 1987

Pub. No.:89001-PM July 1989



Industry, Science and
Technology Canada

Industrie, Sciences et
Technologie Canada

Canada

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EXPLANATORY NOTES

Method

The data shown in this analysis are extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers are aggregated.

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.

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

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

OR

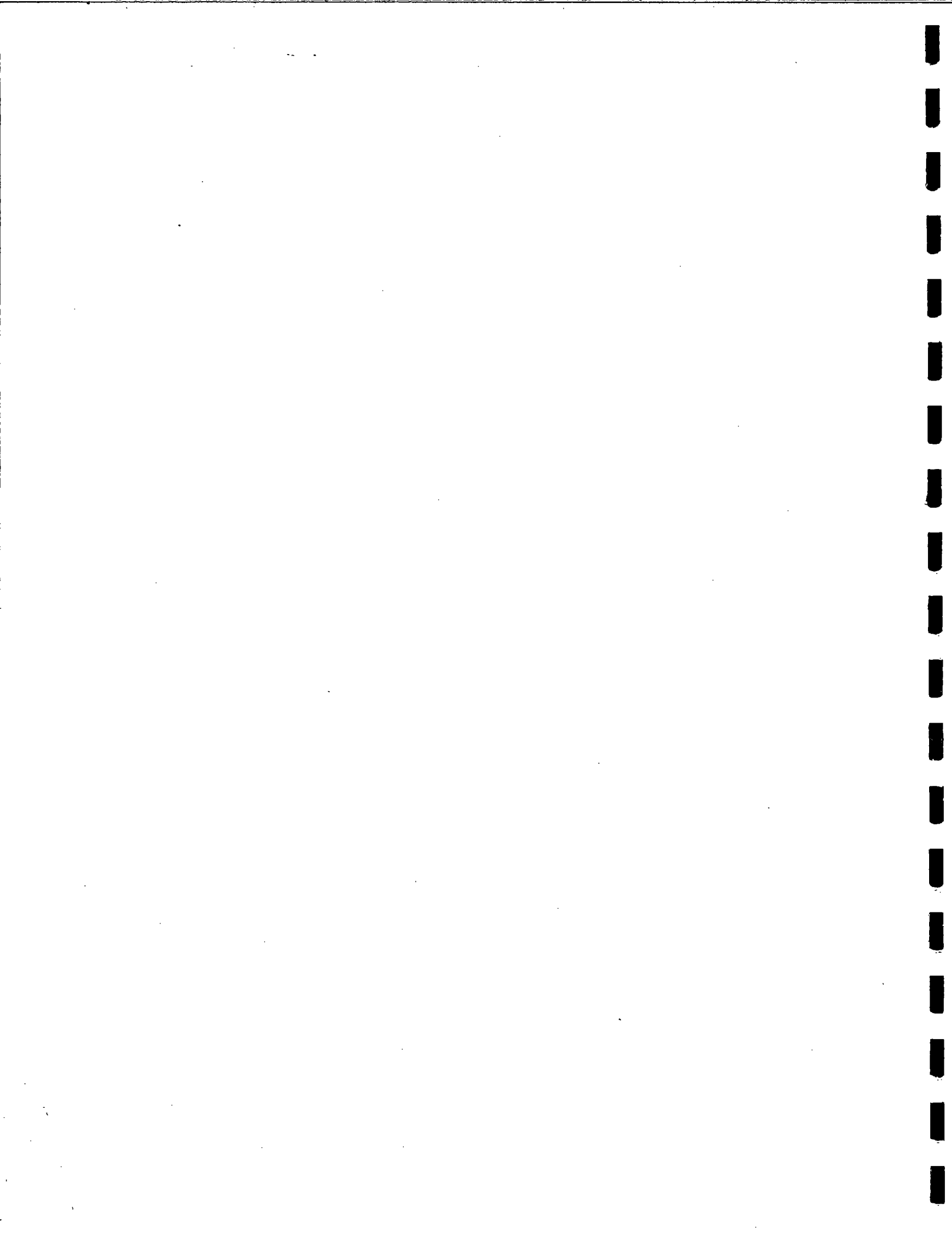
Converted Wood and Paper
Products Division
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IMPORT ANALYSIS
INDUSTRIAL FACE MASKS

I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import 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 an import analysis is developed in close consultation with the client, and is tailored to meet those 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 analysis of imports of industrial face masks is based on a detailed examination of Revenue Canada Customs import documents for the period July to December, 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analysed:

720-39-33 Masks, Protective, Industrial

Imports of industrial face masks, for the period analysed (July to December, 1987) amounted to a total quantity of 5.3 million masks for a value of \$1.9 million. The average unit price was \$0.35 per mask. Further information, indicating type of mask and unit prices, may be found in Appendix A.

