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# MARKET INTELLIGENCE

IMPORT PROFILE

## BILLIARD EQUIPMENT AND PARTS (EXCLUDING COIN OPERATED)

Pub. No.: 89004-IP August 1989



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

Canada

I.D. 2731

## **IMPORT PROFILE**

### **BILLIARD EQUIPMENT AND PARTS (EXCLUDING COIN OPERATED)**

Pub. No.: 89004-IP      August 1989

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**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

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Leisure Products Division  
Service Industries and Consumer Goods  
Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel: (613) 954-3109

**REFERENCE SOURCES**

Industry, Science and Technology Canada  
Statistics Canada  
Revenue Canada  
U.S. Department of Commerce

**TARIFFS**

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) 954-7018

**EXPLANATORY NOTES**

**Valuation**

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values 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.

**Identification of Foreign Exporting Companies**

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. In addition, some of the value may be included in the "not known" category.

## TABLE OF CONTENTS

	PAGE
I      INTRODUCTION	5
II     CANADIAN IMPORTS	5
III    CANADIAN PRODUCTION	7
IV    CANADIAN EXPORTS	7
V    MARKET SUMMARY	8
VI    UNITED STATES' IMPORTS	9
VII   IMPORT TRENDS	10
VIII   IMPORT MARKET CONCENTRATION AND CANADIAN IMPORTERS	14
IX    FOREIGN EXPORTERS TO CANADA	23



## BILLIARD EQUIPMENT AND PARTS

### I INTRODUCTION

This report is part of a continuing series designed to increase business awareness of the potential existing for production in Canada.

### II CANADIAN IMPORTS

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

In both the Canadian International Trade Classification (C.I.T.C.) and the Harmonized Systems (H.S.), Slate Slabs for Billiard, Pool and Snooker Tables are classified to categories which contain other products. As a result, no separate import data are available for such slabs.

#### Canadian International Trade Classification Prior to 1988

Import data are given on subsequent pages for the years 1984-1987 for the following products:

<u>Description</u>	<u>Commodity Code</u>	Total Imports		% Change By Value 1986-1987	
		<u>1986 Quantity (No.)</u>	<u>1986 Value (\$000)</u>	<u>1987 Quantity (No.)</u>	<u>1987 Value (\$000)</u>
Balls, Billiard, Pool and Snooker	832-15-20	-	835	-	932
Cues, Billiard, Pool and Snooker	832-15-30	-	254	-	287
Cue Rests, Billiard, Pool and Snooker	832-15-33	-	1	-	5
Racks, Cue, Billiard, Pool and Snooker	832-15-35	-	28	-	20
Tips, Cue, Billiard, Pool and Snooker	832-15-36	-	136	-	116
Chalks, Billiard, Pool and Snooker	832-15-37	-	52	-	40
Tables, Bagatelle	832-15-40	124	39	74	34
Tables, Billiard	832-15-42	1 317	497	737	749

## BILLIARD EQUIPMENT AND PARTS

### CANADIAN IMPORTS (Cont'd)

<u>Description</u>	<u>Commodity Code</u>	Total Imports				<u>% Change By Value 1986-1987</u>
		<u>1986</u>	<u>Quantity (No.)</u>	<u>Value (\$000)</u>	<u>1987</u>	
Tables, Pool	832-15-44	440	455	22 984	1 523	234
Tables, Snooker	832-15-46	665	283	170	112	-61
Billiard, Pool and Snooker Equipment Parts, Not Elsewhere Specified	832-15-88	-	1 372	-	797	-42
Billiard, Pool and Snooker Equipment Not Elsewhere Specified	832-15-90	-	<u>557</u>	-	<u>475</u>	-15
Total, Billiard Equipment and Parts	832-15		4 509		5 091	
Billiard Cloth, 90% Wool, Broad Woven	372-59-20	-	689	-	602	-13
Billiard Cloth, Cotton, Unbleached/Bleached, Broad Woven	373-54-17	-	1	-	-	
Billiard Cloth, Cotton, Coloured, Broad Woven	373-58-17	-	<u>31</u>	-	<u>12</u>	-62
Total, Billiard Cloth			721		614	

#### Harmonized System Effective 1988

<u>Description</u>	<u>Commodity Code</u>	Total Imports <u>1988</u>	
		<u>Quantity (No.)</u>	<u>Value (\$000)</u>
Balls, Billiard, Pool and Snooker	9504.20.90.20	-	698
Cues, Billiard, Pool and Snooker	9504.20.90.10	-	778
Chalks, Billiard	9504.20.10.00	-	115
Billiard Tables, Whether or Not With Pockets	9504.20.20.00	4 373	2 577

## BILLIARD EQUIPMENT AND PARTS

### CANADIAN IMPORTS (Cont'd)

Harmonized System  
Effective 1988

<u>Description</u>	<u>Commodity Code</u>	<u>Total Imports 1988</u>	
		<u>Quantity (No.)</u>	<u>Value (\$000)</u>
Billiard Equipment, Parts and Accessories	9504.20.90.90	-	<u>901</u>
Total, Billiard Equipment, Parts and Accessories			<u>5 069</u>
(51-12) Woven Fabrics - Wool			
Billiard Cloth	5112.19.10.00	-	<u>816</u>
(52-08) Woven Fabrics of cotton, containing 85% or more by weight of cotton, weighing not more than 200 g/m <sup>2</sup> (includes billiard cloth)			
Unbleached	5208.12.00.90	-	<u>3 706</u>
Dyed	5208.32.90.90	-	<u>13 187</u>

### III CANADIAN PRODUCTION

There are at least 6 manufacturers of billiard, pool and snooker equipment and parts in Canada. Statistics Canada reports shipments of \$7.8 million for these products in 1986 (the latest year for which information is available).

