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# IMPORT ANALYSIS

## Market Research Support

MARINE DISTRESS SIGNALS AND FLARES

JANUARY TO DECEMBER 1986

Pub. No.: 87015-PM December 1987



Government  
of Canada

Gouvernement  
du Canada

Regional Industrial  
Expansion

Expansion industrielle  
régionale

Canada

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EXPLANATORY NOTES

Method

The data shown in this analysis is 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 is 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.

REFERENCE SOURCES

Department of Regional Industrial Expansion  
Statistics Canada  
Revenue Canada

FOR MORE INFORMATION PLEASE CONTACT:

Market Information and Analysis Division  
Market Development Branch  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-4970

OR

Petroleum and Industrial Chemicals  
Division  
Resource Processing Industries  
Branch  
Department of Regional Industrial  
Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-3074

OR

The nearest DRIE Regional Office.  
These offices are listed on the last  
page of this publication.

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IMPORT ANALYSIS

MARINE DISTRESS SIGNALS AND FLARES

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 of marine distress signals and flares is based on a detailed examination of Revenue Canada Customs import documents for the period January to December 1986. The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analysed:

94956-20 Flares, pyrotechnic

This analysis includes only pyrotechnically-based marine type flares and distress signals. All other types of distress signals and flares are excluded.

Marine type flares and distress signals in this analysis are described as:

Type "A" - Parachute rocket flare

Type "B" - Multi-star or single star pistol/pen-projected flare

Type "C" - Hand-held red flare

Type "D" - Buoyant or hand-held orange smoke flare

II. ANALYSIS OF IMPORTS

During the period January to December 1986, imports of marine distress signals and flares, as analysed in this report, totalled \$795 000.

The United States was the dominant source of imports, accounting for \$382 000 or 48 per cent of the total dollar value. The United Kingdom, the Federal Republic of Germany and Sweden accounted for the remaining \$413 000 or 52 per cent. (For further details refer to Appendix A.)

The marine distress signals and flares included in type "B" (multi-star or single star pistol/pen-projected) accounted for \$496 000 or 62 per cent of the total value, followed by type "A" (parachute rocket flare) with \$143 000 or 18 per cent. For both these categories, the major value of imports was to be found in the price range over \$4.00. As shown in Appendix A, imports valued at \$129 000 were in the \$5.00 to \$24.00 range for parachute rocket flares and \$302 000 in the \$20.00 to \$26.99 range for kits of multi-star or single star pistol/pen projected flares. (For further details refer to Appendix A).

IMPORTS OF MARINE DISTRESS SIGNALS AND FLARES  
SUMMARY OF IMPORTS - BY TYPE AND PRICE RANGE  
JANUARY TO DECEMBER 1986

	TYPE											
	A. Parachute Rocket Flare		B. Multi-Star or Single-Star Pistol Pen-Projected				C. Hand-Held Red Flare		D. Buoyant or Hand-Held Orange Smoke		Other or Not Identified	
	No. (000)	Value (\$000)	No. (000)	Value (\$000)	Kits (000)	Value (\$000)	No. (000)	Value (\$000)	No. (000)	Value (\$000)	Kits (000)	Value (\$000)
Price Range (\$/Unit or \$/Kit)												
Under 1.00	-	-	124	74	-	-	-	-	-	-	-	-
1.00 to 2.99	-	-	10	20	-	-	-	-	)	-	-	-
3.00 to 3.99	-	-	6	19	-	-	26	81	)*	-	-	-
4.00 & Over	11	143	1	8	15	375	(1)	5	2	15	)*	(1) 55
Total	11	143	141	121	15	375	26	86	2	15	(1)	55

