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# MARKET INTELLIGENCE

## ALMOND PASTE

Pub. No.: 91003-IP

April 1991



Canada

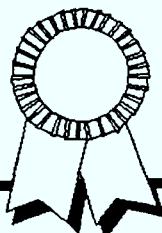


## ALMOND PASTE

Pub. No.: 91003-IP

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JUN 20 1991

BIBLIOTHÈQUE  
INDUSTRIE, SCIENCES ET  
TECHNOLOGIE CANADA

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6913  
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) 954-6913  
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.

### Canada - U.S. Exchange Rate

The Bank of Canada exchange rates were used to convert U.S. imports reported in \$US to \$Cdn.

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## ALMOND PASTE

### I. INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This report is based on data from several sources for the following Harmonized System (H.S.) commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
-Sugar confectionery (including white chocolate), not containing cocoa (17.04)	
--Pastes, butters and spreads	
---Almond paste and butter	1704.90.90.61
-Jams, fruit jellies, marmalades, fruit or nut purée and fruit or nut pastes, being cooked preparations, whether or not containing added sugar or other sweetening matter (20.07)	
--Nut purée and nut pastes	
---Almond paste	2007.99.90.11

#### H.S. Commodity Code Content

- 17.04 This heading covers almond pastes, prepared mainly from almonds and sugar, used essentially for making marzipan.
- 20.07 This heading covers fruit or nut pastes which are evaporated purées of a solid or almost solid consistency.

## ALMOND PASTE

### II. SUMMARY OF CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>1988</u>		<u>Total Imports</u>		<u>1990</u>		<u>Major Countries of Export to Canada</u>		
	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>% of Total Value</u>		
							<u>1988</u>	<u>1989</u>	<u>1990</u>
Almond paste and butter (1704.90.90.61)	368	1 160	281	1 105	178	666	U.K. 51 Den. 19	U.K. 39 Den. 25	Den. 23 U.K. 21
Nut purée and nut pastes: almond paste (2007.99.90.11)	28	44	33	75	67	175	Neth. 41 U.S. 34	P. Rep. of China 31 Neth. 20	Den. 57 France 20

### 1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

(H.S. 1704.90.90.61)

	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces<sup>(1)</sup></u>
Quantity (Kg 000)	-	-	-	-	61	69	2	-	18	28	178
Value (\$000)	-	-	-	-	237	246	4	-	63	113	666

(H.S. 2007.99.90.11)

	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>	<u>All Provinces<sup>(1)</sup></u>
Quantity (Kg 000)	-	-	-	-	16	11	-	-	1	40	67
Value (\$000)	-	-	-	-	36	24	-	-	1	113	175

<sup>(1)</sup> Includes Yukon and Northwest Territories

# ALMOND PASTE

## III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

### ALMOND PASTE AND BUTTER (H.S. 1704.90.90.61)

Country of Origin	1988				1989				1990			
	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)
Denmark	57	215	19	3.77	58	278	25	4.79	37	154	23	4.16
United Kingdom	182	589	51	3.24	110	426	39	3.87	42	138	21	3.29
Federal Republic of Germany	32	103	9	3.22	26	97	9	3.73	27	113	17	4.19
Sweden	24	63	5	2.63	17	56	5	3.29	19	66	10	3.47
France	30	76	7	2.53	23	93	8	4.04	14	58	9	4.14
Yugoslavia	-	-	-	N/A	-	-	-	N/A	17	54	8	3.18
United States	36	94	8	2.61	33	103	9	3.12	15	52	8	3.47
Other	<u>7</u>	<u>20</u>	<u>1</u>	<u>2.86</u>	<u>14</u>	<u>52</u>	<u>3</u>	<u>3.71</u>	<u>7</u>	<u>31</u>	<u>4</u>	<u>4.43</u>
<b>TOTAL</b>	<b>368</b>	<b>1 160</b>	<b>100</b>	<b>3.15</b>	<b>281</b>	<b>1 105</b>	<b>100</b>	<b>3.93</b>	<b>178</b>	<b>666</b>	<b>100</b>	<b>3.74</b>

NOTE: Countries are in descending order based on value for 1990

N/A - Not applicable



## ALMOND PASTE

### III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN (Cont'd)

NUT PURÉE AND NUT PASTES: ALMOND PASTE (H.S. 2007.99.90.11)

Country of Origin	1988				1989				1990			
	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)	<u>Quantity</u> (Kg 000)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)
Denmark	-	-	-	N/A	-	-	-	N/A	34	99	57	2.91
France	6	10	23	1.66	6	14	19	2.33	15	35	20	2.33
United States	9	15	34	1.66	5	13	17	2.60	8	19	11	2.38
Federal Republic of Germany	1	1	2	1.00	4	9	12	2.25	4	8	5	2.00
Netherlands	12	18	41	1.50	7	15	20	2.14	4	8	5	2.00
Other	-	-	-	N/A	11	24	32	2.18	2	6	2	3.00
<b>TOTAL</b>	<b>28</b>	<b>44</b>	<b>100</b>	<b>1.57</b>	<b>33</b>	<b>75</b>	<b>100</b>	<b>2.27</b>	<b>67</b>	<b>175</b>	<b>100</b>	<b>2.61</b>

NOTE: Countries are in descending order based on value for 1990  
N/A - Not applicable

### IV. CANADIAN PRODUCTION

Although almond paste is presently produced in Canada, Statistics Canada does not report any specific data on production by Canadian manufacturers.

