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IMPORT ANALYSIS

Market Research Support

WELDING HELMETS AND WELDING FACE SHIELDS

JANUARY TO JUNE 1987

Pub. No.: 88004-PM April 1988



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

Canada

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WELDING HELMETS AND WELDING FACE SHIELDS

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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

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Clothing Division
Service Industries and Consumer
Goods Branch
Department of Regional Industrial
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OR

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

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IMPORT ANALYSIS

WELDING HELMETS AND WELDING FACE SHIELDS

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 welding helmets and welding face shields is based on a detailed examination of Revenue Canada Customs imports documents for the period January to June 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analysed:

- 788-76-49 Helmets, protective, industrial, not elsewhere specified
- 788-76-89 Safety helmets, not elsewhere specified
- 788-77-90 Safety helmets, not elsewhere specified, parts of

This analysis includes only those products classified to the three import commodity codes noted above. Other products which are listed individually in the C.I.T.C. are shown below.

<u>C.I.T.C.</u> <u>Code</u>	<u>Safety</u> <u>Helmets</u>	<u>1987</u>	
		<u>Jan. to June</u> <u>(\$000)</u>	<u>Jan. to Dec.</u> <u>(\$000)</u>
788-76-35	Helmets, Firemen's	192	359
788-76-40	Helmets, Miners'	-	22
788-76-45	Helmets, Sandblast	24	52
788-76-50	Helmets, Crash	4 125	7 605
788-77-20	Helmets, Firemen's, Parts of	57	102
788-77-30	Helmets, Miners', Parts of	-	4
788-77-50	Helmets, Sandblast, Parts of	42	129
788-77-60	Helmets, Crash, Parts of	<u>235</u>	<u>502</u>
Total Safety Helmets		4 675	8 775

II. ANALYSIS OF IMPORTS

During the months of January to June 1987, imports of welding helmets and welding face shields as analysed in this report totalled 31.9 thousand units for a value of \$490 000. Welding helmets accounted for most of these imports: 31 thousand units for \$480 000.

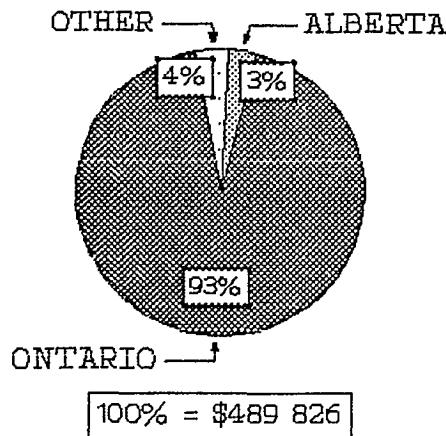
SUMMARY OF IMPORTS
JANUARY TO JUNE 1987

	<u>Quantity</u> (000)	<u>Value</u> (\$000)
Welding Helmets	31.0	479.7
Welding Face Shields	<u>0.9</u>	<u>10.1</u>
Total, Welding Helmets and Welding Face Shields	31.9	489.8

Welding helmets in the price range of \$10.00 to \$19.99 accounted for 24 000 units or \$368 000, (77 per cent of the total value and quantity of imports). Welding face shields were imported in the price range of \$6.00 to \$85.00 accounting for 862 units for a value of \$10 000. For further details, refer to Appendix A.

The United States was the dominant source of imports for welding helmets and welding face shields, accounting for \$484 000 or 99 per cent of the total dollar value. Taiwan, Sweden and Japan accounted for the remaining imports (1 per cent).

PROVINCE OF CONSIGNEE



Ontario was the major province of consignee for the imports analysed. It accounted for \$457 000 or 93 per cent of the value of imports, followed by Alberta with \$13 000 or 3 per cent. The provinces of Saskatchewan, British Columbia and Québec accounted for the remaining imports.

IMPORTS OF WELDING HELMETS AND WELDING FACE SHIELDS
IMPORT MARKET CONCENTRATION
JANUARY TO JUNE 1987

<u>Principal Consignees/Importers</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	368	75
6	413	84
10	459	94
All Consignees/ Importers (23)	490	100

There were 23 known consignees/importers of welding helmets and welding face shields during the period January to June 1987. The principal 10 consignees/importers accounted for \$459 000 or 94 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix B.

III. CANADIAN PRODUCTION

At the present time, welding helmets and welding face shields are not manufactured in Canada.