II. ANALYSIS OF IMPORTS

SUMMARY OF IMPORTS BY DESCENDING ORDER OF VALUE
JULY TO DECEMBER 1987

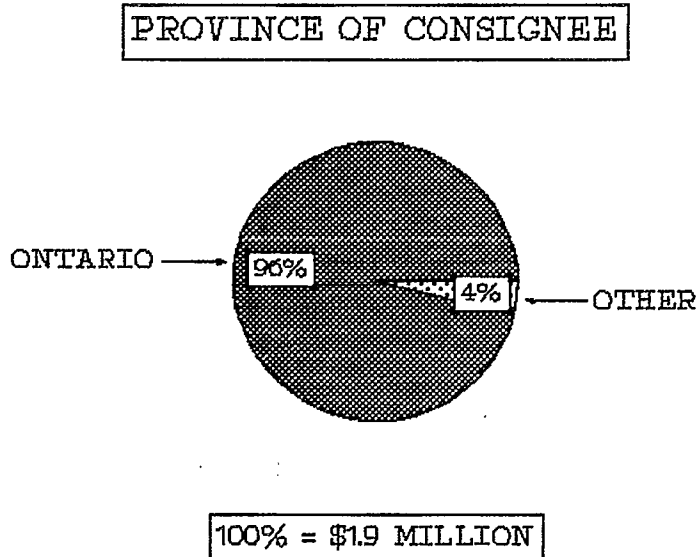
<u>Type</u>	<u>Quantity</u> (000)	<u>Value</u> (\$000)	<u>Average</u> <u>Unit Price</u> (\$)
Dust and Mist	2 357	942	0.40
Molded (All Purpose)	673	439	0.65
Dust	1 996	183	0.09
Dust, Mist and Welding	95	141	1.48
Non-Toxic Particle	176	23	0.13
Other (See Appendix A)	<u>52</u>	<u>164</u>	<u>3.17</u>
GRAND TOTAL	5 349	1 892	0.35

Dust and mist type industrial face masks amounted to 2.4 million units for a value of \$942 000, 45 and 50 per cent respectively of the total quantity and value of imports. For further details, refer to Appendix A.

The United States was the dominant source of imports for industrial face masks, accounting for \$1.8 million or 95 per cent of the total dollar value. Taiwan and Hong Kong accounted for the remaining 5 per cent.

II. ANALYSIS OF IMPORTS (CONT'D)

Ontario was the major province of consignee for the imports analysed. It accounted for \$1.8 million or 96 per cent of the value of imports. The provinces of British Columbia, Québec, Nova Scotia, Manitoba, Alberta and Saskatchewan accounted for the remaining 4 per cent. For further details, refer to Appendix 8.



There were 55 known consignees/importers of industrial face masks during the period July to December 1987. The principal three consignees/importers accounted for \$1.6 million or 82 per cent of the total value of imports. All consignees/importers are listed in alphabetical order in Appendix C.

IMPORT MARKET CONCENTRATION
JULY TO DECEMBER 1987

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Quantity (No.)</u>	<u>Cumulative % of Quantity</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	3 587	67	1 554	82
6	4 310	81	1 697	90
10	4 607	86	1 783	94
All Consignees/ Importers (55)	5 349	100	1 892	100

III. CANADIAN PRODUCTION

At the present time, industrial face masks are not manufactured in Canada.

