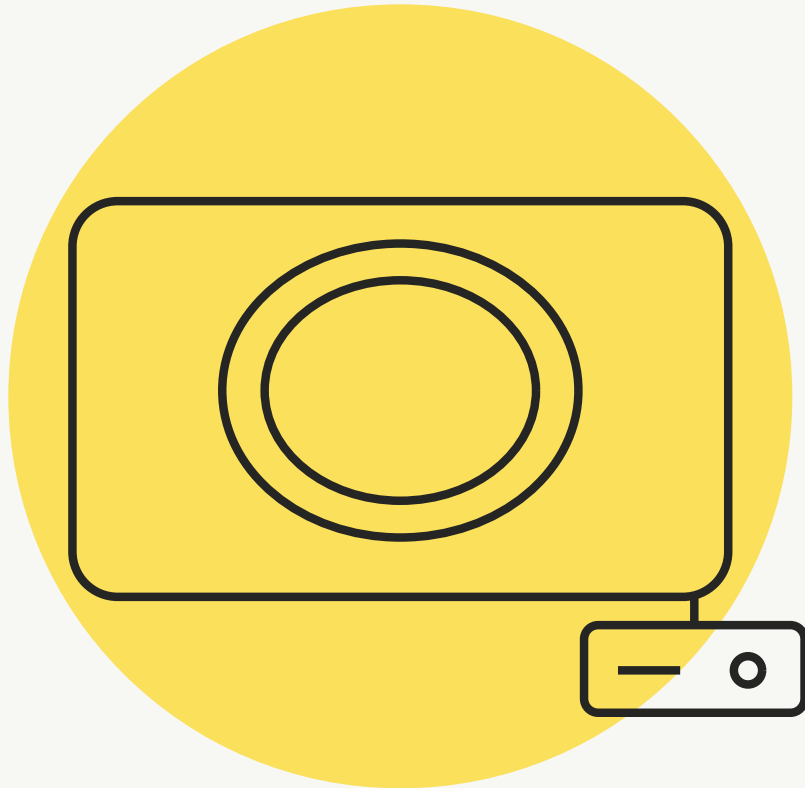




Illustrative category drawing, not the actual model or evidence of specifications or approval.

Flexible cooking. Prove the configuration. Then test demand.

Canada / TS-26C03 single induction cooker

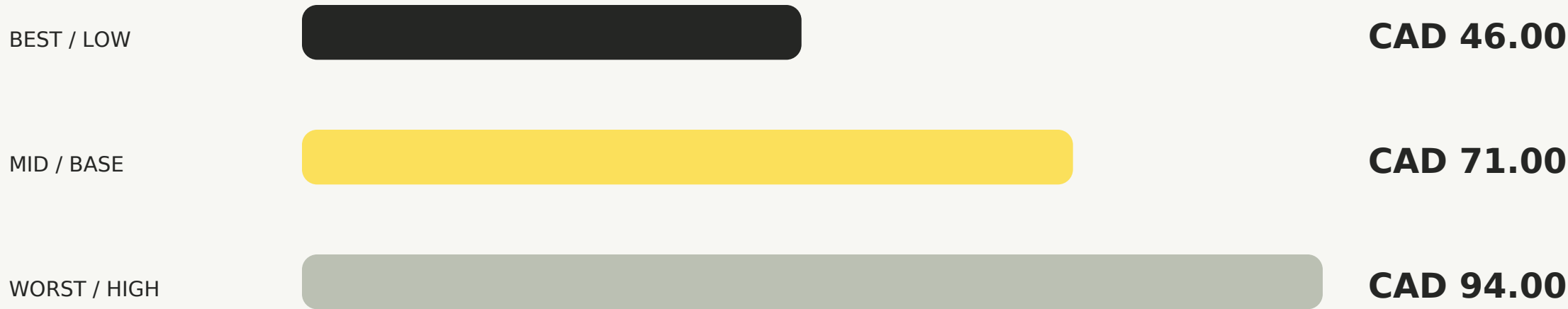
Understand the buyer, the economics and the evidence before committing inventory.

