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IMPORT ANALYSIS

DRAIN AND SEWAGE CLEANERS

JANUARY TO DECEMBER 1983



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

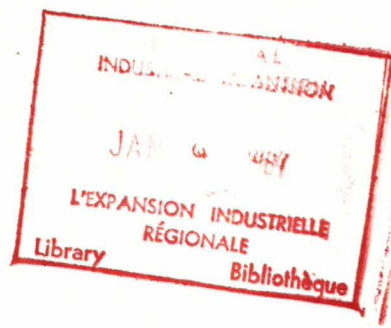
Expansion industrielle
régionale

Canada 

Pub. No. 84020 - B
I.D. 2157
March 22, 1985

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C O N T E N T S

	<u>PAGE</u>
<u>SECTION I</u> - Scope of Analysis	3
<u>SECTION II</u> - Reconciliation	5
<u>SECTION III</u> - Analysis of Imports	6
<u>SECTION IV</u> - Canadian Importers	9
<u>SECTION V</u> - Foreign Exporters to Canada	11
<u>SECTION VI</u> - Canadian and Foreign Tariffs	13
<u>GRAPHS</u> -	
<u>FIGURE I</u> - Trends 1980-1984	4
<u>FIGURE II</u> - Province of Entry by Percentage of Value	8

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- REFERENCES:
- (1) Customs Tariff: Item 42700-1
 - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
 - (3) Imports by Commodities (Cat. #65-007, Statistics Canada) Commodity Code 730-99-54

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of drain and sewage cleaners for the period January to December 1983 included in Statistics Canada Import Commodity Code: 730-99-54 "Sewer Cleaning units, Sewage Treatment Equipment."

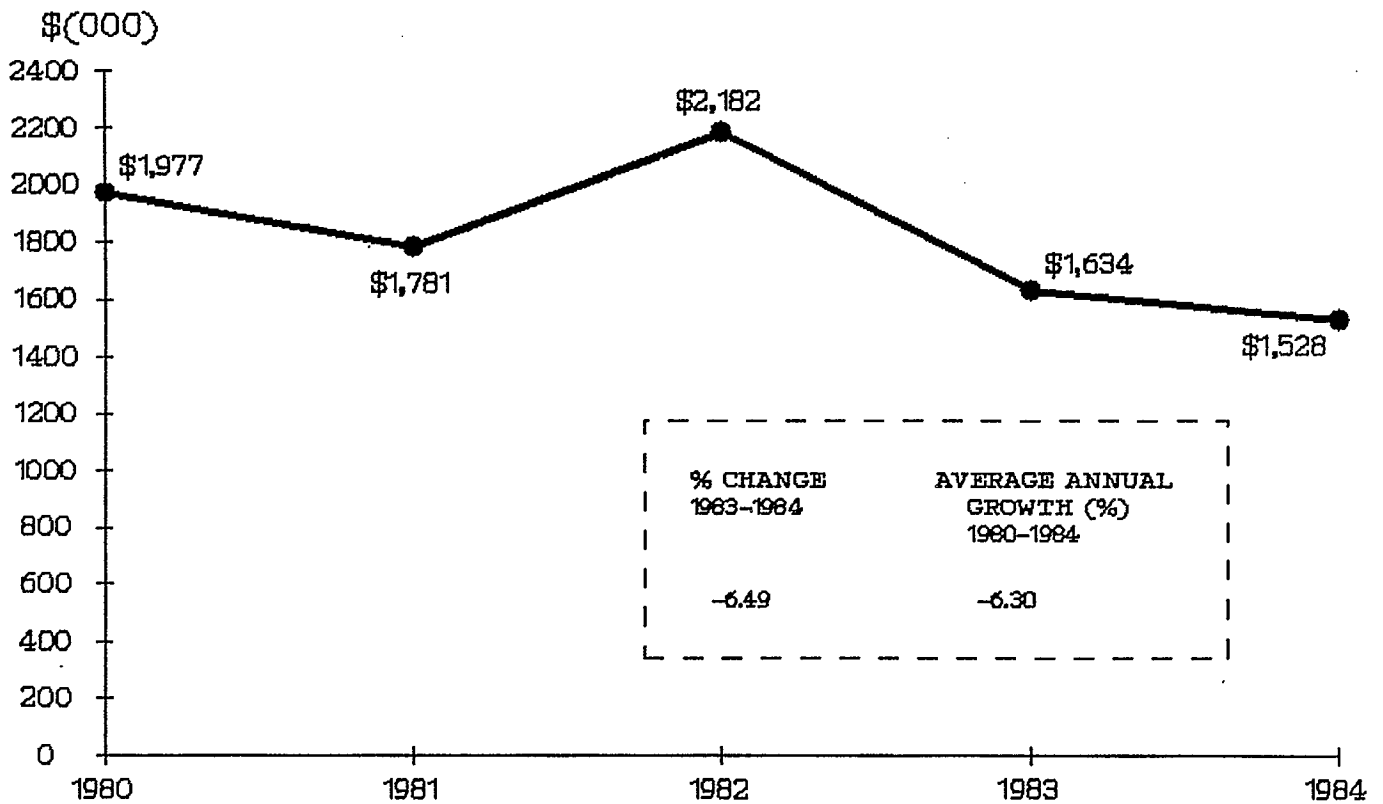
Excluded from this analysis are cleaning equipment and parts such as augers, blades, cables, cutters, hand spinners, hoses, etc.

