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# MARKET INTELLIGENCE

## IMPORT PROFILE

COOKING UTENSILS, HOUSEHOLD,  
ALUMINUM AND STAINLESS STEEL

Pub. No.: 89103-IP-2 June 1989



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COOKING UTENSILS, HOUSEHOLD, ALUMINUM AND  
STAINLESS STEEL

INTRODUCTION

This report is part of a continuing series 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 products:

<u>Description</u>	<u>Commodity Code</u>	TOTAL IMPORTS			<u>% Change 1988/1987</u>
		<u>1986</u>	<u>1987</u>	<u>1988</u> (C\$ million)	
<u>Prior to 1988*</u>					
Cooking Utensils, Household, Aluminum	850-07-20	13.1	14.1	-	
Cooking Utensils, Household, Stainless Steel	850-11-20	19.1	21.2	-	
<u>Effective 1988*</u>					
Aluminum Household Cooking Utensils	7615.10.00.10	-	-	15.5	9.9
Stainless Steel Household Cooking Utensils	7323.93.00.10	-	-	30.5	43.9
<b>TOTAL</b>		<b>32.2</b>	<b>35.3</b>	<b>46.0</b>	<b>30.3</b>

A list of Canadian importers of aluminum and stainless steel household cooking utensils is given in Appendix A. Lists of foreign exporters to Canada of aluminum and stainless steel cooking utensils are given in Appendices B1 and B2 respectively.

\*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 Commodity 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 necessarily directly comparable to those for 1988.

CANADIAN PRODUCTION

There are at least four Canadian manufacturers of aluminum household cooking utensils and five manufacturers of stainless steel household cooking utensils. Statistics Canada reports shipments of these products as follows:

<u>Product</u>	<u>Value of Shipments (C\$ million)</u>		
	<u>1984</u>	<u>1985</u>	<u>1986</u>
Cooking Utensils, Aluminum (excl. electric)	28.0	N/A	N/A
Cooking Utensils, Stainless Steel (excl. electric)	16.6	14.4	9.9

N/A - Not available due to confidentiality provisions of the Statistics Act.

CANADIAN EXPORTS

Statistics Canada does not publish specific data on exports of aluminium and stainless steel household cooking utensils. They are included in the following classes:

<u>Description</u>	<u>Commodity Code</u>	<u>Total Exports - 1988 (C \$ million)</u>
Table, kitchen or other household articles and parts thereof, stainless steel, not elsewhere specified	7323.93	2.5
Table, kitchen and household articles, aluminum, and parts, not elsewhere specified	7615.10	1.3
<b>TOTAL</b>		<b><u>3.8</u></b>

UNITED STATES' IMPORTS

The United States' Department of Commerce reports U.S. imports of aluminum and stainless steel cooking and kitchen ware for 1988 as follows:

<u>Product Description</u>	<u>Value of U.S. Imports 1988 (C\$000)</u>	
	<u>Total</u>	<u>Canada's Share</u>
Cooking and kitchen ware, of stainless steel, not coated or plated with precious metal, not enamelled or glazed	168 015	9 156
Cooking and kitchen ware, of aluminum, not coated or plated with precious metal, not enamelled or glazed	37 613	377

#### MARKET SUMMARY

The market for domestic cookware in Canada has traditionally been divided between aluminum and stainless steel utensils. Formerly, aluminum cookware predominated in terms of both domestic production and imported product. However, in the last fifteen years, with technological improvements in the production of stainless steel cookware on an international scale, stainless steel has gradually increased its share of the Canadian market. Stainless steel cookware combines the best heat-conductive properties of aluminum with the stain-resistant polished finish of stainless steel which consumers prefer.

Cookware falls under the housewares market which is one of the fastest-changing consumer product sectors, with short product life cycles constantly creating the need for new and improved products. In general, cookware competes for the consumer's interest with fairly standard lines that have changed little in recent years, against a dynamic availability of other housewares product options.

In more recent years, however, the introduction and popularization of the microwave oven into Canadian homes has had an impact on the sales of traditional metal cookware products. The normally expected growth in this sector has been redirected somewhat towards the development of new non-metallic micro-safe cookware or the alternate multi-use products in glass and ceramic, rather than the traditional standard metal cookware lines.

While the metal cookware industry is not subject to highly seasonal market fluctuations, industry sources report two production "humps": between January to February, and September to October, with approximately 40 per cent of shipments made in the first half of the year, and 60 per cent in the second half. The major retail promotions for housewares occur in the March-April and October-November periods.

The cookware industry markets its products through retail/wholesale channels and through direct selling, that is, through the "party plan" method or through mail order catalogue sales. The lower merchandising costs involved in direct selling are more significant at the high-end or specialty gourmet market where unit costs are already high and a more specialized and direct marketing approach will attract the appropriate target market. However, the vast proportion of cookware is still marketed via company representatives across the country to hardware and department stores, wholesalers, mass merchandisers and supermarkets.

High-quality imports from Western Europe (mainly from France, Italy and Spain) have traditionally appealed to the affluent "gourmet" housewares consumer who was looking for top performance and modern design features. At the other end of the market spectrum, imports of cookware from South East Asia have represented the low-end in terms of both quality and price, and were normally distributed by bargain mass merchandisers and supermarket outlets. In recent years, however, there has been a significant upgrading of production standards in the manufacture of medium-to-high-end cookware products, particularly in Hong Kong and Korea. These new competitively-priced imports are now entering the North American market to compete against the traditional Canadian production strengths in medium-to-high-end cookware. The aluminum cookware industry has been particularly affected by this trend.

Imports have represented between 45 to 60 per cent of the domestic cookware market in Canada. The last three years have shown a gradual increase in the import share of the market, while at the same time exports of Canadian manufactured cooking utensils and parts have declined.