IMPORTS OF INDUSTRIAL FACE MASKS
BY TYPE AND PRICE RANGE
JULY TO DECEMBER 1987

<u>Type</u>	<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Average</u> <u>Unit Price</u> (<u>\$</u>)
<u>Dust and Mist</u>	0.29 to 0.44	1 429 800	463 073	0.32
	0.45 to 0.49	436 320	212 430	0.49
	0.50 to 0.54	316 480	162 052	0.51
	0.55 to 0.59	130 888	74 867	0.57
	0.60 to 0.64	24 165	14 843	0.61
	0.65 to 0.99	<u>19 700</u>	<u>14 641</u>	<u>0.74</u>
		2 357 353	941 906	0.40
<u>Molded</u> (All Purpose)	0.63 to 0.75	672 960	438 730	0.65
<u>Dust</u>	0.03 to 0.09	1 649 600	100 343	0.06
	0.10 to 0.19	149 936	17 923	0.12
	0.20 to 0.30	145 280	39 958	0.28
	0.34 to 0.39	12 138	4 602	0.38
	0.50 to 0.65	<u>39 000</u>	<u>19 965</u>	<u>0.51</u>
		1 995 954	182 791	0.09
<u>Dust, Mist</u> <u>and Welding</u>	1.29 to 2.13	87 999	119 857	1.36
	2.40 to 3.38	5 400	15 612	2.89
	3.40 to 4.25	<u>1 440</u>	<u>5 154</u>	<u>3.58</u>
		94 839	140 623	1.48
<u>Non-Toxic</u> <u>Particle</u>	0.08 to 0.15	139 600	15 434	0.11
	0.16 to 0.24	<u>39 000</u>	<u>7 590</u>	<u>0.19</u>
		175 600	23 024	0.13
<u>Other</u> (1)	0.90 to 3.60	41 838	94 867	2.27
	3.61 to 9.50	<u>10 334</u>	<u>69 699</u>	<u>6.74</u>
		52 172	164 566	3.15
GRAND TOTAL		5 348 878	1 891 640	0.35

(1) Spray Paint, Organic Vapour, Organic/Ammonia/Methyl and Acid Gas.

APPENDIX B

IMPORTS OF INDUSTRIAL FACE MASKS
BY PROVINCE OF CONSIGNEE
JULY TO DECEMBER 1987

<u>Province of</u> <u>Consignee</u>	<u>Quantity</u> <u>(No.)</u>	<u>Value</u> <u>(\$)</u>	<u>% of Total</u> <u>Value</u>
Ontario	4 937 766	1 815 118	96.0
British Columbia	133 096	51 024	2.7
Québec)			
Nova Scotia)*	219 440	15 104	0.8
Manitoba)			
Alberta)*	<u>58 573</u>	<u>10 394</u>	<u>0.5</u>
Saskatchewan)			
	5 348 878	1 891 640	100.0

* Aggregated in order to preserve confidentiality of Canadian Importers.

CANADIAN IMPORTERS

Consignees/importers of industrial face masks during the period July to December 1987, as indicated in this report, 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>
3M Canada Inc.	London, Ont.	Mansfield Medical Dist. Ltd.	Montréal, Qué.
Allwest Industrial Supplies Ltd.	Surrey, B.C.	McKerlie-Millen Inc.	London, Ont.
American Optical Co. Ltd.	Markham, Ont.	Norton Canada Inc.	Hamilton, Ont.
Ames Taping Tools of Canada Ltd.	Brampton, Ont.	Nuryshah Enterprises Ltd.	Concord, Ont.
Andy Cap Truck Accessories Inc.	Amherstburg, Ont.	O.K. Welders Supplies Ltd.	Penticton, B.C.
Bennett (391395 Ontario) Ltd.	Markham, Ont.	P.D. Metal Industry Ltd.	Oakville, Ont.
Bowman Products (Canada) Ltd.	Concord, Ont.	Pascal, J. Inc.	Montréal, Qué.
Budget Promotions Co. Ltd.	Burnaby, B.C.	Pierman, J.P. Const. Ltd	Sault-Ste-Marie, Ont.
Busy Bee Machine Tools Ltd.	Concord, Ont.	Pike Sales Ltd.	Winnipeg, Man.
Can-Safe Sales Inc.	Cambridge, Ont.	Plastique Royal Inc.	Laval, Qué.
Canada Safety Equipment Ltd.	Winnipeg, Man.	Quality Craft Importers Ltd.	Vancouver, B.C.
Collins Safety Inc.	Kitchener, Ont.	Raydon Sales Ltd.	Dartmouth, N.S.
Cross Canada Autobody Supply Ltd.	Windsor, Ont.	Rondex Ltd.	Winnipeg, Man.
Drollis Safety Supply Co. Ltd.	Burlington, Ont.	Safe-Pak Supply Canada Inc.	Port Moody, B.C.
Ensite Ltd.	Windsor, Ont.	Safety House of Canada Ltd.	Toronto, Ont.
Eurocan Pulp and Paper Co.	Kitimat, B.C.	Safety Supply Co. Ltd.	Richmond Hill, Ont.
Fisher Scientific Ltd.	Whitby, Ont.	Sudbury Autobody Suppl.Inc.	Sudbury, Ont.
Flame-Tamer Fire and Safety Ltd.	Brampton, Ont.	Travenol Canada Inc.	Mississauga, Ont.
Genuine Parts Co. Ltd.	Calgary, Alta.	Trillium Indust. Safety Ltd.	Thorold, Ont.
Globe Import Sales Ltd.	Edmonton, Alta.	Unisys Canada Inc.	Winnipeg, Man.
Hardcraft Industries Ltd.	Unionville, Ont.	Vermont American Canada Inc.	Mississauga, Ont.
Heritage Safety Products Ltd.	Milton, Ont.	Wasip Ltd.	Scarborough, Ont.
Inmont Canada Ltd.	Brantford, Ont.	Wayne Safety Inc.	Oakville, Ont.
Itacan Marketing Service Inc.	Laval, Qué.	Wetmore Welding Supply Ltd.	Mississauga, Ont.
K-Mart Canada Ltd.	Brampton, Ont.	Whalley Hardware, Div.	
Lenco Welding Accessories Ltd.	Windsor, Ont.	of Holland Import Inc.	Burnaby, B.C.
Levitt Safety (Eastern) Ltd.	Toronto, Ont.	Wheels Maintenance Prod.Ltd.	Downsview, Ont.
M.P.S. Carcraft Supplies Ltd.	Vancouver, B.C.	Zion Import-Export Ltd.	Port Moody, B.C.