### IV CANADIAN EXPORTS

Statistics Canada reports domestic exports of articles and accessories for billiards as follows:

<u>Description</u>	<u>Commodity Code</u>	<u>1989</u>	
		<u>1988 (\$000)</u>	<u>Jan. to May (\$000)</u>
Articles and Accessories for Billiards	9504.20	593	54

## BILLIARD EQUIPMENT AND PARTS

### V MARKET SUMMARY

The Canadian billiard equipment market (excluding coin-operations) has shown unspectacular but steady growth in recent years. In 1988 the total market is estimated at approximately \$13.0-15.0m at the wholesale level with imports representing 35-40 per cent of this total. Early indications are that this growth should continue for 1989.

Traditionally, Snooker has been the most popular game in Canada representing over 75 per cent of new product sales. Snooker's popularity can be traced to the British influence as Snooker is the most popular billiard game in the UK. However, Pool, which is considered easier to learn and enjoy at the recreational level because of the slightly larger ball and larger pockets, is showing significant gains in Canada and some industry experts expect it to surpass Snooker in the next 5-7 years in popularity. Pool is the most popular game in the USA and has been given extra promotion in Canada with the formation of a Pool League and the disbursement of cash prizes.

The billiard equipment market is divided into retail (home) and commercial/institutional segments. The retail market currently represents over 85 per cent of new product sales whereas the commercial/institutional market is fragmented to some extent by a high degree of resales and the commercial popularity of coin-operated tables. However there is also increased growth in private billiard clubs and up-scale billiard lounges.

At the equipment supply level, over 60 per cent of imports are from the USA with the remainder mostly from Taiwan, UK, and Belgium. Quality billiard balls are the main imports from Belgium. Canadian manufacturing capability consists mostly of tables with production dominated by three companies. In addition, there is one major cue manufacturer. The other manufacturers are generally smaller and craft or regionally oriented. Excluding slate, billiard cloth, and leather pockets, most of the component parts required to manufacture tables are available from a limited number of Canadian sources.

## BILLIARD EQUIPMENT AND PARTS

### VI UNITED STATES' IMPORTS

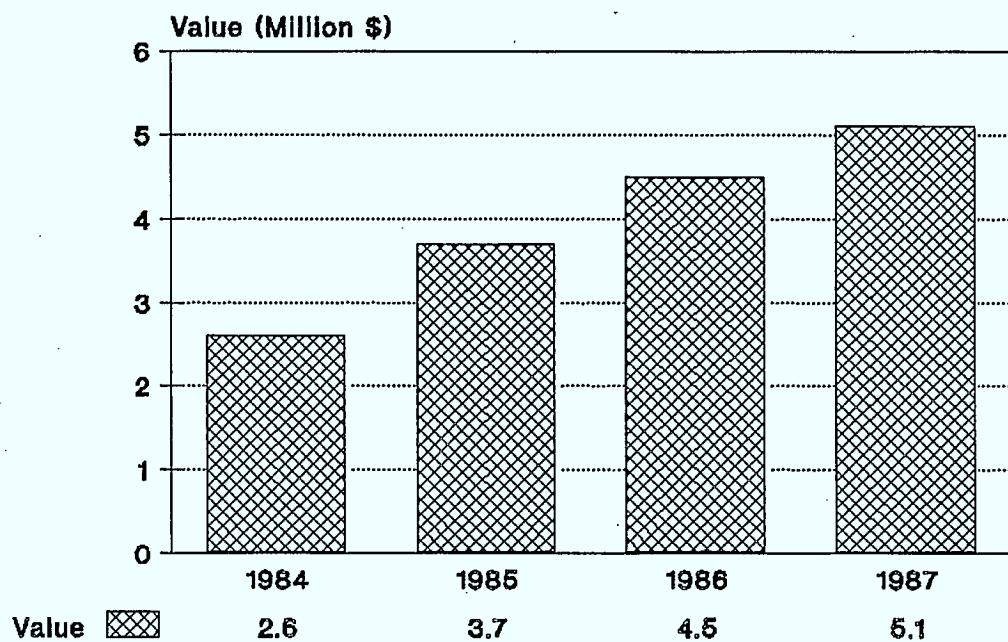
Data on U.S. imports of billiard, pool and snooker equipment and parts from all countries for 1988, as reported by the U.S. Department of Commerce, are included in the products listed below:

<u>Product Description</u>	<u>1988 Total (\$000)</u>	<u>Canada's Share (\$000)</u>	<u>Total (% )</u>
Tables of Wood, Especially Designed for Games	7 316	59	1
Tables, Especially Designed for Games, NSPF*	2 787	123	4
Bagatelle, Billiard and Pool Equipment, NSPF*, Except Tables	18 015	1 905	11
Woven Billiard Cloth Green Wholly Wool Over 11, Not Over 15 oz/sq/yd	49	—	—
TOTAL U.S. Imports	28 167	2 087	7

\* NSPF - Not Specifically Provided For

## VII IMPORT TRENDS

### Billiard Equipment and Parts Commodity Code 832-15



#### Value of Imports by Major Foreign Country of Export

Foreign Country of Export	1984	1985	1986	1987	Average Annual Growth Rate 1984-87
<hr/>					
United States	1 816	1 916	2 262	3 347	23
Taiwan	268	1 017	1 147	726	39
United Kingdom	258	360	176	471	22
Belgium-Luxemb.	178	228	270	408	32
Italy	71	152	542	75	2
Other	58	73	112	64	3
Total	2 649	3 746	4 509	5 091	24

Billiard Equipment and Parts - Commodity Code 832-15

Import Value Trends by Type

Commodity Code Description	1984	1985	1986	1987	Average Annual Growth Rate 1984-87	Major Source of Imports	
						1987 Value (\$000)	% of Total
832-15-20 Balls, Billiard, Pool and Snooker	490	714	835	932	24	United States 415	45
832-15-30 Cues, Billiard, Pool and Snooker	203	230	254	287	12	Taiwan 184	64
832-15-33 Cue Rests, Billiard, Pool and Snooker	3	8	1	5	19	Taiwan 4	80
832-15-35 Racks, Cue, Billiard, Pool and Snooker	13	12	28	20	15	United States 12	60
832-15-36 Tips, Cue, Billiard, Pool and Snooker	85	129	136	116	11	United States 66	57
832-15-37 Chalks, Billiard, Pool and Snooker	53	47	52	40	-9	United States 34	85
832-15-40 Tables, Bagatelle	35	21	39	34	-1	United States 34	100
832-15-42 Tables, Billiard	521	389	497	749	13	United States 654	87
832-15-44 Tables, Pool	368	380	455	1 523	61	United States 1 510	99
832-15-46 Tables, Snooker	145	132	283	112	-8	United States 59	53

**Billiard Equipment and Parts - Commodity Code 832-15**

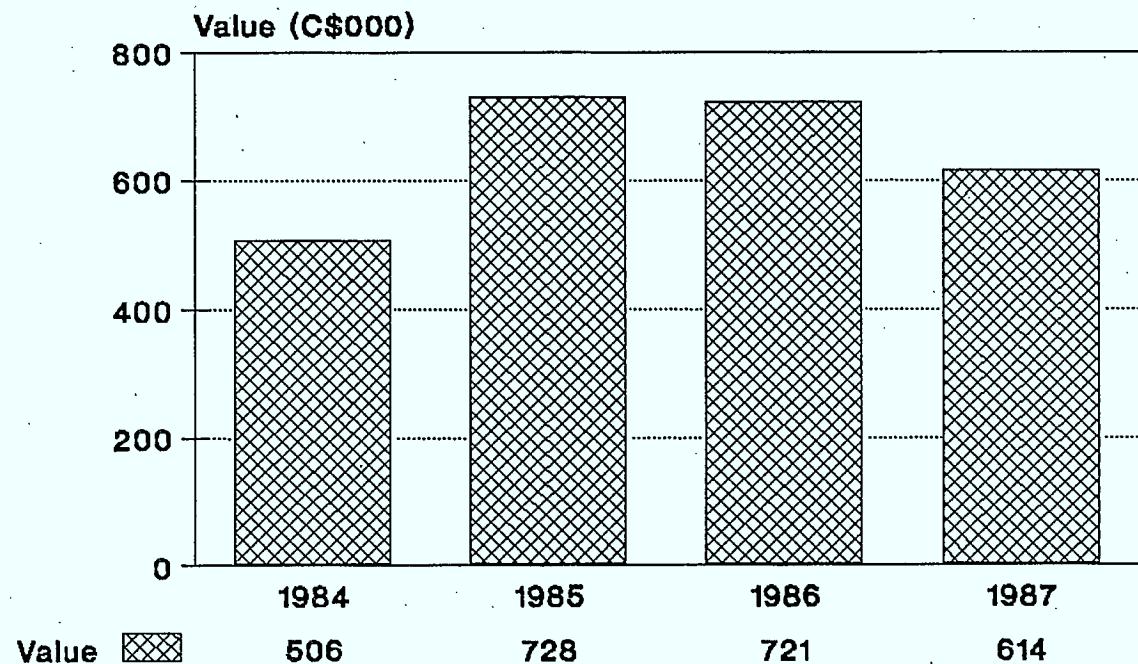
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**Import Value Trends by Type**