During the years 1980 to 1984, the value of imports decreased at an average annual rate of minus 6.30 per cent. The peak was in 1982 at \$2.1 million (see Figure I - page 4).

FIGURE I
IMPORT TRENDS

IMPORT COMMODITY CODE 730-99-54
"SEWER CLEANING UNITS, SEWAGE TREATMENT EQUIPMENT"

CALENDAR YEARS 1980-1984



SECTION II

RECONCILIATION

The value reported in this analysis does not correspond to official Statistics Canada figures for various reasons.

Reconciliation of the two figures is explained as follows:

	<u>Analyzed by Market Information & Analysis</u> <u>Dollar Values</u>	<u>Published by Statistics Canada</u> <u>(\$000)</u>
Reported values	1,018	1,634
Documents not available for analysis	158	
Documents referring to products which should have been classified elsewhere	228	
Parts	<u>230</u>	<u> </u>
	1,634	1,634

NOTE: Statistics Canada's figures are subject to revision. Changes will be reflected in the normal way; i.e., "pink sheets", which are located in the front section of its Catalogue #65-007.

SECTION III

ANALYSIS OF IMPORTS

Imports of drain and sewage cleaners during the period January to December 1983 totalled 431 units valued at \$1,018,201.

IMPORT SUMMARY

<u>Unit Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>% of Total Quantity</u>	<u>Value</u> (\$)	<u>% of Total Value</u>
80 to 400	266	62	66,417	7
401 to 3000	136	32	141,967	14
Over 3000	<u>29</u>	<u>7</u>	<u>809,817</u>	<u>79</u>
Total	431	100	1,018,201	100

Ninety-three per cent of the total quantity represents cleaners with a value of less than \$3,000. The cleaners in the high-price imports group are probably high-pressure water-blast/vacuum type catch basin sewer cleaners, rodding or bucket-type sewer cleaners used for cleaning town and city sewage systems.

All imports originated from the United States; and 55 per cent of imports by value entered Western Canadian ports (see Figure II - page 8).

Of the \$1.0 million of imports, the top three importers accounted for 40 per cent, the top five 57 per cent and the top ten 76 per cent. During the period covered in this report, exchange rates for the U.S. dollar varied from \$1.22 to \$1.25.

Full details of the analysis are provided in the following table.

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.