FOREIGN EXPORTERS TO CANADA

There were a total of 43 exporters to Canada of industrial face masks during the period July to December 1987. The principal nine are listed below in descending order of dollar value. These exporters accounted for \$1.8 million or 95 per cent of the value of imports analysed.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
Minnesota Mining and Mfg. Co.	St. Paul, MN	United States)	
Metric Products Inc.	Culver City, CA	United States)*	1 575
Gerson, Louis M. Co. Inc.	Middleboro, MA	United States)	
Protective Equipment Supply Co. Ltd.	Buffalo, NY	United States)	
Buffalo Fire and Safety Co.	Buffalo, NY	United States)*	169
F.S.G. Industries Co.	Buffalo, NY	United States)	
RIN Oak Enterprises Co. Ltd.	Taichung	Taiwan)	
Wenwask Industrial Co. Ltd.	Taipei	Taiwan)*	75
Morrison Enterprises Corp.	Taichung	Taiwan)	

* Aggregated in order to preserve confidentiality of Canadian importers.

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 Industry, Science and Technology Canada (ISTC); 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 of Canadian products supplied is as given by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity codes.

720-39-23 Masks, Protective, Industrial

<u>Name</u>	<u>Address</u>
* Camoplast Inc., Division Roski Cleanwear Products Ltd.	Roxton-Falls, Qué. Scarborough, Ont.
* Deco Tools Canada Ltd. Les Productions Ranger (1988) Inc.	Pickering, Ont. Roxton Pond, Qué.

* Company engaged in export trade

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Masks: Gas, Fume, Smoke and Spray Painting

<u>Name</u>	<u>Address</u>
Binks Manufacturing Co. of Canada Ltd. Deco Tools Canada Ltd.	Toronto, Ont. Pickering, Ont.
* M.S.A. Canada Inc.	Downsview, Ont.
* Safety House of Canada Ltd.	Toronto, Ont.
* Safety Supply Canada	Richmond Hill, Ont.

* Indicates firms 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

CANADIAN AND FOREIGN TARIFFS

Industrial face masks included in this analysis were dutiable under the following most commonly applied tariff item.

Tariff Item	Description	1987 Tariff Treatment				
		British Prefer- ential Tariff	Most Favoured Nation Tariff	General Tariff	General Prefer- ential Tariff	U.K. and Ireland
		%	%	%	%	%
41035-1	Equipment for distributing stone dust in mines; Rescue appliances, designed for use in mines, where artificial breathing is necessary in the presence of noxious gases, including oxygen pumps for use exclusively in connection with such appliances; automatic resuscitation apparatus for artificial breathing to aid in the saving of human life; apparatus for determining the presence or quantity of carbon monoxide in the blood; inhalators for treating victims of noxious gas; portable respirators, including hose mask outfits complete with face piece, harness, air line and air pump or blower, designed for use in noxious atmosphere; indicating or continuous recording equipment or automatic alarm equipment for detecting or indicating noxious gases or noxious vapours in the atmosphere; Parts of all the foregoing	Free	Free	Free	Free	Free

CANADIAN AND FOREIGN TARIFFS (CONT'D)

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States and Taiwan

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Hong Kong

* NOTE: 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 Customs and Excise office or to:

TARIFF PROGRAMS
REVENUE CANADA
CUSTOMS AND EXCISE
OTTAWA, ONTARIO
K1A 0L5
TEL: (613) 954-6946

Foreign Countries

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