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IMPORT ANALYSIS

ELECTRONIC AIR CLEANERS

JANUARY TO DECEMBER 1983



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

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ELECTRONIC AIR CLEANERS

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- REFERENCES:
- (1) Customs Tariff: Items 42700-1 & 44524-1
 - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
 - (3) Imports by Commodities (Cat. #65-007, Statistics Canada) Commodity Code 655-99-40

SECTION I

SCOPE OF ANALYSIS

This report on residential, industrial and commercial electronic air cleaners is based on a detailed examination of Revenue Canada Customs and Excise import documents. The period covered is the calendar year 1983. These products are classified to Canadian International Trade Classification (C.I.T.C.) Import Commodity Code 655-99-40: Cleaners, air, electrostatic (a category that also contains filters and parts). "Ecologizers" are not included in this report.

SECTION II

ANALYSIS OF IMPORTS

Imports of electronic air cleaners for the period analyzed totalled 13,053 units valued at \$1,511,007.

IMPORT SUMMARY

<u>Category</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
Residential	11,105	845,467	56
Industrial	179	191,234	13
Commercial	602	317,220	21
Unknown	<u>1,167</u>	<u>157,086</u>	<u>10</u>
Total	13,053	1,511,007	100

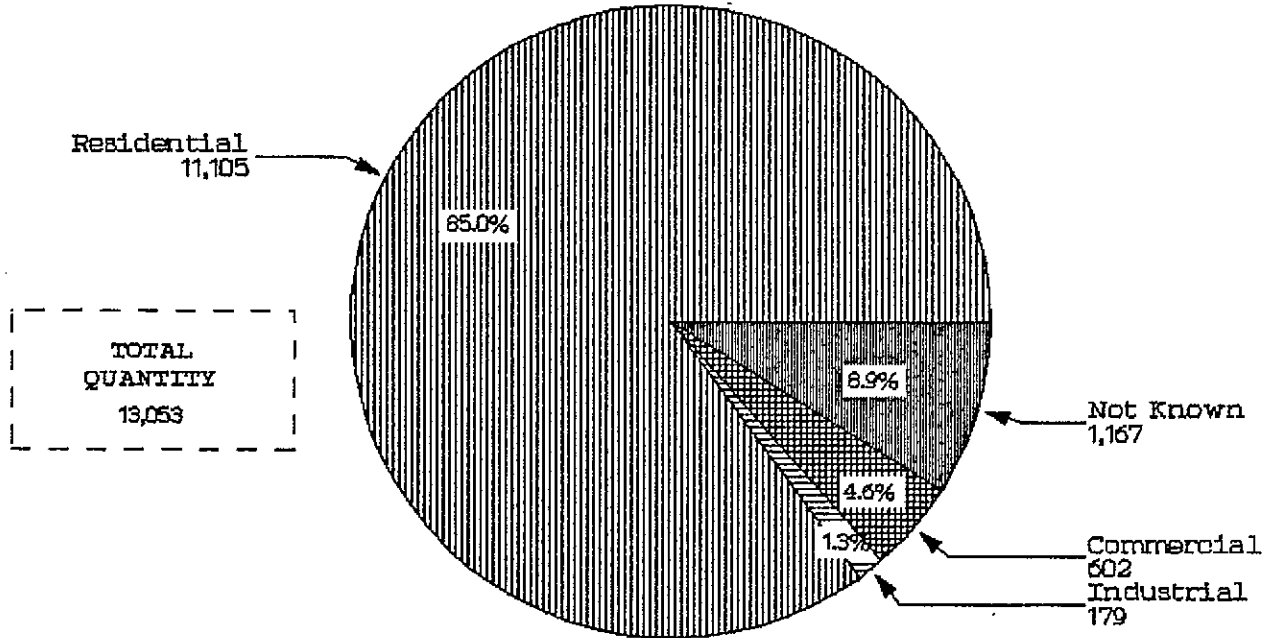
The analysis shows that identified residential-type air cleaners accounted for 56 per cent or \$845,467 of the total value.

Imports from the United States comprise 86 per cent of the total value reported in this study, and the remaining 14 per cent originated from Japan.

Of every dollar of imports on which this analysis is based, 62 cents entered at ports in the province of Ontario, 21 cents at ports east of Ontario, and 17 cents at ports in the Western Provinces.

