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MARKET INTELLIGENCE

IMPORT PROFILE

METAL FLOORING
(EXPANDED METAL, IRON OR STEEL)

Pub. No.: 89003-IP June 1989



Industry, Science and
Technology Canada

Industrie, Sciences et
Technologie Canada

Canada

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METAL FLOORING

INTRODUCTION

This marketing note is designed to increase business awareness of the potential existing for production in Canada.

CANADIAN IMPORTS

Import data are given on subsequent pages for the following product:

<u>DESCRIPTION</u>	<u>COMMODITY CODE</u>	<u>TOTAL IMPORTS</u>			<u>% CHANGE 1986/1987</u>
		<u>1986</u>	<u>1987</u>	<u>1988</u>	
(C\$ Million)					
<u>Prior to 1988*</u>					
Flooring, Metal	461-99-60	2.0	2.2	-	+10
<u>Effective 1988*</u>					
Expanded Metal of iron or steel	7314.50.00.00	-	-	1.3	

Lists of Canadian importers and foreign exporters to Canada of metal flooring are given for the year 1987 in Appendices A and B.

* NOTE: Prior to 1988, Canadian import statistics were based on the Canadian International Trade Classification. However, since January, 1988, these statistics have been classified and published according to the Harmonized Description and Coding System (H.S.), developed for international use by the Customs Cooperation Council. Figures given for the years prior to 1988 are not necessary directly comparable to those for 1988.

CANADIAN PRODUCTION

Shipments for metal flooring are not reported separately. They are included in a category described as metal accessories for buildings. There are at least 248 Canadian manufacturers for this category. Statistics Canada reports shipments of these products during 1986, the latest year for which information is available, as follows:

<u>Product</u>	<u>1986 Shipments</u> (C\$ Million)
Metal accessories for buildings (including grill work, staircases, fire escapes, railings, gratings and treads, etc.)	232

CANADIAN EXPORTS

Statistics Canada reports that exports of expanded metal, iron or steel totalled \$3.4 million in 1988.

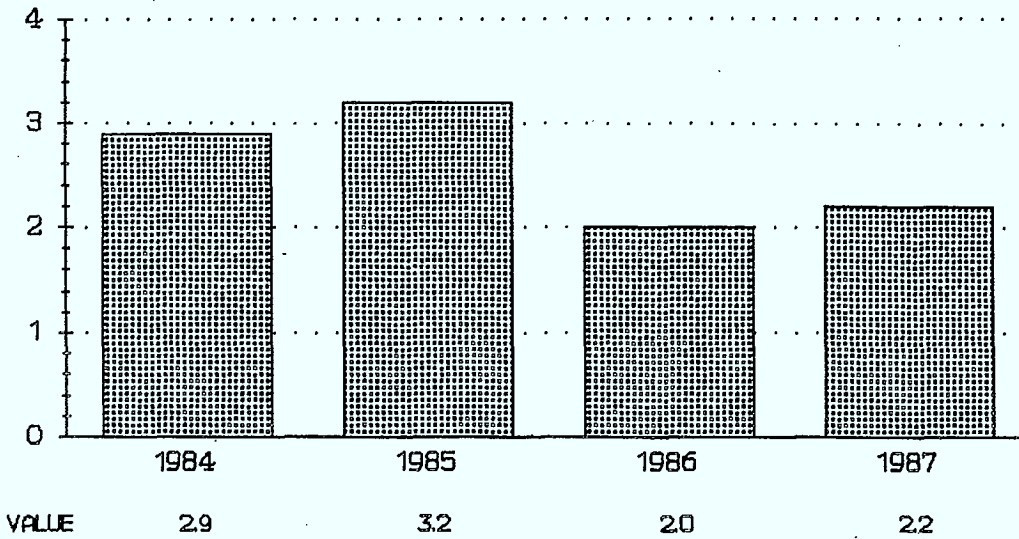
UNITED STATES' IMPORTS

The United States' Department of Commerce indicates that U.S. imports of expanded metal totalled C\$8.9 million in 1987. Canada's share of this total was C\$4.3 million.