\* Aggregated to preserve confidentiality  
(1) Less than one thousand

IMPORT MARKET CONCENTRATION

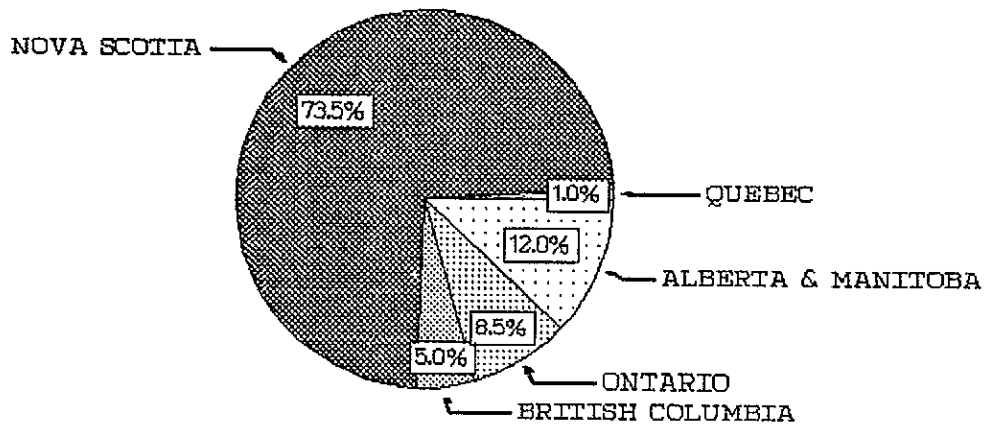
<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	673	85
6	734	92
10	765	96
All consignees/importers (23)	795	100

There were 23 known consignees or importers of marine distress signals and flares during January to December 1986. The top ten consignees/importers accounted for \$765 000 or 96 per cent of the dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix C.

Of the top six consignees/importers, four are wholesalers and two are retailers.

Nova Scotia was the major province through which the imports of marine distress signals and flares were cleared, accounting for \$584 000 or 73 per cent of the total value. For further details refer to Appendix B.

PROVINCE OF CLEARANCE



100% = \$795 092

IMPORTS OF MARINE DISTRESS SIGNALS AND FLARES  
BY TYPE, PRICE RANGE AND COUNTRY OF ORIGIN  
JANUARY TO DECEMBER 1986

<u>Type</u>	<u>Price Range</u> ( <u>\$</u> )	<u>Quantity</u>	<u>Value</u> ( <u>\$</u> )	<u>% of Value</u>	
				<u>Country of Origin</u> <u>USA</u>	<u>Other</u> <sup>(1)</sup>
A.	(Parachute Rocket flare)	(No.)			
	5.00 to 24.00	10 541	128 993		
	30.00 to 50.00	<u>350</u>	<u>14 318</u>		
Sub Total, Type A		10 891	143 311	1	99
B.	(Multi-star or single star pistol/pen projected flare)	(No.)			
	.40 to .99	123 804	73 980		
	1.00 to 1.99	5 662	9 558		
	2.00 to 2.99	4 372	10 203		
	3.00 to 3.99	5 532	19 149		
	4.00 to 9.99	640	4 104		
	10.00 to 14.99	<u>279</u>	<u>3 612</u>		
		140 289	120 606	24	76
		(Kits)			
	7.00 to 19.99	2 388	24 710		
	20.00 to 26.99	11 530	302 355		
	38.00 to 45.99	789	33 975		
	50.00 to 113.99	<u>232</u>	<u>14 368</u>		
Sub Total, Type B		14 939	375 408	91	9
C	(Hand-held red flare)	(No.)			
	1.00 to 3.99	26 035	80 757		
	4.00 to 19.99	<u>334</u>	<u>4 629</u>		
Sub Total, Type C		26 369	85 386	4	96

(1) United Kingdom, Federal Republic of Germany and Sweden



IMPORTS OF MARINE DISTRESS SIGNALS AND FLARES (CONT'D)  
BY TYPE, PRICE RANGE AND COUNTRY OF ORIGIN  
JANUARY TO DECEMBER 1986