MARKET SUMMARY (CONT'D)

Canadian market demand for metal cookware has levelled off recently, after rapid growth in the late 1970's and early 1980's. However, the top-of-the-line segment of the market should continue to provide Canadian manufacturers with opportunities to expand and develop new design features in their products. In addition, Canadian producers should be able to take advantage of growth potential in other specific markets. While Canadian manufacturers do not enjoy the economies of scale resulting from the long production runs of their United States competitors, most Canadian producers have been able to make their smaller size a strength rather than a weakness insofar as shorter production runs afford them greater manufacturing flexibility. This type of manufacturing flexibility has, in the past, allowed Canadian producers to meet the specific needs of export markets, such as Japan, Singapore, Malaysia, and the U.S.A.

Competition is fierce in the multi-product cookware sector, and Canadian cookware producers have to establish a high profile to compete for consumer interest against the internationally-known name brands from the United States and Western Europe. A stronger consumer identification base would benefit the Canadian industry in both the domestic and international markets.

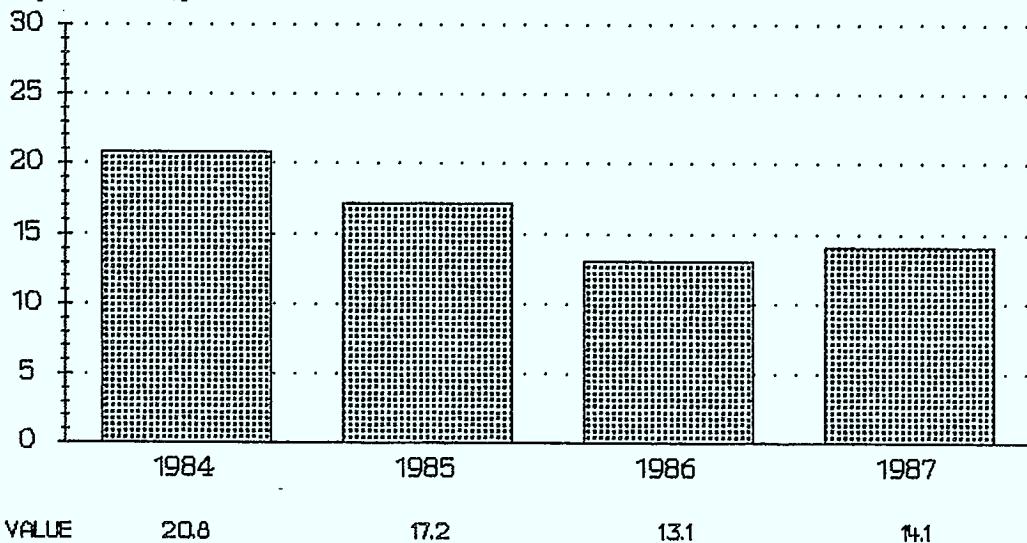
The 1989 U.S. tariff on metal cookware from Canada falls between 3.5 and 5.1 per cent. The equivalent Canadian tariff on products from the U.S. is 9.2 per cent and 10.2 per cent from other MFN countries.

SOURCE: Leisure Products Division (see page 21).

**IMPORT DATA**

COOKING UTENSILS, HOUSEHOLD, ALUMINUM  
COMMODITY CODE 850-07-20  
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	PER CENT CHANGE 1986-87
UNITED STATES VALUE [C\$000]	5345	4935	3849	5721	2	49
FRANCE VALUE [C\$000]	4362	4494	3810	3880	-4	2
HONG KONG VALUE [C\$000]	5788	3435	2184	2140	-28	-2
TAIWAN VALUE [C\$000]	2937	2047	1308	1072	-29	-18
ITALY VALUE [C\$000]	1205	1483	1286	638	-19	-50
OTHER VALUE [C\$000]	1127	757	614	612	-18	0
TOTAL VALUE [C\$000]	20764	17151	13051	14063	-12	8

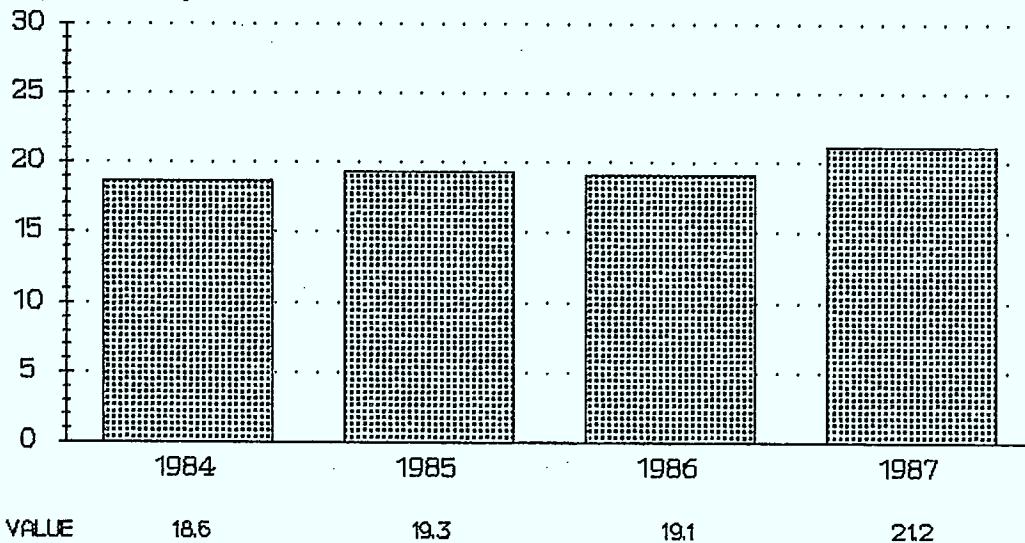
COOKING UTENSILS, HOUSEHOLD, ALUMINUM  
COMMODITY CODE 850-07-20

