

CHINA TO CANADA / PRODUCT-MARKET INTELLIGENCE

# Single induction. A Canada entry test.

TS-26C03 / flexible installation, exact-model validation

Market fit, unit economics and the evidence to obtain before inventory.

Concept scene. Product identity, configuration and approval must be checked separately.

THE DECISION IN ONE VIEW

# A small test before a larger commitment

TEST

Medium confidence

Validate the exact Canadian model and real buyer interest before committing a larger order.

7/10 overview; 5/10 detailed assessment

|                     |                    |
|---------------------|--------------------|
| Retail target       | Landed-cost target |
| CAD 129-159         | CAD 55-70          |
| Pilot cash scenario | Decision timing    |
| CAD 25k-35k         | 4-6 months         |

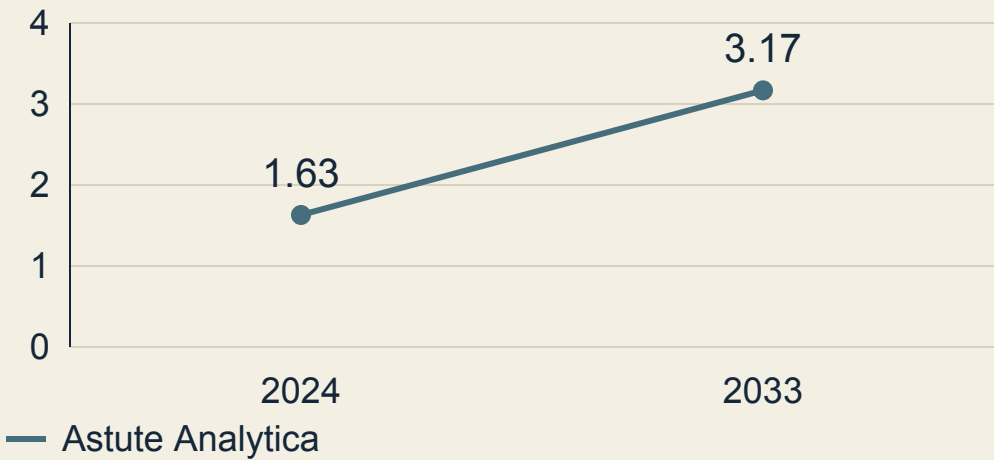
After launch: 100 sales in 60 days, positive reviews and a retailer reorder.

Planning targets, not observed demand or proof of readiness. See budget reconciliation.

— TWO MARKET DEFINITIONS / USD BILLIONS

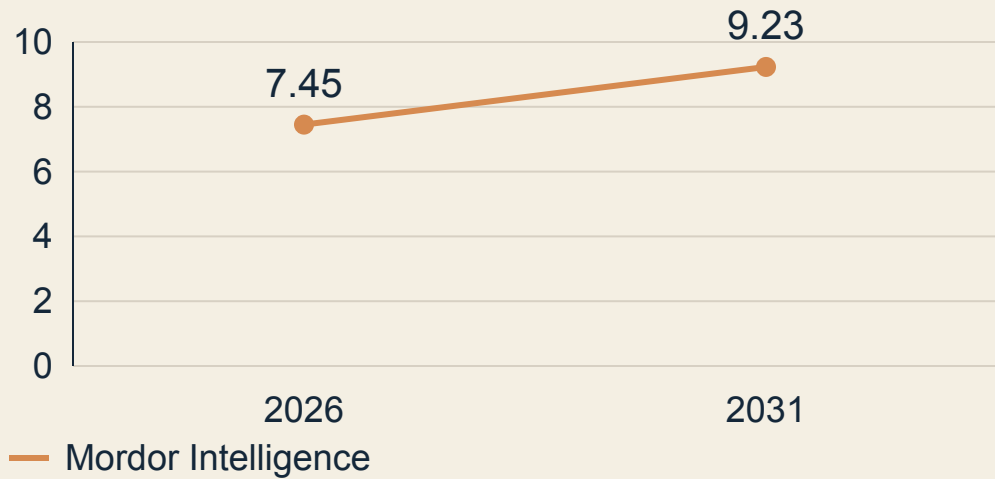
# A growing category is context, not an order book

Canada induction cooktops



7.66% cooktop CAGR

Canada kitchen appliances



4.38% appliance CAGR

Forecast endpoints from the supplied research. These wider categories do not measure demand for the TS-26C03 or the portable single-zone niche. Do not add the two markets together.

THE BUYER SETTING / HYPOTHESES TO TEST

# Compact living. Flexible cooking.

Where the proposition fits

Urban condos, small households, renters  
and selected food-service settings.

Test portability, controller placement,  
installation and local support with actual  
buyers.

Trends include convertible designs, induction-ready cookware, smart controls and selected reshoring.

No category seasonality evidence was found. Concept illustration, not customer or sales evidence.



19%

of 2024 home-improvement projects

Research cites CHBA through Astute  
Analytica; not a portable-cooker sales share.

— QUALITATIVE SEGMENT FIT / SOURCE ASSESSMENT

# Who fits a single-cooker proposition?

| Segment                   | Buyer need                           | Fit       | Price sensitivity | Sales difficulty |
|---------------------------|--------------------------------------|-----------|-------------------|------------------|
| Urban condo dwellers      | Compact, portable cooking            | Excellent | Medium            | Low              |
| Small households          | Fast meals for 1-2 people            | Strong    | Medium            | Low              |
| Students / renters        | Portable, affordable appliance       | Moderate  | High              | Medium           |
| Small commercial kitchens | Reliability and light-commercial use | Moderate  | Low               | High             |
| Health-conscious buyers   | Precise temperature control          | Strong    | Low               | Medium           |

Fit is a qualitative hypothesis, not a measured share or a sales forecast. Validate claimed health, energy-saving and performance benefits before using them in marketing.

THE EXISTING COMPETITIVE SYSTEM

# Compete on configuration, trust and service

## LG Electronics

South Korea

Brand recognition, broad appliance portfolio and established retail distribution.

Compare exact offers and local support, not only the brand name.

## Whirlpool

North America

Retail relationships, extensive service network and consumer trust.

Compare exact offers and local support, not only the brand name.

## Panasonic

Japan

Cooking technology and brand equity; cited across cookers and appliances.

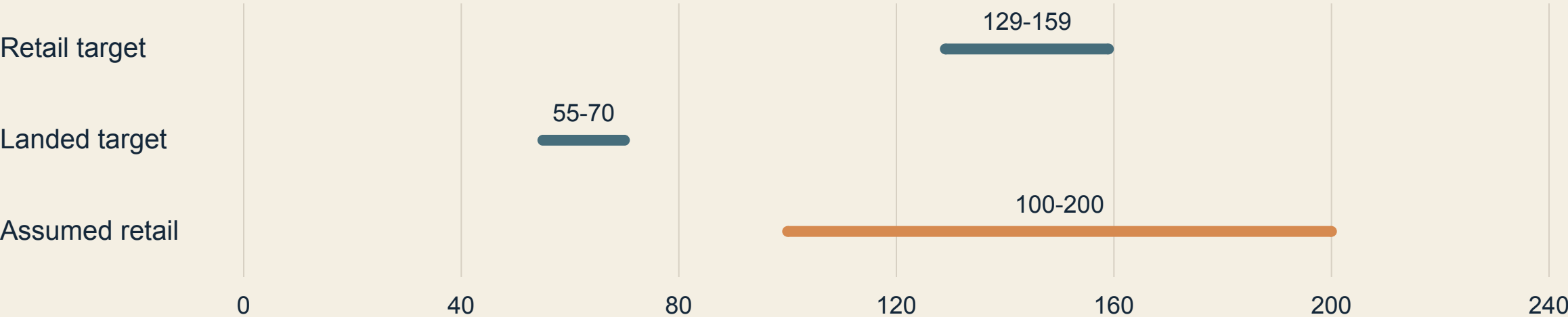
Compare exact offers and local support, not only the brand name.

## The feature to test: table-top and built-in flexibility

Separated control, value pricing, private label and local service are hypotheses. European premium brands and Chinese OEMs also compete.

CAD PER UNIT / TARGETS AND ASSUMPTIONS

# Price targets need real Canadian comparisons



CAD 95 wholesale      CAD 139 retail      CAD 44 spread

Before channel costs; proposed routes are online and specialty retail. Actual fees are unconfirmed.

The pricing section found no specific comparable Canadian offers. Targets and CAD 100-200 assumptions are not observed transactions; gather a like-for-like price and fee benchmark.

SUPPLIER COMPARISON / CANADIAN BRIEF TO VALIDATE

# The exact Canadian configuration comes first

|                                                                                              | ● TS-22C01C                                                                              | ● TS-26C03                                                                                 | ● TS-3503    |                                                                                                                                                                                                                                                                                                                  |
|----------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------|--------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div></div> |                                                                                          |                                                                                            |              |                                                                                                                                                                                                                                                                                                                  |
| 产品型号<br>Model                                                                                | TS-22C01C                                                                                | TS-26C03                                                                                   | TS-3503      | 产品特点<br>Product characteristics <ul style="list-style-type: none"><li>● 微晶玻璃面板</li><li>● 德国进口IGBT</li><li>● 独立控制盒分体式控制</li><li>● 多档火力</li><li>● 台嵌两用</li><li>● Ceramic glass</li><li>● Germany IGBT</li><li>● Separate control box</li><li>● Multiple files firepower</li><li>● Benchtop/Flushbonading</li></ul> |
| 额定功率<br>Rated power                                                                          | 2200W                                                                                    | 2600W                                                                                      | 3500W        |                                                                                                                                                                                                                                                                                                                  |
| 产品净重<br>Net weight                                                                           | /                                                                                        | /                                                                                          | /            |                                                                                                                                                                                                                                                                                                                  |
| 整机尺寸<br>Fuselage size                                                                        | 320x340x78mm                                                                             | 340x340x75mm                                                                               | 360x360x90mm |                                                                                                                                                                                                                                                                                                                  |
| 嵌入尺寸<br>Embedded size                                                                        | 300x320mm                                                                                | 320x320mm                                                                                  | 338x338mm    |                                                                                                                                                                                                                                                                                                                  |
| 能效等级<br>Efficiency grade                                                                     | 3级                                                                                       | 3级                                                                                         | /            |                                                                                                                                                                                                                                                                                                                  |
| 产品认证<br>Certification                                                                        | CB EMC  | CB EMC  | /            |                                                                                                                                                                                                                                                                                                                  |

### Configuration

Table-top / built-in; separate control

### Electrical brief

120V, 60Hz; 1800-2000W; NEMA 5-15P

### Safety / service

Safety functions and 1-year warranty

### Documents

Canadian model evidence; EN/FR pack and manual

### Commercial

USD 35-45 FOB; MOQ 500-1,000

### TS-26C03 column / supplier-listed power

2600W

Canadian 120V variant unconfirmed.

