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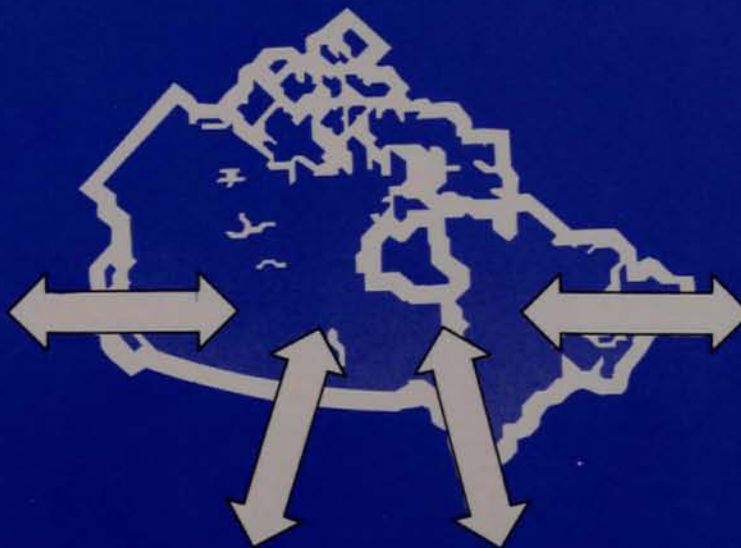
MARKET INTELLIGENCE

IMPORT ANALYSIS

HUMIDITY
MEASURING / CONTROLLING
INSTRUMENTS

Pub. No.: 89005-RR

October 1989



Canada



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Market Intelligence Division
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235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

OR
Computer and Instrumentation Division
Information Technologies Industry Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-0538

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

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) 954-6878

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

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.

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

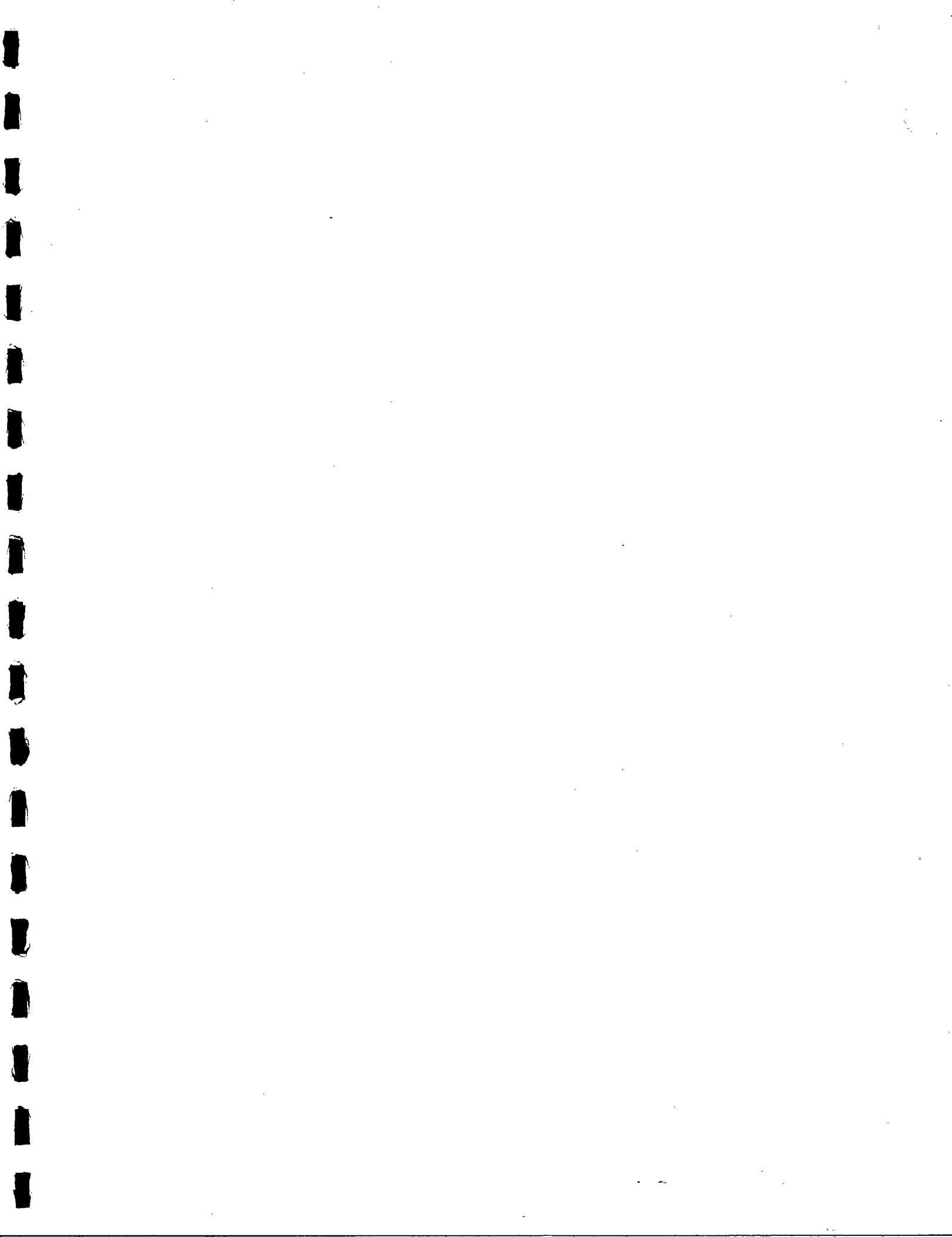
Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