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES VALUE	25.7	28.8	29.5	40.7
FRANCE VALUE	21.0	26.2	29.2	27.6
HONG KONG VALUE	27.9	20.0	16.7	15.2
TAIWAN VALUE	14.1	11.9	10.0	7.6
ITALY VALUE	5.8	8.6	9.9	4.5
OTHER VALUE	5.4	4.4	4.7	4.4
TOTAL VALUE	100.0	100.0	100.0	100.0

COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL  
COMMODITY CODE 850-11-20  
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	PER CENT CHANGE 1986-87
REPUBLIC OF KOREA					%	%
VALUE (C\$000)	5340	5433	5641	8112	15	44
UNITED STATES						
VALUE (C\$000)	4244	4134	3737	3945	-2	6
ITALY						
VALUE (C\$000)	2778	4317	4655	3641	9	-22
TAIWAN						
VALUE (C\$000)	1310	992	1294	1916	14	48
HONG KONG						
VALUE (C\$000)	906	688	1163	1498	18	29
OTHER						
VALUE (C\$000)	4013	3769	2591	2072	-20	-20
TOTAL						
VALUE (C\$000)	18591	19333	19081	21184	4	11

COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL  
COMMODITY CODE 850-11-20

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IMPORT MARKET SHARES

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FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
REPUBLIC OF KOREA				
VALUE	28.7	28.1	29.6	38.3
UNITED STATES				
VALUE	22.8	21.4	19.6	18.6
ITALY				
VALUE	14.9	22.3	24.4	17.2
TAIWAN				
VALUE	7.0	5.1	6.8	9.0
HONG KONG				
VALUE	4.9	3.6	6.1	7.1
OTHER				
VALUE	21.6	19.5	13.6	9.8
TOTAL				
VALUE	100.0	100.0	100.0	100.0

APPENDIX A

CANADIAN IMPORTERS

A. ALUMINUM HOUSEHOLD COOKING UTENSILS

The principal 20 importers of aluminum household cooking utensils accounted for 76 per cent of the total import value for this product during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (C\$ million)	<u>Cumulative Per Cent of Total Value</u>
3	5.8	41
10	9.3	66
20	10.7	76
All Importers (241)	14.1	100

B. STAINLESS STEEL HOUSEHOLD COOKING UTENSILS

The principal 30 importers of stainless steel household cooking utensils accounted for 65 per cent of the total import value for this product during 1987.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (C\$ million)	<sup>*</sup> <u>Cumulative Per Cent of Total Value</u>
3	6.0	28
10	10.0	47
20	12.4	58
30	13.8	65
All Importers (326)	21.2	100