TABLE I

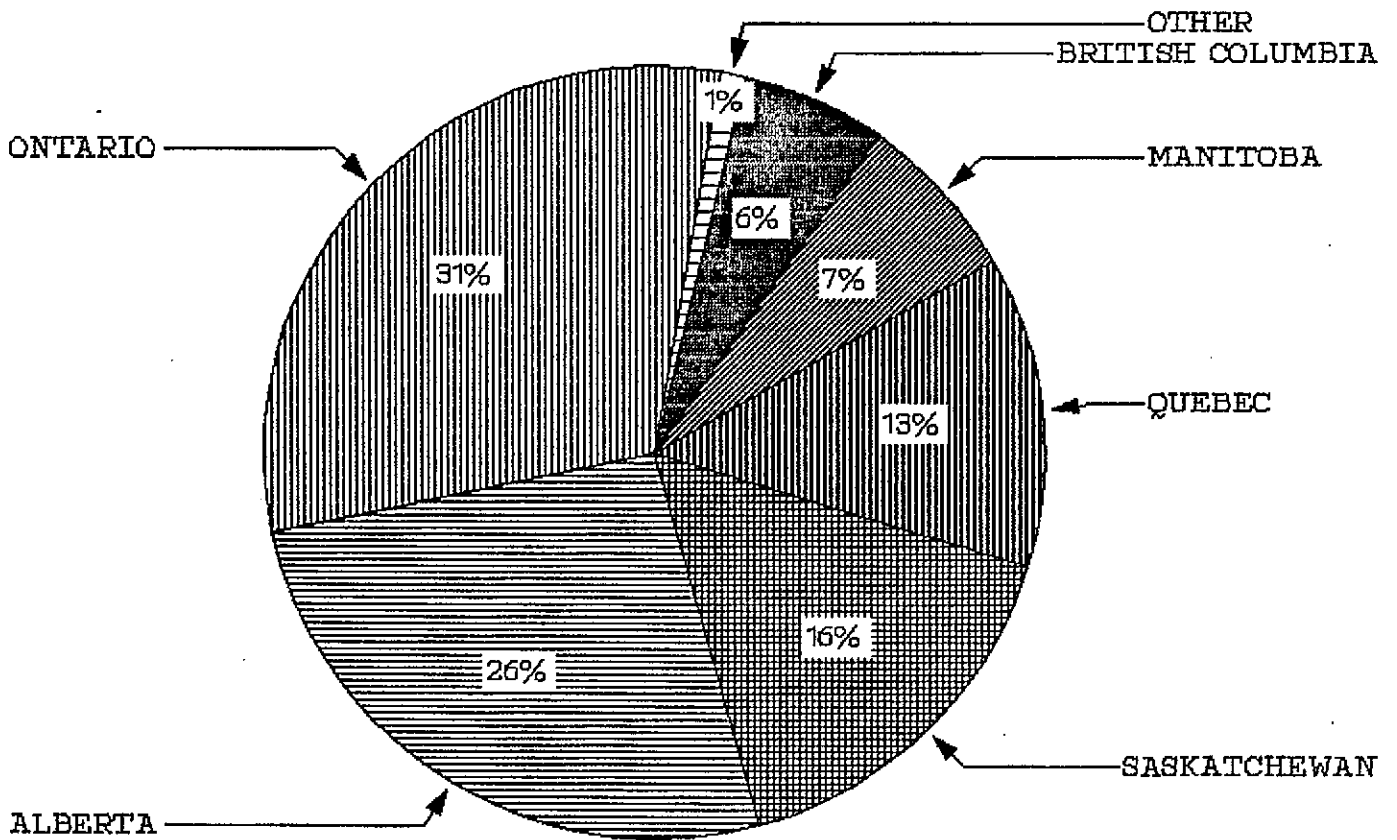
IMPORTS OF DRAIN AND SEWAGE CLEANERS - BY PRICE RANGE

JANUARY TO DECEMBER 1983

<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>Range</u> (<u>\$</u>)
80 to 200	71	12,032	169
201 to 400	195	54,385	279
401 to 600	30	15,811	527
601 to 1000	22	17,758	807
1001 to 3000	84	108,398	1,290
3001 to 10,000	3	17,114	5,705
10,001 to 20,000	10	141,687	14,169
20,001 to 35,000	10	243,216	24,322
Over 35,000	<u>6</u>	<u>407,800</u>	67,967
	431	1,018,201	