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IMPORT ANALYSIS

HUMIDITY MEASURING / CONTROLLING INSTRUMENTS

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 on humidity measuring/controlling instruments is based on a detailed examination of Revenue Canada Customs import documents for the period of October to December 1988. The following Harmonized System (H.S.) import commodity codes were analyzed:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Hydrometers and similar floating instruments, thermometers, pyrometers, barometers, hygrometers and psychrometers, recording or not, and any combination of these instruments (90.25)	
° Other instruments (9025.80)	
° Instruments, appliances and machines designed for measuring the moisture content of agricultural produce; other electrical instruments	9025.80.91.00
° Other	9025.80.99.00
Automatic regulating or controlling instruments and apparatus (90.32)	
° Hydraulic or pneumatic (9032.81)	
° Of a kind used with the goods classified under the tariff items enumerated in Schedule VI of this Act	9032.81.10.00

Import statistics for the above mentioned import commodity codes for the period analyzed amount to \$4.9 million. For purposes of this analysis, only those shipments described as humidity measuring/controlling instruments were studied. These shipments amounted to \$1.1 million for the period October to December 1988.

II. ANALYSIS OF IMPORTS

IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS

OCTOBER, NOVEMBER, AND DECEMBER 1988

Imports of humidity measuring/controlling instruments totalled 19 911 units for a value of \$1.1 million for the period October to December 1988.

Of the total imports, 74 per cent of the value was divided among two types: hygrometers and moisture analysers. Hygrometers accounted for \$564 000 or 52 per cent of the total value. Although moisture analyzers totalled more than 16 000 units (or 82 per cent of the total quantity imported), they represented only 22 per cent of the total value imported. (For more details see Appendix A.)

SUMMARY OF IMPORTS BY TYPE

<u>Type</u>	<u>Value</u>		<u>Quantity</u>	
	<u>\$000</u>	<u>%</u>	<u>No.</u>	<u>%</u>
Hygrometers	564	52	195	1
Moisture Analyzers	232	22	16 374	82
System: Moisture Meter/Analyzers (some units include computers)	168	16	8	*
Combination: Barometer, Thermometer, Hygrometer	56	5	3 013	15
Other	57	5	321	2
TOTAL	1 077	100	19 911	100

Humidity measuring/controlling instruments with a unit value of less than \$150 represent 98 per cent of the total quantity. By value the major proportion of imports are in the price range of \$1 001 to \$10 000 totalling \$635 000 or 59 per cent of all imports. (For more details see Appendix B.)