Importers of household cooking utensils 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. The numbers in brackets following the names of the importers indicate the specific products they are importing as follows: (1) aluminum household cooking utensils; and (2) stainless steel household cooking utensils.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
124540 Canada Inc.(2)	Montréal, Qué.	475566 Ontario Limited(2)	Chatham, Ont.
131865 Canada Inc.(1)	Montréal, Qué.	63445 Manitoba Ltd.(2)	Clandeboye, Man.
134373 Canada Inc.(2)	Sherbrooke, Qué.	883 Hotel Investments Inc.(1)	Montréal, Qué.
142318 Canada Inc.(2)	St-Laurent, Qué.	91350 Canada Ltd.(1)	Brossard, Qué.
146896 Canada Inc.(1)(2)	Montréal, Qué.	A E McKenzie Company Ltd.(1)	Brandon, Man.
396101 Ontario Ltd.(1)	St. Catharines, Ont.	ABC Cassidy Co., Div. of Cassidys Ltd.(1)(2)	Vancouver, B.C.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A J Walker & Son Limited(2)	Truro, N.S.	C E Springer & Company Ltd.(1)	Mississauga, Ont.
Accent Home Products Ltd.(1)	Montréal, Qué.	C G H Sales Ltd.(2)	Vancouver, B.C.
Adriano Bertozzi Importing Incorporated(1)	Downsview, Ont.	Café Terra Ltée(1)	Montréal, Qué.
Ajay-Dorcy Canada Ltd.(1)	Niagara Falls, Ont.	Canada Safeway Limited(1)(2)	Regina, Sask.
Aladdin Industries Inc.(2)	Nashville, TN, USA*	Canadian Coleman Company Ltd., The(1)	Toronto, Ont.
Algan Shipyards Limited(2)	Gananoque, Ont.	Canadian Mr Sweeper Inc.(2)	Burnaby, B.C.
Alberta Hobby-Craft Wholesale Ltd.(1)	Calgary, Alta.	Canadian Pacific Ltd.(2)	Montréal, Qué.
Alliance Mercantile Inc.(2)	Vancouver, B.C.	Canadian Standards Association(1)	Rexdale, Ont.
Alliance Ro-Na Home Inc.(2)	St. Jacobs, Ont.	Canadian Thermos Products Ltd.(2)	Scarborough, Ont.
Aluminum Company of Canada Ltd.(1)	Toronto, Ont.	Canadian Tire Corp. Ltd.(1)(2)	Toronto, Ont.
Amscan Inc.(1)	Montréal, Qué.	Canda Enterprise Co. Ltd.(1)(2)	Vancouver, B.C.
Amway of Canada Ltd.(2)	Harrison, NY, USA*	Can-Skillet Systems Inc.(2)	Downsview, Ont.
Anything Importers Company(1)(2)	London, Ont.	Canway Homewares Inc.(2)	Mississauga, Ont.
Aquarobic Ltd.(2)	Weston, Ont.	Canwest Wholesale Ltd.(2)	Surrey, B.C.
Ardis Import Inc.(2)	Penetanguishene, Ont.	Caplan-Duvall Gifts Shoppes Inc.(1)(2)	Montréal, Qué.
Ariston Importing Co. Ltd.(2)	St-Laurent, Qué.	Carousel Classics Inc.(2)	Windsor, Ont.
Artia Import (1979) Co. Ltd.(1)	Scarborough, Ont.	Cassidys Ltd.(1)(2)	Toronto, Ont.
Asian Department Store O/B 674450 Ontario Inc.(1)	Weston, Ont.	Castle Black Paper Group Inc., The(1)	Weston, Ont.
Aurora Importing & Distributing Ltd.(1)(2)	Scarborough, Ont.	Central Boeki (Canada) Ltd. (1)(2)	Vancouver, B.C.
Balsam Enterprises, Div. of Wally Perkins & Associates Ltd.(1)	Mississauga, Ont.	Champion Petrochemicals Ltd.(2)	Calgary, Alta.
Banff Book & Art Den Co. Ltd.(2)	Pitt Meadows, B.C.	Chefs Warehouse Ltd.(1)(2)	Scarborough, Ont.
Bedessee Imports Ltd.(1)	Banff, Alta.	Chung Hing Co. Ltd.(2)	Vancouver, B.C.
Belkraft International Limited(2)	Agincourt, Ont.	Chung Wah Discount Centre Ltd.(1)(2)	Vancouver, B.C.
Berry Hill Limited(1)	Windsor, Ont.	Cinnaroll Bakeries Ltd.(1)	Calgary, Alta.
Bi-Way Stores Ltd.(1)(2)	St. Thomas, Ont.	Circle Sales & Import Ltd.(1)(2)	Montréal, Qué.
Black Diamond Investment Ltd.(1)	Scarborough, Ont.	Cobra Importing & Distributing Corp.(1)	Richmond, Ont.
Brama Manufacturing Inc.(1)	Markham, Ont.	Cochrane-Dunlop Limited(2)	Aurora, Ont.
Bridgman Importing Inc.(2)	Weston, Ont.	Colossal Toy Industries Ltd.(2)	Montréal, Qué.
Brothers Home Care Products Inc.(2)	Mississauga, Ont.	Columbian Chemicals Canada Ltd.(2)	Burlington, Ont.
Browns Food Service Equipment Sales Ltd.(1)	Halifax, N.S.	Comet Strip Enterprises Ltd.(2)	Vancouver, B.C.
Buckhorn Material Handling Products Inc.(1)(2)	Calgary, Alta.	Comlink Systems Inc.(2)	Pickering, Ont.
Budget Promotion Co. Ltd.(2)	Mississauga, Ont.	Consumers Distributing Co. Ltd.(2)	Rexdale, Ont.
Bueno Bros Supermarket Ltd.(1)	Burnaby, B.C.	Cooper & Turner Inc.(1)	Bristol, PA, USA*
Buns Master Bakery System Inc., The(2)	Winnipeg, Man.	Coral Sea Wholesale & Marketing of Industry Ltd.(2)	Vancouver, B.C.