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Commodity Code Description	1984	1985	1986	1987	Average Annual Growth Rate 1984-87	Major Source of Imports				
					%	1987 Value	% of Total			
	- (\$000) -				%	(\$000)				
<b>832-15-88</b>										
Billiard, Pool & Snooker Equip. Parts Not Elsewhere Specified	400	1 088	1 371	797	26	Taiwan				
						439	55			
<b>832-15-90</b>										
Billiard, Pool and Snooker Equipment, Not Elsewhere Specified	333	599	557	476	13	United States				
						398	84			
Total	2 649	3 749	4 508	5 091	24	United States				
						3 347	66			

**Billiard Cloth**  
**Commodity Codes 372-59-20, 373-54-17 & 373-58-17**  
**Import Trends**



**Value of Imports by Major Foreign Country of Export**

Foreign Country of Export	1984	1985	1986	1987	Average Annual Growth Rate 1984-87
-----					
		- ( \$000 ) -			%
United Kingdom	317	487	504	471	14
United States	135	167	128	103	-9
Italy	54	51	46	40	-10
Other	0	23	43	0	N/A
Total	506	728	721	614	7

N/A - Not Applicable

## VIII IMPORT MARKET CONCENTRATION AND CANADIAN IMPORTERS

Statistical data concerning import market concentration, including an alphabetical listing of importers for all billiard tables, equipment and parts for the year 1987 are listed on the following pages. All importers are listed except for individuals and a minimal number of importers whose names were not available.

### Balls, Billiard and Snooker

The principal 6 importers of billiard, pool and snooker balls (C.I.T.C. Code 832-15-20) accounted for 88 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent of Total Value</u>
3	593	64
6	824	88
All Importers (17)	932	100

#### Name

Active Coin Machine Ltd.  
Ackland Billiard Equipment Ltd.  
BCE Holdings Ltd.  
Banco Canada Inc.  
Brunswick Int'l (Canada) Ltd.  
Canadian Amusement Game Supplies Ltd.  
Canada Billiard and Bowling Inc.  
Coleco (Canada) Ltée.  
Craftsmans World of Billiards Recreation Ltd.  
Dufferin Leisure Ltd.  
Hudsons Bay Wholesale Ltd.  
JNP Billiard Ltd.  
Janda Products Canada Ltd.  
Laniel Canada Ltd.  
Mr. Billiard Ltd.  
National Billiards and Shuffleboard Ltd.  
Southern Music Ltd.

#### Address

Winnipeg, Man.  
Montréal, Qué.  
Scarborough, Ont.  
Montréal, Qué.  
Skokie, Il. U.S.A.\*  
  
Burnaby, B.C.  
Laval, Qué.  
Montréal, Qué.  
  
Vancouver, B.C.  
Toronto, Ont.  
Winnipeg, Man.  
St. Luc, Qué.  
Rexdale, Ont.  
Montréal, Qué.  
Scarborough, Ont.  
  
Burnaby, B.C.  
Calgary, Alta.

\* Non-Resident Importer

### Cues, Billiard, Pool and Snooker

The principal 3 importers of billiard, pool and snooker cues, (C.I.T.C. Code 832-15-30) accounted for 78 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
3	224	78
6	256	89
All Importers(21)	287	100

#### Name                           Address

Active Coin Machine Ltd.	Winnipeg, Man.
Ackland Billiard Equipment Ltd.	Montréal, Qué.
Auctions Unlimited Inc.	Dorchester, Ont.
BCE Holdings Ltd.	Scarborough, Ont.
Banco Canada Inc.	Montréal, Qué.
Canadian Amusement Game Supplies Ltd.	Burnaby, B.C.
Canada Billiard and Bowling Inc.	Laval, Qué.
Canadian Home Shopping Network Ltd.	Toronto, Ont.
Canadian Pools Installation Division Ltd.	Kitchener, Ont.
Canadian Tire Corporation Ltd.	Toronto, Ont.
Circle Sales and Import Ltd.	Montréal, Qué.
Coleco (Canada) Ltée.	Montréal, Qué.
D.J. Furneaux Ltd.	St. John's, Nfld.
Jack-O-Matic Holdings Ltd.	Edmonton, Alta.
KPS Sports Co. Ltd.	Mississauga, Ont.
Les Amusements St. Gervais Inc.	St. Gervais, Qué.
Mr. Billiard Ltd.	Scarborough, Ont.
National Billiards and Shuffleboard Holdings Ltd.	Burnaby, B.C.
Olympic Enterprises Ltd.	Windsor, Ont.
Oxford Import and Export Ltd.	Windsor, Ont.
Southern Music Ltd.	Calgary, Alta.

### Cue Rests, Billiard, Pool and Snooker

There were 5 importers accounting for \$5 000 imports of billiard, pool and snooker cue rests, (C.I.T.C. Code 832-15-33) during 1987.

#### Name                           Address

Banco Canada Inc.	Montréal, Qué.
Circle Sales and Import Ltd.	Montréal, Qué.
Groulx Amusement Co. Ltd.	Windsor, Ont.
Laniel Automatic Machines Inc.	Montréal, Qué.
Mr. Billiard Ltd.	Scarborough, Ont.

