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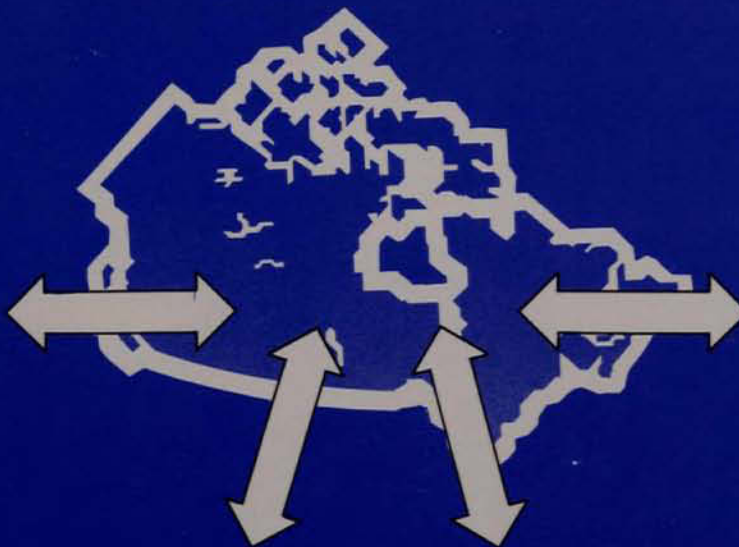
MARKET INTELLIGENCE

**PORTABLE
FIRE EXTINGUISHERS**

APRIL TO JUNE 1989

Pub. No.: 90005-IA

May 1990



Canada



ID.3150

PORTABLE FIRE EXTINGUISHERS

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6875
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

Enquiries concerning tariffs and other
government trade regulations in **foreign**
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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, foreign 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

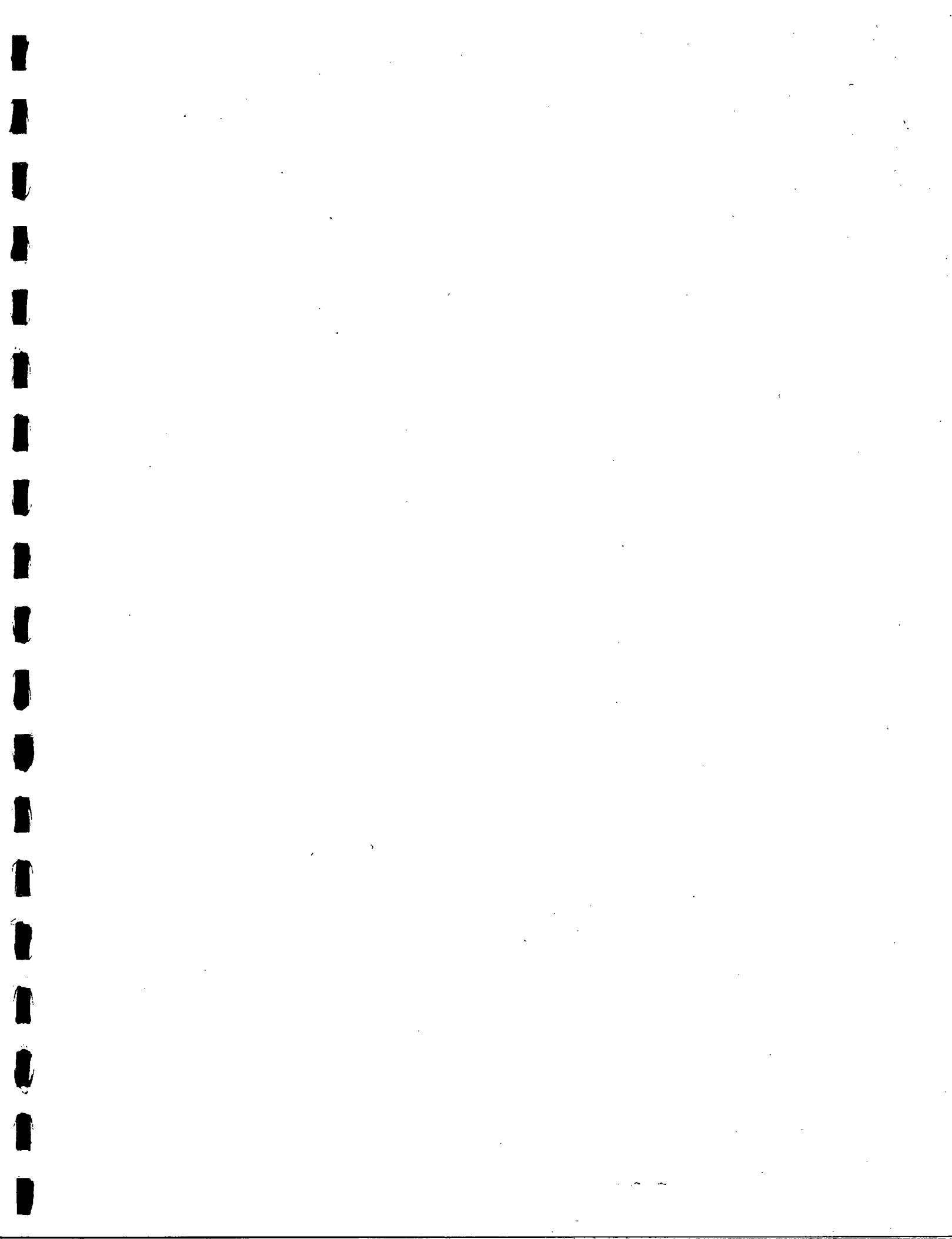
Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