C & C Merchants Wholesale Ltd.(1)(2)	Milton, Ont.	Coranco Corporation Limited(2)	Dorval, Qué.
C A Paradis Company Ltd.(1)	Burnaby, B.C.	Cordex Marketing Ltd.(1)	Vancouver, B.C.
	Ottawa, Ont.	Coronet Regal Inc.(1)(2)	Orangeville, Ont.
		Costco Wholesale Corp.(2)	Burnaby, B.C.
		Creative Hobbycraft Stores Ltd.(1)	New Westminster, B.C.
		Culinary Arts Shop Ltd.(1)(2)	Calgary, Alta.
		D H Howden & Co. Limited(1)(2)	London, Ont.
		D H Lisser & Co. Ltd.(1)(2)	Montréal, Qué.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Dah Chong Hong (Canada) Ltd.(2)	Richmond, B.C.	Finest European Imports Inc., The(1)(2)	Toronto, Ont.
Danesco Inc.(1)(2)	Kirkland, Qué.	Finn Wear Sales Ltd.(2)	Vancouver, B.C.
Danica Imports Ltd.(2)	Vancouver, B.C.	Fireco Inc.(1)(2)	Mississauga, Ont.
Darrab Mfg. Co. Ltd.(2)	Montréal, Qué.	Flora Distributors Ltd.(2)	Burnaby, B.C.
Delta International Marketing Ltd.(1)(2)	Roswell, GA, USA*	Foley Company, The(1)	Manitowoc, WI, USA*
Demenz Restaurant & Hotel Supplies Limited(1)	Scarborough, Ont.	Fook Wah Enterprises Ltd.(1)(2)	Vancouver, B.C.
Department of National Defence(1)	Ottawa, Ont.	Fortune Housewares Importing Co.(2)	Toronto, Ont.
Distribution Élan Enr.(1)	Laval, Qué.	Frank Trisi Sales Ltd.(1)(2)	Toronto, Ont.
Distributions de Cadeaux Goldcrest Exclusive Ltée, Les(2)	Montréal, Qué.	Gabriele Importing Limited(2)	Hamilton, Ont.
Distributions Muralex Inc., Les(2)	Montréal, Qué.	Ganesh Imports Co. Ltd.(2)	Markham, Ont.
Donald Choi Canada Limited(1)(2)	Waterloo, Ont.	Gardener's Supply Co. Ltd.(2)	Downsview, Ont.
Dong Thai Ltd.(1)	Winnipeg, Man.	Gault Cake Craft Centre Limited(1)	Windsor, Ont.
Dong-Phuong Oriental Market Ltd.(1)	Edmonton, Alta.	General Home Products Ltd.(1)(2)	Montréal, Qué.
Doug Henderson Sales Ltd.(1)(2)	St-Laurent, Qué.	Genu Gifts Ltd.(1)	Toronto, Ont.
Dundas Sheet Metal Work Co.(1)(2)	Toronto, Ont.	Geopetrol Resources Ltd.(2)	Edmonton, Alta.
E P Electronics International Inc.(1)	Markham, Ont.	George Siphakis Ltd.(1)(2)	Mississauga, Ont.
EAF Distributors of Canada Inc.(1)(2)	La Salle, Qué.	Get Poppin O/B D J Letourneau & Associates Ltd.(2)	St. Albert, Alta.
Eastern Distributors Ltd.(2)	St. John's, Nfld.	Giangs Trading Company Ltd.(1)(2)	Edmonton, Alta.
Edmonton Creative Craft Ltd.(1)	Edmonton, Alta.	Gim Lee Yuen (1956) Ltd.(2)	Vancouver, B.C.
Ekco Canada Limited(1)(2)	Scarborough, Ont.	Gontara Inc.(1)(2)	St-Laurent, Qué.
Elias Brothers Restaurants of Canada Limited(2)	Windsor, Ont.	Grand Trading Co. Ltd.(1)	Vancouver, B.C.
Elio Importing Limited(2)	Toronto, Ont.	Grand World Commerce Inc.(1)	Toronto, Ont.
Emberline Industries Ltd.(2)	Port Coquitlam, B.C.	Graysonheld Limited(2)	Barrie, Ont.
Embros Sales Inc.(2)	Toronto, Ont.	Great Atlantic & Pacific Co. of Canada Limited, The(1)(2)	Islington, Ont.
Empire Crockery Canada (1977) Inc.(2)	Montréal, Qué.	Green Overseas Co.(2)	Richmond, B.C.
Empress Foods Ltd.(2)	Vancouver, B.C.	Groupex Distribution Inc.(1)	Montréal, Qué.
Entreprises Donald Berman Ltée, Les(1)(2)	Montréal, Qué.	Guncum Enterprises Inc.(2)	Toronto, Ont.
Entreprises S R Potten Ltée, Les(1)(2)	Dorval, Qué.	Gunter Rosenthal Imports Ltd.(1)(2)	Lachine, Qué.
Équipement de Restaurant Coutumier Inc.(1)	Montréal, Qué.	Haddon Holdings Limited(2)	Vancouver, B.C.
European Hotel & Restaurant Imports Ltd.(2)	Toronto, Ont.	Hamilton Store Fixtures Ltd.(1)	Hamilton, Ont.
Express Kitchenware and Gifts Inc.(2)	Woodbridge, Ont.	Harlan Fairbanks Company Ltd.(1)(2)	Vancouver, B.C.
F W Woolworth Company Ltd.(1)(2)	Weston, Ont.	Harris and Hiscock Ltd.(1)	St. John's, Nfld.
Faema Company Ltd.(1)	Toronto, Ont.	Hawai Vegetables Import Co. Ltd.(1)	Calgary, Alta.
Fame Jeans Inc.(2)	Montréal, Qué.	Henry Houseware O/B Hon Chong Co. Ltd.(2)	Toronto, Ont.
Federated Co-operatives Ltd.(2)	Canoe, B.C.	Higgins Rent All Ltd.(1)	Rexdale, Ont.
		Himark International (Canada) Ltd.(1)(2)	Willowdale, Ont.
		Home Decor Canada Inc.(2)	Mississauga, Ont.
		Home Hardware Stores Ltd.(1)(2)	St. Jacobs, Ont.
		Home Pride Sales Ltd.(2)	Burnaby, B.C.
		Hon Chong Company Ltd.(1)	Toronto, Ont.

