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# IMPORT ANALYSIS

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ELECTRIC INSECT REPELLERS

JANUARY TO DECEMBER 1983



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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- REFERENCES:
- (1) Customs Tariff: Item 44524-1
  - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
  - (3) Imports by Commodities (Cat. #65-007, Statistics Canada) Commodity Code 697-99-50

SECTION I

SCOPE OF ANALYSIS

This report on electric insect repellents is based on a detailed analysis of import documents classified to Statistics Canada Import Commodity Code 697-99-50: Repellents, insect, electric. The period covered is the calendar year 1983.

SECTION II

ANALYSIS OF IMPORTS

Imports of electric repellents, classified to Statistics Canada Import Commodity Code 697-99-50, totalled 15,287 units valued at \$168,837 for 1983.

Imported repellents ranged in price from \$1.80 to \$370 each.

IMPORT SUMMARY

<u>Price Range</u> (\$)	<u>Quantity</u> (000's)	<u>Value</u> (\$,000)	<u>% of Total</u> <u>Value</u>
6.25 and Under	13.3	47	28
15 to 35	.5	12	7
40 to 80	1.4	78	46
100 and Over	<u>.1</u>	<u>32</u>	<u>19</u>
TOTAL	15.3	169	100

Most of the lower-price products (under \$6.25) were battery-operated. This group totalled nine thousand units valued at \$34,000, and all were imported from West Germany, Hong Kong and Taiwan.

Non-battery-operated units with a value of \$113,000 were imported from the United States. The remaining \$22,000 were imported from West Germany and Hong Kong.

Eighty two cents of every dollar of imports of electric insect repellents entered at ports in the province of Ontario.

Further details of the analysis are provided in the following tables.

NOTE: Dollar values shown 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.

IMPORTS OF ELECTRIC INSECT REPELLERS

JANUARY TO DECEMBER 1983

TABLE 1 - BY UNIT PRICE RANGE

<u>Price Range</u> ( <u>\$</u> )	<u>Quantity</u> ( <u>No.</u> )	<u>Value</u> ( <u>\$</u> )	<u>% of Total Value</u>
1.80 to 2.75	3,922	7,506	4
4.00 to 6.25	9,264	39,666	24
15.00 to 25.00	452	10,310	6
27.00 to 35.00	58	1,757	1
40.00 to 60.00	929	39,372	23
62.00 to 79.00	520	38,557	23
100.00 to 150.00	19	2,582	2
170.00 to 370.00	<u>123</u>	<u>29,087</u>	<u>17</u>
TOTAL	15,287	168,837	100

TABLE 2 - BY REGION OF ENTRY

<u>Region of Entry</u>	<u>Quantity</u> ( <u>No.</u> )	<u>Value</u> ( <u>\$</u> )	<u>% of Total Value</u>
British Columbia	624	21,001	12
Prairies	1,108	5,506	3
Ontario	11,541	137,595	82
Quebec	2,014	4,735	3
Atlantic	<u>-</u>	<u>-</u>	<u>-</u>
TOTAL	15,287	168,837	100

TABLE 3 - IMPORT MARKET CONCENTRATION

<u>Importers</u>	<u>Quantity</u> ( <u>No.</u> )	<u>Value</u> ( <u>\$</u> )	<u>% of Total Value</u>
Top 3	9,390	132,011	78
Top 5	10,884	153,321	91
Top 10	14,178	164,662	98

SECTION III

CANADIAN IMPORTERS

Importers of electric insect repellers during the period January to December 1983, as indicated in Section II, are listed below in alphabetical order:

<u>NAME</u>	<u>ADDRESS</u>
All-Brite Lighting	Edmonton, Alberta
Essex Computers	Calgary, Alberta
Executive Brands Ltd.	Toronto, Ontario
Global Sales	Montreal, Quebec
Hayes & Sons Enterprises	Toronto, Ontario
International Business Relations Bureau Inc.	Montreal, Quebec
Mander Yacht Sales	North Vancouver, British Columbia
Marcod Enrg.	Boucherville, Quebec
Milroy Industries	Brandon, Manitoba
Pacifico Holdings Ltd.	North Vancouver, British Columbia
RWF Bavarian Ornamental Iron Ltd.	Sparwood, British Columbia
Skil Canada Ltd.	Toronto, Ontario
Somerset Appliances Canada Ltd.	Don Mills, Ontario
Strike-Rite Matches Ltd.	London, Ontario
The National Ideal Co.	Caledonia, Ontario
Theonix Sales Inc.	Montreal, Quebec
Waye-Marr Products Ltd.	Pickering, Ontario

SECTION IV

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of electric insect repellents during the period January to December 1983, as shown in Section II, are listed below in descending order of value. These exporters accounted for 97 per cent of the total analysed value of \$168,837. Shipments by all other exporters represented less than one per cent each.

<u>NAME</u>	<u>ADDRESS</u>	
Environment Products Division	Bennettsville, SC	USA
Firma Dekur Elektronik	Koblenz	West Germany
Insect-O-Cutor Inc.	Stone Mountain, GA	USA
The Amcor Group Ltd.	New York, N.Y.	USA
John Co. Industrial	(Not Known)	Hong Kong
Novelty GMBH	Reutlingen	West Germany
Emery Engineering	Honeoye Falls, N.Y.	USA

SECTION V

CANADIAN PRODUCTION

According to industry sources, electric insect repellents are presently manufactured in Canada. However, Statistics Canada does not provide data on production or shipments of these repellents.



SECTION VI

CANADIAN AND FOREIGN TARIFFS

CANADA

Electric insect repellents, included in this analysis, were dutiable under the following most commonly applied tariff item.

<u>Tariff Item</u>	<u>Description</u>	<u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. &amp; Ireland</u>
44524-1	Electric apparatus and complete parts thereof, n.o.p.:	12.9%	13.9%	30%	9%	12.9%

The two principal countries of export included in this analysis, and their tariff arrangement, were:

United States - Most favoured Nation  
Germany, West - Most favoured Nation

Tariff items and rates of duty are subject to change and need to be verified by direct reference to:

Department of National Revenue  
Tariff Programs  
Customs and Excise  
Ottawa, Ontario  
K1A 0L5

FOREIGN COUNTRIES

Inquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

Trade Information Centre (Tel: 993-6435)  
International Bureaux  
Department of External Affairs  
Ottawa, Ontario  
K1A 0G2