<u>Type*</u>	<u>Price Range</u> ( <u>\$</u> )	<u>Quantity</u>	<u>Value</u> ( <u>\$</u> )	<u>% of Value</u>	
				<u>Country of Origin</u> <u>USA</u>	<u>Other</u> <sup>(1)</sup>
D	Buoyant or hand-held <u>orange smoke flare)</u>	( <u>No.</u> )			
	3.00 to 9.99	1 242	9 735		
	12.00 to 15.99	<u>398</u>	<u>5 563</u>		
Sub Total, Type D		1 640	15 298	28	72
		( <u>Kits</u> )			
Other*	104.00 to 269.00	294	<u>55 083</u>		<u>100</u>
GRAND TOTAL			795 092	48	52

NOTE: \* Type "Other" - Could not be identified to Type "A", "B", "C" or "D".  
 (1) United Kingdom, Federal Republic of Germany and Sweden

IMPORTS OF MARINE DISTRESS SIGNALS AND FLARES  
BY PROVINCE OF CLEARANCE  
JANUARY TO DECEMBER 1986

	<u>Value</u> <u>(\$)</u>	<u>% of Total</u> <u>Value</u>
Nova Scotia	584 259	73.5
Alberta )		
Manitoba )*	96 719	12.0
Ontario	67 522	8.5
British Columbia	38 980	5.0
Québec	<u>7 612</u>	<u>1.0</u>
	795 092	100.0

\* Aggregated to preserve confidentiality

CANADIAN IMPORTERS

Importers of marine distress signals and flares during the period January to December 1986, 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>
Associated Marine Equipment Ltd.	Halifax, N.S.
Beaufort Air-Sea Equipment Canada Ltd.	Richmond, B.C.
Bowman Products Ltd.	Concord, Ont.
C.V.S. Controls Ltd.	Edmonton, Alta.
Canadian Tire Corp. Ltd.	Toronto, Ont.
Cooper Yachts Ltd.	Maple Ridge, B.C.
Hand Chemical Industries Ltd.	Milton, Ont.
Hands Fireworks Inc.	Prescott, Ont.
International Survival Supplies Ltd.	Calgary, Alta.
Marine Equipment Ltd.	Halifax, N.S.
Marine Mail Order Supply Inc.	Downsview, Ont.
Navitron Communications Ltd.	Vancouver, B.C.
Northwest Marine Distributors Ltd.	Vancouver, B.C.
Outboard Marine Corp. of Canada Ltd.	Peterborough, Ont.
Payne's Marine Supply Inc.	Victoria, B.C.
Redl Industries Ltd.	Burnaby, B.C.
S.I.R. Mail Order	Winnipeg, Man.
Southeastern Commonwealth Drilling Ltd.	Halifax, N.S.
Taylor, Tom Co. Ltd.	Toronto, Ont.
Tri-Star Industries Ltd.	Yarmouth, N.S.
Tul Safety Equipment Ltd.	Hawkesbury, Ont.
Wespac Products, Div. of Great West Steel Ltd.	New Westminster, B.C.
Western Technical Supply Co. Ltd.	North Vancouver, B.C.

FOREIGN EXPORTERS TO CANADA

There were a total of 10 exporters to Canada of marine distress signals and flares during the period January to December 1986. They are listed below in descending order of dollar value.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> <u>(\$000)</u>
Pains-Wessex Ltd. Kilgore Corp.	Salisbury, United Kingdom) Toone, TN United States )*	591
Wischo-KG, Wilsker & Co. SIGMA Scientific Inc.	Erlangen, Fed. Republic of Germany) Ontario, CA United States )	143
Olin Corp.	Peru, IN United States	47
Norabel AB,	Askim, Sweden	7
Marine Safety Services Comet, GmbH	Seattle, WA United States ) Bremerhaven, Fed. Republic of Germany)	
Bowman Distribution, Barnes Group Inc.	Cleveland, OH United States )	7
Whelen Engineering Co.	Chester, CT United States )	—
		795