FIGURE I - IMPORT SUMMARY
ELECTRONIC AIR CLEANERS
JANUARY TO DECEMBER 1983

A) CATEGORY AND QUANTITY



B) CATEGORY AND VALUE

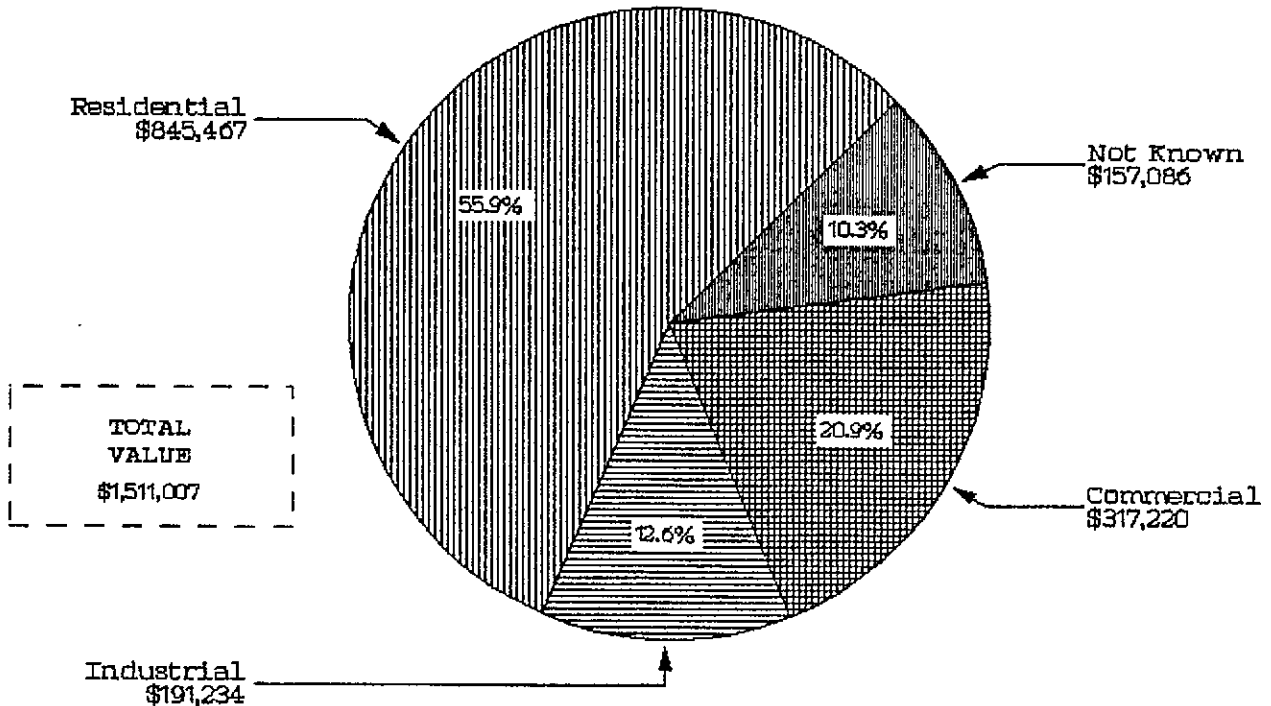


TABLE 1

END USE CATEGORY AND UNIT PRICE RANGE

<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>% of Total Value in</u> <u>End Use Category</u>
<u>Residential</u>			
Up to 100	8,511	447,819	53
101 to 200	2,368	344,740	41
201 to 300	<u>226</u>	<u>52,908</u>	<u>06</u>
Total	11,105	845,467	100
<u>Industrial</u>			
301 to 800	124	89,072	46
1001 to 2000	45	59,304	31
2001 to 3200	7	18,517	10
6801 to 9600	<u>3</u>	<u>24,341</u>	<u>13</u>
Total	179	191,234	100
<u>Commercial</u>			
251 to 500	393	183,247	58
501 to 700	176	107,098	34
701 to 1300	<u>33</u>	<u>26,875</u>	<u>08</u>
Total	602	317,220	100
<u>Unknown</u>			
Up to 950	<u>1,167</u>	<u>157,086</u>	100
Grand Total	13,053	1,511,007	

TABLE 2

END USE CATEGORY BY REGION OF ENTRY

<u>End Use Category</u>	<u>West of Ontario</u>		<u>Ontario</u>		<u>East of Ontario</u>	
	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)
Residential	1,327	125,565	5,966	471,381	3,812	248,521
Industrial	54	58,993	91	91,032	34	41,209
Commercial	95	61,383	456	225,761	51	30,076
Unknown	<u>45</u>	<u>9,900</u>	<u>1,111</u>	<u>145,394</u>	<u>11</u>	<u>1,792</u>
Total	1,521	255,841	7,624	933,568	3,908	321,598
% of Total Value		17%		62%		21%

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TABLE 3

IMPORT MARKET CONCENTRATION

<u>Importers</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>% of Total Value</u>
Top 3	9,465	589,750	39
Top 5	10,857	887,760	59
Top 10	12,405	1,314,812	87

SECTION III

CANADIAN IMPORTERS

Importers of electronic air cleaners during the period January to December 1983, as indicated in Section II, are listed below in alphabetical order:

