

HF
3221
.I4
no.
88007-
PM



IMPORT ANALYSIS

Market Research Support

DENTAL HAND INSTRUMENTS

JANUARY TO JUNE 1987

Pub. No.: 88007-PM June 1988



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

Canada

I.D. 2657

DEPARTMENT OF REGIONAL
INDUSTRIAL EXPANSION
LIBRARY

SEP 13 1988

BIBLIOTHEQUE
MINISTERE DE L'EXPANSION
INDUSTRIELLE REGIONALE

DENTAL HAND INSTRUMENTS

JANUARY TO JUNE 1987

Pub. No.: 88007-PM June 1988

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

Health Care Products Division
Resource Processing Industries Branch
Department of Regional Industrial
Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3066

TABLE OF CONTENTS

	<u>PAGE</u>
I. INTRODUCTION AND SCOPE	4
II. ANALYSIS OF IMPORTS	4
III. CANADIAN PRODUCTION	5
 <u>APPENDICES</u>	
A IMPORTS OF DENTAL HAND INSTRUMENTS BY TYPE AND PRICE RANGE	6
B CANADIAN IMPORTERS	8
C FOREIGN EXPORTERS TO CANADA	8
D CANADIAN SUPPLIERS	9
E CANADIAN AND FOREIGN TARIFFS	10

IMPORT ANALYSIS

DENTAL HAND INSTRUMENTS

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 dental hand instruments 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 code was analysed:

706-51-21 Dental Hand Instruments/Except Surgical

Total imports of dental hand instruments for the period January to June 1987, as published by Statistics Canada, were valued at \$4.6 million. Due to the large number of import documents recorded to the above-mentioned C.I.T.C. import commodity code, only certain types of dental hand instruments are reported in this analysis. The included individual instruments are described in Appendix A. Excluded were such products as files, reamers, forceps, mirrors, etc. Further, only those shipments having a value of \$4 000 and over were analysed.

II. ANALYSIS OF IMPORTS

During the period January to June 1987, imports of dental hand instruments as analysed in this report, totalled \$345 000.

The United States was the dominant source of imports, accounting for \$327 000, or 95 per cent of the total value. The United Kingdom and Switzerland accounted for the remaining \$18 000.

Dental hand instruments known as "curettes" accounted for \$117 000 or 34 per cent of the total analysed value, followed by "scalers" with \$99 000 or 29 per cent. For both of these types of instrument, the average unit price was approximately \$10. For further details, refer to Appendix A.

IMPORTS OF DENTAL HAND INSTRUMENTS SUMMARY OF IMPORTS - BY TYPE JANUARY TO JUNE 1987

<u>Type</u>	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Average</u> <u>Unit Price</u> (\$)
Curettes	11	117	10.64
Scalers	10	99	9.90
Explorers	10	51	5.10
Carvers	3	29	9.97
Other	<u>7</u>	<u>49</u>	<u>7.00</u>
	41	345	8.41

IMPORT MARKET CONCENTRATION

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	300	87
6	331	96
All Consignees/ Importers (10)	345	100

There were ten known consignees or importers of dental hand instruments during January to June 1987. The principal three consignees/importers accounted for \$300 000 or 87 per cent of the dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix B.

Québec and Ontario were the major provinces to which the imports of dental hand instruments were consigned, accounting for \$313 000 or 91 per cent of the total value. Alberta, Manitoba and British Columbia accounted for the remaining \$32 000.

III. CANADIAN PRODUCTION

At the present time, the types of dental hand instruments listed in Appendix A are not manufactured in Canada.