TABLE OF CONTENTS

	PAGE
I Introduction and Scope	5
II Analysis of Imports	6
III Canadian Production	8
IV Canadian Exports	8
V United States' Imports	9
VI Market Summary	10
 APPENDICES	
A Imports of Portable Fire Extinguishers by Type and Capacity	11
B Imports of Portable Fire Extinguishers by Type and Price Range	13
C Imports of Portable Fire Extinguishers by Province of Consignee	14
D Canadian Importers	15
E Foreign Exporters to Canada	17
F Canadian Suppliers	18
G Canadian and Foreign Tariffs	20
H Reconciliation	21



IMPORT ANALYSIS

PORTABLE FIRE EXTINGUISHERS

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 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 analysis on imports of portable fire extinguishers is based on a detailed examination of Revenue Canada Customs import documents for the period of April, May and June 1989. The following Harmonized System (H.S.) import commodity codes were analyzed:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Mechanical appliances (whether or not hand-operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers, whether or not charged; spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines (84.24)	
•Fire extinguishers, whether or not charged (8424.10.00)	
•Manually operated	8424.10.00.10
•Other	8424.10.00.90

Import statistics for these import commodity codes for the period analyzed amounted to \$2.9 million. For purposes of this analysis, only those shipments described as portable fire extinguishers were studied. These shipments amounted to \$2.0 million for the period April to June 1989.

Not included in this analysis are HS commodity 3813.00.00.00 "Preparations and charges for fire extinguishers; charged fire-extinguishers grenades". The value reported by Statistics Canada for that category in 1989 is \$2.7 million.

Total figures in this report do not correspond to those published by Statistics Canada. The differences are explained in Appendix H.

II. ANALYSIS OF IMPORTS

PORTABLE FIRE EXTINGUISHERS

APRIL, MAY AND JUNE 1989

Imports of portable fire extinguishers totalled 81 824 units for a value of \$2 million for the period April to June 1989. Dry chemical portable fire extinguishers were the dominant type of import, with 57 413 units (70 per cent) valued at \$1.3 million (68 per cent). Most imports were in the capacity range of 1.5 to 10 lbs. with 57 450 units valued at \$1.1 million. Further details by type and capacity are shown in Appendix A.

SUMMARY OF IMPORTS BY TYPE

Type	Value		Quantity	
	\$000	%	No.	%
Dry Chemical	1 336	68	57 413	70
Carbon Dioxide	201	10	3 300	4
Halon	117	6	2 437	3
Water	22	1	583	1
Other	<u>299</u>	<u>15</u>	<u>18 091</u>	<u>22</u>
TOTAL	<u>1 976</u>	<u>100</u>	<u>81 824</u>	<u>100</u>

As shown below, three quarters of all fire extinguishers were imported at less than \$20 dollars a unit, and another sixteen per cent were in the 20 to 50 dollars per unit range. Appendix B shows further details by type and price range.

