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MARKET INTELLIGENCE

ALUMINUM DOORS, WINDOWS AND THEIR FRAMES AND THRESHOLDS

Pub. No.: 89020-IP

March 1990



Canada



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AND THEIR FRAMES
AND THRESHOLDS**

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6928
U.S. Department of Commerce,
Bureau of the Census, Tel.: (301) 763-7754

TARIFFS

Enquiries concerning Canadian 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) 954-6928

Enquiries concerning tariffs and other
government trade regulations in foreign
countries should be directed to:

Info Export
External Affairs
Ottawa, Ontario
K1A 0G2
Tel.: (613) 993-6435 OR
1-800-267-8376

EXPLANATORY NOTES

Commodity Classification

Canadian Trade Statistics are classified and published according to the
International Convention on the Harmonized Commodity and Description Coding
System (H.S.) as defined by the Canadian Customs Tariff and Statistical
Nomenclature.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in
Canadian dollars. This selling price represents the value paid by the importer,
excluding all freight, packing and insurance costs when specified. All trade
discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

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ALUMINUM DOORS, WINDOWS AND THEIR FRAMES AND THRESHOLDS

INTRODUCTION

This report is part of a continuing series of market intelligence reports on specific products and is designed to increase business awareness of the potential existing for production in Canada. It is important, however, to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This profile is based on data from several sources, including some which are not generally available, for the following Harmonized System (H.S.) import commodity codes:

CANADIAN IMPORTS

<u>Description</u>	<u>Commodity Code</u>	1988		1989	
		<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Quantity</u> (No.)	<u>Value</u> (\$000)
Aluminum doors, windows and their frames and thresholds for doors	76.10				
◦Doors and their frames	7610.10.00.10	88 896	5 591	106 407	8 041
◦Windows and their frames	7610.10.00.20	122 083	6 446	150 833	9 182
◦Thresholds for doors	7610.10.00.30	<u>7 047</u>	<u>196</u>	<u>13 046</u>	<u>289</u>
TOTAL		218 026	12 233	270 286	17 512

CANADIAN PRODUCTION

Statistics Canada reports shipments of aluminum doors, windows and their frames and thresholds in 1985 and 1986 (the latest years for which information is available) as follows:

<u>Description</u>	<u>1985</u>		<u>1986</u>	
	<u>Establishments</u> (No.)	<u>Shipments</u> (\$000)	<u>Establishments</u> (No.)	<u>Shipments</u> (\$000)
Doors, aluminum, commercial and industrial, overhead with hardware	11	10 238*	14	11 769
Doors, aluminum, commercial and industrial, other than overhead, with hardware	12	23 434	12	23 707
Doors, aluminum, residential, overhead, with hardware	13	4 756	31	21 952
Doors, aluminum, residential, other than overhead, with hardware (excl. patio doors)	10	4 541	4	790
Doors, aluminum, residential, patio	32	32 011	35	43 905
Doors, aluminum, combination screen and storm	38	46 134	26	46 660
Door frames, aluminum	16	13 664*	16	20 282*
Windows, combination screen and storm, aluminum	67	83 581*	36	62 535
Windows, aluminum, n.e.s.	80	134 391	87	138 691
Window frames, aluminum	22	<u>22 671</u>	23	<u>22 012</u>
TOTAL		375 421		392 303

* - Estimated

n.e.s. - Not Elsewhere Specified

CANADIAN EXPORTS

Statistics Canada reports exports of aluminum doors, windows and their frames and thresholds for doors as follows:

<u>Commodity Code</u>	<u>Description</u>	<u>1988</u> (\$000)	<u>1989</u> (\$000)
7610.10	Aluminum doors, windows and their frames and thresholds for doors	14 077	7 164

UNITED STATES' IMPORTS

The United States Department of Commerce reports that U.S. imports of aluminum doors, windows and their frames and thresholds for doors, were as follows:

U.S. IMPORTS - 1989

<u>Commodity Code</u>	<u>Description</u>	<u>Quantity</u> (000 Kg)		<u>Value</u> (\$000)	
		<u>Total</u>	<u>From Canada</u>	<u>Total</u>	<u>From Canada</u>
7610.10	Aluminum doors, windows and their frames and thresholds for doors	8 881	4 036	37 410	17 142

Prior to 1989, commodity coding for the United States was based on the Tariff Schedule of the United States (TSUSA). Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States.