FIGURE II

DRAIN AND SEWAGE CLEANERS BY PROVINCE OF ENTRY
JANUARY TO DECEMBER 1983



PERCENTAGE OF VALUE 100% = \$1,018,201

OTHER: Includes Newfoundland, New Brunswick & Nova Scotia

SOURCE: Own Survey

SECTION IV

CANADIAN IMPORTERS

Importers of drain and sewage cleaners during the period January to December 1983, as indicated in Section III, are listed below in alphabetical order:

<u>NAME</u>	<u>ADDRESS</u>
A.E. Mercer Ltd.	Oshawa, Ontario
Acklands Ltd.	Edmonton, Alberta
Allied Tools Ltd.	Don Mills, Ontario
Amalgamated Sewer Services Inc.	Edmonton, Alberta
Atto Equipment Ltd.	Winnipeg, Manitoba
Bartle & Gibson Co. Ltd.	Dorval, Quebec
Bird-Neil	Edmonton, Alberta
Blackwood Hodge Equipment Ltd.	Halifax, Nova Scotia
Boone Plumbing Supplies	St. John's, Newfoundland
Caverhill Learmont Inc.	Ottawa, Ontario
Century Sales & Services	Montreal, Quebec
Certified Tool & Supply Ltd.	Edmonton, Alberta
Charles Jones Ind. Ltd.	Edmonton, Alberta
Chester Industrial Tool Supply Ltd.	Stoney Creek, Ontario
Chinic Inc.	Edmonton, Alberta
Crane Canada Inc.	Quebec, Quebec
	Victoria, British Columbia
	Vancouver, British Columbia
	Regina, Saskatchewan
	Ottawa, Ontario
	Calgary, Alberta
Cronkrite Companies Ltd.	Montreal, Quebec
Deschenes & Fils	Montreal, Quebec
Dulson Frank & Co. Ltd.	Montreal, Quebec
EMCO Ltd.	Saint-John, New Brunswick
Equipement Industriels Cartier Ltée.	Port Cartier, Quebec
Fleck Bros. Ltd.	Vancouver, British Columbia
G.M.C. Plumbing	Downsview, Ontario
Gov't of Northwest Territory (DPW)	Fort McPherson, NWT
Hansen Industrial Tool Supply	Vancouver, British Columbia
Howard F. Powell Ltd.	Winnipeg, Manitoba
ITT Grinnell Sales Ltd.	Winnipeg, Manitoba
Ideal Plumbing Group Inc.	Montreal, Quebec
Intercity Industrial Supply	Thunder Bay, Ontario
Interprovincial Equipment Limited	Pte Claire, Quebec

CANADIAN IMPORTERS (Continued)

<u>NAME</u>	<u>ADDRESS</u>
J. Pascal Inc.	Pte Claire, Quebec
J.B. Systems Ltd.	Stoney Creek, Ontario
J.U. Houle Ltée.	Victoriaville, Quebec
J.W. Bird & Co. Ltd.	Fredericton, New Brunswick
Keep Industrial Supply Ltd.	Woodstock, Ontario
Len Murray Supply Inc.	Ottawa, Ontario
Les Equipements C.M. Inc.	Montreal, Quebec
Lukes Machinery Ltd.	Winnipeg, Manitoba
Main Plumbing Heating (Western)	Calgary, Alberta
Malkin & Pinton Industrial Supplies	Vancouver, British Columbia
Mandem Div. of Asamara Oil Corp.	Winnipeg, Manitoba
Mic Mac Agencies Ltd.	Halifax, Nova Scotia
Municipal Sewer Maintenance Ltd.	Regina, Saskatchewan
National Machinery Co. Ltd.	Burnaby, British Columbia
Neovac Ltd.	Agincourt Ontario
Northern Canada Sales	Oshawa, Ontario
Northern Metallic Sales Ltd.	Edmonton, Alberta
PBM Tool Ltd.	Edmonton, Alberta
Peninsula Plumbing & Heating	Welland, Ontario
Rease Morash	Prince George, British Columbia
Rollins Machinery Ltd.	Vancouver, British Columbia
S.J.C. Enterprises Inc.	Rexdale, Ontario
SUCEE Equipment Distributors	Vancouver, British Columbia
Sinclair Supplies Ltd.	Edmonton, Alberta
Summers' Co. Ltd.	Moncton, New Brunswick
Tom Donaldson Co. Ltd.	Edmonton, Alberta
Tools & Flanges Div. of Canadian	
Plumbing & Heating Supplies Ltd.	Montreal, Quebec
Uniquip Canada Ltd.	St-Laurent, Quebec
Vimar Machinery Ltd.	Burnaby, British Columbia
W.N. White & Co.	Halifax, Nova Scotia
WB Dalton & Sons (1971) Ltd.	Kingston, Ontario
Wajax Industries Ltd.	Montreal, Quebec
Westburne Industrial Enterprises Ltd.	St-Laurent, Quebec
	Quebec, Quebec
	Winnipeg, Manitoba
	Regina, Saskatchewan
Western Supplies Ltd.	Saskatoon, Saskatchewan
Wilkinson & Kompass	Hamilton, Ontario
William Knell and Company Ltd.	Kitchener, Ontario
Wilman Equipment Ltd.	Edmonton, Alberta
Woodward Stores Ltd.	Vancouver, British Columbia
Zazula Process Equipment Ltd.	Calgary, Alberta