Full supplier sheet; not Canadian certification evidence.

Checked 13 October 2026. Confirm the Canadian variant, electrical brief and certification. CAD costs and USD FOB targets need an FX basis.

## THE OPERATING ROUTE

# China to Canada

The shipment needs an owner at every stage

1

## Factory

Exact SKU, 120V sample, documents, quote and production terms.

2

## Importer

Classification, certification route, freight, customs and tax cash flow.

3

## Channel

Trial terms, bilingual listings, fees, returns and local service.

4

## Customer

Installation fit, sell-through, reviews and retailer reorders.

Research suggests HS 8516.60 or 8516.10; the 6% MFN duty is an assumption to verify with a broker.

Check actual LCL volume, freight quotes, classification, trade measures and GST/HST cash flow. Concept terminal scene.

MODEL, INTENDED USE AND CURRENT RULES

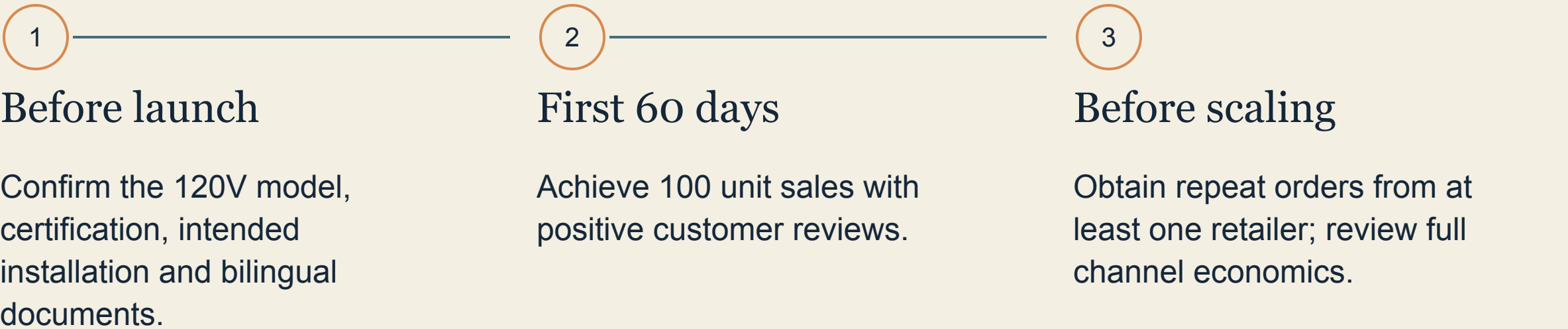
# Documents and approvals to confirm

| Document / issue           | What to check                                     | Who provides or confirms it                                                                               |
|----------------------------|---------------------------------------------------|-----------------------------------------------------------------------------------------------------------|
| Electrical certification   | Recognized Canadian route and exact model         | Factory supplies model reports; importer and qualified certification body confirm applicability.          |
| Commercial installation    | Intended use, listing and installation conditions | Confirm commercial suitability with the lab and local installer; do not infer it from a home-use listing. |
| English / French materials | Packaging, ratings, warnings and instructions     | Factory prepares artwork; importer obtains destination-specific review, including provincial questions.   |
| Energy efficiency          | Whether this product is within a regulated scope  | Research labels this recommended; confirm scope with the authority or qualified adviser.                  |

These are research-identified questions, not verified approvals or a legal assessment. A supplier photo, generic test report or planned completion date does not establish exact-model readiness.

PRE-LAUNCH READINESS / POST-LAUNCH SCALE GATE

# Prove readiness first. Then measure the pilot.

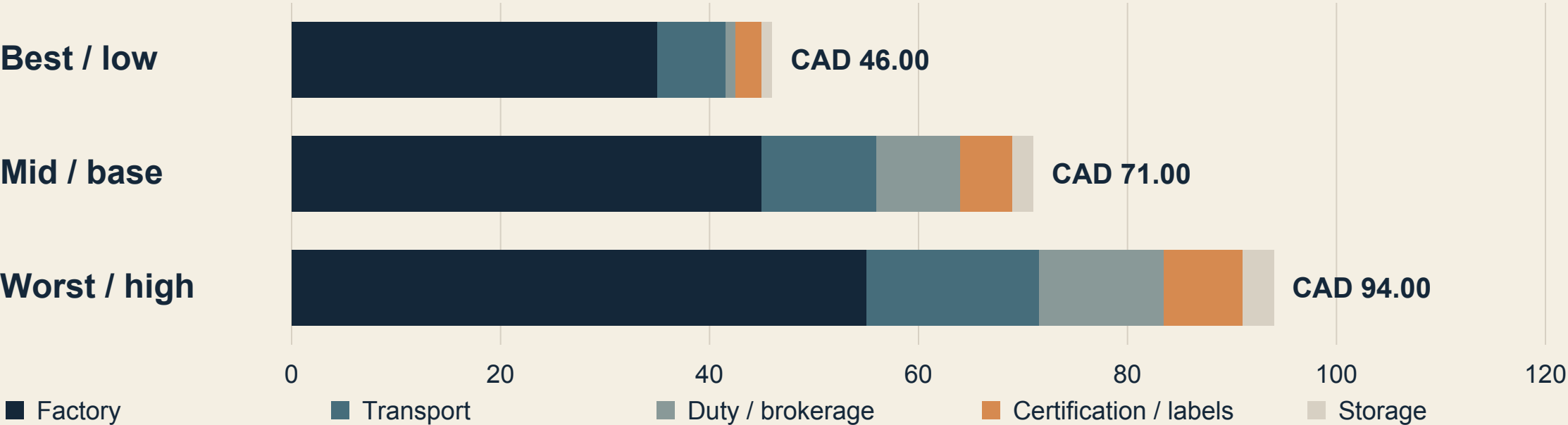


Hold or revise the plan when readiness or pilot evidence is incomplete.

The 100-sale criterion is a post-launch scale gate. It is not authorization to import, install or sell.

CAD PER COOKER / COMPONENT SUMS

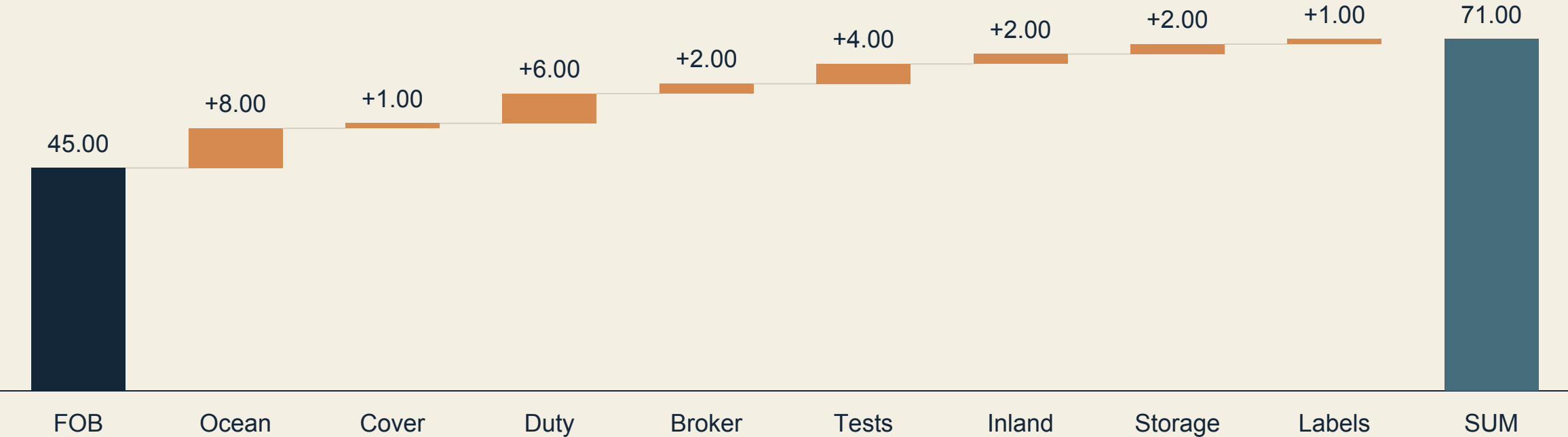
# Three unit-cost scenarios



**CAD 5.00** Difference between the CAD 71 component sum and the stated CAD 66 base.  
Cost cases are assumptions. Quotes, duty basis, currency and GST/HST cash flow need confirmation.

— EVERY ALLOWANCE / CAD PER UNIT

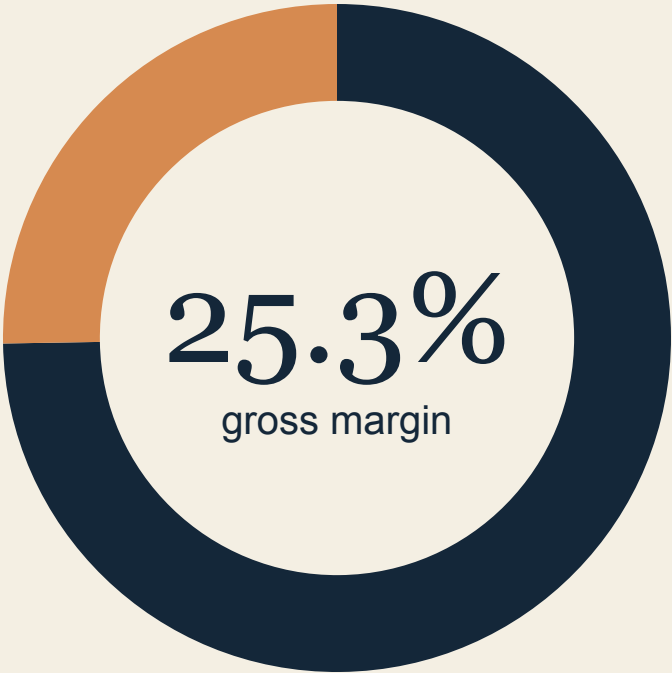
# The base components build to CAD 71



FOB 45 + freight 8 + insurance 1 + duty 6 + brokerage 2 + certification 4 + inland 2 + storage 2 + labels 1 = CAD 71. Reconcile the separate CAD 66 stated base and the duty calculation basis.