CANADIAN IMPORTERS (CONT'D)

Name	Address	Name	Address
Hsin Kuang Restaurant (Toronto) Inc.(2)	Toronto, Ont.	Kimchi Canada Ltd.(2)	Newmarket, Ont.
Hudson's Bay Company(1)(2)	Toronto, Ont.	Kinds Dale Trading Co.(1)(2)	Willowdale, Ont.
Hung Gay Enterprises Ltd.(2)	Vancouver, B.C.	Kisumar Pizza Ltd.(1)	Brandon, Man.
Hy Cite (Canada) Inc.(2)	Madison, WI, USA*	Kiu Luen and Co.(2)	Toronto, Ont.
Ibson International Ltd.(2)	Agincourt, Ont.	Knight Schmidt Development Ltd.(2)	Quathiaski Cove, B.C.
IKEA Ltd.(1)(2)	Edmonton, Alta.	Korean Food Trading O/B Chongs Family Mgmt Co. Ltd.(2)	Toronto, Ont.
Imperial Coffee Services Inc.(2)	Downsview, Ont.	Kuck Jae Korean Foods Ltd.(2)	Surrey, B.C.
Importation Arthur Quentin Inc.(2)	Montréal, Qué.	Landor Trading Company Ltd.(1)	Montréal, Qué.
Importation Exportation Lam Inc.(2)	Montréal, Qué.	Leeber Limited(2)	Mississauga, Ont.
Importation Italinox Ltée(1)(2)	Montréal, Qué.	Le Kiu Importing Company Ltd.(1)	Vancouver, B.C.
Importations Asterix Ltée, Les(2)	St-Laurent, Qué.	Lentia Enterprises Ltd.(1)	Port Coquitlam, B.C.
Importations & Distributions Iris Inc., Les(2)	Montréal, Qué.	Lewis Paper Wholesale Ltd.(1)	Weston, Ont.
Importations Gisesco N V Ltée, Les(1)(2)	Montréal, Qué.	Leybold-Heraeus Canada Inc.(1)	Woodbridge, Ont.
Importations Horisco Enr(1)(2)	Laval, Qué.	Liberty Home Products Corp.(1)(2)	St-Laurent, Qué.
Importations Kristal Inc., Les(1)	Montréal, Qué.	Lien Phong Trading Ltd.(2)	Toronto, Ont.
Importations Pajo Inc., Les(2)	St-Léonard, Qué.	Lineric Equipment Restaurants & Accessories Inc.(2)	Montréal, Qué.
Importations Universal Enr, Les(2)	St-Léonard, Qué.	Lockwood Manufacturing Inc.(1)	Brantford, Ont.
International Home Products Ltd.(2)	Niagara Falls, Ont.	London Drugs Limited(1)	Richmond, B.C.
International Sources Canada Ltd.(2)	Burnaby, B.C.	Long Island Distributing Co. Ltd.(2)	Downsview, Ont.
Israel Book & Gift Ltd.(2)	Downsview, Ont.	Lori-Fox Import Inc.(1)	St-Laurent, Qué.
J L Gagliardi & Assoc. Ltée(2)	Pointe-Claire, Qué.	Lowes Food Products Ltd.(1)	Weston, Ont.
J Pascal Inc.(1)(2)	Montréal, Qué.	Luceno & Sons Super Discount Ltd.(2)	Inglewood, Ont.
J Wilton Distributors Ltd.(1)	Edmonton, Alta.	M & C Eastern Trading Co. Limited(2)	Scarborough, Ont.
Japan Food Corp. (Canada) Ltd.(2)	Mississauga, Ont.	M Herman Co. (1974) Inc.(1)	Montréal, Qué.
Jay Norris Canada Inc.(1)(2)	Montréal, Qué.	M L M Home Products Inc.(1)(2)	Mississauga, Ont.
Jean H Henle Incorporated(1)(2)	Montréal, Qué.	M&M Twins Limited(1)	Scarborough, Ont.
John Baird Scottish Bakeries Ltd.(1)	Rexdale, Ont.	MacDonalds Consolidated Ltd.(1)	Regina, Sask.
Johnson Rose Inc.(1)(2)	Mississauga, Ont.	MacLeod Stedman Inc.(1)(2)	Winnipeg, Man.
Josefs Food Inc.(2)	Richmond, B.C.	Magaison Inc.(2)	Montréal, Qué.
K & L Kitchen Etiquette Ltd.(1)	Victoria, B.C.	Maître Chaudron Inc.(2)	Québec, Qué.
K E M Oriental Trading Limited(1)(2)	Mississauga, Ont.	Mandarin Restaurant Ltd.(2)	Regina, Sask.
K J Bradlee Distributors Inc.(2)	Calgary, Alta.	Mansfield Importers & Distributors Ltd.(1)	Edmonton, Alta.
K Mart Canada Limited(2)	Brampton, Ont.	Marathon Management Co. Ltd.(1)	Markham, Ont.
Kellogg Salada Canada Inc.(1) Inc.(2)	Rexdale, Ont.	Marino Bacci Import & Distributors Ltd.(2)	Downsview, Ont.
Kenneth M Smith O/B I M C	Toronto, Ont.	Market Kitchen Ltd., The(1)	Vancouver, B.C.