<u>NAME</u>	<u>ADDRESS</u>
Active Air Co.	Burnaby, B.C.
Air Quality Control	Agincourt, Ontario
Associated Mills Inc.	Toronto, Ontario
The Barbee Company of Canada Inc.	Mississauga, Ontario
Canadian Cabinets Co. Ltd.	Nepean, Ontario
Carrier (Air Conditioning) Canada Ltd.	Bramalea, Ontario
Earth Systems Ltd.	Leamington, Ontario
Ecco Heating Products Ltd.	Burnaby, B.C.
	Langley, B.C.
Energy Technology Products Ltd.	Edmonton, Alberta
Environnements Dynamiques	Valleyfield, Québec
Higgins & Wilson Refrigeration Ltd.	Saint John, N.B.
Honeywell Ltd.	Scarborough, Ontario
KDH Canada Inc., Deutz R & D Div.	Montréal, Québec
Long Mfg., Div. Borg-Warner (Canada) Ltd.	Oakville, Ontario
G.H. Longo & Co.	Calgary, Alberta
D.J. MacAuley & Assoc., Div. DJM Sales Ltd.	Weston, Ontario
Mecon Sales Ltd.	Regina, Saskatchewan
New Age Supplies & Services	Golden, B.C.
Northstream Industries	Concord, Ontario
Parkland Enviro-Mech Ltd.	Calgary, Alberta
Pharmacia Canada Ltd.	Dorval, Québec
Phillip Lau Products Ltd.	Kitchener, Ontario
Pinsky Sewing Machine & Supplies	Montréal, Québec
Powrmatic of Canada Ltd.	Montréal, Québec
	Halifax, N.S.
Q Air Environmental Controls	Stoney Creek, Ontario
Refrigeration Fixair Inc.	St. Laurent, Québec
Rockwood Gardens Ltd.	Acton, Ontario
Rondex Ltd.	Winnipeg, Manitoba
Salon Colour Laboratories	Winnipeg, Manitoba
Sanyo Canada Inc.	Toronto, Ontario
Seawest Industries Inc.	Burnaby, B.C.
Separator Engineering Ltd.	Pointe Claire, Québec
Temprite Industries Ltd.	Mississauga, Ontario
Therm O Disc (Canada) Ltd.	St. Thomas, Ontario
Trigon Industries Inc.	N. Vancouver, B.C.
B.D. Wait Co. Ltd.	Oakville, Ontario
Weiners Refrigeration Co. Ltd.	Calgary, Alberta
	Edmonton, Alberta
Wholesale Heating Supply	Winnipeg, Manitoba

SECTION IV

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of electronic air cleaners during the period January to December 1983, as shown in Section II, are listed below in descending order of dollar value. These exporters accounted for 96 per cent or \$1.4 million of the total value of this report.

<u>NAME</u>	<u>ADDRESS</u>	<u>VALUE</u>
Trion Inc.	Sanford, NC, United States	\$374,119
United Air Specialists Inc.	Cincinnati, OH, United States	\$256,842
Associated Mills	Chicago, IL, United States (
Sanyo Elec. Trading Co. Ltd.	Osaka, Japan (	\$587,971*
Honeywell	Minneapolis, MN, United States(
Allied Prods Div., Carrier Corp.	Knoxville, TN, United States (
Metal Fab Inc.	Wichita, KS, United States (	\$225,675*
Newtron Products Inc.	Cincinnati, OH, United States (
		<hr/>
		\$1,444,607

* Aggregated to preserve confidentiality

SECTION V

CANADIAN PRODUCTION

According to Statistics Canada, electronic air cleaners are made in Canada. Data on production or shipments of these products by Canadian manufacturers are not available.

The Canadian Trade Index, issued by the Canadian Manufacturers' Association, indicates that there are at least 16 manufacturers of electronic air cleaners in Canada.

- AAF-Canada, Montréal, Québec
- Auto-Flo Corporaton of Canada Ltd., Windsor, Ontario
- * Biotech Electronics Ltd., Dorval, Québec
- Cascade Technologies Inc., Montréal, Québec
- Elcar International Ltd., Montréal, Québec
- Electro-Air Canada Limited, Downsview, Ontario
- Five Seasons Comfort Limited, Downsview, Ontario
- * General Signal Applicances, A Division of General Signal Limited, Welland, Ontario
- Honeywell Limited, Willowdale, Ontario
- * Lennox Industries (Canada) Limited, Etobicoke, Ontario
- Pall (Canada) Limited, Mississauga, Ontario
- Rajill Manufacturers & Distributors Ltd., Ottawa, Ontario
- Temprite Industries Limited, Mississauga, Ontario
- Tepco Air Control Systems (Canada) Limited, Mississauga, Ontario
- Wood W.C. Co. Ltd., Guelph, Ontario
- Xebec Inc., Ste Rose, Québec

* Indicates firms engaged in export trade.

SECTION VI

CANADIAN AND FOREIGN TARIFFS

CANADA

Electronic air cleaners included in this analysis were dutiable under the following most commonly applied tariff items.

<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. & Ireland</u>
	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing:					
42700-1	Other than the following.....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%
44524-1	Electric apparatus and complete parts thereof, n.o.p.:.....1983	12.9%	13.9%	30%	9%	12.9%
	.....1984	12.9%	12.9%	30%	8.5%	12.9%
	.....1985	12.2%	12.2%	30%	8%	12.2%

The United States was the principal country of export included in this analysis, and its tariff arrangement was Most Favoured Nation.

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

Tariff Programs (Tel: (613) 996-6595)
Revenue Canada
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
External Affairs Canada
Ottawa, Ontario
K1A 0G2