— GROSS MARGIN / NOT MARKUP OR NET PROFIT

# CAD 95 sale leaves CAD 24 before other costs



CAD 95 wholesale sale

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$$95.00 - 71.00 = 24.00$$

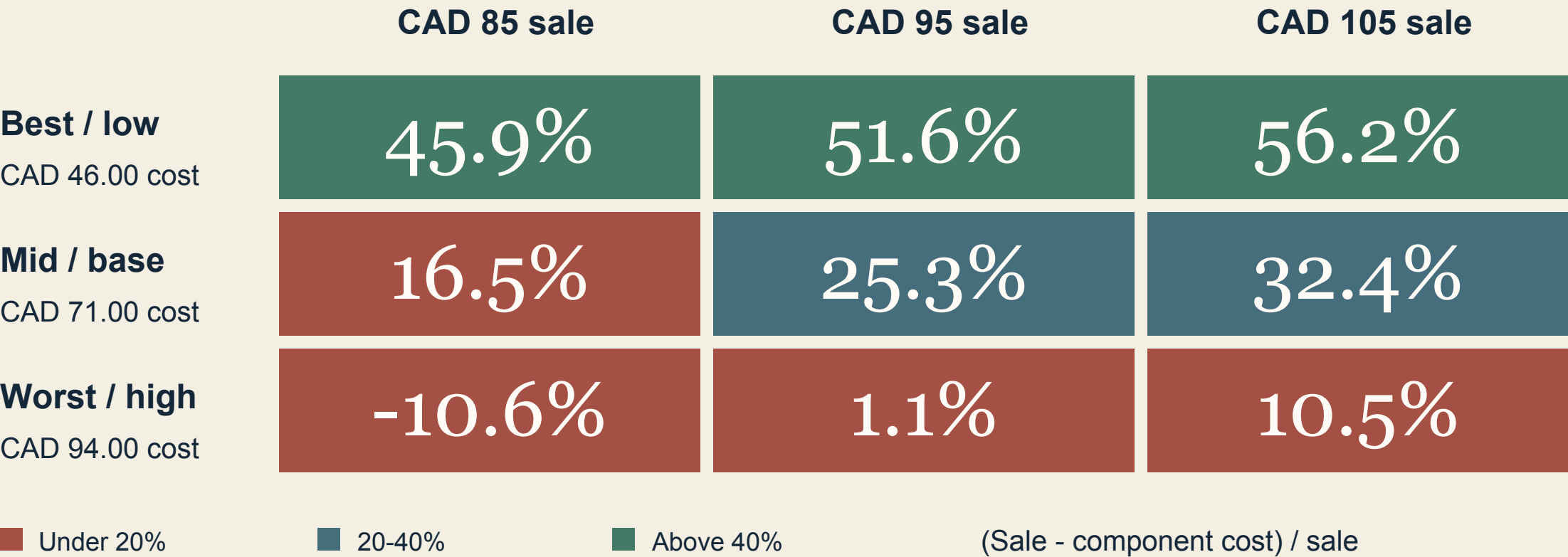
$$24.00 / 95.00 = 25.3\%$$

Before channel fees, tax treatment and operating overheads.

The CAD 66 case leaves CAD 29: 30.5% gross margin, or 43.9% markup on cost. At CAD 139 retail / CAD 66 cost, gross margin is 52.5% before channel costs. The cited 44% is not wholesale gross margin.

— CALCULATED WHOLESALE GROSS MARGIN / %

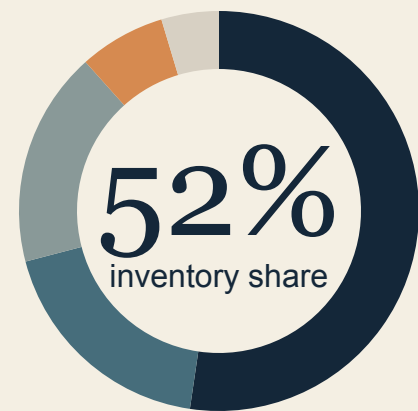
# How much margin survives a price or cost change?



Illustrative sale prices around the CAD 95 wholesale case; component-sum costs. The CAD 85 / CAD 94 case loses money before fees and overheads.

DETAILED 500-UNIT CASH PLAN / CAD

# Where the CAD 43,000 launch cash goes



- Inventory: 22,500.00
- Testing: 8,000.00
- Freight / customs: 7,500.00
- Marketing: 3,000.00
- Legal / compliance: 2,000.00

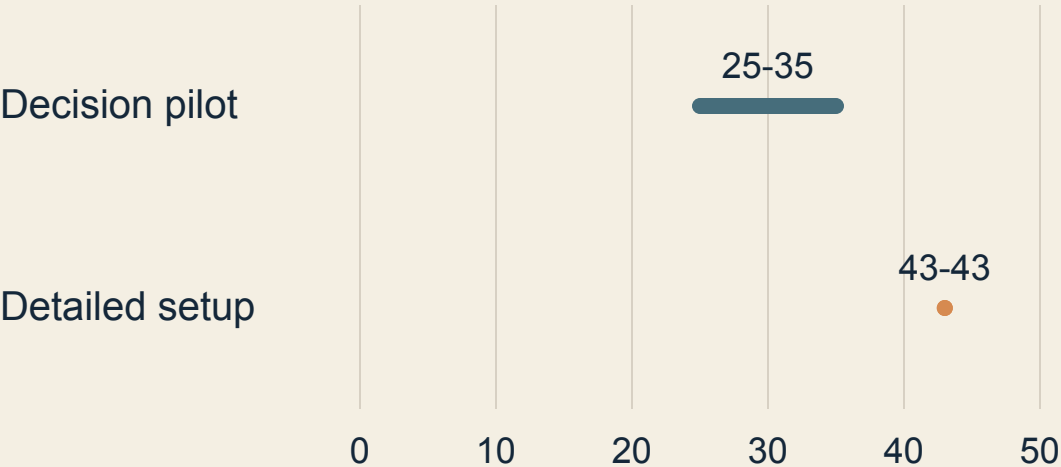
| Cash requirement      | CAD    |
|-----------------------|--------|
| Inventory / 500 units | 22,500 |
| Certification         | 8,000  |
| Freight / customs     | 7,500  |
| Marketing / samples   | 3,000  |
| Legal / compliance    | 2,000  |
| TOTAL                 | 43,000 |

22,500 + 8,000 + 7,500 + 3,000 + 2,000 = CAD 43,000; inventory is 52.3%. Inventory and shipment cash are not all fixed break-even costs; verify GST/HST timing, overlaps and ongoing expenses.

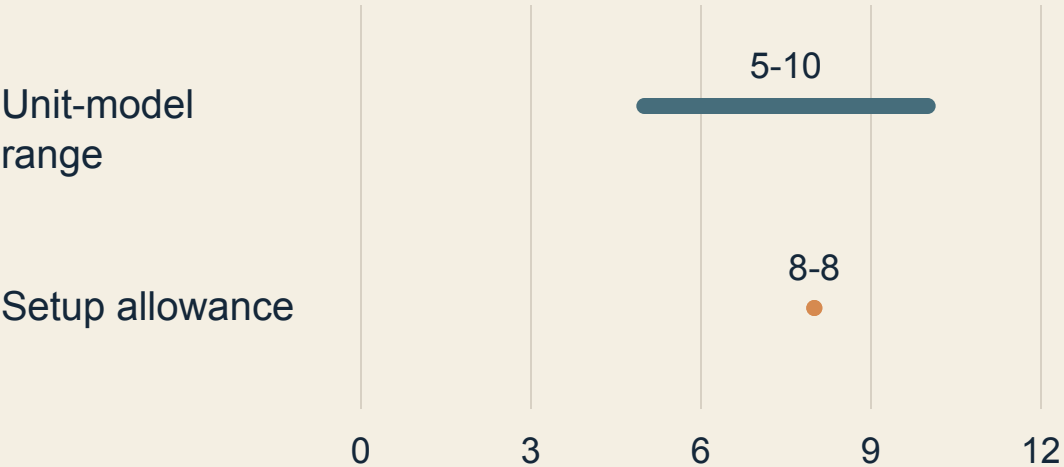
DIFFERENT BUDGETS AND LAUNCH SCOPES

# Agree one budget and one launch schedule

Entry cash / CAD thousands



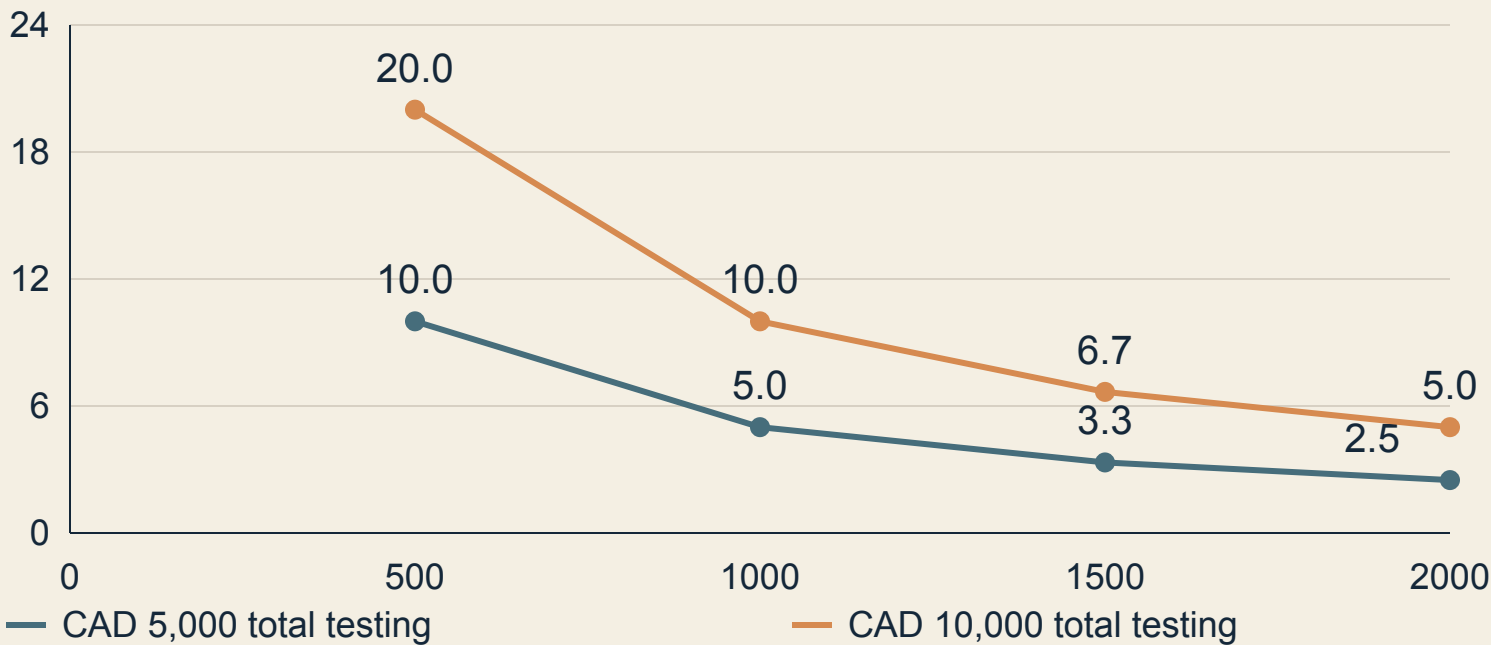
Certification / CAD thousands



Decision timing: 4-6 months. Broader strategy: 6-12 months, with certification quoted as 8-16 weeks. The 90-day plan is a work sequence, not a guaranteed launch date.