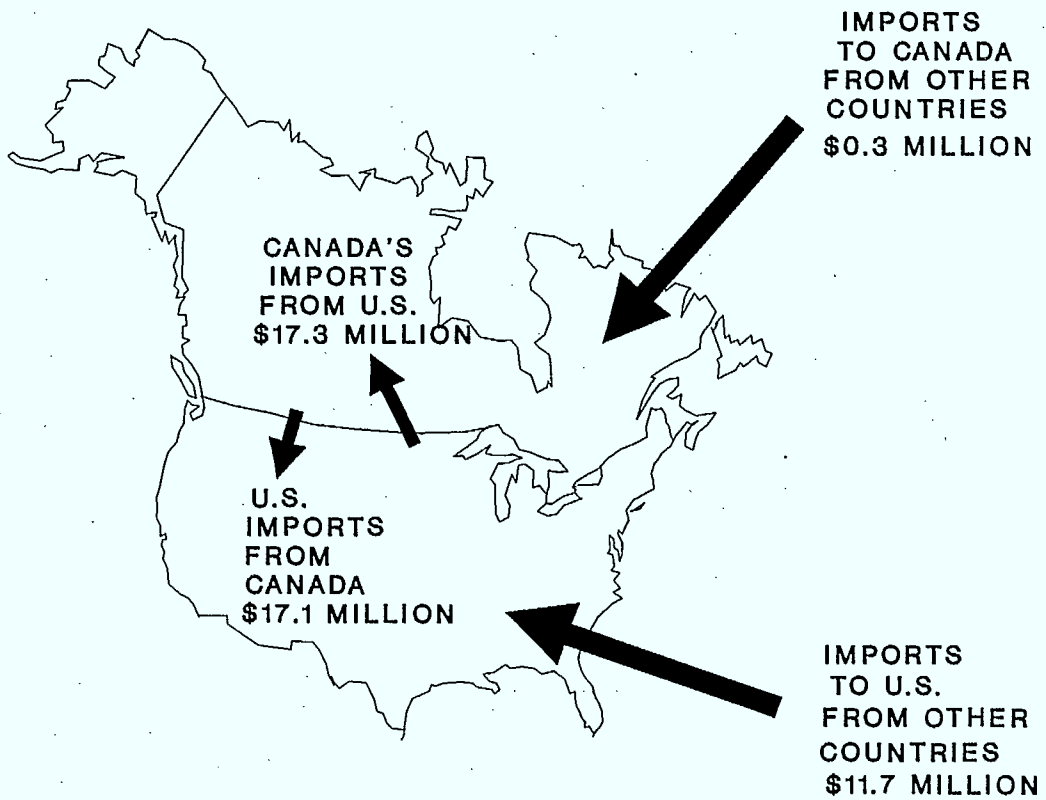
As of January 1990, Canada and the United States now exchange import data. Discrepancies between what Canada reports as exports to the United States and what the United States reports as imports from Canada will no longer occur.

**NORTH AMERICAN IMPORTS
(EXCLUDING MEXICO)**

NORTH AMERICAN IMPORTS

**ALUMINUM DOORS, WINDOWS AND THEIR FRAMES
AND THRESHOLDS (H.S. 7610.10)**

1989



Total North American Imports = \$12.0 Million

NORTH AMERICAN IMPORTS

**ALUMINUM DOORS, WINDOWS AND THEIR FRAMES
AND THRESHOLDS (H.S. 7610.10)**

	<u>1989</u> <u>Value</u> <u>(\$000)</u>
CANADA'S IMPORTS	
From the United States	17 298
Other Countries	321
U.S. IMPORTS	
From Canada	17 142
Other Countries	11 745
NORTH AMERICA'S IMPORTS*	12 000

* Excludes Canada - U.S. Bilateral Trade

CANADIAN IMPORTERS

In 1988, the principal 50 importers of aluminum doors, windows and their frames and thresholds accounted for 76 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
5	3 284	27
10	5 182	42
20	6 830	56
50	9 304	76
All Importers (402)	12 233	100