IMPORTS OF WELDING HELMETS AND WELDING FACE SHIELDS
BY PRICE RANGE
JANUARY TO JUNE 1987

	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
Welding Helmets:	5.00 to 9.99	4 648	31 946	6.87
	10.00 to 14.99	10 064	132 416	13.16
	15.00 to 19.99	13 975	235 653	16.86
	20.00 to 29.99	2 013	46 126	22.91
	35.00 to 65.00	211	11 096	52.59
	100.00 and Over	<u>112</u>	<u>22 463</u>	200.56
Total - Welding Helmets		31 023	479 700	15.46
Welding Face Shields	6.00 to 85.00	<u>862</u>	<u>10 126</u>	11.75
Total - Welding Helmets and Welding Face Shields		31 885	489 826	15.36

CANADIAN IMPORTERS

Consignees or importers of welding helmets and welding face shields during the period January to June 1987, 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>
AOCO Ltd.	Markham, Ont.
Acklands Ltd.:	Burnaby, B.C.
	Edmonton, Alta.
	Downsview, Ont.
Arrow Welding and Industrial Supplies Ltd.	Edmonton, Alta.
Canadian Oxygen Ltd.	Toronto, Ont.
Canadian Tire Corp. Ltd.	Toronto, Ont.
Cansafe Sales Inc.	Cambridge, Ont.
Deere, John Ltd.	Welland, Ont.
Esab Canada Inc.	Mississauga, Ont.
Fibre Metal Canada Ltd.	Mississauga, Ont.
Fleck Brothers Ltd.	Burnaby, B.C.
Forney Welding Equipment & Supplies Ltd.	Regina, Sask.
Honda of Canada Mfg. Inc.	Alliston, Ont.
Inter City Welding Supplies Ltd.	Kitchener, Ont.
Jertal Welding Products Ltd.	Mississauga, Ont.
Lenco Welding Accessories Ltd.	Windsor, Ont.
Lincoln Electric Co. of Canada Ltd.	Toronto, Ont.
Ron-Son's Torch Repair & Sales Ltd.	Vancouver, B.C.
South-Western Ontario Welding Supply Ltd.	London, Ont.
TCB Farmshop (see 129682 Canada Ltd.)	Windsor, Ont.
Unibrazo of Canada Ltd.	Pointe-Claire, Qué.
Waye-Mar Products Ltd.:	Pickering, Ont.
	Vancouver, B.C.
	Vancouver, B.C.
West Coast Welding Supplies Ltd.	Vancouver, B.C.
Westmore Welding Supplies Ltd.	Mississauga, Ont.

FOREIGN EXPORTERS TO CANADA

There were a total of 21 exporters to Canada of welding helmets and welding face shields during the period January to June 1987. The principal nine are listed below in descending order of dollar value. These exporters accounted for \$463 000 or 94 per cent of the value of imports analysed.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> (\$000)	
Fibre-Metal Products Co. Sellstrom Mfg. Co.	Concordville, PA Palatine, IL	United States) United States)*	328
Jackson Products, Airco Inc. Morse Safety Products Co.	Belmont, MI Cleveland, OH	United States) United States)*	78
American Optical Corp. Century Mfg. Co.	Southbridge, MA Minneapolis, MN	United States) United States)*	32
Hornell Speed Glass Inc. Atlas Welding Accessories Inc. O.K.I. Supply Co.	Salt Lake City, UT Troy, MI Cincinnati, OH	United States) United States)* United States)	25

* Aggregated in order to preserve confidentiality of Canadian importers.

CANADIAN SUPPLIERS

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 (DRIE) 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 are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity codes.

788-76-49 Helmets, Protective, Industrial, Not Elsewhere Specified

<u>Name</u>	<u>Address</u>
* Arkon Inc. La Filature de l'Isle-Verte (1984) Ltée Safeco Mfg. Ltd.	Pointe-aux-Trembles, Qué. Isle-Verte ouest, Qué. Scarborough, Ont.
* Safety House of Canada Ltd.	Toronto, Ont.

788-76-89 Safety Helmets, Not Elsewhere Specified

* AOCO Ltd. Canadian Liquid Air Ltd.	Markham, Ont. Calgary, Alta.
* Les Industries Helmtec Inc.	Roxton Pond, Qué.
* Med-Eng Systems Inc. Pyrotex Instruments et Sécurité Int'l. Inc.	Ottawa, Ont. Ville Lasalle, Qué.

788-77-90 Safety Helmets, Not Elsewhere Specified, Parts of

Calberta Manufacturing Ltd.	Calgary, Alta.
Harris Cap and Textiles Co. Ltd.	Toronto, Ont.
La Filature de l'Isle-Verte (1984) Ltée	Isle-Verte ouest, Qué.
Les Productions Ranger Inc.	Roxton Pond, Qué.
Sprung's Western Tent and Awning Ltd.	Calgary, Alta.

* Company engaged in export trade

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
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Helmets, Sandblast, Leather, Canvas or Steel

<u>Name</u>	<u>Address</u>
* Griffin Industries Int'l. Inc.	Roxton Pond, Qué.
* MSA Canada Inc.	Downsview, Ont.
Safeco Mfg. Ltd.	Scarborough, Ont.
Safety House of Canada Ltd.	Toronto, Ont.
* Safety Supply Canada	Richmond Hill, 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

CANADIAN AND FOREIGN TARIFFS

Welding helmets and welding face shields 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 %	
56940-1	Firemen's helmets; safety helmets for industrial purposes; welders' helmets and welders' face shields; parts of the foregoing	1987	Free	Free	Free	Free	Free

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Sweden, Japan, Taiwan 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) 954-6946

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

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Newfoundland
P.O. Box 8950
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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
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800, Place Victoria, Suite 3800
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H4Z 1E8
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Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-4090

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

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10179 - 105th Street, Suite 505
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Tel: (403) 668-4655

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