Go / No-Go.

Achieve 100 unit sales in first 60 days post-launch with positive reviews and repeat orders from at least one retailer.

This is a post-launch scale gate, not authorization to import or sell. Confirm the exact 120 V configuration, recognized certification, installation scope and bilingual documents before launch.

What could one unit cost you?



CAD per cooker. Listed components total 46 / 71 / 94; the research states a CAD 66 base. Keep the CAD 5 discrepancy visible. The assumed duty allowance and certification allocation need quotations; GST/HST cash flow is not separately modeled.

The numbers to discuss first.

RETAIL TARGET

CAD 129-159

Planning target, not an observed transaction

DELIVERED-COST TARGET

CAD 55-70

Planning target, not an observed transaction

GROSS-MARGIN TARGET

45-55%

Planning target, not an observed transaction

PILOT BUDGET

CAD 25k-35k

Planning target, not an observed transaction

Read the differences before committing.

01

The base cost is inconsistent

The nine component allowances total CAD 71, not CAD 66. At CAD 95 wholesale, contribution is CAD 24 using the sum, versus CAD 29 using the stated base. Do not silently merge these cases.

02

Gross margin is not markup

CAD 29 / CAD 95 is 30.5% gross margin, not the stated 44%. Using CAD 71 cost gives 25.3%. At CAD 139 retail and CAD 66 cost, gross margin is 52.5%, before retail fees and overheads.

Read the differences before committing.

03

Order size changes certification cost

The model assumes certification amortized over 1,500 units, while the setup pilot contains 500. A CAD 8,000 certification budget divided by 500 is CAD 16 per unit, not CAD 4. Rebuild the exact pilot model.

04

Check power, currency and timing

The specification pairs 120 V, 1800-2000 W and NEMA 5-15P. At 2000 W / 120 V, nominal current is 16.7 A: have a qualified electrical specialist reconcile the configuration. FOB targets are USD, while the cost table is CAD. Decision timing is 4-6 months versus 6-12 in the strategy.

Gross margin is not net profit.