### Racks, Cue, Billiard, Pool and Snooker

The principal 3 importers of billiard, pool and snooker cue racks, (C.I.T.C. Code 832-15-35) accounted for 80 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
3	16	80
7	20	97
All Importers (10)	20	100

<u>Name</u>	<u>Address</u>
Ackland Billiard Equipment Ltd.	Montréal, Qué.
BCE Holdings Ltd.	Scarborough, Ont.
Canadian Amusement Game Supplies Ltd.	Burnaby, B.C.
Canada Billiard and Bowling Inc.	Laval, Qué.
Canadian Tire Corporation Ltd.	Toronto, Ont.
Craftmans World of Billiards Recreation Ltd.	Vancouver, B.C.
Home Billiards Sales and Service Ltd.	Mississauga, Ont.
National Billiards and Shuffleboard Holdings Ltd.	Burnaby, B.C.
Olympic Enterprises Ltd.	Windsor, Ont.
Southern Music Ltd.	Calgary, Alta.

### Tips, Cue, Billiard, Pool and Snooker

The principal 6 importers of billiard, pool and snooker cue tips, (C.I.T.C. Code (832-15-36) accounted for 94 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
3	94	81
6	109	94
All Importers(14)	116	100

<u>Name</u>	<u>Address</u>
Active Coin Machine Ltd.	Winnipeg, Man.
Ackland Billiard Equipment Ltd.	Montréal, Qué.
Banco Canada Inc.	Montréal, Qué.
C-Jet Edm.Inc.	Edmonton, Alta.
Canadian Amusement Game Supplies Ltd.	Burnaby, B.C.
Canada Billiard and Bowling Inc.	Laval, Qué.
Canadian Tire Corp. Ltd.	Toronto, Ont.
Circle Sales and Import Ltd.	Montréal, Qué.
Dufferin Cue Ltd.	Toronto, Ont.
Janda Products Canada Ltd.	Rexdale, Ont.
Mr. Billiard Ltd.	Scarborough, Ont.
National Billiards and Shuffleboard Ltd.	Burnaby, B.C.
Oxford Import and Export Ltd.	Montréal, Qué.
Southern Music Ltd.	Calgary, Alta.

### Chalks, Billiard, Pool and Snooker

The principal 6 importers of billiard, pool and snooker chalks, (C.I.T.C. Code 832-15-37) accounted for 84 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
3	25	63
6	33	84
All Importers(15)	40	100

#### Name

Active Coin Machine Ltd.  
Ackland Billiard Equipment Ltd.  
Banco Canada Inc.  
Canadian Amusement Game Supplies Ltd.  
Canadian Billiard and Bowling Inc.  
Canadian Tire Corp. Ltd.  
Chapman Billiard Supply Ltd.  
Craftsmans World of Billiards Recreation Ltd.  
Dufferin Cue Ltd.  
FVJ Import Sales Ltd.  
KPS Sports Co. Ltd.  
Laniel Automatic Machines Inc.  
Mr. Billiard Ltd.  
National Billiards and Shuffleboard Ltd.  
Northern Stores Div. of Hudson's Bay Co.

#### Address

Winnipeg, Man.  
Montréal, Qué.  
Montréal, Qué.  
Burnaby, B.C.  
Laval, Qué.  
Toronto, Ont.  
Toronto, Ont.  
  
Vancouver, B.C.  
Toronto, Ont.  
Oakville, Ont.  
Mississauga, Ont.  
Montréal, Qué.  
Scarborough, Ont.  
Burnaby, B.C.  
Winnipeg, Man.

### Tables, Bagatelle

The principal 3 importers of bagatelle tables, (C.I.T.C. Code 832-15-40) accounted for 80 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
3	28	80
All Importers(8)	34	100

#### Name

Active Coin Machine Ltd.  
Asian Department Store Ltd.  
Atwoods Ethan Allen Grocery Ltd.  
Brunswick Int'l (Canada) Ltd.  
Craftsmans World of Billiards Recreation Ltd.  
Cursco Products Ltd.  
Feldberg Designs Ltd.  
FVJ Import Sales Ltd.

#### Address

Winnipeg, Man.  
Scarborough, Ont.  
Downsview, Ont.  
Skokie, Il. U.S.A.\*  
  
Vancouver, B.C.  
Scarborough, Ont.  
Duncan, B.C.  
Oakville, Ont.

\*Non-Resident Importer

### Tables, Billiard

The principal 3 importers of billiard tables, (C.I.T.C. Code 832-15-42) accounted for 68 per cent of the total import value during 1987.