SUMMARY OF IMPORTS BY PRICE RANGE

Price Range (\$/unit)	Value		Quantity		Average Unit Price (\$/unit)
	\$000	%	No.	%	
Up to 20	722	37	61 331	75	12
Over 20 to 50	425	21	13 461	16	32
Over 50 to 100	315	16	4 327	5	73
Over 100 to 200	332	17	2 397	3	139
Over 200 to 500	47	2	165	**	283
Over 500	<u>134</u>	<u>7</u>	<u>143</u>	<u>**</u>	940
TOTAL	<u>1 976</u>	<u>100</u>	<u>81 824</u>	<u>100</u>	

** Less than one percent

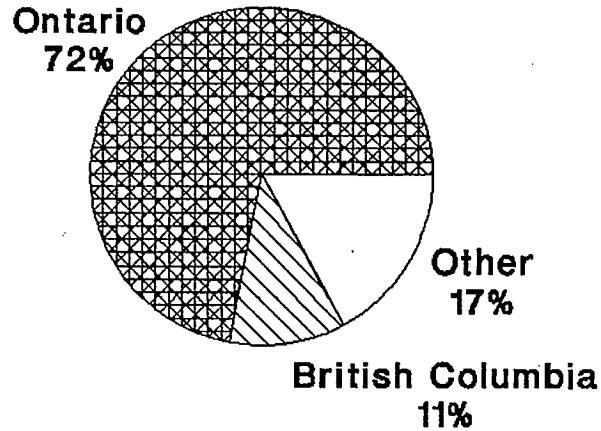
During the period analyzed, all imports of fire extinguishers as described in this report originated from the United States. A detailed list of major foreign exporters to Canada, in descending order of value, is shown in Appendix E.

II. ANALYSIS OF IMPORTS (Cont'd)
PORTABLE FIRE EXTINGUISHERS

BY PROVINCE OF CONSIGNEE

APRIL, MAY AND JUNE 1989

Ontario was the major province of consignee, accounting for \$1.4 million or 72 per cent of the total import value, followed by British Columbia with 11 per cent. See imports by province of consignee in Appendix C.



100% = \$2.0 Million

II. ANALYSIS OF IMPORTS (Cont'd)
PORTABLE FIRE EXTINGUISHERS

APRIL, MAY AND JUNE 1989

IMPORT MARKET CONCENTRATION

<u>Principal Consignees/Importers</u> (By Value)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	797	40
6	1 044	53
10	1 293	65
15	1 509	76
All Consignees/Importers (113)	1 976	100

There were 113 known consignees/importers of portable fire extinguishers during the period April to June 1989. The top six consignees/importers accounted for \$1.0 million or 53 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix D.

III. 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.

IV. CANADIAN EXPORTS

Canadian exports are listed below.

<u>Description/Country</u>	<u>Commodity Code</u>	<u>1988 Value</u> (\$000)	<u>1989 Value</u> (\$000)
Fire extinguishers, whether or not charged	8424.10		
United States		2 533	4 453
Other Countries		<u>474</u>	<u>713</u>
TOTAL		3 008	5 167

V. UNITED STATES' IMPORTS

The United States Department of Commerce reports that U.S. imports of fire extinguishers, whether or not charged, from all countries for 1989 (latest data available) totalled \$18.4 million. Canada's share of U.S. imports was \$15.3 million.

JANUARY TO DECEMBER 1989

<u>H.S.* Product Code</u>	<u>Description</u>	<u>1989 Quantity</u>		<u>1989 Value</u>	
		<u>Total</u> (No. 000)	<u>From Canada</u>	<u>Total</u> (\$ million)	<u>From Canada</u>
8424.10.00.00	Fire extinguishers, whether or not charged	2 566	2 350	18.4	15.3

* Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States exchange import data. The above discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada will no longer exist.

VI. MARKET SUMMARY

The fire extinguishing industry is a mature one, with the introduction of a new type of extinguishing agent generally not a common event. Also, the high degree of regulation at local and national levels can be a significant barrier to entry into this industry.