ILLUSTRATIVE ALLOCATION / CAD PER COOKER

# A smaller pilot carries more testing cost per unit



CAD 16

8,000 / 500 units

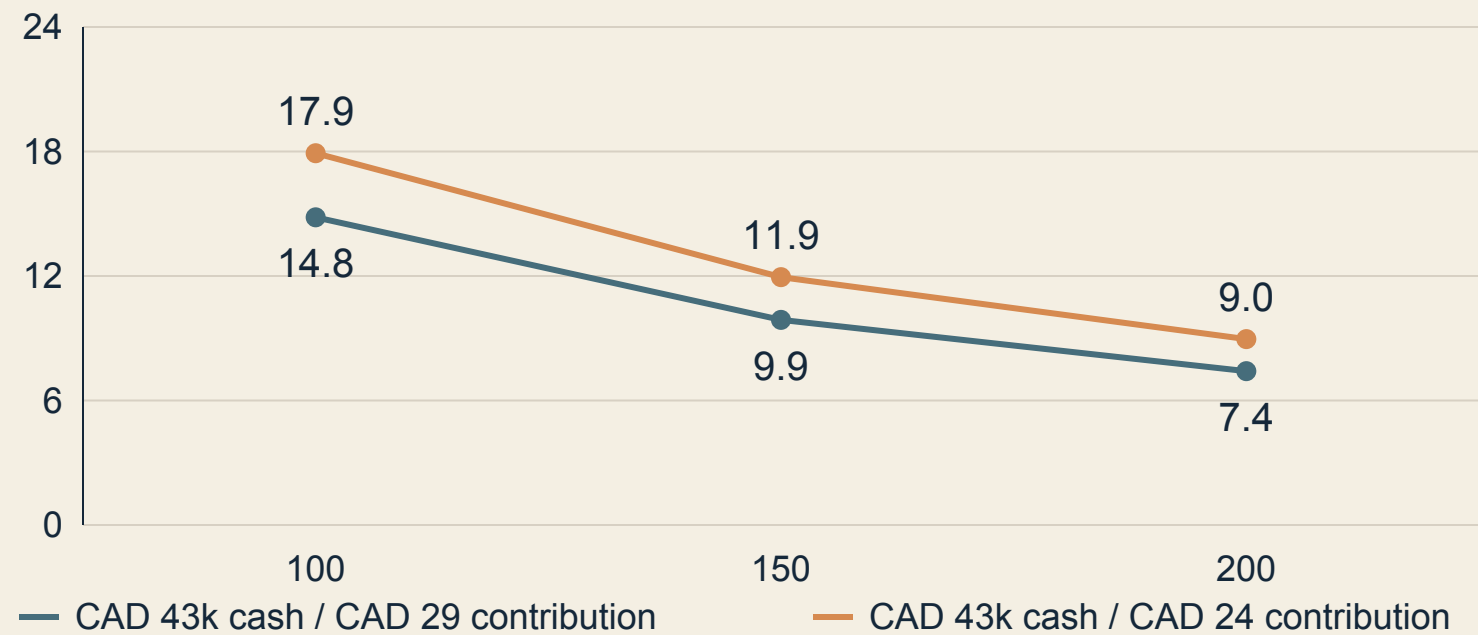
At 1,500 units: CAD 5.33

The unit table uses CAD 4.  
Agree the lab quote and quantity before relying on that allocation.

Testing budget / quantity. The source describes CAD 5,000-10,000 over 1,000-2,000 units, another assumption uses 1,500 units, and the setup pilot has 500. Obtain one reconciled model.

ILLUSTRATIVE CASH RECOVERY / MONTHS

# Cash recovery depends on contribution and sales



9.9 / 11.9

Months at 150 units / month

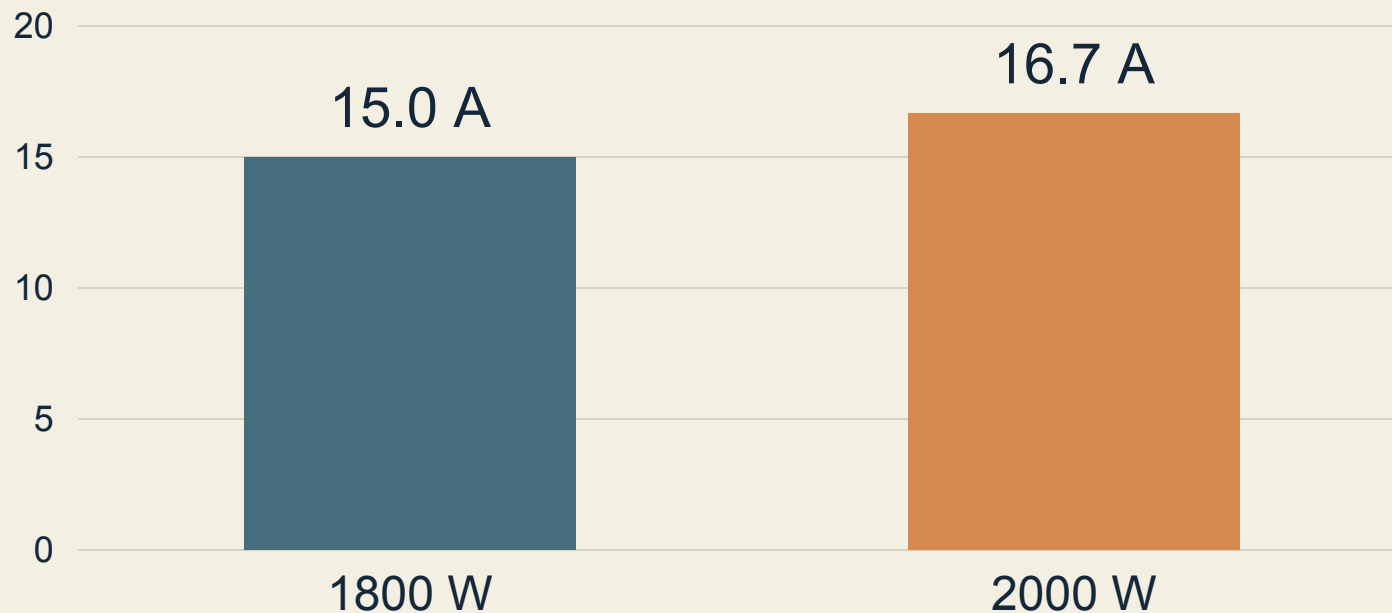
At CAD 29 contribution:  
1,483 units. At CAD 24:  
1,792 units.

Cash recovery arithmetic, not  
fixed-cost break-even.

43,000 / contribution per unit / monthly sales. Sales volumes are assumptions, not observed demand. Rebuild fixed costs, channel fees, tax cash flow, stock turnover and ramp-up before investing.

— NOMINAL-CURRENT ARITHMETIC / MODEL VALIDATION

# Reconcile power, voltage and the proposed plug



$$W / V = A$$

The brief pairs 120V, 1800-2000W and NEMA 5-15P.

Have a qualified lab and electrical specialist confirm the exact rating, cord, plug, circuit and installation scope.

1800 / 120 = 15.0 A; 2000 / 120 = 16.7 A nominal arithmetic. This is a specification question, not a certified rating or an instruction to modify a plug, cord or circuit.

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EIGHT QUESTIONS / PROOF REQUESTS

# Leave the supplier meeting with evidence

## 01 Exact-model certification

Obtain the certificate, reports, listing and permitted installation scope.

## 02 Canadian configuration

Confirm 120V / 60Hz, plug, power and intended use.

## 03 MOQ for the 120V model

Get the actual minimum order and tooling/customization terms.

## 04 Bilingual documents

Agree box, ratings, instructions and artwork review.

## 05 FOB pricing tiers

Quote 500 and 1,000 units in USD; state terms and validity.

## 06 Production and delivery

Separate production days, freight and approval timing.

## 07 Canadian export references

Verify references independently and ask about returns.

## 08 Warranty and parts

Agree the 1-year policy, exclusions, spares and defect handling.

Bring samples, model documents and EN/FR materials. Verify trade-show dates. Supplier-answer examples in the appendix are not confirmations.

SOURCE-LISTED PROSPECTS / INTEREST UNCONFIRMED

# Potential retailers and buying channels

| Prospect / priority   | Why investigate                                   | Who to ask for     |
|-----------------------|---------------------------------------------------|--------------------|
| ChefSupplies.ca / A   | Countertop induction and specialty kitchen retail | Purchasing Manager |
| Tasco Appliance / A   | Appliance retail and induction cooktop category   | Buyer              |
| Home Depot Canada / B | Big-box appliance route; check portable-SKU fit   | Category Manager   |
| Walmart Canada / B    | Small kitchen appliances and mass retail          | Buyer              |
| Amazon.ca / A         | Online marketplace / vendor route                 | Vendor Manager     |
| Canadian Tire / B     | Kitchen appliances and national retail presence   | Buyer              |

Source priorities are qualitative. These are not confirmed partners, authorized distributors or endorsements; verify current assortment, buying route and interest before outreach.