\* Aggregated to preserve confidentiality

CANADIAN SUPPLIERS

According to Explosives Branch, Department of Energy, Mines and Resources, marine type signals and flares are not manufactured in Canada. Some Canadian companies do manufacture other kinds of signals and flares. 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 Regional Industrial Expansion, 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 listed under Canadian International Trade Classification (C.I.T.C.) commodity code 94956-20 (Flares Pyrotechnic). They are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
Canadian Arsenals Ltd.	Montréal, Qué.
CXA Ltd.	Brownsburg, Qué
Feu d'Artifice Hands Québec Inc.	Papineauville, Qué.
Hands Fireworks Inc.	Milton, Ont.
Survival Appliance Products	Winnipeg, Man.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)  
Department of Regional Industrial Expansion  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Telephone: (613) 954-5031  
Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
Canadian Arsenals Limited	Montréal, Qué.
Hands Fireworks Inc.	Ottawa, Ont.
* Victrix Limited	Guelph, Ont.

\* Indicates firm 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  
Telephone: (416) 363-7261  
Telex: 065-24693

CANADIAN AND FOREIGN TARIFFS

Marine distress signals and flares included in this analysis were dutiable under the following most commonly applied tariff item.

Tariff Item	Description	Tariff Treatment					
		British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %	
66500-1	Torpedoes, fire-crackers and fire-works of all kinds	1986	Free	12.4	25	Free	11.3
		1987	Free	11.3	25	Free	11.3

Tariff Arrangements and Foreign Countries of Export:

Countries which benefit from the Most Favoured Nation tariff treatment: The United Kingdom, The Federal Republic of Germany, Sweden and the 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) 954-6908

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

DRIE REGIONAL OFFICES

Newfoundland  
P.O. Box 8950  
Parsons Building  
90 O'Leary Avenue  
St. John's, Newfoundland  
A1B 3R9  
Tel: (709) 772-4884

Prince Edward Island  
P.O. Box 1115  
Confederation Court Mall  
134 Kent Street, Suite 400  
Charlottetown, Prince Edward Island  
C1A 7M8  
Tel: (902) 566-7400

Nova Scotia  
P.O. Box 940, Station M  
1496 Lower Water Street  
Halifax, Nova Scotia  
B3J 2V9  
Tel: (902) 426-2018

New Brunswick  
P.O. Box 1210  
Assumption Place  
770 Main Street  
Moncton, New Brunswick  
E1C 8P9  
Tel: (506) 857-6400

Québec  
P.O. Box 247  
Tour de la Bourse  
800, Place Victoria, Suite 3800  
Montréal, Québec  
H4Z 1E8  
Tel: (514) 283-8185

Ontario  
4th Floor  
Dominion Public Building  
1 Front Street West  
Toronto, Ontario  
M5J 1A4  
Tel: (416) 973-5000

Manitoba  
P.O. Box 981  
330 Portage Avenue  
Room 608  
Winnipeg, Manitoba  
R3C 2V2  
Tel: (204) 983-4090

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6th Floor, 105-21st Street East  
Saskatoon, Saskatchewan  
S7K 0B3  
Tel: (306) 975-4400

Alberta  
Cornerpoint Building  
10179 - 105th Street, Suite 505  
Edmonton, Alberta  
T5J 3S3  
Tel: (403) 420-2944

British Columbia  
P.O. Box 49178  
Bentall Postal Station  
Bentall Tower IV  
1101 - 1055 Dunsmuir Street  
Vancouver, British Columbia  
V7X 1K8  
Tel: (604) 666-0434

Yukon  
Suite 301  
108 Lambert Street  
Whitehorse, Yukon  
Y1A 1Z2  
Tel: (403) 668-4655

Northwest Territories  
P.O. Bag 6100  
Precambrian Building  
Yellowknife, Northwest Territories  
X1A 1C0  
Tel: (403) 920-8571