Nevertheless, some excellent marketing opportunities exist for Canadian manufacturers of portable fire extinguishers. With this Market Intelligence Report, Canadian manufacturers may be able to identify significant gaps in Canada's production that could be the subject of serious review for additional manufacture in Canada. And, since most of the imports are from the United States, there could be considerable advantage to manufacturing in Canada: lower labour rates, less expensive raw materials, lower energy costs, exchange and duty rates, etc.

The Canadian tariff on imports from the United States and Most Favoured Nations is 8.1 per cent and 10.2 percent, respectively. With the Canada-U.S. Free Trade Agreement, these rates drop in ten equal steps commencing January 1, 1989 and will be free of duty effective January 1, 1998. The American duty for portable fire extinguishers will also be removed in ten equal annual stages to January 1, 1998. The rates of duty for portable fire extinguishers exported from Canada to the U.S.A. are "free" if certified for use in civil aircraft or as original motor-vehicle equipment; otherwise, the duty base rate is now approximately 3.0 percent.

Thus, possibilities should exist for Canadian manufacturers to export to the United States. In considering such expansion, the Canadian manufacturer should ensure that new product designs will pass all applicable standards in both countries. For example, Environment Canada is considering enactment of a federal regulation which would prohibit manufacturing, importing, offering for sale, or selling of halons in hand-held fire extinguishers. Interested persons may contact the Commercial Chemicals Branch of Environment Canada for further information.

Selling portable fire extinguishers requires a consumer-oriented marketing approach because it is hard to differentiate a new extinguisher to non-technical consumers. Dry chemical extinguisher appear to be the most popular, based on low price; they have a high class A rating. The channels of distribution are well established, and a new Canadian manufacturer will have no difficulty identifying them.

APPENDIX A

IMPORTS OF
 PORTABLE FIRE EXTINGUISHERS
 BY TYPE AND CAPACITY
 APRIL, MAY AND JUNE 1989

<u>Type</u>	<u>Capacity</u> (lbs)	<u>Quantity</u> (No.)	<u>Value</u> (\$)
Dry Chemical, Hand:	2	7 879	59 938
	2.5	15 274	194 735
	2.75	5 027	47 119
	3.5 to 4.5	2 808	80 498
	5	15 254	291 550
	6	655	13 679
	8.5 and 9	967	48 780
	10	4 909	152 493
	17	635	84 190
	18	264	25 816
	20	2 499	147 964
	25 to 30	607	105 868
	not shown	586	9 709
		<u>57 364</u>	<u>1 262 339</u>
Dry Chemical, Wheeled:	50 and 125	22	21 011
	150	7	8 284
	300 to 350	20	44 666
		<u>49</u>	<u>73 961</u>
TOTAL Dry Chemical		<u>57 413</u>	<u>1 336 300</u>
Carbon Dioxide, Hand:	2.5 and 5	1 224	39 555
	10	1 187	91 071
	15	209	21 104
	20	384	22 399
	not shown	296	26 777
		<u>3 300</u>	<u>200 907</u>
TOTAL Carbon Dioxide		<u>3 300</u>	<u>200 907</u>

APPENDIX A

IMPORTS OF
PORTABLE FIRE EXTINGUISHERS

BY TYPE AND CAPACITY (Cont'd)

APRIL, MAY AND JUNE 1989

<u>Type</u>	<u>Capacity</u> (lbs)	<u>Quantity</u> (No.)	<u>Value</u> (\$)
Halon, Fixed ⁽¹⁾ :	1.5 and 4	85	7 778
	7 to 30	<u>40</u>	<u>9 288</u>
		125	17 066
Halon, Hand	1.5 to 2.5	158	2 254
	3	382	11 309
	3.5 and 5	115	2 915
	5.5 to 6.5	1 083	44 225
	9 and 10	296	19 247
	13 and 14	64	5 546
	17 not shown ⁽²⁾	<u>88</u> <u>126</u>	<u>6 551</u> <u>8 302</u>
	2 312	100 349	
TOTAL Halon		<u>2 437</u>	<u>117 415</u>
Water, Hand:	2.5 to 20	<u>583</u>	<u>22 216</u>
TOTAL Water		<u>583</u>	<u>22 216</u>
Type Not Reported ⁽³⁾ :	-	<u>18 091</u>	<u>299 009</u>
TOTAL Other		<u>18 091</u>	<u>299 009</u>
GRAND TOTAL		<u>81 824</u>	<u>1 975 847</u>

(1) Environment Canada may enact regulations affecting the manufacturing and selling of hand held fire extinguishers using halon. See the Market Summary in this report.