IMPORT DATA

METAL FLOORING
 COMMODITY CODE 461-99-60
 IMPORT TRENDS

VALUE (MILLION \$)



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES VALUE (C\$000)	2817	2888	1449	1931	-12
SOUTH AFRICA VALUE (C\$000)	0	318	248	169	N/A
TAIWAN VALUE (C\$000)	0	0	0	87	N/A
OTHER VALUE (C\$000)	80	281	303	33	-28
TOTAL VALUE (C\$000)	2897	3245	2000	2220	-8

N/A - NOT APPLICABLE

METAL FLOORING - COMMODITY CODE 461-99-60

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES VALUE	97.2	82.2	72.5	87.0
SOUTH AFRICA VALUE	0.0	9.8	12.4	7.8
TAIWAN VALUE	0.0	0.0	0.0	3.9
OTHER VALUE	2.8	8.0	15.2	1.5
TOTAL VALUE	100.0	100.0	100.0	100.0

CANADIAN IMPORTERS

METAL FLOORING

The principal five importers of metal flooring accounted for 62 per cent of the total import value during 1987. Three of the top five importers were located in Ontario.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$'000)	<u>Per cent of</u> <u>Total Value</u>
5	1 380	62
15	1 914	86
25	2 061	93
All Importers (38)	2 220	100

Importers of metal flooring during 1987 are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Agri-Tech Industries Ltd.	Winnipeg, Man.	Lachine Farm Equipment Ltd.	Chatham, Ont.
Air Dry Farm Sales Inc.	Beausejour, Man.	Laurel Steel Products Ltd.	Burlington, Ont.
Aliments Culinar Inc.	Montréal, Qué.	Lookas Restaurants (1987) Inc.	Waterloo, Ont.
Architectural School Products Ltd.	Mississauga, Ont.	MacKay Equipment Sales Ltd.	Saskatoon, Sask.
C & S Construction Specialties Ltd.	Port Credit, Ont.	Max-Pro Feeds Ltd.	Winnipeg, Man.
Canadian Pacific Airlines	Vancouver, B.C.	Mid-West Agri Ltd.	Winnipeg, Man.
D Phillips Acoustic Services Ltd.	Winnipeg, Man.	Moise Cadorette Incorporé	Grande-Mère, Qué.
Donn Canada Limited	Oakville, Ont.	N C Cameron & Sons Ltd.	Toronto, Ont.
Elias Brothers Restaurants of Canada Limited	Windsor, Ont.	Niverville Feed & Farm Supply Ltd.	Niverville, Man.
Frank Flaman Sales Ltd.	Leduc, Alta.	Nutra Vet Feeds Ltd.	Winnipeg, Man.
Frank Flaman Wholesale Ltd.	Southey, Sask.	Pratt and Whitney Canada Inc.	Longueuil, Qué.
Herjak Enterprises Ltd.	Coaldale, Alta.	Province of New Brunswick	Fredericton, N.B.
Hurst Equipment Limited	Bloomington, Ont.	Rosco Laboratories Ltd.	Markham, Ont.
Jos Olivier Limitée	Montréal, Qué.	Sedpex Inc.	St. John's, Nfld.
K G Johnson Livestock Equipment Canada Ltd.	St. Jacobs, Ont.	Shell Canada Products Limited	Calgary, Alta.
Keller & Associates Mechanical & Structural Contractors Inc.	Tecumseh, Ont.	Tate Access Floors Inc.	Mississauga, Ont.
		Titus Steel Company Ltd.	Mississauga, Ont.
		Triple S Farms	Altamont, Man.
		Tru-Weld Grating Ltd.	Wetaskiwin, Alta.
		United McGill Corporation	Groveport, OH, USA

* Non-resident importer.

FOREIGN EXPORTERS TO CANADA

METAL FLOORING

Major exporters to Canada of metal flooring are listed below in descending order of dollar value by major country of export. These exporters accounted for 66 per cent of the total value of imports in 1987.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of 1987 Imports</u> <u>(\$000)</u>
United States:	Tate Architectural Products Co.)	978*
	ADA Enterprises Inc.)	
	Fusion Coatings)	
	Tanden Products Inc.	187
	IKG Industries, Deck Span Div.)	298*
	Donn Corp.)	
Conrad-American Inc.)		

*Aggregated to preserve confidentiality of Canadian importers.

CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by Industry, Science and Technology Canada and; b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) import commodity code.