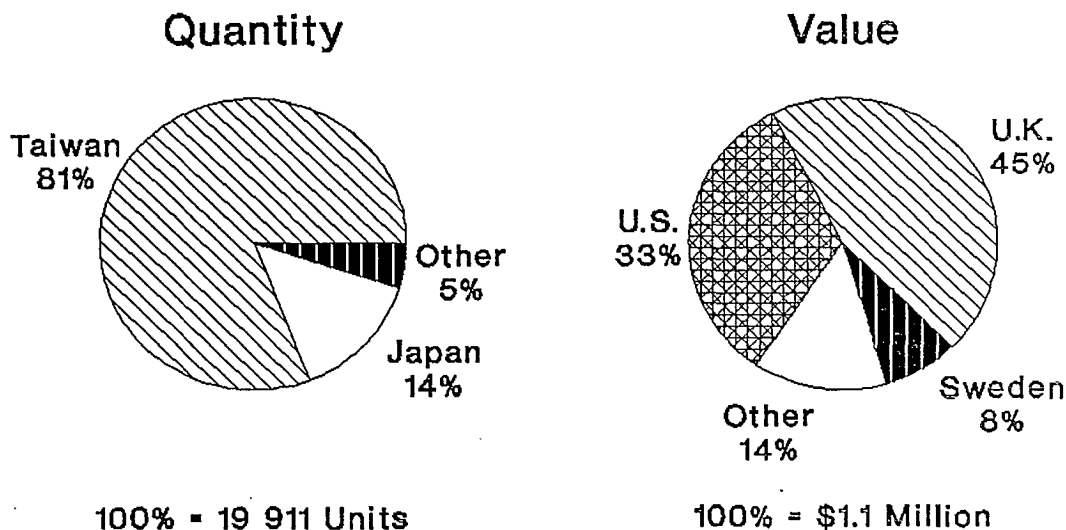
SUMMARY OF IMPORTS BY PRICE RANGE

<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$000</u>)	<u>Average</u> <u>Unit Price</u> (<u>\$/unit</u>)
Under 150	19 432	96	5
151 to 1 000	307	82	266
1 001 to 10 000	160	635	3 971
Over 10 000	12	264	21 989
TOTAL	19 911	1 077	

* Less than one per cent

II. ANALYSIS OF IMPORTS (Cont'd)
IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS
BY COUNTRY OF ORIGIN

OCTOBER, NOVEMBER AND DECEMBER 1988



During the period analyzed, imports of humidity measuring/controlling instruments exported from Taiwan totalled 16 215 units, or 81 per cent of Canadian imports. Japan exported 2 750 units, or 14 per cent of Canada's imports.

The remaining countries are shown in Appendix C in descending order of value.

Of the total import market value, shipments from the United Kingdom accounted for \$487 thousand or 45 per cent, followed by the United States with \$353 thousand and Sweden with \$89 thousand.

Although instruments imported from Taiwan totalled 16 215 units (or 81 per cent) of the total quantity imported, they represented only two per cent of the total value. On the other hand, imports from the United Kingdom were 45 per cent of the total value but only 1 per cent of the total quantity.

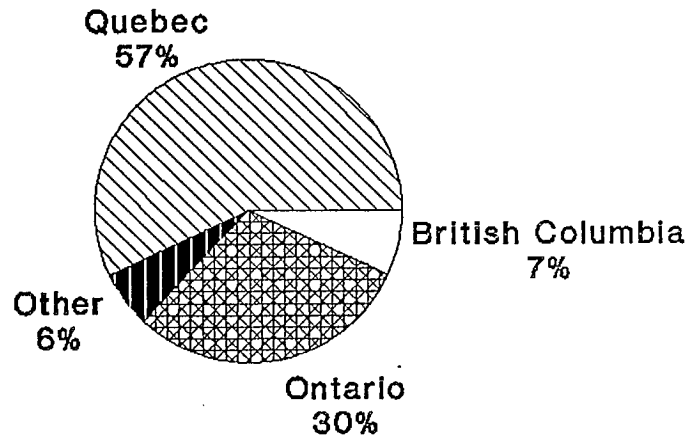
II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS

OCTOBER, NOVEMBER AND DECEMBER 1988

BY PROVINCE OF CONSIGNEE

Québec was the major province of consignee, accounting for \$618 thousand or 57 per cent of the total import value, followed by Ontario with 30 per cent. British Columbia accounted for 7 per cent. See imports by province of consignee in Appendix D.