— RISK RESPONSES AND OPPORTUNITY TESTS

# Where the plan can fail or gain an advantage

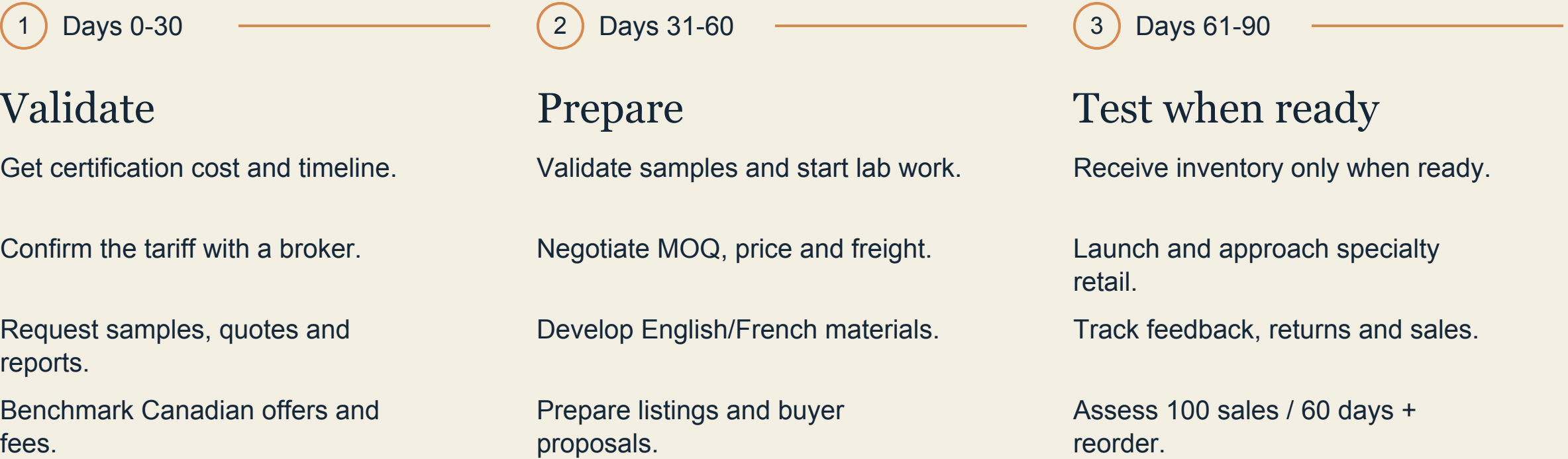
|                      |        |   |                                                          |
|----------------------|--------|---|----------------------------------------------------------|
| Certification        | HIGH   | — | Engage a qualified body early and confirm model scope.   |
| Established brands   | MEDIUM | — | Test configuration, price and local after-sales support. |
| CAD / USD exposure   | MEDIUM | — | Fix the quote currency and exchange-rate assumptions.    |
| Logistics disruption | MEDIUM | — | Confirm freight terms, lead times and stock planning.    |

Test: convertible design, small commercial settings, online DTC and private label.

Poor fit: no certification experience or budget, no bilingual materials, immediate volume expectations or a thin-margin trading plan.

— CONDITIONAL WORK PHASES / TIMING TO CONFIRM

# Validate, prepare and test when ready



The strategy also gives 6-12 months and the decision gives 4-6 months. Work can proceed in parallel; a 90-day phase label does not establish certification completion or a lawful sale date.

OVERALL RESEARCH GRADE C / APPLICABILITY UNVERIFIED

# What the evidence supports - and what is unresolved

| Claim in the research                         | Grade | Basis / limitation                             |
|-----------------------------------------------|-------|------------------------------------------------|
| Cooktop forecast: USD 1.63bn to 3.17bn        | C     | Astute Analytica estimate                      |
| 19% renovation-project signal                 | B     | CHBA cited through Astute Analytica            |
| Canadian electrical certification requirement | A     | SCC / TÜV SÜD / NSF in the research            |
| Canada net appliance importer                 | C     | SourceReady report                             |
| TS-26C03 configuration                        | D     | Supplier website; Canadian version unconfirmed |
| LG / Panasonic / Electrolux / Samsung         | C     | Mordor Intelligence category research          |
| Kitchen appliances: USD 7.45bn, 4.38% CAGR    | C     | Mordor Intelligence wider scope                |

Unknown: actual FOB, certification status, controller-feature demand, distributor interest and trade measures. Grades describe the cited evidence, not a new independent validation. Four alternative markets are retained in the appendix.

— ORIGINAL SOURCES / CLICK TO OPEN

# Sources and working definitions

**01 / Amazon.ca**

[www.amazon.ca](http://www.amazon.ca)

**02 / Astute Analytica**

[www.astuteanalytica.com](http://www.astuteanalytica.com)

**03 / Canadian Tire**

[www.canadiantire.ca](http://www.canadiantire.ca)

**04 / ChefSupplies.ca**

[www.chefsupplies.ca](http://www.chefsupplies.ca)

**05 / Ekatro**

[www.ekatro.com](http://www.ekatro.com)

**06 / Grand View Research**

[www.grandviewresearch.com](http://www.grandviewresearch.com)

**FOB**

Export price; not delivered cost.

**MOQ**

Minimum order quantity.

**07 / Home Depot Canada**

[www.homedepot.ca](http://www.homedepot.ca)

**08 / Mordor / Kitchen appliances**

[www.mordorintelligence.com](http://www.mordorintelligence.com)

**09 / Mordor / Electric cookers**

[www.mordorintelligence.com](http://www.mordorintelligence.com)

**10 / Mordor / Residential induction**

[www.mordorintelligence.com](http://www.mordorintelligence.com)

**11 / SourceReady**

[www.sourceready.com](http://www.sourceready.com)

**12 / Stella / TS-26C03**

[www.stella-cooker.com](http://www.stella-cooker.com)

**GST / HST**

Confirm tax expense and cash timing.

**HS / tariff**

Classification and duty to confirm.

**13 / Tasco Appliance**

[www.tascoappliance.ca](http://www.tascoappliance.ca)

**14 / True Induction**

[www.trueinduction.com](http://www.trueinduction.com)

**15 / TÜV SÜD / SCC**

[www.tuvsud.com](http://www.tuvsud.com)

**16 / Walmart Canada**

[www.walmart.ca](http://www.walmart.ca)

**Gross margin**

(Sale - unit cost) / sale.

**Evidence grade**

Source assessment, not approval.

CHINACONNECT247 / STRUCTURED LAYER

# Make the next commitment an informed one.

Supplier follow-up. Factory visits. Quotations.

OEM/ODM, packaging and document coordination. Scope, qualified partners, fees and timelines are agreed individually.

My Fair organizes public-source intelligence; AI supports analysis, not supplier certification.

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Alipay, crypto, bank transfer, PayPal and Skrill. Contact WhatsApp / WeChat for payment details. Concept background.

COMPLETE RESEARCH / 34 CHAPTERS

# Research detail

Reference appendix

## 01 / Your market at a glance

Canada · TS-26C03 single induction cooker - Report date:; 7 October 2026.

Assessment - Solid Market overall

Opportunity score - 7/10 out of 10

Market value and growth - US\$1,629.87 million (2024 estimate) growing 7.66% CAGR (2025-2033)

# Research detail

Reference appendix

## 02 / The opportunity in plain English

Canada's induction cooktop market is projected to grow from an estimated US\$1.63 billion in 2024 to US\$3.17 billion by 2033 at a 7.66% CAGR, with 19% of 2024 home improvement projects including induction cooktops. The broader Canadian kitchen appliances market is valued at US\$7.45 billion in 2026, growing at 4.38% CAGR to US\$9.23 billion by 2031. The TS-26C03 is a table-top/build-in convertible single induction cooker with a separated controller, positioned in the portable induction cooktop segment. Canada remains a net importer of home appliances, with domestic manufacturing limited to specialized segments in Quebec and Ontario. Certification to CSA/UL standards is mandatory for market access, and the market is dominated by established brands including LG, Whirlpool, Panasonic, Bosch and Electrolux.

# Research detail

Reference appendix

## 02 / The opportunity in plain English

Opportunity assessment - Solid Market Canada's induction cooktop market is growing at 7.66% CAGR with strong renovation-driven demand and a cultural shift away from gas stoves, creating a receptive environment for portable single-burner induction cookers. However, mandatory CSA/UL certification, established brand competition, and the need for local distribution partnerships create moderate barriers that require investment and planning.

## 03 / Your one-minute decision brief

The figures below are planning estimates, not a supplier quotation. Confirm assumptions and actual costs before committing.

## 03 / Your one-minute decision brief

TEST Canada's induction cooktop market is growing at 7.66% CAGR with a cultural shift away from gas, but the TS-26C03 requires CSA/UL certification and faces entrenched competition from established brands, making a small test order the prudent entry.

Best product - TS-26C03 single induction cooker with separated controller, table-top and built-in capability, 1800W-2000W, CSA/UL certified

Best customer - Urban condo dwellers and small households in Toronto, Vancouver, and Montreal seeking portable, energy-efficient cooking solutions

Best channel - Online marketplaces (Amazon.ca, Walmart.ca) and specialty kitchen retailers (ChefSupplies.ca, Tasco Appliance)

COMPLETE RESEARCH / 34 CHAPTERS

# Research detail

Reference appendix

## 03 / Your one-minute decision brief

Target retail price - CAD 129-159

Expected gross margin - 45-55%

Time to market - 4-6 months (including certification)

Target landed cost - CAD 55-70

Entry budget - CAD 25,000-35,000

Biggest obstacle - CSA/UL certification cost and timeline; without it, product cannot be legally sold in Canada

How confident is this recommendation? - Medium

## 04 / How attractive is the opportunity?

5/10 Market demand

## 04 / How attractive is the opportunity?

Score: 7/10

Why: Canada induction cooktop market projected to reach USD 3.17B by 2033, 7.66% CAGR; 19% of 2024 home improvement projects included induction cooktops (Canadian Home Builders' Association).

Growth - Score: 8/10; Why: 7.66% CAGR for Canada induction cooktops; residential induction cooktops global market growing at 6.39% CAGR; shift from gas to induction is a cultural pivot.

Regulatory difficulty - Score: 3/10; Why: Electrical products require CSA/UL certification to Canadian Electric Code; certification cost and timeline are significant barriers; no evidence of tariff exemptions.