IMPORTS OF DENTAL HAND INSTRUMENTS
BY TYPE AND PRICE RANGE
JANUARY TO JUNE 1987

<u>Type</u>	<u>Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>Value</u> (<u>\$</u>)	<u>Average Unit Price</u> (<u>\$</u>)
Burnishers, Double End:	5.50 to 8.99	611	4 796	7.85
	9.00 to 12.50	<u>621</u>	<u>5 906</u>	<u>9.51</u>
		1 232	10 702	8.69
Single End:	5.00 to 13.50	<u>190</u>	<u>1 569</u>	<u>8.26</u>
Total - Burnishers		1 422	12 271	8.63
Carvers, Double End:	4.00 to 8.99	2 124	15 177	7.15
	9.00 to 18.00	<u>1 336</u>	<u>13 647</u>	<u>10.21</u>
Total - Carvers		3 460	28 824	8.33
Curettes, Double End:	4.50 to 8.99	1 019	6 102	5.99
	9.00 to 14.00	<u>9 766</u>	<u>105 387</u>	<u>10.79</u>
		10 785	111 489	10.34
Single End:	4.00 to 10.00	<u>693</u>	<u>5 739</u>	<u>8.28</u>
Total - Curettes		11 478	117 228	10.21
Excavators, Double End:	4.00 to 7.99	1 207	5 607	4.65
	8.00 to 12.00	<u>1 433</u>	<u>12 558</u>	<u>8.76</u>
Total - Excavators		2 640	18 165	6.88
Explorers, Double End:	3.50 to 5.99	6 961	34 251	4.92
	6.00 to 9.00	<u>2 457</u>	<u>15 453</u>	<u>6.29</u>
		9 418	49 704	5.28
Single End:	4.00 to 8.00	<u>299</u>	<u>1 596</u>	<u>5.34</u>
Total - Explorers		9 717	51 300	5.28
Pluggers, Double End:	3.20 to 7.99	1 326	7 496	5.65
	8.00 to 10.00	<u>1 037</u>	<u>8 996</u>	<u>8.68</u>
		2 363	16 492	6.98
Single End:	5.00 to 8.00	<u>118</u>	<u>869</u>	<u>7.36</u>
Total - Pluggers		2 481	17 361	7.00

IMPORTS OF DENTAL HAND INSTRUMENTS
BY TYPE AND PRICE RANGE (CONT'D)
JANUARY TO JUNE 1987

<u>Type</u>	<u>Price Range (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Average Unit Price (\$)</u>
Scalers, Double End:	4.50 to 9.99	2 498	21 018	8.41
	10.00 to 14.00	<u>6 426</u>	<u>70 598</u>	<u>10.99</u>
		8 924	91 616	10.27
Single End:	4.00 to 12.00	<u>1 071</u>	<u>7 272</u>	<u>6.79</u>
Total - Scalers		9 995	98 888	9.89
Chisels, Bone	8.50 to 18.00	57	696	12.21
Picks, Root Tip	3.25 to 8.50	<u>46</u>	<u>323</u>	<u>7.02</u>
Total - Dental Hand Instruments		41 296	345 056	8.36

APPENDIX B

CANADIAN IMPORTERS

Consignees or importers of dental hand instruments 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>
Canada Dentaire Inc.	Montréal, Qué.
Canadian Dental Supply Alta. Inc.	Sherwood Park, Alta.
Central Dental Supply Co. Ltd.	Winnipeg, Man.
Denco, Div. of Totec (1985) Inc.	Willowdale, Ont.
Dentsply Cda. Inc.	Downsview, Ont.
Dépôt Dentaire Canada Ltée	Montréal, Qué.
Express Dental Supplies Inc.	Concord, Ont.
Larr Sales Ltd.	Scarborough, Ont.
University of British Columbia	Vancouver, B.C.
University of Western Ontario	London, Ont.

APPENDIX C

FOREIGN EXPORTERS TO CANADA

There were a total of 7 exporters to Canada of dental hand instruments during the period January to June 1987. They are listed below in descending order of dollar value.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> ((\$000))
Hu-Friedy Manufacturing Co.	Chicago, IL United States	298
Healthco International Co.	Boston, MA United States)	38
Dentsply Ltd.	Gloucester United Kingdom)*	
Interstate Drug Exchange Inc.	Amytyville, NY United States)	
S.C.I. Dent Inc.	Barrington, IL United States)	9
Prodonta S.A.	Geneva Switzerland)*	
G.C. International Corp.	Scottsdale, AZ United States)	

* Aggregated to preserve confidentiality of Canadian importers.

CANADIAN AND FOREIGN TARIFFS

Dental hand instruments 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 %
47600-1	X-ray apparatus and X-ray film; microscopes, illuminating devices and stands for use therewith; prepared surgical sutures; the following surgical, dental, veterinary and diagnostic articles; instruments; sterilizers; cobalt-therapy units; anaesthesia, surgical suction and oxygen administering apparatus including motive power and wall outlets but not piping systems. Parts of all the foregoing; electric light lamps designed for use with all the foregoing; portable cases and containers for all the foregoing	Free	Free	Free	Free	Free

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: The United Kingdom, Switzerland 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) 954-7020

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