SECTION V

FOREIGN EXPORTERS TO CANADA

Exporters to Canada of drain and sewage cleaners during the period January to December 1983 as indicated in Section III are listed below. They are shown in three ranges of unit price (see import summary) and in descending order of value within each range.

<u>Unit Price</u> (\$)	<u>Name</u>	<u>Address</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)
80 to 400	General Wire Spring Co.	McKees Rocks, PA	171	43,252
	Ridge Tool Co.	Elyria, OH	90	22,144
	Heico Inc.	Mendota, IL)	5*	1,021*
	Burton Industries	San Fernando, CA)		
TOTAL - 80 to 400			266	66,417
401 to 3000	Ridge Tool Co.	Elyria, OH	91	98,476
	General Wire Spring Co.	McKees Rocks, PA	32	29,541
	Heico Inc.	Mendota, IL)	7*	6,938*
	Roto-Rooter Corp.	West Desmoines, IO)		
	Jack Doheny Supplies	Northville, MI)	6*	7,012*
	Professional "D" Rooter	Rochester, NY)		
	Teledyne Oster	Wickliffe, OH)		
	Marco Scope Inc.	Sylmar, CA)		
Fisco International	Cleveland, OH)			
TOTAL - 401 to 3000			136	141,967

NOTE: * Aggregated to preserve confidentiality

FOREIGN EXPORTERS TO CANADA (Continued)

<u>Unit Price</u> (\$)	<u>Name</u>	<u>Address</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)
Over 3000	Peabody Myers Corp.	Streater, IL	5	372,593
	Fisco International	Cleveland, OH	9	221,146
	FMC Corp.	Jonesboro, AR	c	c
	FE Myers Co.	Ashland, OH	4	64,575
	Envior Care Co.	Chicago, IL	c	c
	Ridge Tool Co.	Elyria, OH	)	26,834*
	Georgia Equipment Mfg. Inc.	Newman, GA)	
TOTAL - Over 3000			29	809,817

NOTES: c - Confidential, quantities and values included in totals
 * - Aggregated to preserve confidentiality

SECTION VI

CANADIAN AND FOREIGN TARIFFS

CANADA

Drain and sewage cleaners included in this analysis were dutiable under the following most commonly applied tariff item.

<u>Tariff Item</u>	<u>Description</u>	(1) <u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. & Ireland</u>
42700-1	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith:					
	parts of the foregoing.....1983	2.5%	12.1%	35%	2.5%	9.2%
	.....1984	2.5%	11.4%	35%	2.5%	9.2%
	.....1985	2.5%	10.7%	35%	2.5%	9.2%

(United States falls within MFN category)

(1) Excludes UK and Ireland

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

Department of National Revenue (Tel. (613) 996-6595)
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: (613) 993-6435)
International Bureaux
Department of External Affairs
Ottawa, Ontario
K1A 0G2