COMPLETE RESEARCH / 34 CHAPTERS

# Research detail

Reference appendix

## 04 / How attractive is the opportunity?

Competition - Score: 4/10; Why: Major brands (LG, Whirlpool, Panasonic, Bosch, Electrolux) dominate; private label and low-cost imports from Asia are prevalent; TS-26C03 is an unknown brand.

Margin potential - Score: 6/10; Why: Estimated 45-55% gross margin if landed cost controlled; but certification and freight add cost; retail price pressure from established brands.

Import complexity - Score: 5/10; Why: Canada is net importer of home appliances; customs data available; but no specific tariff or logistics evidence for induction cookers; duty rate unknown.

Speed to market - Score: 4/10; Why: Certification alone may take 2-4 months; sourcing, shipping, and customs add 2-3 months; total 4-6 months minimum.

## 04 / How attractive is the opportunity?

Local partner availability - Score: 6/10; Why: Distributors like ChefSupplies.ca, Tasco Appliance, and major retailers (Home Depot, Walmart) exist; but no evidence of specific induction cooker importers.

Evidence confidence - Score: 5/10; Why: Market size and growth from established research firms (C, B); but no tariff, freight, or certification cost specifics; many gaps.

Market growth is attractive, but regulatory hurdles and competition from established brands create significant risk. A test order with certification is recommended before scaling.

## 05 / How large is the wider market?

Market value (2024) - US\$1,629.87 million (2024 estimate)

Forecast (2033) - US\$3,168.17 million

COMPLETE RESEARCH / 34 CHAPTERS

# Research detail

Reference appendix

## 05 / How large is the wider market?

Growth rate - 7.66% CAGR (2025-2033)

Confidence - MEDIUM

Basis - Astute Analytica Canada Induction Cooktop Market report; broader Canada Kitchen Appliances Market valued at US\$7.45 billion in 2026 (Mordor Intelligence)

## 06 / What is creating demand?

1 Kitchen renovation and modernization High 19% of 2024 Canadian home improvement projects included induction cooktops, per Canadian Home Builders' Association data cited by Astute Analytica.

## 06 / What is creating demand?

3 Energy efficiency and smart home adoption Medium Increasing demand for energy efficiency and modern kitchen aesthetics are primary driving factors, with built-in induction and ceramic cooker market growing 8.5% annually through 2026.

2 Shift away from gas stoves High Cultural pivot toward sustainable cooking with projected 10% market penetration increase by 2026, positioning induction as a cornerstone of modern Canadian kitchens.

4 Compact living and micro-apartments Medium Two-zone cooktops growing at 8.28% CAGR through 2031 driven by demand in micro-apartments and secondary units where compact size and lower electrical loads are essential.

# Research detail

Reference appendix

## 07 / What is changing now?

1 Table-top to built-in convertible designs Accelerating The TS-26C03 itself exemplifies this trend, offering both table-standing use and built-in installation with a separated controller for power, timer and temperature. Signal: Product design innovation from manufacturers like Stella

3 Smart and app-controlled cooking Accelerating Digital controls and remote updates are magnifying in post-purchase performance management, with remote app-controlled induction cooktops emerging as a product category. Signal: Mordor Intelligence Canada Kitchen Appliances report

2 Induction-ready cookware compatibility Steady Sets with induction-ready hard-anodized aluminum bases now represent roughly 55-60% of retail shelf assortment in major Canadian chains, indicating mainstream adoption. Signal: Retail shelf assortment data from IndexBox Canada cookware report

## 07 / What is changing now?

4 Reshoring of select appliance product families Steady Strategic capacity moves in North America supported reshoring of select product families, enabling shorter lead times and portfolio flexibility across gas, electric and induction platforms. Signal: Mordor Intelligence Canada Kitchen Appliances report

## 08 / Seasonality

Planning note - No seasonality data found in the research evidence for the Canadian induction cooker market.

## 09 / Who buys, and what matters to them?

Typical buyer - Homeowners undertaking kitchen renovations, urban dwellers in compact living spaces, and commercial food service operators seeking energy-efficient cooking equipment.

Price sensitivity - Medium

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## 09 / Who buys, and what matters to them?

Demographics - Canadian households undergoing renovation (19% of 2024 home improvement projects included induction cooktops), urban micro-apartment residents, and restaurant/food service businesses.

Sensitivity note - The market segments by price range (low, medium, high), indicating a broad consumer base with varying willingness to pay; portable single-burner units typically compete on value while built-in units command premium pricing.

What they value - Energy efficiency, Safety (no open flame), Modern kitchen aesthetics, Environmental sustainability, Convenience and fast heating

Purchase drivers - Kitchen renovation projects, Desire to replace gas stoves, Energy cost savings, Compact living space requirements, Smart home integration

## 09 / Who buys, and what matters to them?

Where they buy - Online e-marketplaces, Brand websites, Hypermarkets/supermarkets, Specialty stores, Appliance retailers (e.g., Tasco, Home Depot, ChefSupplies.ca)

## 10 / Where to sell first

Online e-marketplaces and brand websites - Fit: Strong; Channel notes: Online retail is forecast to rise at 7.35% CAGR to 2031 in the electric cookers market, outpacing offline growth. List on Amazon.ca, Walmart.ca and brand-owned DTC websites with bilingual (English/French) product pages.

Hypermarkets and supermarkets - Fit: Moderate; Channel notes: Offline outlets controlled 66.50% revenue of the electric cookers market in 2025, but this channel favors established brands with proven retail relationships. Partner with a Canadian distributor already supplying major grocery and general merchandise chains.

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## 10 / Where to sell first

Specialty appliance retailers - Fit: Strong; Channel notes: Retailers such as Tasco Appliance and ChefSupplies.ca carry induction cookers and cater to consumers seeking expert advice and premium products. Approach specialty buyers directly with product samples, certification documentation and margin proposals.

Commercial food service distributors - Fit: Moderate; Channel notes: Commercial induction cooker market valued at US\$3.12 billion in 2025 globally, growing at 7.25% CAGR; Canadian restaurants and hot pot establishments require ETL/CSA-certified equipment. Target restaurant equipment distributors and hot pot table integrators requiring certified induction cookers.

## 11 / Who you compete with - and how to stand out

LG Electronics Inc. - Position: Major player in Canada kitchen appliances and residential induction cooktops; Strength: Strong brand recognition, established retail distribution, broad product portfolio across gas, electric and induction platforms.

Whirlpool Corporation - Position: Major player in residential induction cooktops; Strength: Deep retail relationships in North America, extensive service network, strong consumer trust.

Panasonic Corporation - Position: Major player in electric cookers and residential induction cooktops; Strength: Technology leadership in electromagnetic cooking, strong brand equity in Asian-Canadian communities.

Europe (Bosch, Electrolux, Groupe SEB/Tefal) - Premium positioning, design heritage, strong specialty retail presence.

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## 11 / Who you compete with - and how to stand out

South Korea (LG, Samsung) - Brand trust, R&D scale, broad distribution across Canadian appliance retailers.

China (Midea, numerous OEM/ODM manufacturers) - Cost competitiveness, manufacturing scale, OEM/ODM flexibility for private label.

Your possible point of difference - The TS-26C03's dual table-top/build-in design with separated controller offers installation flexibility that many competitors lack, appealing to both renters and renovators. Competitive pricing from Chinese manufacturing can undercut established brands in the portable segment.

Established brand competition - Severity: Medium; How to overcome: Differentiate on convertible design and price; target niche segments (renters, commercial, secondary kitchens) underserved by major brands.

## 11 / Who you compete with - and how to stand out

Mandatory CSA/UL certification - Severity: High; How to overcome: Engage SCC-accredited certification bodies (e.g., TÜV SÜD, CSA Group) early; budget for testing costs and 8-16 week timelines.

Distribution access - Severity: Medium; How to overcome: Partner with Canadian appliance distributors or list on online marketplaces to bypass traditional retail gatekeepers initially.

Possible gaps to test with buyers - Limited availability of convertible table-top/built-in single induction cookers in Canadian retail; Few affordable options with separated controller design for flexible installation; Underserved commercial hot pot and small restaurant segment requiring certified portable induction

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## 12 / Price positioning and margin pressure

The figures below are planning estimates, not a supplier quotation. Confirm assumptions and actual costs before committing.

Notes - No specific retail or wholesale price points for the TS-26C03 or comparable single induction cookers in Canada were found in the research evidence. The product is positioned in the portable induction cooktop segment, which typically competes on value versus built-in units.

Margin pressure - Medium

Low priced - Price range segment defined by Astute Analytica Canada Induction Cooktop Market report.

Medium priced - Price range segment defined by Astute Analytica Canada Induction Cooktop Market report.

## 12 / Price positioning and margin pressure

High priced - Price range segment defined by Astute Analytica Canada Induction Cooktop Market report.

## 13 / Documents and approvals to check

Confirm the exact model - The requirements below are issues identified in the research, not a completed legal assessment or approval. Check current rules, product classification and exact-model documents with the destination authority or a qualified adviser.; The following preserves the source report's regulatory analysis, which has not been independently validated for this exact product. Requirements depend on classification, intended use and current rules. Confirm applicability with the destination authority or a qualified adviser.

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## 13 / Documents and approvals to check

CSA or UL certification for electrical safety - Status: Mandatory; Authority: Standards Council of Canada (SCC) accredited certification bodies (e.g., CSA Group, TÜV SÜD, UL); Detail: Electrical products must be tested to Canadian Electric Code standards; SCC-recognized marks (e.g., TÜV SÜD, CSA, ETL) indicate compliance for market access.

ETL or CSA listing for commercial use - Status: Mandatory; Authority: Intertek (ETL) or CSA Group; Detail: Commercial induction cookers for restaurants and hot pot tables require ETL or CSA listing to meet provincial electrical and fire safety codes.

Bilingual labeling (English and French) - Status: Mandatory; Authority: Competition Bureau Canada / Innovation, Science and Economic Development Canada; Detail: Consumer packaging and labeling must be in both official languages under the Consumer Packaging and Labelling Act.

## 13 / Documents and approvals to check

Energy efficiency compliance - Status: Recommended; Authority: Natural Resources Canada (NRCan); Detail: While induction cookers may not currently be subject to specific minimum energy performance standards, compliance with broader energy efficiency regulations and labeling is advisable for market acceptance.

## 14 / Getting the product into the market

Confirm the exact model - The requirements below are issues identified in the research, not a completed legal assessment or approval. Check current rules, product classification and exact-model documents with the destination authority or a qualified adviser.