<u>Principal Importers</u>	<u>Cumulative Value</u>	<u>Per Cent Of Total Value</u>
(No.)	(\$000)	
3	512	68
6	606	81
All Importers(10)	749	100

<u>Name</u>	<u>Address</u>
Abercrombie and Fitch Co. (Canada) Inc.	Vancouver, B.C.
Action Promotions Ltd.	Calgary, Alta.
BCE Holdings Ltd.	Scarborough, Ont.
Brunswick Int'l (Canada) Ltd.	Skokie, Ill. U.S.A.*
Canadian Pools Installation Division	Kitchener, Ont.
Intercontinental Group	Calgary, Alta.
Jack-O-Matic Holdings Ltd.	Edmonton, Alta.
Kobryn Management Ltd.	Windsor, Ont.
Laniel Automatic Machines Inc.	Montréal, Qué.
TW Gilchrist Vending Ltd.	Toronto, Ont.

Abercrombie and Fitch Co. (Canada) Inc.	Vancouver, B.C.
Action Promotions Ltd.	Calgary, Alta.
BCE Holdings Ltd.	Scarborough, Ont.
Brunswick Int'l (Canada) Ltd.	Skokie, Ill. U.S.A.\*
Canadian Pools Installation Division	Kitchener, Ont.
Intercontinental Group	Calgary, Alta.
Jack-O-Matic Holdings Ltd.	Edmonton, Alta.
Kobryn Management Ltd.	Windsor, Ont.
Laniel Automatic Machines Inc.	Montréal, Qué.
TW Gilchrist Vending Ltd.	Toronto, Ont.

### Tables, Pool

The principal 3 importers of pool tables, (C.I.T.C. Code 832-15-44) accounted for 85 per cent of the total import value during 1987.

<u>Principal Importers</u>	<u>Cumulative Value</u>	<u>Per Cent Of Total Value</u>
(No.)	(\$000)	
3	1 299	85
All Importers(18)	1 523	100

<u>Name</u>	<u>Address</u>
Abercrombie and Fitch Co. (Canada) Inc.	Vancouver, B.C.
Alberta Shuffleboards (Edmonton) Ltd.	Edmonton, Alta.
Attitudes Gadget Plus Ltd.	Montréal, Qué.
CSA Marketing Ltd.	Downsview, Ont.
Cambridge Recreation Products Inc.	Cambridge, Ont.
Coleco (Canada) Ltée.	Montréal, Qué.
Craftsmans World of Billiards Recreation Ltd.	Vancouver, B.C.
Feder International Distributing Corp.	Vancouver, B.C.
Home Billiards Sales and Service Ltd.	Mississauga, Ont.
Hopewell Marketing Inc.	Markham, Ont.
J.E. Weatherhead Distributors Ltd.	Burnaby, B.C.

Abercrombie and Fitch Co. (Canada) Inc.	Vancouver, B.C.
Alberta Shuffleboards (Edmonton) Ltd.	Edmonton, Alta.
Attitudes Gadget Plus Ltd.	Montréal, Qué.
CSA Marketing Ltd.	Downsview, Ont.
Cambridge Recreation Products Inc.	Cambridge, Ont.
Coleco (Canada) Ltée.	Montréal, Qué.
Craftsmans World of Billiards Recreation Ltd.	Vancouver, B.C.
Feder International Distributing Corp.	Vancouver, B.C.
Home Billiards Sales and Service Ltd.	Mississauga, Ont.
Hopewell Marketing Inc.	Markham, Ont.
J.E. Weatherhead Distributors Ltd.	Burnaby, B.C.

\*Non-Resident Importer

**Tables, Pool (Cont'd)**

<u>Name</u>	<u>Address</u>
Laniel Canada Ltd.	Montréal, Qué.
Mr. Billiard Ltd.	Scarborough, Ont.
Southern Music Ltd.	Calgary, Alta.
T.W. Gilchrist Vending Ltd.	Toronto, Ont.
The Leading Image Inc.	Toronto, Ont.
Tocaido Trading Company Inc.	Saskatoon, Sask.
Windoworld Inc.	Thunder Bay, Ont.

**Tables, Snooker**

There were 4 importers accounting for \$112 000 of snooker tables, (C.I.T.C. Code 832-15-46) in 1987.

<u>Name</u>	<u>Address</u>
Abercrombie and Fitch Co. (Canada) Inc.	Vancouver, B.C.
BCE Holdings Ltd.	Scarborough, Ont.
Brunswick Centre Inc.	Skokie, Ill., U.S.A.*
Toys R Us (Canada) Ltd.	Rexdale, Ont.

**Billiard, Pool and Snooker Equipment Parts  
Not Elsewhere Specified**

The principal 3 importers of billiard, pool and snooker equipment parts not elsewhere specified, (C.I.T.C. Code 832-15-88) accounted for 71 per cent of the total import value during 1987.

<u>Principal Importers</u> <u>(No.)</u>	<u>Cumulative Value</u> <u>(\$000)</u>	<u>Per Cent Of Total Value</u>
3	563	71
6	656	82
All Importers(26)	797	100

<u>Name</u>	<u>Address</u>
Ackland Billiard Equipment Ltd.	Montréal, Qué.
Alberta Shuffleboards (Edmonton) Ltd.	Edmonton, Alta.
Banco Canada Inc.	Montréal, Qué.
BCE Holdings Ltd.	Scarborough, Ont.