CANADIAN IMPORTERS (CONT'D)

Name	Address	Name	Address
Mibon Marketing Inc.(2)	Ottawa, Ont.	Overwaitea Foods, Div. of Jim Pattison International Ltd.(2)	Vancouver, B.C.
Milans O/B Jalaram Enterprises Ltd.(1)(2)	Toronto, Ont.	Oxford Import & Export Ltd.(2)	Toronto, Ont.
Millard Food Service Inc.(2)	Toronto, Ont.	P D S Sales Limited(2)	Mississauga, Ont.
Ming Wo Ltd.(1)(2)	Vancouver, B.C.	P K Douglass Inc.(1)	Mississauga, Ont.
Minuteman Woodburners		Padinox Inc.(1)(2)	Charlottetown, P.E.I.
Accessories Canada Limited(2)	Rexdale, Ont.	Pan Asia Food Co. Ltd.(1)(2)	Toronto, Ont.
Modern Cookware Enterprises Ltd.(1)(2)	Downsview, Ont.	Pascal Hotel Supplies Incorporated(1)(2)	Montréal, Qué.
Modern Houseware Imports Inc.(1)(2)	Burnaby, B.C.	Peking Alley Trading Limited(2)	Dartmouth, N.S.
Montreal Interglass Corp.(1)(2)	La Salle, Qué.	Pexim International Inc.(2)	Mississauga, Ont.
Morbern Industries Limited(2)	Cornwall, Ont.	Philip Shiveck Ltd.(1)(2)	Montréal, Qué.
Morton-Parker Ltd.(2)	Trenton, Ont.	Pier 1 Import of Canada (1978) Inc.(1)(2)	St-Laurent, Qué.
Mother Tuckers Food Experience O/B Champs Foods Systems Ltd.(2)	Winnipeg, Man.	Pierre Pastrie Import-Export Enr(1)	Ville-D'Anjou, Qué.
Mountain Equipment Co-operative(1)(2)	Vancouver, B.C.	Polarco Inc.(2)	Willowdale, Ont.
Movenpick Restaurants of Switzerland O/B Movel Rest. Ltd.(2)	Toronto, Ont.	Portugal Imports Ltd.(2)	London, Ont.
Murray Sales Company Incorporated(2)	St-Laurent, Qué.	Proctor-Silex Canada Inc.(1)	Scarborough, Ont.
Myer Bald Ltd.(2)	Toronto, Ont.	Progress Town Market Ltd.(2)	Toronto, Ont.
N-World Enterprises (Calgary) Inc.(2)	Calgary, Alta.	Pro Home Centre Ltd.(2)	Montréal, Qué.
Nameco Trailer Machine Equipment of Canada Ltd.(2)	Calgary, Alta.	Projecto International Inc.(1)	Montréal, Qué.
Natsilco Inc.(1)(2)	New York, NY, USA*	Promotions Atlantique Inc.(1)(2)	Longueuil, Qué.
New Asia Supermarket Limited(2)	Toronto, Ont.	Prudential Insurance Company of America, The(2)	Scarborough, Ont.
New Holland of Canada Ltd.(2)	New Holland, PA, USA*	Quality Goods IMD Corporation Inc.(1)	St-Laurent, Qué.
New World Imports Inc.(1)	Vancouver, B.C.	Quality Special Products, a Div. of Dino Music Ltd.(2)	Scarborough, Ont.
Newell Companies Inc.(1)	Freeport, IL, USA*	Québec Loisirs Inc.(2)	St-Laurent, Qué.
Niagara Hotel & Bar Supply Ltd.(1)	St. Catharines, Ont.	R E D Restaurant Equipment Distributors of Canada Ltd.(1)	Willowdale, Ont.
Nicholson Equipment Ltd.(1)	Burnaby, B.C.	R G How Limited(2)	Dorval, Qué.
Nobiliump Processors Ltd.(2)	Toronto, Ont.	R H MacFarland Ltd.(2)	Halifax, N.S.
Nordicware, Div. of Northland Aluminum Products Inc.(1)(2)	Minneapolis, MN, USA*	R V M International Trade Ltd.(2)	Calgary, Alta.
North End Restaurant Equipment Ltd.(1)	Montréal, Qué.	Rama Housewares Sales Inc.(2)	Downsview, Ont.
Northwest Kitchen Co.(2)	Woodbridge, Ont.	Regal Greetings and Gifts, Div. of Canadian Corp. Mgmt. Co. Ltd.(1)(2)	Toronto, Ont.
O Browne & Company Ltd.(1)(2)	Markham, Ont.	Regis Beauty Salon, C/O Regis Hairstylists Ltd.(1)	Minneapolis, MN, USA*
O E McIntyre Ltd.(2)	Laval, Qué.	Rena Ware Distributors Ltd.(2)	Redmond, WA, USA*
O Mondell Imports Ltd.(1)(2)	Winnipeg, Man.	Resto Vaisselles Inc.(1)	Ville-Mont-Royal, Qué.
Oneida Canada Limited(2)	Niagara Falls, Ont.	Reynolds Aluminum Co. of Canada Limited(1)	Weston, Ont.
Ontario General Wholesale Ltd.(1)(2)	Mississauga, Ont.	Rival Mfg. Co. of Canada Ltd.(2)	Mississauga, Ont.
Oriental Market Co. Ltd.(2)	Winnipeg, Man.	Roman Cheese Products Limited(2)	Niagara Falls, Ont.
		Russell Food Equipment Ltd.(1)(2)	Edmonton, Alta.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
S E B Canada Inc.(1)(2)	Dorval, Qué.	Totem Outdoor Outfitters (1983) Ltd.(2)	
S Kaell & Company Ltd.(1)(2)	Mississauga, Ont.	Towers Department Stores Inc.(1)(2)	Calgary, Alta.
S & D Sales O/B Sylward Enterprises Ltd.(2)	Downsview, Ont.	Townecraft Incorporated(2)	Toronto, Ont.
S O Steele and Sons Ltd.(2)	St. John's, Nfld.	Tradex International Ltd.(2)	Winnipeg, Man.
Sams Affordables Inc.(2)	London, Ont.	Travenol Canada Inc.(1)	Edmonton, Alta.
Sargon Export-Import Inc.(1)	Montréal, Qué.	Treasure Chest Distributors	Mississauga, Ont.
Saveco Stores Ltd.(1)(2)	Edmonton, Alta.	O/B Clara Den Enterprises Ltd.(2)	
Scantrade International Ltd.(1)(2)	Toronto, Ont.	Tryverse Products Ltd.(1)	Delta, B.C.
Sears Canada Inc.(1)(2)	Toronto, Ont.	Umbra Shades Limited(1)(2)	Hamilton, Ont.
Seibu (Canada) Limited(2)	Don Mills, Ont.	UN Agencies Inc.(2)	Scarborough, Ont.
Semperit Trading Ltd.(2)	Montréal, Qué.	Uniquip Canada Ltée(1)	Toronto, Ont.
Serve Canada Food Equipment Limited(2)	Toronto, Ont.	Unireco Industries Inc.(1)	Montréal, Qué.
Shaben & Hamdon (1980) Ltd.(2)	Edmonton, Alta.	Universal Super Cookware Inc.(2)	Markham, Ont.
Sheth Trading Co. Ltd.(2)	Mississauga, Ont.	Utensiles de Cuisines Cuivrex Ltée(1)	Toronto, Ont.
Shimizu Stores Ltd.(2)	Vancouver, B.C.	Vallerand Limitée(1)	Ville-Mont-Royal, Qué.
Silton Limited(2)	Concord, Ont.	Victory Supermarket, O/B Chow Supermarket Ltd.(1)(2)	Québec, Qué.
Silvio Importing 2000 Inc.(2)	St-Léonard, Qué.	Vientiane Trading Co. Ltd.(1)	Toronto, Ont.
Simpsons Limited(2)	Toronto, Ont.	Vietnamese Market Ltd., The(1)(2)	Scarborough, Ont.
Smico Inc.(2)	St-Laurent, Qué.	Viking Foods & Imports Inc.(2)	Winnipeg, Man.
Specialty Foods (1968) Ltd.(2)	Burnaby, B.C.	Vixit Company Ltd.(1)(2)	Toronto, Ont.
Spectrum Consumer Products Corp.(1)(2)	Montréal, Qué.	Vollrath of Canada Ltd. c/o The Vollrath Co.(1)(2)	Montréal, Qué.
State Farm Mutual Automobile Insurance Company(1)	Scarborough, Ont.	Volume Distributors Limited(2)	Sheboygan, WI, USA*
Store Fixtures Supply House Ltd.(1)	Vancouver, B.C.	W M F Canada Ltd.(2)	Rexdale, Ont.
Sukiyaki House Ltd.(1)(2)	Calgary, Alta.	W S P Marketing International Ltd.(2)	Agincourt, Ont.
Sun Wah Food Supplies Ltd.(2)	Vancouver, B.C.	W W Arcade, Div. of Imperial Lumber Co. Ltd.(2)	Montréal, Qué.
Supreme Industries Inc.(1)(2)	Pickering, Ont.	Wardair International Ltd.(2)	Edmonton, Alta.
Swissmar Imports Ltd.(1)(2)	Richmond Hill, Ont.	Weil Company Limited(1)(2)	Edmonton, Alta.
T C B Y Management Corporation(2)	Burlington, Ont.	Wells Can. Co. Ltd.(1)	Mississauga, Ont.
T Eaton Co. Ltd., The(2)	Toronto, Ont.	West Bend of Canada, Div. of Dart Industries Can. Ltd.(1)(2)	Burnaby, B.C.
Tai Cheong Trading Company(2)	Toronto, Ont.	Whalley Hardware, Div. of Holland Import Inc.(1)(2)	Barrie, Ont.
Tai Tung Kee Trading Co. Ltd.(1)	Toronto, Ont.	Williams Food Equipment Ltd.(1)	Burnaby, B.C.
Tai-Fat Trading Ltd.(1)	Toronto, Ont.	Wise Inc.(2)	Windsor, Ont.
Taiga Works - Wilderness Equipment Ltd.(1)	Toronto, Ont.	Woodwards Stores Ltd.(1)(2)	St-Laurent, Qué.
Tap Phong Trading Co.(2)	Toronto, Ont.	World Book & Child Craft Ltd.(1)(2)	Vancouver, B.C.
Tarud Hosiery Mills Ltd.(2)	Toronto, Ont.	World Famous Sales of Canada Inc.(2)	Chicago, IL, USA*
Terra Trading Co.(2)	Toronto, Ont.	Wosks Ltd.(2)	Willowdale, Ont.
Thai Indochine Trading Inc.(1)(2)	Scarborough, Ont.	Yokohama Enterprises Inc.(1)(2)	Vancouver, B.C.
Thompson-Gardiner Sales Ltd.(1)	Toronto, Ont.	Yorkdale Importers & Distributors O/B Julmir Trading Ltd.(2)	Vancouver, B.C.
Tinkers, O/B Guy Morton & Associates Ltd.(1)	Ottawa, Ont.	Youngs Trading Co.(1)	Markham, Ont.
Tools & Technique Ltd.(1)	Vancouver, B.C.	Yuen Fong Company Ltd.(1)(2)	Winnipeg, Man.
Toronto Watch Import Inc.(2)	Toronto, Ont.	Zellers Limited(1)(2)	Vancouver, B.C.
Totem Building Supplies Ltd.(2)	Calgary, Alta.		Montréal, Qué.