(2) Includes wheeled

(3) Broken down by price range in Appendix B.

APPENDIX B

**IMPORTS OF
PORTABLE FIRE EXTINGUISHERS
BY TYPE AND PRICE RANGE
APRIL, MAY AND JUNE 1989**

<u>Type</u>	<u>Price Range</u> (\$/unit)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
Dry Chemical:	Up to 20	44 521	577 261	13
	Over 20 to 50	8 794	267 983	30
	Over 50 to 100	2 095	137 679	66
	Over 100 to 200	1 938	275 608	142
	Over 200 to 500	18	4 460	248
	Over 500	47	73 309	1 560
TOTAL Dry Chemical		<u>57 413</u>	<u>1 336 300</u>	
Carbon Dioxide:	Up to 60	1 625	48 795	30
	Over 60 to 100	1 409	122 678	87
	Over 100	266	29 433	111
TOTAL Carbon Dioxide		<u>3 300</u>	<u>200 907</u>	
Halon:	Up to 20	362	5 233	14
	Over 20 to 50	1 541	57 850	38
	Over 50 to 100	382	26 188	69
	Over 100 to 200	119	15 785	133
	Over 200	33	12 358	374
TOTAL Halon		<u>2 437</u>	<u>117 415</u>	
Water:	Over 35 to 50	583	22 216	38
TOTAL Water		<u>583</u>	<u>22 216</u>	
Other:	Up to 20	16 073	134 958	8
	Over 20 to 50	1 311	33 497	26
	Over 50 to 100	423	27 874	66
	Over 100 to 200	74	11 584	157
	Over 200 to 500	122	33 957	278
	Over 500	88	57 139	649
TOTAL Other		<u>18 091</u>	<u>299 009</u>	
GRAND TOTAL		<u>81 824</u>	<u>1 975 847</u>	

APPENDIX C

IMPORTS OF
PORTABLE FIRE EXTINGUISHERS
BY PROVINCE OF CONSIGNEE
APRIL, MAY AND JUNE 1989

<u>Province</u>	<u>Quantity</u> (No.)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
Ontario	63 528	78	1 427 576	72
British Columbia	7 509	9	214 604	11
Quebec	5 789	7	177 290	9
Alberta	3 252	4	116 226	6
Manitoba	1 267	2	30 042	2
New Brunswick Nova Scotia	}* 167	**	7 437	**
Saskatchewan	<u>312</u>	<u>**</u>	<u>2 673</u>	<u>**</u>
	<u>81 824</u>	<u>100</u>	<u>1 975 847</u>	<u>100</u>

* Aggregated to preserve confidentiality of Canadian importers
** Less than one per cent