\*Non-Resident Importer

**Billiard, Pool and Snooker Equipment Parts (Cont'd)**  
**Not Elsewhere Specified**

<u>Name</u>	<u>Address</u>
Brunswick International (Canada) Ltd.	Muskegon, Mi., U.S.A.*
Canadian Amusement Game Supplies Ltd.	Burnaby, B.C.
Canada Billiard and Bowling Inc.	Laval, Qué.
Canadian Tire Corporation Ltd.	Toronto, Ont.
Craftsmans World of Billiards Recreation Ltd.	Vancouver, B.C.
C-Jet Edm. Incorp.	Edmonton, Alta.
Dufferin Cue Ltd.	Toronto, Ont.
Dufferin Leisure Ltd.	Toronto, Ont.
FW Woolworth Company Ltd.	Weston, Ont.
Jack-O-Matic Holdings Ltd.	Edmonton, Alta.
KPS Sports Co. Ltd.	Mississauga, Ont.
Laniel Automatic Machines Inc.	Montréal, Qué.
Laniel Canada Inc.	Montréal, Qué.
Mr. Billiard Ltd.	Scarborough, Ont.
Morrie Hackner Import Ltd.	Downsview, Ont.
National Billiards and Shuffleboard Ltd.	Burnaby, B.C.
Palason Billiards Inc.	Lachine, Qué.
SWR Industries Ltd.	Mississauga, Ont.
Southern Music Ltd.	Calgary, Alta.
TW Gilchrist Vending Ltd.	Toronto, Ont.
Tyee Delivery of Port Alberni Ltd.	Port Alberni, B.C.

**Billiard, Pool and Snooker Equipment**  
**Not Elsewhere Specified**

The principal 30 importers of billiard, pool and snooker equipment not elsewhere specified, (C.I.T.C. Code 832-15-90) accounted for 55 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
5	18	28
10	79	41
20	130	52
30	148	55
All Importers(41)	475	100

<u>Name</u>	<u>Address</u>
Ackland Billiard Equipment Ltd.	Montréal, Qué.
ADA Outerwear Inc.	Montréal, Qué.
AJ Wholesale Pool Supplies Ltd.	Surrey, B.C.

\*Non-Resident Importer

**Billiard, Pool and Snooker Equipment (Cont'd)**  
**Not Elsewhere Specified**

<u>Name</u>	<u>Address</u>
Aquiform Distributors Ltd.	Richmond, B.C.
Banco Canada Inc.	Montréal, Qué.
BCE Holdings Ltd.	Scarborough, Ont.
Bonavista Pools Ltd.	Scarborough, Ont.
Brunswick International (Canada) Ltd.	Muskegon, Mi., U.S.A.*
Canadian Amusement Game Supplies Ltd.	
Canadian Billiard and Bowling Inc.	Burnaby, B.C.
Canadian Tire Corporation Ltd.	Laval, Qué.
Coleco (Canada) Ltée.	Toronto, Ont.
Crystal Palace Snooker Lounge	Montréal, Qué.
Dufferin Cue Ltd.	Calgary, Alta.
Fun N Sun Pools Ltd.	Toronto, Ont.
Gall Construction Ltd.	Edmonton, Alta.
Irwin Toy Ltd.	Kitchener, Ont.
Jack-O-Matic Holdings Ltd.	Toronto, Ont.
Jacuzzi Canada Ltd.	Edmonton, Alta.
KPS Sports Co. Ltd.	Rexdale, Ont.
Kobryn Management Ltd.	Mississauga, Ont.
Laniel Automatic Machines Inc.	Windsor, Ont.
Les Amusements St. Gervais Inc.	Montréal, Qué.
Les Entreprises Sa-Lum Ltée.	St. Gervais, Qué.
Marchand Claude Ltd.	St. Lambert, Qué.
Marie Anne Novelties Inc.	Longueuil, Qué.
Morrie Hackner Import Ltd.	Montréal, Qué.
Mr. Billiard Ltd.	Downsview, Ont.
Mursatt Chemicals Ltd.	Scarborough, Ont.
National Billiard and Bowling Inc.	Downsview, Ont.
Olympic Enterprises Ltd.	Laval, Qué.
Pier 1 Import of Canada (1978) Inc.	Windsor, Ont.
Piscines Aqua-Belle Ltée.	Ville St-Laurent, Qué.
Piscine Trevi Inc.	Chambly, Qué.
Playtoy Industries Ltd.	Ville Laval, Qué.
Premier Industries of Canada	Toronto, Ont.
Rocky Mountain Pools and Spas Ltd.	Langley, B.C.
Stranco Systems Ltd.	Calgary, Alta.
Technical Industries Ltd.	Vancouver, B.C.
W.J. Hillier Enterprises Ltd.	Brantford, Ont.
	Markham, Ont.