SELLING PRICE

CAD 95.00

CAD per cooker

UNIT COST ALLOWANCE

CAD 71.00

CAD per cooker

GROSS CONTRIBUTION

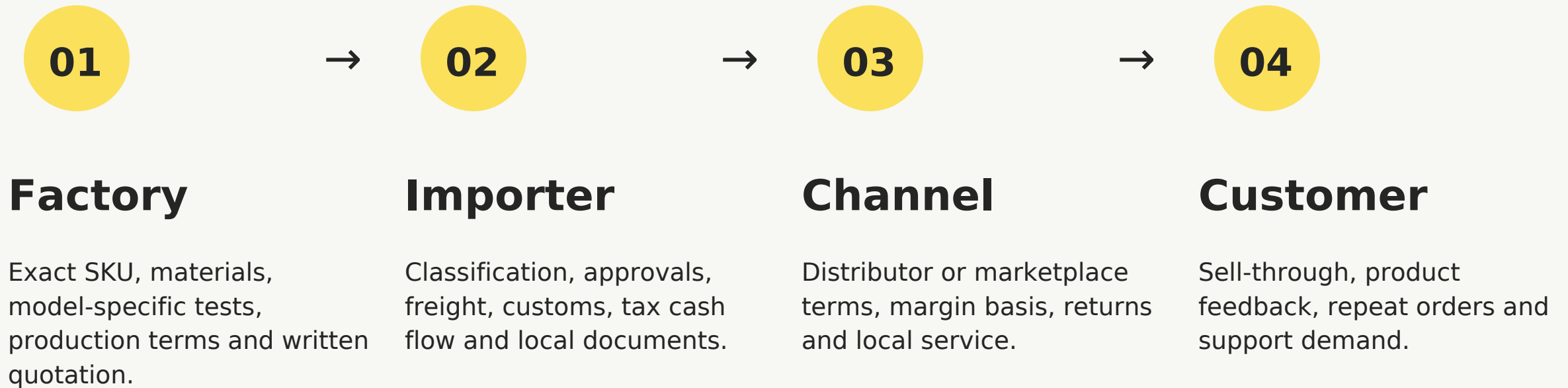
CAD 24.00

CAD per cooker

Contribution / selling price = 25.3% gross margin

Component-sum case: CAD 95 sale minus CAD 71 allowance leaves CAD 24, or 25.3% gross margin. The stated CAD 66 case leaves CAD 29, or 30.5%. Neither is net profit. The pricing section says no comparable Canadian prices were found; targets are not observed prices.

Follow the route to the customer.



A practical, conditional roadmap.

**01**

Confirm

Request model-specific certification, electrical specifications, quotes and tariff advice.

**02**

Validate

Validate samples, exact installation configuration and English/French documents.

**03**

Decide

Launch when ready; assess 100 sales in 60 days, reviews and retailer reorders.

This sequence is a decision aid, not a delivery promise. The complete original 30 / 60 / 90-day plan and its assumptions follow in the research detail.

Know what the terms mean.

FOB

Factory-export price basis; not your delivered cost.

Gross margin

Selling price minus direct product cost, divided by selling price; not net profit.

HS / HTS

Tariff classification; a suggested code needs model-specific confirmation.

CIF

Cost, insurance and freight basis; verify which taxes and charges remain.

MOQ

Minimum order quantity; compare the pilot with cost-amortisation volumes.

Evidence grade

The research assessment of a source, not proof of supplier or product approval.

Find the detail you need.

01 / Your market at a glance

02 / The opportunity in plain English

03 / Your one-minute decision brief

04 / How attractive is the opportunity?

05 / How large is the wider market?

06 / What is creating demand?

07 / What is changing now?

08 / Seasonality

09 / Who buys, and what matters to them?

10 / Where to sell first

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

12 / Price positioning and margin pressure

13 / Documents and approvals to check

14 / Getting the product into the market

15 / What your buyers will expect

16 / What could undermine the plan?

17 / Where you could build an advantage

18 / A practical route into the market

19 / Make your supplier meetings count

20 / Your next actions

21 / The points that matter most

22 / The full unit-cost breakdown

23 / Cash required and the route to payback

24 / The product brief to send a supplier

25 / Ask these questions before paying

26 / Potential channels and contacts to investigate

27 / Which customer segments fit best?

28 / When this opportunity may not suit you

29 / What to confirm before placing an order

30 / Evidence, assumptions and unanswered questions

31 / How much confidence should you place in the evidence?

32 / Your first 90 days

33 / Other markets worth comparing

34 / Research references and useful links

Your market at a glance

Canada · TS-26C03 single induction cooker

Report date:
7 October 2026.

Opportunity score

7/10 out of 10

Assessment

Solid Market overall

Market value and growth

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

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.

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.

Your one-minute decision brief

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

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 customer

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

Best product

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

Best channel

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

Your one-minute decision brief

Target retail price

CAD 129-159

Target landed cost

CAD 55-70

Expected gross margin

45-55%

Entry budget

CAD 25,000-35,000

Time to market

4-6 months (including certification)

Biggest obstacle

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

Your one-minute decision brief

**How confident is this
recommendation?**

Medium

How attractive is the opportunity?

5/10

Market demand

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).

How attractive is the opportunity?

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.

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.

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.

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.

How attractive is the opportunity?

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.

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.

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.

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.

How attractive is the opportunity?

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

How large is the wider market?

Market value (2024)

US\$1,629.87 million (2024 estimate)

Growth rate

7.66% CAGR (2025-2033)

Forecast (2033)

US\$3,168.17 million

Confidence

MEDIUM

How large is the wider market?

Basis

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

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.

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.

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.

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.

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

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

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

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

Seasonality

Planning note

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

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.