\* Non-resident importer

APPENDIX B1

FOREIGN EXPORTERS TO CANADA

ALUMINUM HOUSEHOLD COOKING UTENSILS

Major exporters to Canada of aluminum household cooking utensils are listed in descending order of dollar value by major country of origin. These exporters accounted for 71 per cent of the total value of imports in 1987.

<u>Country of Origin</u>	<u>Exporter Name</u>	<u>1987 Value of Imports (C\$000)</u>
United States	Expor Corporation	1010
	Ekco Products Inc. )	911*
	General Housewares Corp. )	
	Foley Corporation	291
	Wilton Enterprises Inc.	213
	Alcoa )	
	Rema Bakeware )	468*
	Wisconsin Aluminum Foundry )	
	Newell International Corp.	120
	Northland Aluminum Products )	
	Alcan )	313*
	Lincoln Food Service )	
	Regal Ware Inc. )	
	Bundy Industries Inc. )	176*
	Action Industries Inc.	82
France	Tefal SA )	
	SA Mauviel )	3 843*
Hong Kong	Herald Housewares )	
	Meyer Manufacturing Co. )	1 996*
Taiwan	Chung Wa Aluminum Co. )	
	Lilai Development Co. )	553*
	Sajones Co. Ltd. )	
	Jasco Products Ltd. )	
	Taiwan Enfix )	71*

\* Aggregated to preserve confidentiality of Canadian importers

FOREIGN EXPORTERS TO CANADA

STAINLESS STEEL HOUSEHOLD COOKING UTENSILS

Major exporters to Canada of stainless steel household cooking utensils are listed in descending order of dollar value by major country of origin. These exporters accounted for 54 per cent of the total value of imports in 1987.

<u>Country of Origin</u>	<u>Exporter Name</u>	<u>1987 Value of Imports (C\$000)</u>
Republic of Korea	Cuisine Ware Inc. )	
	Sammi Corp. )	3 168*
	International Cookware )	
	Dongkuk Ind. Co. Ltd. )	1 396*
	Kyung Dong Ind. Co. )	
	Namil Metal Co. Ltd. )	763*
	Hai Dong Stainless Ind.	248
	Bum Koo Industrial	246
	Chun Sung Stainless	216
	Sunkyong Ltd.	127
United States	Sangyong Corp.	118
	Daewoo Corp.	97
	General Housewares Corp.	874
	The West Bend Co. )	
	Oneida Ltd. )	
Italy	Regal Ware Inc. )	600*
	Wilton Enterprises Inc. )	
	Lagostina SPA	2 094
	Ind. Casearia Fior )	
	Milan Commercio )	774*
	RVSSPA )	
	Inoxpran SPA )	

FOREIGN EXPORTERS TO CANADA

STAINLESS STEEL HOUSEHOLD COOKING UTENSILS (CONT'D)

<u>Country of Origin</u>	<u>Exporter Name</u>	<u>1987 Value of Imports (C\$000)</u>
Taiwan	Lilai Development Co.	270
	D. & J. Industrial Co. Ltd.) First Enamel Ind. )	390*
	Transmark Int'l Corp. ) Trans World Pro. Corp. )	205*
	Colin Ross Taiwan	80
	Taiwan Active Ent. Co. ) Hopesan ) Tian Shine Ent. )	209*

\* Aggregated to preserve confidentiality of Canadian importers

**FOR MORE INFORMATION PLEASE CONTACT:**

Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
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K1A 0H5  
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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) 954-3108

OR

**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) 954-6929

**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.