100% = \$1.1 Million

IMPORT MARKET CONCENTRATION

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	610	57
6	742	69
10	843	78

All Consignees/Importers (69) 1 077 100

There were 69 known consignees/importers of humidity measuring/controlling instruments during the period October to December 1988. The top three consignees/importers accounted for \$610 thousand or 57 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix E.

III. CANADIAN PRODUCTION

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

APPENDIX A

IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS
BY TYPE

OCTOBER, NOVEMBER AND DECEMBER 1988

Type	Price Range (\$)	Quantity (No.)	Value (\$)
Hygrometers:	up to 150	32	1 213
	151 to 1 000	32	13 678
	over 1 000	131	549 005
TOTAL Hygrometers		<u>195</u>	<u>563 896</u>
Moisture Analyzers:	up to 150	16 206	24 685
	151 to 1 000	142	36 012
	1 001 to 10 000	19	62 315
	over 10 000	7	109 365
TOTAL Moisture Analyzers		<u>16 374</u>	<u>232 377</u>
System: Moisture Meter/Analyzers (some units include computers)		<u>8</u>	<u>167 895</u>
Combination: Barometer, Thermometer, Hygrometer	up to 50	3 000	54 908
	over 50	13	1 172
TOTAL Combination		<u>3 013</u>	<u>56 080</u>
Humidity Transmitters:	up to 150	74	8 744
	151 to 1 300	114	26 113
TOTAL Transmitters		<u>188</u>	<u>34 857</u>
Humidity Measuring Probes		<u>11</u>	<u>8 717</u>
Hygrothermographs-Quartz		<u>7</u>	<u>4 955</u>
Humidity Sensors:	under 100	25	1 527
	over 100	18	2 683
TOTAL Sensors		<u>43</u>	<u>4 210</u>
Psychrometers:	under 100	57	1 678
	over 100	4	2 171
TOTAL Psychrometers		<u>61</u>	<u>3 849</u>
Humidistats	25 to 35	<u>11</u>	<u>382</u>
GRAND TOTAL		<u>19 911</u>	<u>1 077 217</u>

APPENDIX B

IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS

BY PRICE RANGE

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Price Range</u> (\$)		<u>Quantity</u> (No.)	<u>Value</u> (\$)
1.40 to	25	18 939	69 977
26 to	50	365	12 005
51 to	150	128	14 208
151 to	500	270	57 725
501 to	1 000	37	24 001
1 001 to	5 000	115	364 618
5 001 to	10 000	45	270 816
10 001 to	20 000	9	132 072
20 001 to	84 000	<u>3</u>	<u>131 794</u>
TOTAL		<u>19 911</u>	<u>1 077 217</u>

APPENDIX C

IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS

BY COUNTRY OF ORIGIN

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Country of Origin</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
United Kingdom	126	486 961
United States	328	353 348
Sweden	5	89 114
Federal Republic of Germany	378	48 466
Japan	2 750	46 590
Taiwan	16 215	24 775
Ireland	*	*
Finland	*	*
Switzerland	6	4 515
France	*	*
TOTAL	<u>19 911</u>	<u>1 077 217</u>

* Confidential - The totals for these countries was 103 units valued at \$23 450.

APPENDIX D

IMPORTS OF HUMIDITY MEASURING/CONTROLLING INSTRUMENTS

BY PROVINCE OF CONSIGNEE

OCTOBER, NOVEMBER AND DECEMBER 1988

	<u>Quantity</u> (No.)	<u>% of</u> <u>Total Quantity</u>	<u>Value</u> (\$)	<u>% of</u> <u>Total Value</u>
Québec	283	1	618 057	57
Ontario	15 328	77	325 025	30
British Columbia	4 241	21	76 025	7
Alberta	47	**	44 519	4
Saskatchewan	5	**	9 379	1
Nova Scotia) Manitoba)*	<u>7</u>	<u>**</u>	<u>4 211</u>	<u>**</u>
TOTAL	<u>19 911</u>	<u>100</u>	<u>1 077 217</u>	<u>100</u>

* Aggregated to preserve confidentiality of Canadian importers.