Demographics

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

Price sensitivity

Medium

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.

Who buys, and what matters to them?

What they value

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

Where they buy

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

Purchase drivers

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

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.

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.

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.

Who you compete with - and how to stand out

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.

South Korea (LG, Samsung)

Brand trust, R&D scale, broad distribution across Canadian appliance retailers.

Europe (Bosch, Electrolux, Groupe SEB/Tefal)

Premium positioning, design heritage, strong specialty retail presence.

China (Midea, numerous OEM/ODM manufacturers)

Cost competitiveness, manufacturing scale, OEM/ODM flexibility for private label.

Who you compete with - and how to stand out

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.

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.

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.

Distribution access

Severity: Medium

How to overcome: Partner with Canadian appliance distributors or list on online marketplaces to bypass traditional retail gatekeepers initially.

Who you compete with - and how to stand out

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

Price positioning and margin pressure

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

Margin pressure

Medium

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.

Low priced

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

Price positioning and margin pressure

Medium priced

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

High priced

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

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.

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.

Documents and approvals to check

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.

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.

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.

Suggested HS code

8516.60 or 8516.10 (electric cooking plates, boiling rings, grillers and roasters)

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.

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

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

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.

2 Strong competition from established brands Medium Differentiate on convertible design, price, and target niche segments (renters, commercial, secondary kitchens).

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

4 Supply chain and logistics disruptions Medium Diversify suppliers, maintain safety stock, and consider North American warehousing.

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.

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.

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.

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.

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.

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.

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.

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.

Your next actions

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

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

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

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

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.

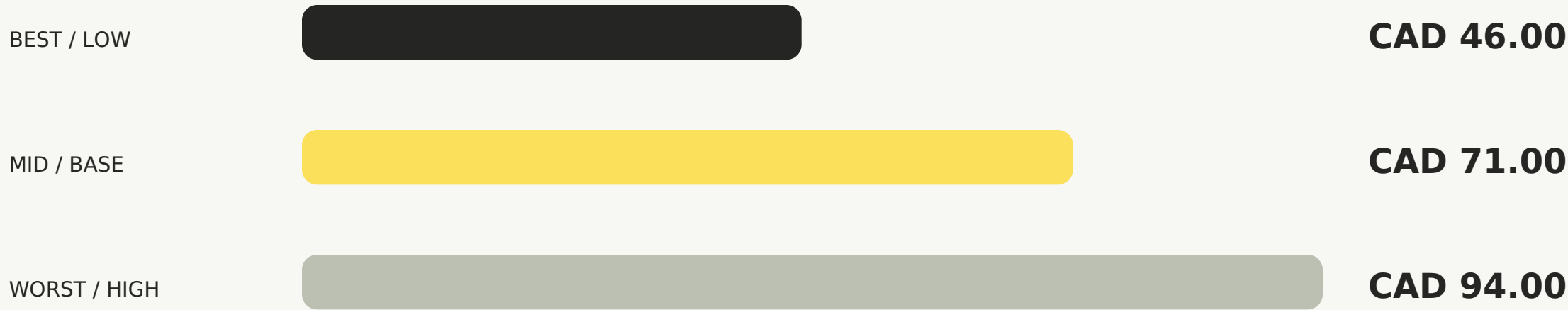
2 The broader Canadian kitchen appliances market is valued at US\$7.45 billion in 2026, growing at 4.38% CAGR to US\$9.23 billion by 2031.

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

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

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.

What could one unit cost you?



CAD per cooker. Listed components total 46 / 71 / 94; the research states a CAD 66 base. Keep the CAD 5 discrepancy visible. The assumed duty allowance and certification allocation need quotations; GST/HST cash flow is not separately modeled.

The full unit-cost breakdown

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

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.

The full unit-cost breakdown

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.

The full unit-cost breakdown

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).

Customs brokerage

Best: 1

Base: 2

Worst: 3

Note: Assumed per unit for clearance.

The full unit-cost breakdown

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.