The top 50 importers of aluminum doors, windows and their frames and thresholds are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A C F Grew Inc.	Penetanguishene, Ont.	Industries Thundercraft Inc., Les	Lachute, Qué.
A-1 Auto Glass Ltd.	Calgary, Alta.	International Canopies Ltd.	Kamloops, B.C.
Air BC Ltd.	Richmond, B.C.	Kawneer Company Canada Ltd.	Scarborough, Ont.
Bateaux Doral Ltée., Les	Grandmere, Qué.	Lorburn Glass Structures Inc.	Niagara Falls, Ont.
Bigfoot Industries Ltd.	Armstrong, B.C.	Mackay Forest Products Ltd.	Saint John, N.B.
Bogardus Wilson Ltd.	Burnaby, B.C.	Maisonneuve Aluminum Products Inc.	Montréal, Qué.
Bonair Leisures Industries Ltd.		Modernfold International Inc.	New Castle, Indiana, USA*
Industries Loisirs Bonair Ltée.	Cookshire, Qué.	Moise Cadorette Incorporé	Grand Mere, Qué.
Calvanaire Industries Ltd.	Strathroy, Ont.	Neudorf Glass Industries Ltd.	St. Catharines, Ont.
Campion Marine Inc.	Kamloops, B.C.	Northlander Industries	
Compliment Enterprises Ltd.	Welland, Ont.	O/B 533438 Ontario Ltd.	Exeter, Ont.
Cooper Yachts Ltd.	Maple Ridge, B.C.	Okanagan Manufacturers Ltd.	Penticton, B.C.
Dashwood Industries Ltd.	Centralla, Ont.	Olympique Mobile Enrg.	St. Janvier, Qué.
Farley Windows Inc.	Montréal-North, Qué.	Powrmatic of Canada Ltd.	Terrebonne, Qué.
Fiberline Industries Ltd.	Mississauga, Ont.	Pro-More Industries Ltd.	Drinkwater, Sask.
Fleetwood Canada Ltd.	Lindsay, Ont.	Renders and Renders Ltd.	Chatham, Ont.
General Coach, Div. of Citair Inc.	Hensall, Ont.	Richards-Wilcox Door Systems (Toronto) Ltd.	Mississauga, Ont.
Glendale Recreational Vehicles	Oliver, B.C.	S M White (Woodworking) Ltd.	Nashwaaksis, N.B.
O/B Firam Glendale Corp.	Strathroy, Ont.	Sargent and Company (Canada) Ltd.	Peterborough, Ont.
Great Atlantic & Pacific Co. of Canada Ltd., The	Islington, Ont.	Scamper Canada Ltd.	Lethbridge, Alta.
Hunters Manufacturing Ltd.	North Battleford, Sask.		
Hy-Line Sales Ltd.	Langley, B.C.		

* Non resident importer

CANADIAN IMPORTERS (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Security R V Manufacturing Ltd. OP by G D Moore & W C Meere	Kelowna, B.C.	Stewart Overhead Door Co. Ltd.	London, Ont.
Sims Manufacturing Canada Ltd.	Long Sault, Ont.	Travelaire Trailer Canada Ltd.	Red Deer, Alta.
Skinner & Laprise Construction O/B Grand Skinner Investments Ltd.	Wallaceburg, Ont.	Trulite Industries Ltd.	Mississauga, Ont.
Socodec Inc.	Montréal, Qué.	Vanamera Industries Ltd.	Kelowna, B.C.
Starcraft Recreational Products Ltd.	Listowel, Ont.	Waltec Bathware, Div. of Waltec Inc.	Cornwall, Ont.
		Wescan Glass Industries (Van) Inc.	Burnaby, B.C.

FOREIGN EXPORTERS TO CANADA

JANUARY TO SEPTEMBER 1989

Major foreign exporters to Canada of aluminum doors, windows and thresholds for doors are listed below in descending order of dollar value. These exporters accounted for 77 per cent of the total value of imports for the period January to September 1989.

The names of the foreign exporting companies are as captured on the computer system and may not be the full legal corporate name. A foreign company may appear in the source several different ways. Attempts are made to consolidate all various entries into one company. For this reason, the value associated with any given company is deemed to be the minimum value.

<u>Country Of Origin</u>	<u>Foreign Exporter to Canada</u>	<u>Value of Exports to Canada (\$000)</u>
United States	Hehr International Inc.	2 930
	Elixir Industries Inc.	1 059
	Creation Window Inc.	1 000
	N.A. Taylor Co. Inc.	572
	V.P. Winter Distributors	424
	All Metal Inc.	410
	Alumax Magnolia Div.)	802*
	Marpac Products Inc.)	
	Philips Industries Inc.	378
	Coral Industries Inc.)	596*
	Monroe Tool and Die)	
	Workright Products Inc.	232
	Bomar Inc.	229
	General Aluminum Corp.)	427*
	Ram Industries Inc.)	
Sailor Mfg. Inc.	196	
Eagle Window and Door Inc.	181	

* Aggregated to preserve confidentiality of Canadian importers.

FOREIGN EXPORTERS TO CANADA (Cont'd)

JANUARY TO SEPTEMBER 1989

<u>Country Of Origin</u>	<u>Exporter Name</u>	<u>Value of Exports to Canada (\$000)</u>
United States	Roto Frank of America Inc.)	523*
	Bilt Best Windows)	
	Line Tec)	
	Roof Windows)	487*
	Keller Industries Inc.)	
	Winter Seal of Flint Inc.)	
	Paeco Inc.	146
	Modern Door Corp.	133
	Caldwell Manufacturing Co.)	232*
	Western Fabrication)	

* Aggregated to preserve confidentiality of Canadian importers.