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## 14 / Getting the product into the market

Shipping notes - Canada remains a net importer of home appliances, with domestic manufacturing limited primarily to specialized segments in Quebec and Ontario. Customs data from 2024-2025 confirms the import-dependent nature of the market.

Suggested HS code - 8516.60 or 8516.10 (electric cooking plates, boiling rings, grillers and roasters)

## 15 / What your buyers will expect

CSA/UL/ETL certification mark Without recognized certification, the product cannot be legally sold or installed in Canada. - Must-have

Dual table-top and built-in capability The TS-26C03's convertible design is a differentiator for renters and renovators seeking flexibility. - Nice to have

## 15 / What your buyers will expect

Energy efficiency and fast heating Induction cooking's core value proposition is energy saving, environmental protection, safety, no open fire, and shorter heating time. - Must-have

Bilingual packaging and manuals English and French labeling is legally required for consumer products in Canada. - Must-have

## 16 / What could undermine the plan?

1 Certification delays and costs High Engage SCC-accredited labs early, budget for testing, and factor 8-16 weeks into launch timeline.

3 Currency fluctuation (CAD/USD) Medium Price in CAD with buffer, hedge currency exposure, and monitor exchange rates.

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## 16 / What could undermine the plan?

- 2 Strong competition from established brands Medium Differentiate on convertible design, price, and target niche segments (renters, commercial, secondary kitchens).
- 4 Supply chain and logistics disruptions Medium Diversify suppliers, maintain safety stock, and consider North American warehousing.

## 17 / Where you could build an advantage

- 1 Convertible table-top/built-in single induction cooker niche Few competitors offer dual-installation flexibility, appealing to renters and renovators who want options. How to capture: Market the TS-26C03's separated controller and dual-installation design as a unique selling proposition in Canadian retail and online channels.

## 17 / Where you could build an advantage

- 3 Online direct-to-consumer sales Online retail forecast to rise at 7.35% CAGR to 2031, outpacing offline growth. How to capture: Launch on Amazon.ca, Walmart.ca and brand-owned DTC website with bilingual content and strong reviews.
- 2 Commercial hot pot and small restaurant segment Commercial induction cooker market growing at 7.25% CAGR; Canadian hot pot restaurants require ETL/CSA-certified portable induction cookers. How to capture: Obtain ETL/CSA certification and target restaurant equipment distributors and hot pot table integrators.
- 4 Private label for Canadian retailers Canadian retailers seek differentiated products; OEM/ODM flexibility allows custom branding. How to capture: Approach Canadian appliance retailers and distributors with private label proposals for the TS-26C03 platform.

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## 18 / A practical route into the market

Recommended approach - Obtain CSA/UL certification first, then enter via online marketplaces and specialty appliance retailers, targeting the convertible table-top/built-in niche and commercial hot pot segment. Partner with a Canadian distributor for offline retail expansion.

Timeline - 6-12 months from certification initiation to retail availability, assuming certification completed in 8-16 weeks and distribution partnerships established in parallel.

## 18 / A practical route into the market

First steps - Engage SCC-accredited certification body (CSA Group, TÜV SÜD, or Intertek) for CSA/UL certification of the TS-26C03.; Develop bilingual (English/French) packaging and user manuals compliant with Canadian labeling laws.; List product on Amazon.ca and Walmart.ca with competitive pricing and bilingual content.; Identify and approach Canadian appliance distributors and specialty retailers (e.g., Tasco, ChefSupplies.ca) for wholesale partnerships.; Target commercial hot pot restaurant equipment distributors with ETL/CSA-certified units.

## 19 / Make your supplier meetings count

Attend the Canadian Restaurant and Foodservices Association (CRFA) show or similar food service trade shows - Connect with commercial kitchen equipment distributors and restaurant chain buyers.

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## 19 / Make your supplier meetings count

Participate in home appliance and kitchenware trade shows in Toronto or Vancouver - Meet retail buyers, distributors, and media covering the Canadian appliance market.

Bring certification documentation and product samples to trade shows - Canadian buyers require proof of CSA/UL certification before considering products; having documentation on hand accelerates discussions.

## 20 / Your next actions

Do now Initiate CSA/UL certification process for TS-26C03  
Owner: Product compliance / regulatory affairs

This month Research and contact Canadian appliance distributors and online marketplace onboarding  
Owner: Business development / sales

## 20 / Your next actions

This week Develop bilingual packaging and marketing materials  
Owner: Marketing / product management

This month Identify commercial hot pot and restaurant equipment distributors for ETL/CSA-certified units  
Owner: Business development / sales

## 21 / The points that matter most

1 Canada's induction cooktop market is projected to grow from US\$1.63 billion in 2024 to US\$3.17 billion by 2033 at 7.66% CAGR, driven by renovation trends and a shift away from gas stoves.

3 Mandatory CSA/UL certification is the primary barrier to entry; without it, the product cannot be legally sold in Canada.

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## 21 / The points that matter most

5 The TS-26C03's convertible table-top/built-in design with separated controller is a differentiator in a market dominated by fixed built-in and basic portable units.

2 The broader Canadian kitchen appliances market is valued at US\$7.45 billion in 2026, growing at 4.38% CAGR to US\$9.23 billion by 2031.

4 Online retail is the fastest-growing distribution channel at 7.35% CAGR, offering a lower-barrier entry point than traditional retail.

## 22 / The full unit-cost breakdown

The figures below are planning estimates, not a supplier quotation. Confirm assumptions and actual costs before committing.

## 22 / The full unit-cost breakdown

Currency: CAD. Per unit: one TS-26C03 single induction cooker.

FOB China (unit price) - Best: 35; Base: 45; Worst: 55; Note: Assumed based on similar single induction cookers on Alibaba; no direct quote for TS-26C03.

Freight (sea, LCL) - Best: 5; Base: 8; Worst: 12; Note: Assumed per unit for a 20ft container shipment; actual depends on volume and rates.

Insurance - Best: 0.5; Base: 1; Worst: 1.5; Note: 0.5-1.5% of FOB+freight; assumed.

Duty (MFN tariff) - Best: 0; Base: 6; Worst: 9; Note: Canada MFN tariff for electric cooking appliances (HS 8516.60) is 6% (assumed; must verify).

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## 22 / The full unit-cost breakdown

Customs brokerage - Best: 1; Base: 2; Worst: 3; Note: Assumed per unit for clearance.

Certification amortization (CSA/UL) - Best: 2; Base: 4; Worst: 6; Note: Assumed total certification cost CAD 5,000-10,000 amortized over 1,000-2,000 units.

Inland transport (port to warehouse) - Best: 1; Base: 2; Worst: 3; Note: Assumed.

Warehousing & handling - Best: 1; Base: 2; Worst: 3; Note: Assumed per unit.

Estimated delivered cost - base case - 66

Compliance labeling (bilingual) - Best: 0.5; Base: 1; Worst: 1.5; Note: Assumed for English/French labeling.

## 22 / The full unit-cost breakdown

Distributor sale price - Planning estimate: 95

Retail price - Planning estimate: 139

Importer gross margin - Planning estimate: 44%

Distributor margin - Planning estimate: 30%

Contribution per unit - Planning estimate: 29

Assumptions behind these figures - FOB price is an estimate; actual quote needed.; Duty rate assumed at 6% MFN; must verify with CBSA.; Certification cost amortized over 1,500 units.; Freight rates volatile; base case uses current market estimates.; No anti-dumping duties assumed; must verify.

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## 23 / Cash required and the route to payback

- Certification - CSA / UL - Planning estimate: CAD 8,000
- Freight and customs - Planning estimate: CAD 7,500 for 500 units
- Legal and compliance - Planning estimate: CAD 2,000
- Initial inventory - Planning estimate: CAD 22,500 for 500 units
- Marketing and samples - Planning estimate: CAD 3,000
- Total initial cash requirement - Planning estimate: CAD 43,000
- Contribution per unit - Planning estimate: CAD 29
- Conservative monthly sales - Planning estimate: 150 units

## 23 / Cash required and the route to payback

- Indicative payback volume - Planning estimate: 1,483 units
- Indicative payback time - Planning estimate: 10; the table does not state a unit. At 150 units per month, 1,483 units imply approximately 9.9 months before ramp-up and ongoing costs.
- Cash needed is not the same as break-even - Inventory and working capital are cash requirements, not all fixed costs. These provisional payback figures compare launch cash with unit contribution; rebuild a formal break-even model with fixed costs, variable costs, stock turnover, channel fees and tax treatment before investing.; The figures below are planning estimates, not a supplier quotation. Confirm assumptions and actual costs before committing.

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## 23 / Cash required and the route to payback

Assumptions - Contribution per unit based on base case landed cost and distributor sale price.; Monthly sales of 150 units is conservative for online and specialty retail.; No additional overhead costs included; assumes lean operation.

## 24 / The product brief to send a supplier

Source this Source a CSA/UL certified single induction cooker with separated controller, 1800W-2000W, table-top and built-in, bilingual packaging.

Power - Requirement: 1800W-2000W; Why it matters: Matches Canadian household voltage (120V) and meets typical cooking needs.

Certification - Requirement: CSA or UL listed (cUL) for Canada; Why it matters: Mandatory for legal sale in Canada; without it, product cannot be sold.

## 24 / The product brief to send a supplier

Voltage - Requirement: 120V, 60Hz; Why it matters: Canadian standard; incompatible with 220V products.

Plug type - Requirement: NEMA 5-15P; Why it matters: Standard Canadian plug; ensures compatibility.

Installation - Requirement: Table-top and built-in capable; Why it matters: Versatility appeals to renters and homeowners.

Control - Requirement: Separated controller with up/down power, timer, temperature; Why it matters: Unique selling point; allows flexible installation.

Safety features - Requirement: Auto shut-off, overheat protection, child lock; Why it matters: Meets safety expectations and reduces liability.

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## 24 / The product brief to send a supplier

Packaging - Requirement: Bilingual (English/French) retail box and manual; Why it matters: Legal requirement under Canadian Consumer Packaging and Labelling Act.

Target FOB price - Requirement: USD 35-45

Warranty - Requirement: 1-year limited warranty; Why it matters: Competitive expectation; builds consumer trust.

Target MOQ - Requirement: 500-1000 units

Deal breakers - No CSA/UL certification; 220V only; No bilingual packaging; No safety certifications

## 25 / Ask these questions before paying

Do you have CSA or UL certification for this model? - Why ask: Without it, product cannot be legally sold in Canada.; Example of a strong answer - not verified: Yes, we have CSA/UL certificate for TS-26C03 and can provide documentation.