The full unit-cost breakdown

Warehousing & handling

Best: 1
Base: 2
Worst: 3
Note: Assumed per unit.

Compliance labeling (bilingual)

Best: 0.5
Base: 1
Worst: 1.5
Note: Assumed for English/French labeling.

Estimated delivered cost - base case

66

Distributor sale price

Planning estimate: 95

The full unit-cost breakdown

Retail price

Planning estimate: 139

Distributor margin

Planning estimate: 30%

Importer gross margin

Planning estimate: 44%

Contribution per unit

Planning estimate: 29

The full unit-cost breakdown

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.

Cash required and the route to payback

Certification - CSA / UL

Planning estimate: CAD 8,000

Initial inventory

Planning estimate: CAD 22,500 for 500 units

Freight and customs

Planning estimate: CAD 7,500 for 500 units

Marketing and samples

Planning estimate: CAD 3,000

Legal and compliance

Planning estimate: CAD 2,000

Total initial cash requirement

Planning estimate: CAD 43,000

Cash required and the route to payback

Contribution per unit

Planning estimate: CAD 29

Indicative payback volume

Planning estimate: 1,483 units

Conservative monthly sales

Planning estimate: 150 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 required and the route to payback

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.

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.

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.

Certification

Requirement: CSA or UL listed (cUL) for Canada

Why it matters: Mandatory for legal sale in Canada; without it, product cannot be sold.

Power

Requirement: 1800W-2000W

Why it matters: Matches Canadian household voltage (120V) and meets typical cooking needs.

Voltage

Requirement: 120V, 60Hz

Why it matters: Canadian standard; incompatible with 220V products.

The product brief to send a supplier

Plug type

Requirement: NEMA 5-15P

Why it matters: Standard Canadian plug; ensures compatibility.

Control

Requirement: Separated controller with up/down power, timer, temperature

Why it matters: Unique selling point; allows flexible installation.

Installation

Requirement: Table-top and built-in capable

Why it matters: Versatility appeals to renters and homeowners.

Safety features

Requirement: Auto shut-off, overheat protection, child lock

Why it matters: Meets safety expectations and reduces liability.

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.

Warranty

Requirement: 1-year limited warranty

Why it matters: Competitive expectation; builds consumer trust.

Target FOB price

Requirement: USD 35-45

Target MOQ

Requirement: 500-1000 units

The product brief to send a supplier

Deal breakers

No CSA/UL certification

220V only

No bilingual packaging

No safety certifications

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.

Ask these questions before paying

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.

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.

Ask these questions before paying

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.

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.

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.

ChefSupplies.ca

<https://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

Potential channels and contacts to investigate

Tasco Appliance

<https://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

<https://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

Potential channels and contacts to investigate

Walmart Canada

<https://www.walmart.ca>

Type: Mass merchant

Why they fit: Sells small kitchen appliances; high volume potential.

Who to ask for: Buyer

Priority: B

Amazon.ca

<https://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

Potential channels and contacts to investigate

Canadian Tire

<https://www.canadiantire.ca>

Type: Retail chain

Why they fit: Sells kitchen appliances; strong Canadian presence.

Who to ask for: Buyer

Priority: B

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

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

Which customer segments fit best?

Health-conscious consumers

Their need: Oil-free, precise temperature control cooking

Fit: Strong

Price sensitivity: Low

Sales difficulty: Medium

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.

Businesses seeking immediate high-volume sales

Market is dominated by established brands; building brand awareness takes time and marketing spend.

Those unwilling to invest in bilingual packaging and manuals

Canadian law requires English and French labeling for electrical products.

Low-margin high-volume traders

Certification and freight costs erode margins; price competition from Asian imports is intense.

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.

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.

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

Evidence, assumptions and unanswered questions

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

Evidence to obtain before a commitment

CSA/UL certification cost and timeline

Canadian import duty rate

Freight rates

Competitor pricing

Supplier references

How much confidence should you place in the evidence?