** Less than one per cent

CANADIAN IMPORTERS

OCTOBER, NOVEMBER AND DECEMBER 1988

Importers of humidity measuring/controlling instruments during the period of October to December 1988, 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>
Abercrombie & Fitch Co. Inc.	Vancouver, B.C.	M & L Testing Equip. Co. Ltd.	St-Laurent, Qué.
Agriculture Canada	Edmonton, Alta.	Machinerie Agricole Inc.	Drummondville, Qué.
Akhurst Machinery Ltd.	Vancouver, B.C.	MacMillan Blodel Ltd.	Powell River, B.C.
Allelix Inc. Research Farm	Georgetown, Ont.	Midpoint Dist. of Canada Ltd.	Burnaby, B.C.
Arizona Instrument Corp.	Cornwall, Ont.	Noram Quality Control Ltd.	Pointe-Claire, Qué.
Art Gallery of Nova Scotia	Halifax, N.S.	Northwest Labs Ltd.	Guelph, Ont., Victoria, B.C.
Atomic Energy of Canada Ltd.	Pinawa, Man.	Nova Corp Alberta	Edmonton, Alta.
Bendix Avelex Inc.	Ville St-Laurent, Qué.	Oxford Scientific Products Inc.	London, Ont.
Canadian Trade Corp. Ltd.	Mississauga, Ont.	Pro Kontrol Inc.	St-Laurent, Qué.
Cariboo Pulp & Paper Co.	Quesnel, B.C.	Provincial Papers Ltd.	Thunder Bay, Ont.
Chemonics Scientific Ltd.	Winnipeg, Man.	Rapid Ind. Sup. & Servs Ltd.	Mississauga, Ont.
Coe Mfg.	Brampton, Ont.	Robnair Div. Sealed Power Corp.	Toronto, Ont.
Cole-Parmer Inst. Co.	Toronto, Ont.	Saskatchewan Arts Board	Regina, Sask.
Comeau Technique Ltée.	St-Laurent, Qué.	Saskatchewan Wheat Pool	Watrous, Sask.
Conserval Engineering Inc.	Downsview, Ont.	Spectrum Educational Supplies Ltd.	Aurora, Ont.
Consultex Inc.	Cowansville, Qué.	Smart Control Systems	Markham, Ont.
Continental Industries R. Solom Co. Ltd.	Brampton, Ont.	Starber International Inc.	Trois-Rivières, Qué.
Coopérative Fédérée de Québec	Trois-Rivières, Qué.	Steamex of Vancouver Ltd.	Burnaby, B.C.
CVS Controls Ltd.	Edmonton, Alta.	Stephens Equip. Inc.	St-Laurent, Qué.
Direct Imports Inc.	Ottawa, Ont.	Technical Marketing Associates Ltd.	Mississauga, Ont.
DuPont Canada Inc.	Maitland, Ont.	Testing Machines Int. Canada Ltd.	Montréal, Qué.
Dycor industrial Research	Edmonton, Alta.	Thermor Ltd.	Toronto, Ont.
Enercorp Instruments Ltd.	Islington, Ont.	Transmation (Canada) Inc.	Rexdale, Ont.
Gordon B Polley Inc.	Islington, Ont.	University of Guelph	Guelph, Ont.
Graham Dewar & Assoc.	Ottawa, Ont.	Uraken Canada Ltd.	St-Eustache, Qué.
Grodyne Controls Ltd.	Edmonton, Alta.	Veronics Inc.	Oakville, Ont.
Hofer, Paul Inc.	Ile-des-Soeurs, Qué.	Wade-Tech Ltd.	Brockville, Ont.
Honeywell Ltd.	Scarborough, Ont.	Westinghouse Canada Ltd.	Georgetown, Ont.
Hoskin Scientific Ltd.	Oakville, Ont.	Weyerhaeuser Canada Ltd.	Kamloops, B.C., Prince Albert, Sask.
Instrument Service LAB	Richmond, B.C.	Willer Engineering Ltd.	Willowdale, Ont.
Jacobs Suchard Canada Inc.	Vancouver, B.C.	Xebec Industries Ltd.	Laval, Qué.
John Deere Ltd.	Grimsby, Ont.		
Les Controles R.T.L.	Greenfield Park, Qué.		