Can you customize voltage to 120V/60Hz for Canada? - Why ask: Canadian households use 120V; 220V products are unusable.; Example of a strong answer - not verified: Yes, we can produce 120V version with NEMA 5-15P plug.

What is your MOQ for a 120V version? - Why ask: Determines initial investment and inventory risk.; Example of a strong answer - not verified: MOQ 500 units for customized version.

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## 25 / Ask these questions before paying

Can you provide bilingual (English/French) packaging and manuals? - Why ask: Legal requirement in Canada.; Example of a strong answer - not verified: Yes, we can print bilingual packaging at no extra cost for orders over 1000 units.

What is the FOB price for 500 and 1000 units? - Why ask: Key input for landed cost and margin.; Example of a strong answer - not verified: FOB USD 45 for 500 units, USD 40 for 1000 units.

What is the lead time for production and delivery? - Why ask: Affects time to market and inventory planning.; Example of a strong answer - not verified: 30-45 days production, 20-30 days sea freight to Canada.

## 25 / Ask these questions before paying

Do you have experience exporting to Canada? - Why ask: Indicates familiarity with Canadian regulations and logistics.; Example of a strong answer - not verified: Yes, we have exported to Canada and can provide references.

What is the warranty policy and spare parts availability? - Why ask: Affects after-sales support and customer satisfaction.; Example of a strong answer - not verified: 1-year warranty, spare parts available at cost.

## 26 / Potential channels and contacts to investigate

These are prospects or comparison companies named in the source report, not confirmed partners, authorised distributors or endorsements. Verify their current scope before contacting them.

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Reference appendix

## 26 / Potential channels and contacts to investigate

ChefSupplies.ca [www.chefsupplies.ca](http://www.chefsupplies.ca) - Type: Specialty kitchen retailer; Why they fit: Sells countertop induction cookers; Canadian-focused; free shipping over \$99.; Who to ask for: Purchasing Manager; Priority: A

Tasco Appliance [www.tascoappliance.ca](http://www.tascoappliance.ca) - Type: Appliance retailer; Why they fit: Carries induction cooktops; in-stock selection; Canadian chain.; Who to ask for: Buyer; Priority: A

Home Depot Canada [www.homedepot.ca](http://www.homedepot.ca) - Type: Big-box retailer; Why they fit: Sells single oven induction ranges; broad reach.; Who to ask for: Category Manager; Priority: B

Walmart Canada [www.walmart.ca](http://www.walmart.ca) - Type: Mass merchant; Why they fit: Sells small kitchen appliances; high volume potential.; Who to ask for: Buyer; Priority: B

## 26 / Potential channels and contacts to investigate

Amazon.ca [www.amazon.ca](http://www.amazon.ca) - Type: Online marketplace; Why they fit: Dominant e-commerce platform; allows direct-to-consumer sales.; Who to ask for: Vendor Manager; Priority: A

Canadian Tire [www.canadiantire.ca](http://www.canadiantire.ca) - Type: Retail chain; Why they fit: Sells kitchen appliances; strong Canadian presence.; Who to ask for: Buyer; Priority: B

## 27 / Which customer segments fit best?

Urban condo dwellers - Their need: Compact, portable cooking solution with limited kitchen space; Fit: Excellent; Price sensitivity: Medium; Sales difficulty: Low

Small households (1-2 people) - Their need: Energy-efficient, fast cooking for small meals; Fit: Strong; Price sensitivity: Medium; Sales difficulty: Low

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## 27 / Which customer segments fit best?

Students and renters - Their need: Portable, affordable cooking appliance; Fit: Moderate; Price sensitivity: High; Sales difficulty: Medium

Commercial kitchens (small cafes) - Their need: Reliable, high-power induction cooker for light commercial use; Fit: Moderate; Price sensitivity: Low; Sales difficulty: High

Health-conscious consumers - Their need: Oil-free, precise temperature control cooking; Fit: Strong; Price sensitivity: Low; Sales difficulty: Medium

## 28 / When this opportunity may not suit you

Importers with no experience in electrical product certification - CSA/UL certification is complex and costly; failure to certify makes product unsellable.

## 28 / When this opportunity may not suit you

Those unwilling to invest in bilingual packaging and manuals - Canadian law requires English and French labeling for electrical products.

Businesses seeking immediate high-volume sales - Market is dominated by established brands; building brand awareness takes time and marketing spend.

Low-margin high-volume traders - Certification and freight costs erode margins; price competition from Asian imports is intense.

## 29 / What to confirm before placing an order

Actual CSA/UL certification cost and timeline How: Contact certification bodies (CSA Group, UL, TÜV SÜD) for quotes. Why: Certification is mandatory; cost and time affect budget and launch.

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## 29 / What to confirm before placing an order

Canadian import duty rate for HS 8516.60 How: Check CBSA tariff schedule or consult customs broker. Why: Duty directly impacts landed cost and pricing.

Freight rates from China to Canada for LCL How: Get quotes from freight forwarders. Why: Freight is a significant cost component.

Competitor pricing for similar single induction cookers How: Survey Amazon.ca, Walmart.ca, Canadian Tire for comparable products. Why: Determines realistic retail price and margin.

Consumer demand for separated controller feature How: Run a small survey or test ads on social media. Why: Unique feature may not appeal to mainstream; affects marketing.

## 30 / Evidence, assumptions and unanswered questions

Statements supported in the research - exact applicability still needs checking - Canada induction cooktop market is growing at 7.66% CAGR; Electrical products require CSA/UL certification; Major brands dominate the market; Canada is a net importer of home appliances

Working assumptions - not yet confirmed - Import duty for HS 8516.60 is 6% MFN; Certification cost CAD 5,000-10,000; Freight cost CAD 5-12 per unit; Retail price for similar products CAD 100-200

Questions still unanswered - Actual FOB price for TS-26C03; Supplier's certification status; Consumer demand for separated controller feature; Specific distributor interest; Anti-dumping duties on Chinese induction cookers

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## 30 / Evidence, assumptions and unanswered questions

Evidence to obtain before a commitment - CSA/UL certification cost and timeline; Canadian import duty rate; Freight rates; Competitor pricing; Supplier references

## 31 / Evidence quality

A government or regulator · B industry body · C research firm · D trade observation · E estimate or inference

Overall evidence grade: C Market size and growth data from established research firms (C); regulatory requirements from official sources (A); but many gaps in tariff, freight, and certification costs.

Canada induction cooktop market to reach USD 3,168.17 million by 2033, CAGR 7.66% - Grade: C; Basis: Astute Analytica report

## 31 / Evidence quality

19% of 2024 home improvement projects included induction cooktops - Grade: B; Basis: Canadian Home Builders' Association report cited by Astute Analytica

Electrical products require CSA/UL certification for sale in Canada - Grade: A; Basis: Standards Council of Canada, TÜV SÜD, NSF

Canada is a net importer of home appliances - Grade: C; Basis: SourceReady report

TS-26C03 is a table-top and built-in single induction cooker with separated controller - Grade: D; Basis: Supplier website (stella-cooker.com)

Major brands in Canada kitchen appliances include LG, Panasonic, Electrolux, Samsung - Grade: C; Basis: Mordor Intelligence

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## 31 / Evidence quality

Canada kitchen appliances market worth USD 7.45 billion in 2026, CAGR 4.38% - Grade: C; Basis: Mordor Intelligence

## 32 / Your first 90 days

0-30 days Research and validation

Contact certification bodies for CSA/UL cost and timeline

Verify Canadian import duty for HS 8516.60

Request FOB quotes and certification documents from TS-26C03 supplier

Survey competitor pricing on Amazon.ca, Walmart.ca, Canadian Tire

Identify potential distributors and retailers

## 32 / Your first 90 days

31-60 days Sourcing and certification

Place sample order and initiate certification process

Negotiate MOQ and pricing with supplier

Arrange freight forwarder and customs broker

Develop bilingual packaging and manual

Set up e-commerce listings (Amazon.ca)

61-90 days Launch and test

Receive certified inventory

Launch on Amazon.ca and approach specialty retailers

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## 32 / Your first 90 days

Run targeted ads to urban condo dwellers

Collect customer feedback and reviews

Evaluate sales velocity and adjust pricing

Go / No-Go trigger Achieve 100 unit sales in first 60 days post-launch with positive reviews and repeat orders from at least one retailer.

## 33 / Other markets worth comparing

United States - Why consider it: Larger market, similar certification (UL), but more competition.; Versus this market: Similar

## 33 / Other markets worth comparing

Australia - Why consider it: Growing induction market, but requires RCM certification and 230V.; Versus this market: Harder

United Kingdom - Why consider it: High induction adoption, but requires UKCA certification and 230V.; Versus this market: Harder

Germany - Why consider it: Large market, but CE certification and 230V; strong competition.; Versus this market: Harder

## 34 / Research references and useful links

Canada Induction Cooktop Market Size | Analysis Report [2033] - [www.astuteanalytica.com](http://www.astuteanalytica.com)

Electric Cookers Market Size & Share Outlook to 2031 - [www.mordorintelligence.com](http://www.mordorintelligence.com)

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## 34 / Research references and useful links

Canada Kitchen Appliances Industry - Trends, Size & Share - [www.mordorintelligence.com](http://www.mordorintelligence.com)

Residential Induction Cooktops Market Report 2031 - [www.mordorintelligence.com](http://www.mordorintelligence.com)

Canada Home Appliances Market Report 2026: Trends & Forecasts - [www.sourceready.com](http://www.sourceready.com)

Built-in Induction & Ceramic Cooker Market Trends in 2026 - [www.ekatro.com](http://www.ekatro.com)

Custom TS-26C03 Table-Top & Build-In Single Induction Cooker - [www.stella-cooker.com](http://www.stella-cooker.com)

Canada Cookware Market Size & Outlook, 2026-2033 - [www.grandviewresearch.com](http://www.grandviewresearch.com)

## 34 / Research references and useful links

SCC Certification Lab - Canadian Electric Code Compliance | TÜV SÜD - [www.tuvsud.com](http://www.tuvsud.com)

Induction Cooktops by True Induction | Single & Double Burner Cookers - [www.trueinduction.com](http://www.trueinduction.com)

Use this research responsibly - Third-party market estimates may differ and are not guaranteed. Product identity, current tariff classification, regulatory requirements and commercial assumptions need independent verification. This report is a planning aid, not legal, customs or investment advice; obtain qualified advice before committing.