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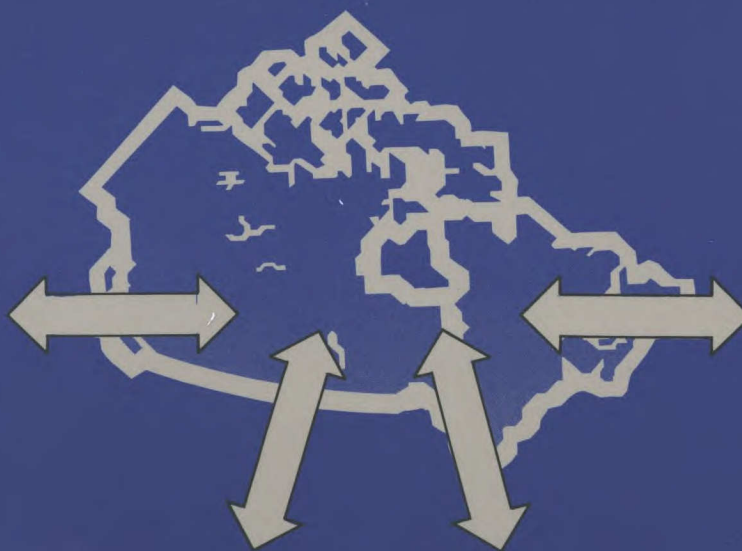
Industrie, Sciences et  
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# MARKET INTELLIGENCE

## FLOATS FOR COMMERCIAL FISHING NETS

Pub. No.: 90072-IP

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## **FLOATS FOR COMMERCIAL FISHING NETS**

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235 Queen Street  
Ottawa, Ontario  
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235 Queen Street  
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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-0543  
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) 954-0543  
Fax.: (613) 954-2509

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  
Fax.: (613) 996-9709

## 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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## FLOATS FOR COMMERCIAL FISHING NETS

### I. INTRODUCTION AND SCOPE

This report is one of a continuing series of market intelligence reports on specific products. It is designed to increase 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.) commodity code:

### II. CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>Total Imports</u>		<u>Jan.-June</u>
	<u>1988</u>	<u>1989</u>	<u>1990</u>
Floats for Commercial Fishing Nets			
H.S. 3926.90.90.50			
Quantity (No. 000)	1 310	1 644	665
Value (\$000)	1 933	2 257	776

### III. CANADIAN SHIPMENTS

Although floats for commercial fishing nets are manufactured in Canada, Statistics Canada does not provide any data on Canadian production.

## FLOATS FOR COMMERCIAL FISHING NETS

(H.S. 3926.90.90.50)

### IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

Country of Origin	1988			1989			Jan.-June 1990		
	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Quantity</u> (No. 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)
United States	138	627	32	303	650	29	114	229	30
Taiwan	873	410	21	753	506	22	456	265	34
Chile	91	148	8	184	250	11	48	73	9
Norway	57	380	20	58	243	11	7	80	10
South Korea	105	78	4	142	205	9	15	21	3
Other	<u>46</u>	<u>290</u>	<u>15</u>	<u>204</u>	<u>403</u>	<u>18</u>	<u>25</u>	<u>108</u>	<u>14</u>
Total	1 310	1 933	100	1 644	2 257	100	665	776	100

Note: Countries are in descending order based on value for 1989.

### V. CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

1989

<u>H.S. Code</u>	<u>NFLD.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>QUÉ.</u>	<u>ONT.</u>	<u>MAN.</u>	<u>B.C.</u>	<u>ALL PROVINCES</u>
3926.90.90.50								
Floats for commercial fishing nets								
Quantity (No. 000)	266	79	35	8	11	239	1 006	1 644
Value (\$000)	436	243	136	44	34	76	1 288	2 257

## FLOATS FOR COMMERCIAL FISHING NETS

(H.S. 3926.90.90.50)

### VI. CANADIAN IMPORTERS - 1989

There were 76 known importers of floats for commercial fishing nets in 1989. The principal 15 importers accounted for 75 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	1 190	53
10	1 495	66
15	1 684	75
20	1 868	83
25	1 986	88
All importers (76)	2 257	100