APPENDIX F

FOREIGN EXPORTERS TO CANADA

OCTOBER, NOVEMBER AND DECEMBER 1988

Major exporters to Canada of humidity measuring/controlling instruments with total shipments of \$10 000 and over are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 84 per cent of the total analysed value of \$ 1.1 million.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> (\$ 000)
Moisture Control & Measurement Ltd.	Yorkshire, England)	481
Skandinaviska Processeninstrument	AB. Bromma, Sweden)*	
Pacific Scientific Instrument Div.	Silver Spring, MD, USA)	175
Wagner Electronic Products Inc.	Rogue River, OR, USA)*	
Empex Instruments Inc.	Tokyo, Japan)	
Panametrics, Inc.	Waltham, MA, USA)	115
General Eastern Instrument Corp.	Watertown, MA, USA)*	
Schiller Industries	Allendale, NJ, USA)	
Dickey John Corp.	Auburn, IL, USA)	61
Gerhard GmbH.	Blankenbach, W. Germany)*	
Stuart Instruments Co. Ltd.	Taipei, Taiwan)	
Adolf Thies GmbH. & Co. KG.	Gottingen, W. Germany)	41
Panametrics Ltd.	Shannon, England)*	
Advanced Moisture Technology	Buffalo Grove, IL, USA)	
Appleton Mills	Appleton, WI, USA)	34
The Penn Co.	Matthews, NC, USA)*	
Arizona Instrument Corp.	Tempe, AZ, USA)	

* Aggregated to preserve confidentiality of Canadian importers.

APPENDIX G

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 of Canadian products supplied is as given by the companies.

BOSS

Canadian companies are arranged in alphabetical order.

Humidity Measuring/Controlling Instruments

<u>Name</u>	<u>Address</u>
Campbell Scientific Canada Corp.	Edmonton, Alta.
Chasmar Enterprises	Weston, Ont.
Corporation Thermomètre du Canada Inc.	Montréal, Qué.
*Flakt Ross Inc.	Lasalle, Qué.
Foxboro Canada Inc.	Dollard-Des-Ormeaux, Qué.
*Greystone Energy Systems Inc.	Moncton, N.B.
*Halross Instruments Corp. (1976) Ltd.	Winnipeg, Man.
Limnoterra Ltd.	Kitchener, Ont.
Lisle-Metrix Ltd.	Toronto, Ont.
Multisens Inc.	Laval, Qué.
Novax Industries Corp.	New Westminster, B.C.
*Stephens Equipment Inc.	St-Laurent, Qué.
Tansley Manufacturing (1986) Ltd.	Kleefeld, Man.
Tri-Met Instruments Ltd.	Winnipeg, Man.
Venmar Ventilation Inc.	Drummondville, 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
Fax: (613) 954-1894

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Hygrometers

Name

Address

Process Automation Business
Combustion Engineering Canada Inc.

Toronto, Ont.

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

CANADIAN AND FOREIGN TARIFFS

Instruments included in this analysis were dutiable under the following Canadian tariff items.

Tariff Item	Description of Goods	Tariff Treatment			% of Total Imports Oct. to Dec. 1988
		Most Favoured Nation Tariff	General Preferential Tariff	United States Tariff	
	Hygrometers and similar floating instruments, thermometers, pyrometers, barometers, hygrometers and psychrometers recording or not, and any combination of these instruments				
9025.80.91	Instruments, appliances and machines designed for measuring the moisture content of agricultural produce; other electrical instruments	Free	Free	Free	89
9025.80.99	Other	7.5%	2.5%	6.7%	11
	On and after January 1, 1990			6.0%	
	On and after January 1, 1991			5.2%	
	Automatic regulating or controlling instruments and apparatus, Hydraulic or pneumatic				
9032.81.10	Of a kind used with the goods classified under the tariff items enumerated in Schedule VI of this Act	9%	2.5%	8.1%	*
	On and after January 1, 1990			7.2%	
	On and after January 1, 1991			6.3%	

* Less than one per cent

CANADIAN AND FOREIGN TARIFFS (Cont'd)

Tariff Arrangements and Foreign Countries of Export:

All exporting countries shown in Appendix C qualify for the Most Favoured Nation tariff treatment.

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) 954-6878

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
Fax.: (613) 996-9709