\*Non-Resident Importer

### Billiard Cloth, 90% Wool, Broad Woven

The principal 6 importers of 90% wool, broad woven billiard cloth, (C.I.T.C. Code 372-59-20) accounted for 78 per cent of the total import value during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Per Cent Of Total Value</u>
3	331	55
6	474	78
10	529	87
All Importers(21)	602	100

#### Name

Ackland Billiard Equipment Ltd.  
All-Steel Canada Ltd.  
Armstrong World Industries Canada Ltd.  
Banco Canada Inc.  
BCE Holdings Ltd.  
Canada Billiard and Bowling Inc.  
Canadian Pools Installation Division  
Craftsmans World of Billiards Recreation  
Ltd.  
Dufferin Leisure Ltd.  
FM Masse Investments Ltd.  
Jack-O-Matic Holdings Ltd.  
Janda Products Canada Ltd.  
Laniel Automatic Machines Inc.  
Les Amusements St. Gervais Inc.  
Maurice Boyer Pro-Shop Inc.  
Mr. Billiard  
National Billiards and Shuffleboard  
Northern Stores Division Hudson's  
Bay Co.  
Regent Vending and Amusements Ltd.  
Ricks Billiard Tables Ltd.  
156635 Canada Inc.

#### Address

Montréal, Qué.  
Montréal, Qué.  
Montréal, Qué.  
Montréal, Qué.  
Scarborough, Ont.  
Laval, Qué.  
Kitchener, Ont.  
  
Vancouver, B.C.  
Toronto, Ont.  
Windsor, Ont.  
Edmonton, Alta.  
Rexdale, Ont.  
Montréal, Qué.  
St. Gervais, Qué.  
Montréal, Qué.  
Scarborough, Ont.  
Burnaby, B.C.  
  
Winnipeg, Man.  
Ottawa, Ont.  
Scarborough, Ont.  
Winnipeg, Man.

### Billiard Cloth, Cotton, Coloured, Broad Woven

There were 5 importers accounting for \$12 000 of cotton, coloured, broad woven billiard cloth, (C.I.T.C. Code 373-58-17).

#### Name

All-Steel Canada Ltd.  
Den-O-Roy Amusements Ltd.  
Groulx Amusements Co. Ltd.  
Kobryn Management Ltd.  
Sound Solutions Systems Inc.

#### Address

Montréal, Qué.  
Windsor, Ont.  
Windsor, Ont.  
Windsor, Ont.  
Rexdale, Ont.

## IX FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of billiard equipment and parts for the year 1987, are listed below in descending order of dollar value by major country of export.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Imports</u> (\$000)
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### Balls, Billiard, Pool and Snooker

United States	Brunswick Corp.	311
Belgium	SALUC	300
United Kingdom	Arthur Maes BCE	) 209*

### Cues, Billiard, Pool and Snooker

Taiwan	Kao Kao Ind. Co. Ltd.	)
United States	The Valley Co.	)
United Kingdom	BCE	)
Taiwan	Collins Co. Ltd.	)
Taiwan	Gitei Ent. Co.	)

### Cue Rests, Billiard, Pool and Snooker

Taiwan	Lucky Angel Ent.	)
United States	Wico Distr. Co. Ltd.	)
United States	Penn Ray Sutra	)

### Racks, Cue, Billiard, Pool and Snooker

United States	John H. Van Patten	)
Taiwan	Sevenlined	)
Taiwan	Gitei Enterp.	)
Taiwan	Eagles Ind.	)

### Tips, Cue, Billiard, Pool and Snooker

United States	Tweeten Fibre Co. Inc.	60
France	Aberlard Billiards	)
Taiwan	Kao Kao Ind. Co. Ltd.	)

\* Aggregated to preserve confidentiality of Canadian importers.

**IX FOREIGN EXPORTERS TO CANADA (Cont'd)**

<u>Country</u>	<u>Exporter Name</u>	<u>Value of Imports</u> (\$000)
<b><u>Chalks, Billiard, Pool and Snooker</u></b>		
United States	Tweeten Fibre Co.	22
United States	National Tournament	
United States	Wico Distr. Co. Ltd.	}
		7*
<b><u>Tables, Bagatelle</u></b>		
United States	Dynamo Corp.	
Taiwan	Sunsing	}
		27*
<b><u>Billiard, Pool and Snooker Tables*</u></b>		
United States	Coleco Industries	
	Dynamo Corp.	}
		1 429*
United States	Brunswick Corp.	
	The Valley Co.	}
		377*
<b><u>Billiard Equipment and Parts</u></b>		
United States	Barricuda	
United Kingdom	BCG	
United States	United Billiard	}
United States	Penn Ray	35
Italy	Italardesia SNC	
Italy	Gruffs	
Taiwan	Kao Kao Ind. Co. Ltd.	}
		80*
United States	RC Covers	
United States	Hanover	
United States	Coleco	
Italy	Ardesit	
United States	The Sewingworks Inc.	)
		83*
<b><u>Billiard Cloth</u></b>		
United Kingdom	BCE	
United Kingdom	Henry Booth and Sons	)
		291*
United Kingdom	John Hainsworth and Sons	104
Italy	Sciarificio	
United Kingdom	E.J. Riley Ltd.	
United States	Chas W House	)
		91*

\* Aggregated to preserve confidentiality of Canadian importers.