APPENDIX D

**CANADIAN IMPORTERS
PORTABLE FIRE EXTINGUISHERS**

APRIL, MAY AND JUNE 1989

Importers of portable fire extinguishers during the period of April to May 1989, 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>
ABI Leisure Products Ltd.	Grimsby, Ont.	Fairlane Fire Prevention Ltd.	Burnaby, B.C.
Accessoires à Incendie Québec Inc.	Québec, Qué.	Farrell L.R. Munroe Co.	Digby, N.S.
Acme Fire and Safety Co. Ltd.	Vancouver, B.C.	Fibre Metal Canada Ltd.	Mississauga, Ont.
Air Nova Inc.	Halifax, N.S.	Fire Extinguisher Recharge Centre Ltd.	Edmonton, Alta.
Alberta Gasket and Supply Ltd.	Edmonton, Alta.	Fire Guard and Supplies Ltd.	Port Moody, B.C.
Alltemp Products Co. Ltd.	Pickering, Ont.	Firemaster Safety Equipment Inc.	Edmonton, Alta.
Atlas Trailer Supply Inc.	Calgary, Alta.	Flame Guard Systems Ltd.	Edmonton, Alta.
Auto Racing Inc.	Bolton, Ont.	Flame Tamer Fire and Safety Ltd.	Brampton, Ont.
AW Fire Guard and Supplies Ltd.	Port Moody, B.C.	Fleck Bros., Div. of Guillevin Int.	Burnaby, B.C.
B & B Trailer Supplies Ltd.	London, Ont.	Fleetwood Canada Ltd.	Lindsay, Ont.
Bateaux Doral Ltée.	Grand-Mère, Qué.	Freightliner of Canada Ltd.	Burnaby, B.C.
Bigfoot Industries Ltd.	Armstrong, B.C.	Genfir Inc.	Montréal, Qué.
Boeing of Canada Ltd.	Downsview, Ont.	Gesto Idea Dev. Market Inc.	North Vancouver, B.C.
Bombardier Inc.	Boucherville, Qué.	Gilles Soucy Inc.	Drummondville, Qué.
Boreal Lab. Ltd.	Mississauga, Ont.	GM of Canada Diesel Division Ltd.	London, Ont.
BRK Canada Ltd.	Rexdale, Ont.	Great Lakes Marine Sales Inc.	Windsor, Ont.
BTM Racing c/o Intex Ltd.	Wheatley, Ont.	H & A Caretaker Supplies Ltd.	Red Deer, Alta.
Canada Safety Equip. Ltd.	Kelowna, B.C.	I.M.P. Group Ltd.	Yarmouth, N.S.
Canadair Ltd.	St-Laurent, Qué.	Interior Fire and Safety Ltd.	Kamloops, B.C.
Century Sales and Service Ltd.	Edmonton, Alta.	International Trailer Supply Inc.	Vancouver, B.C.
Chimo Marine Co. Ltd.	Richmond, B.C.	Jl Case Canada Ltd.	St. Bruno, Qué.
Chrysler Canada Ltd.	Brampton, Ont.	JH Ryder Machinery Ltd.	Brampton, Ont.
Cie Intl. de Fourniture de Roulottes Ltée.	St-Bruno, Qué.	John Marineland Inc.	Toronto, Ont.
Coastal Equip. Marine Inc.	St. John's, Nfld.	Kost Fire Equipment Ltd.	Markham, Ont.
Competition Conversion Centre Ltd.	Guelph, Ont.	Leaf Racewear Safety Equipment Inc.	Medicine Hat, Alta.
Costco Wholesale Corporation	Burnaby, B.C.	Levitt-Safety Ltd.	Kelowna, B.C.
Cronin Fire Equipment Ltd.	Mississauga, Ont.		
CSX Transportation Inc.	Sarnia, Ont.		
Entreprises Julien Inc., Les	Québec, Qué.		
Excel Engineering Ltd.	Richmond, B.C.		
Extincteur Prud'Homme Ltée.	Maple Grove, Qué.		
			London, Ont.
			Toronto, Ont.
			Edmonton, Alta.