461-99-60 Flooring, Metal

<u>Name</u>	<u>Address</u>
* Alfa Ornamental Metal Inc. Armtec	Montréal, Qué. Guelph, Ont.
* Arpac Storage Systems Corporation	Delta, B.C.
* C/S Construction Specialties Ltd.	Mississauga, Ont.
* Dominion Bridge-Ont., Unit of Amca Int'l Dominion Bridge, Unit of Amca Int'l Ltd.	Toronto, Ont. Calgary, Alta.
* Donn Canada Ltd. Expanded Metal Corporation	Oakville, Ont. Iberville, Qué.
* Fisher & Ludlow Inc. Gratte-Pieds Stena Inc., (Les) Gullage Industrial, Div. of Lundrigans Indal Metals, Div. of Indal Ltd. L & B Moore Co. Ltd. Lord & Cie Limitée	Burlington, Ont. Sainte-Sophie, Qué. Corner Brook, Nfld. Edmonton, Alta. Uxbridge, Ont. Montréal, Qué.
* Lorlea Steels, Div. of Jannock Steel Fab. Metal Rolco Inc. Peerless Ent., Div. of Tectum Ltd. Penn Ventilateurs Canada Ltée Permagrill (1968) Ltée Ramsay Machine Works Limited	Bramalea, Ont. Montréal, Qué. Toronto, Ont. Missisquoi, Qué. Mont-Saint-Hilaire, Qué. Victoria, B.C.
* The Triple-A Mfg. Co. Ltd. Truefoam Limited	Agincourt, Ont. Dartmouth, N.S.

* Indicates firms engaged in export trade.

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

Business Opportunities Sourcing System (BOSS)
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN SUPPLIERS - (CONT'D)

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Flooring and Gratings, Steel

<u>Name</u>	<u>Address</u>
Amca International Ltd.	Rexdale, Ont.
* Armtec Inc.	Guelph, Ont.
Borden Metal Products (Canada) Ltd.	Beeton, Ont.
Corporation Metal Déploye	Iberville, Qué.
* Expanded Metal Corp.	Rexdale, Ont.
Fergusson, J.R., Co. Ltd.	Dundas, Ont.
Fisher & Ludlow Inc.	Burlington, Ont.
* Grillage Bolar (Canada) Inc.	Montréal, Qué.
* Hambro International (Structures) Ltd.	Ottawa, Ont.
Harris Steel Group Inc.	Toronto, Ont.
I.S.G. Safety Grating Products Ltd.	Richmond, B.C.
Nelson Bros. Welding Ltd.	Dartmouth, N.S.
108507 Canada Inc.	Brandon, Man.
Terminal City Iron Works Ltd.	Vancouver, B.C.
Trudel & McAdam Ltd.	Nepean, Ont.
* Tru-Weld Grating Ltd.	Wetaskiwin, Alta.

* Indicates firms engaged in export trade.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
One Yonge Street
Toronto, Ontario
M5E 1J9
Tel: (416) 363-7261 - Telex: 065-24693

FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

OR Fabricated Metal and
Construction Products Division
Resource Processing Industries
Branch
Industry Science and Technology
Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3134

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

ENQUIRIES CONCERNING TARIFFS SHOULD BE DIRECTED TO THE NEAREST CUSTOMS AND EXCISE OFFICE OR TO:

TARIFF PROGRAMS
REVENUE CANADA
CUSTOMS AND EXCISE
OTTAWA, ONTARIO
K1A 0L5
TEL: (613) 954-6927

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs value are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

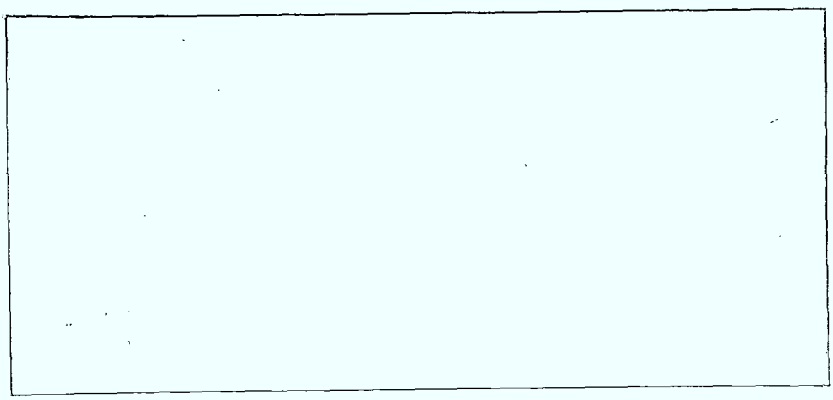
Rounding

Figures may not add due to rounding.

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Canada. Dept. of Regional
Import profile :
investment opportunities.
AEBH 89003 ISTC

ISTC 1551 (8/88)

DATE DUE - DATE DE RETOUR												



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