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

How much confidence should you place in the evidence?

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

How much confidence should you place in the evidence?

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)

How much confidence should you place in the evidence?

Major brands in Canada kitchen appliances include LG, Panasonic, Electrolux, Samsung

Grade: C

Basis: Mordor Intelligence

Canada kitchen appliances market worth USD 7.45 billion in 2026, CAGR 4.38%

Grade: C

Basis: Mordor Intelligence

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

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

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.

Other markets worth comparing

United States

Why consider it: Larger market, similar certification (UL), but more competition.

Versus this market: Similar

United Kingdom

Why consider it: High induction adoption, but requires UKCA certification and 230V.

Versus this market: Harder

Australia

Why consider it: Growing induction market, but requires RCM certification and 230V.

Versus this market: Harder

Germany

Why consider it: Large market, but CE certification and 230V; strong competition.

Versus this market: Harder

Research references and useful links

Canada Induction Cooktop Market Size | Analysis Report [2033]

<https://www.astuteanalytica.com/industry-report/canada-induction-cooktop-market>

Canada Kitchen Appliances Industry - Trends, Size & Share

<https://www.mordorintelligence.com/industry-reports/canada-kitchen-appliances-products-market-industry>

Electric Cookers Market Size & Share Outlook to 2031

<https://www.mordorintelligence.com/industry-reports/electric-cookers-market>

Residential Induction Cooktops Market Report 2031

<https://www.mordorintelligence.com/industry-reports/residential-induction-cooktops-market>

Research references and useful links

Canada Home Appliances Market Report 2026: Trends & Forecasts

<https://www.sourceready.com/report/detail/canada-home-appliances-market-report-2026>

Custom TS-26C03 Table-Top & Build-In Single Induction Cooker

<https://www.stella-cooker.com/ts-26c03-table-top-build-in-single-induction-cooker-product/>

Built-in Induction & Ceramic Cooker Market Trends in 2026

<https://www.ekatro.com/news/built-in-induction-ceramic-cooker-market-trends-in-2026.html>

Canada Cookware Market Size & Outlook, 2026-2033

<https://www.grandviewresearch.com/horizon/outlook/cookware-market/canada>

Research references and useful links

SCC Certification Lab - Canadian Electric Code Compliance | TÜV SÜD

<https://www.tuvsud.com/en-us/services/product-certification/standards-council-of-canada>

Induction Cooktops by True Induction | Single & Double Burner Cookers

<https://www.trueinduction.com/qualitystandards.aspx>

Research references and useful links

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.

All original evidence links.

- 01 <https://www.amazon.ca>
- 02 <https://www.astuteanalytics.com/industry-report/canada-induction-cooktop-market>
- 03 <https://www.canadiantire.ca>
- 04 <https://www.chefsupplies.ca>
- 05 <https://www.ekatro.com/news/built-in-induction-ceramic-cooker-market-trends-in-2026.html>
- 06 <https://www.grandviewresearch.com/horizon/outlook/cookware-market/canada>
- 07 <https://www.homedepot.ca>
- 08 <https://www.mordorintelligence.com/industry-reports/canada-kitchen-appliances-products-market-industry>
- 09 <https://www.mordorintelligence.com/industry-reports/electric-cookers-market>
- 10 <https://www.mordorintelligence.com/industry-reports/residential-induction-cooktops-market>

All original evidence links.

- 11 <https://www.sourceready.com/report/detail/canada-home-appliances-market-report-2026>
- 12 <https://www.stella-cooker.com/ts-26c03-table-top-build-in-single-induction-cooker-product/>
- 13 <https://www.tascoappliance.ca>
- 14 <https://www.trueinduction.com/qualitystandards.aspx>
- 15 <https://www.tuvsud.com/en-us/services/product-certification/standards-council-of-canada>
- 16 <https://www.walmart.ca>

Turn the research into your next move.

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. Need a similar workflow for your business? Ask StructuredLayer about a custom system.

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