APPENDIX D

CANADIAN IMPORTERS (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Lion Fire and Safety Supplies Inc.	Winnipeg, Man.	SAVA Fire Equipment Co. Inc.	Mississauga, Ont.
MacMor Industries Ltd.	Winnipeg, Man.	Seamless Cylinder Int'l Corp.	Sault Ste-Marie, Ont.
Malkin and Pinton Ind. Supplies	New Westminster, B.C.	Soundair Corporation	Mississauga, Ont.
Marr's Leisure Products Inc.	Winnipeg, Man.	Starcraft Recreational Products Ltd.	Listowel, Ont.
Mid-West Fire Systems & Prot. Inc.	Saskatoon, Sask.	Straight-Mackay Ltd.	Pictou, N.S.
Napa Distribution Centre Kelowna Inc.	Kelowna, B.C.	Superior Safety Ltd.	Thunder Bay, Ont.
Navistar International Corp.	Burlington, Ont.	Templeton Marine and Sports Enrg.	Gatineau, Qué.
Norwood Fire Extinguisher Co. Ltd.	Toronto, Ont.	Transport Equipment Control Inc.	Burnaby, B.C.
Okanagan Helicopters Ltd.	Markham, Ont.	Trav-L-Mate Industries	Penticton, B.C.
Paccar of Canada Ltd.	Surrey, B.C.	Traveiaire Trailer Canada Ltd.	Red Deer, Alta.
Pacific Coast Fire Equipment Ltd.	Victoria, B.C.	Ultraguard Security Systems Inc.	Sarnia, Ont.
Pittway Corp. of Canada Ltd.	Rexdale, Ont.	Valenite Modco Ltd.	Windsor, Ont.
Plastiques M C Ltée.	St-Hyacinthe, Qué.	Vanguard Consumers Coop. Association	Battleford, Sask.
PSF Industries Inc.	St-Laurent, Qué.	Vick Enterprises Ltd.	Vancouver, B.C.
Québec Fire Equip. Ltd.	Québec, Qué.	Watkins Inc.	Winnipeg, Man.
Recharge Centre Ltd., The	Calgary, Alta.	Welles Corporation Limited	Windsor, Ont.
Ryder Truck Rental Inc.	Scarborough, Ont.	West Kootenay Fire Safety Ltd.	Nelson, B.C.
S.E.C. Security Equip. of Canada Ltd.	Victoria, B.C.	Western Marine Co. Ltd.	Vancouver, B.C.
Safe-Pak Supply Canada Inc.	Port Moody, B.C.	Western Star Trucks Inc.	Kelowna, B.C.
Safety Centre Ltd., The	Winnipeg, Man.	Williams Brothers Corporation	Scarborough, Ont.
Safety Supply Canada Ltd.	Richmond Hill, Ont.	Woodard and Co. Ltd.	North York, Ont.
		Yachters Choice Marine Prod. Inc.	Mississauga, Ont.

APPENDIX E

FOREIGN EXPORTERS TO CANADA

PORTABLE FIRE EXTINGUISHERS

APRIL, MAY AND JUNE 1989

Major exporters to Canada of portable fire extinguishers are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 90 per cent of the total analyzed value of \$2.0 million.

<u>Name</u>	<u>Address</u>	<u>Value of Exports to Canada</u> (\$000)
General Fire Extinguisher Corp.	Northbrook, IL, USA	506
Amerex Corp.	Seattle, WA, USA Trussville, AL, USA	415
Ansul Fire Protection Wormald US Inc.	Marinette, WI, USA) * 574
Badger Powhatan Div. of Figgie Int. Inc.	Charlotte, NC, USA	
RC of New Brunswick Inc.	New Brunswick, NJ, USA	115
Walter Kidde, Div. of Kidde Inc.	Mebane, NC, USA Signal Hill, CA, USA	109

* Aggregated to preserve confidentiality of Canadian importers.

CANADIAN SUPPLIERS

PORTABLE FIRE EXTINGUISHERS

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

Canadian 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

CANADIAN SUPPLIERS (Cont'd)
PORTABLE FIRE EXTINGUISHERS

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 TRADE INDEX

Fire Extinguishers

Canadian companies are arranged in alphabetical order.

<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.
The Williams Brothers Corp.	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

CANADIAN AND FOREIGN TARIFFS

Fire extinguishers included in this analysis were dutiable under the following Canadian tariff item.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
8424.10.00	Mechanical appliances (whether or not hand-operated) for projecting, dispersing or spraying liquids or powders; fire extinguishers, whether or not charged; spray guns and similar appliances; steam or sand blasting machines and similar jet projecting machines. Fire extinguishers, whether or not charged	10.2%	6.5%	9.1%
	On and after January 1, 1990			8.1%
	On and after January 1, 1991			7.1%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting country which qualifies for the Most Favoured Nation tariff treatment: United States.

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) 954-6875
Fax.: (613) 954-2509

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

RECONCILIATION

Imports of portable fire extinguishers during the months of April, May and June 1989 as reported on documents analysed in this report, amounted to \$2.0 million. The value reported in this import analysis does not correspond to the official Statistics Canada figure of \$2.9 million for various reasons. Reconciliation of the two total figures is as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents referring to products which should have been classified elsewhere	95
Value reported by Statistics Canada but not included in this report (e.g. documents not available for processing and other types such as aircraft fire extinguishers and parts)	894
Total values reported in this import analysis	<u>1 976</u>
Total values accounted for as above	2 965
Total values published by Statistics Canada	2 965