The principal 25 importers are listed below in alphabetical order. The importer is not necessarily the end-user of the product. This list excludes individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Aquatess (Canada) Ltd.	Calgary, Alta.	Mercers Variety Store	Clarendville, Nfld.
Bay Bulls Trading Company Ltd.	St Johns, Nfld.	Moorfish Ltd. Inc. 1986	Bay Roberts, Nfld.
Bridport Brownell Limited	Dartmouth, N.S.	Nautilus Equipment Limited	Halifax, N.S.
C P Leckie Ltd.	Richmond, B.C.	Nikka Industries Ltd.	Vancouver, B.C.
Cardio Stat 1984 Inc.	Laval, Qué.	Pacific Net & Twine Ltd.	Richmond, B.C.
Deep Sea Fishing Supply Co.	Vancouver, B.C.	Redden Net Co. Ltd.	Vancouver, B.C.
E A Towns Fishing Supplies Ltd.	Richmond, B.C.	REDL Industries Ltd.	Burnaby, B.C.
Fishery Products International Ltd.	St Johns, Nfld.	Trotac Marine Ltd.	Victoria, B.C.
Forsea Ltd.	Moncton, N.B.	Tyrer Enterprises Ltd.	Richmond, B.C.
Franklin Net & Twine Limited	Wheatley, Ont.	Vernon Deon Lobster Plugs Ltd.	Yarmouth Cty, N.S.
I M P Group Ltd.	Halifax, N.S.	Western Marine Company	Vancouver, B.C.
Leckies Freshwater Fishing Supplies	Winnipeg, Man.	Wire Rope Industries of Canada Ltd.	Pointe Claire, Qué.
		Wolff Marine Supply Ltd.	Vancouver, B.C.



## FLOATS FOR COMMERCIAL FISHING NETS

(H.S. 3926.90.90.50)

### VII. FOREIGN EXPORTERS TO CANADA - 1989

Major exporters to Canada of floats for commercial fishing nets are listed by major country of origin in descending order of dollar value. These exporters accounted for 78 per cent of the total value of Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		Value of Exports to Canada
			1989 (\$000)
United States	Sponger International Ltd.	)	402*
	Polyform U.S. Ltd.	)	
	The Carlon Products Co.	)	133*
	Norfloat Inc.	)	
Taiwan	Bao Long Ind. Co. Ltd.	)	406*
	Full Trust Corp.	)	
	Niceway Corp.	)	
Chile and Iceland	Ogura Trading Co. Ltd.	)	417*
	Iceplast Plasteinangrun	)	
Norway	Polyform Norway Co.	)	211*
	Scandinavian Marine Ind.	)	
South Korea	Hae Chun Chemical Co. Ltd.	)	182*
	Nam Yang Fishing Net Ind.	)	
	Redden Net Co. Inc.	)	

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\* Aggregated to preserve confidentiality of Canadian importers.

## FLOATS FOR COMMERCIAL FISHING NETS

### VIII. CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). To be included in these lists a firm must have registered itself as a supplier of the products in question in BOSS and/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.

#### Floats, Net, Commercial Fishing

<u>Name</u>	<u>Address</u>
*Century Plastics Ltd.	Richmond, B.C.
*Industrial Marine Products Ltd.	Halifax, N.S.
*Plastiques S.L. Ltée.	St-Lazare, Qué.
*Ropak Can-Am Ltd.	Springhill, N.S.
Scott Plastics Ltd.	Victoria, B.C.

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\* Company engaged in export trade

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

Business Opportunities Sourcing System  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel.: (613) 954-5031  
Telex: 053-4123  
Fax: (613) 954-1894

## FLOATS FOR COMMERCIAL FISHING NETS

### VIII. CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

#### Floats, Fish Net

<u>Name</u>	<u>Address</u>
*I.M.P. Group Limited	Halifax, N.S.
*Millard Ply-Bows Ltd.	Yarmouth, N.S.
*Pelnor Containers	Saskatoon, Sask.
*Ropak-Can-Am Limited	Springhill, N.S.
Woodbridge Moulded Products Limited	Downsview, Ont.

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\* Company 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  
Fax: (416) 363-3779

## FLOATS FOR COMMERCIAL FISHING NETS

### IX. CANADIAN AND FOREIGN TARIFFS

Floats for commercial fishing nets included in this report are dutiable under the following Canadian tariff item.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
3926.90.90	Other	13.6%	9%	10.8%
	On and after January 1, 1991			9.5%

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) 954-0543  
Fax.: (613) 954-2509

### FOREIGN COUNTRIES

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

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Ottawa, Ontario  
K1A 0G2  
Tel.: (613) 993-6435 OR 1-800-267-8376  
Fax.: (613) 996-9709

## FLOATS FOR COMMERCIAL FISHING NETS

### X. MARKET OVERVIEW

The Canadian market in 1990 for floats for commercial fishing nets is estimated at \$2.5 million. The market, with 66 per cent foreign products, is dominated by several U.S., European and Asian companies. A few Canadian companies manufacture floats, mostly with better quality products. Manufacturers face a drastic decrease in demand and have to export in order to stay viable. Major demand comes from Eastern Canada, Great Lakes and West coast and all segments are currently decreasing in demand.