Any enquiries and/or comments regarding Canadian shipments should be directed to:

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario K1A 0T6  
Tel.: (613) 951-3523

91003-IP

## ALMOND PASTE

### V. CANADIAN IMPORTERS - 1989

#### ALMOND PASTE AND BUTTER (H.S. 1704.90.90.61)

There were 46 known importers of almond paste and butter in 1989. The principal 10 importers accounted for 80 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	582	52
6	777	70
10	892	80
All Importers (46)	1 105	100

Importers of almond paste and butter during 1989 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Aliments Kolvos Ltée.	Montréal, Qué.	Kasseler Food Products Inc.	Mississauga, Ont.
BC Bearing Engineers Ltd.	Burnaby, B.C.	Kirkland & Rose Ltd.	Richmond, B.C.
C R S Workers Coop	Vancouver, B.C.	Kurt Schmid Import & Export Inc.	Hull, Qué.
Caffe Mauro Distributors Div.		Lentia Enterprises Ltd.	Port Coquitlam, B.C.
of Numage Trading Inc.	Woodbridge, Ont.	Lifestream Natural Foods Ltd.	Richmond, B.C.
Chocolat Belge Daniel Ltd., Le	Vancouver, B.C.	Loblaws Limited	Toronto, Ont.
Chocolate Masters Inc.	Mississauga, Ont.	Maximum Nutrition Limited	Scarborough, Ont.
Chocolaterie Bernard Callebaut Ltd.	Calgary, Alta.	Michel Trout Inc.	Québec, Qué.
Corporation Pain et Chocolat Clemence Inc.	Montréal, Qué.	Mont Cervin Chocolatier Suisse Inc.	Ste-Foy, Qué.
Crème Glacée Ital Gelati Inc.	St-Léonard, Qué.	Nestle Div. of Nestle Enterprises Limited	Don Mills, Ont.
Danamar Imports Inc.	Willowdale, Ont.	Nutrichef Ltée.	Brossard, Qué.
David Ashley & Company Div. of Intermetco Ltd.	Mississauga, Ont.	Pacific Produce Company Ltd.	Vancouver, B.C.
Dellix Inc.	Laval, Qué.	Patchi Trading Canada Inc.	St-Laurent, Qué.
Dong-Phuong Oriental Market Ltd.	Edmonton, Alta.	Pro Pasteries Inc.	Mississauga, Ont.
Elco Fine Foods Inc.	Richmond Hill, Ont.	R Denninger Ltd.	Hamilton, Ont.
F Archibald Brokerage Ltd.	Winnipeg, Man.	Richards Imported Candies Ltd.	Vancouver, B.C.
Finica Food Specialties Ltd.	Agincourt, Ont.	Rose & Laflamme Cie Ltée.	La Prairie, Qué.
Foley Fine Foods Ltd.	Brampton, Ont.	Service R.W. Inc.	Mississauga, Ont.
Good World Trade Co. Ltd.	Scarborough, Ont.	Snowcap Enterprises Ltd.	Richmond, B.C.
Husky Food Importers & Distributors Ltd.	Scarborough, Ont.	Specialties Alimentaires Ducros Frères Inc., Les	Montréal, Qué.
Import Export S.O.I. Canada Inc.	Lorraine, Qué.	Tiger Trading Co. Limited	Vancouver, B.C.
Importation Arosy Inc.	Montréal, Qué.	U-Buy Discount Foods Limited	Thornhill, Ont.
John F. Renshaw Canada Inc.	Mississauga, Ont.	Vixit Products	Montréal, Qué.
		W J Lafave & Sons Ltd.	St-Jérôme, Qué.

## ALMOND PASTE

### V. CANADIAN IMPORTERS - 1989 (Cont'd)

#### NUT PURÉE AND NUT PASTES: ALMOND PASTE (H.S. 2007.99.90.11)

There were 16 known importers of nut purée and nut pastes: almond paste in 1989. The principal 6 importers accounted for 88 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	50	66
6	66	88
All Importers (16)	75	100

Importers of nut purée and nut pastes: almond paste during 1989 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

#### Name

#### Address

Asian Market c/o Boi Thi Tran Inc.  
Crème Glacée Ital Gelati Inc.  
Dovre Import & Export Ltd.  
Ecom Trading Corp.  
Embassy Food Specialties Ltd.  
Home Made Kosher Bakery Ltd.  
Importations Izzo Inc., Les  
Jinbao Trading Company Limited  
Kofman Barenholtz Foods Limited  
Lentia Enterprises Ltd.  
Michel Trout Inc.  
Nutrichef Ltée.  
Pako Holdings Ltd.  
Ravenspergen Bakery Equipment Ltd.  
Richards Imported Candies Ltd.  
Tiger Trading Co. Limited

Saskatoon, Sask.  
St-Léonard, Qué.  
Vancouver, B.C.  
Markham, Ont.  
Downsview, Ont.  
Montréal, Qué.  
St-Léonard, Qué.  
Toronto, Ont.  
Concord, Ont.  
Port Coquitlam, B.C.  
Québec, Qué.  
Brossard, Qué.  
Langley, B.C.  
Chilliwack, B.C.  
Vancouver, B.C.  
Vancouver, B.C.

## ALMOND PASTE

### VI. FOREIGN EXPORTERS TO CANADA - 1989

#### ALMOND PASTE AND BUTTER (H.S. 1704.90.90.61)

Major exporters to Canada of almond paste and butter are listed by major country of origin in descending order of dollar value. These exporters accounted for 80 per cent of the total value of Canadian imports during 1989.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		<u>Value of Exports</u> <u>to Canada</u>
			<u>1989</u> <u>(\$000)</u>
United Kingdom	Renshaw John F. & Co.	)	426
	Sefcol (Sales) Limited	)	
	Whitworths Ltd.	)	
Denmark	Danish Fancy Food Group	)	279
	Marcia Trading	)	
United States	Pro Bakers Ltd.	)	75
	Wyandot Inc.	)	
	Marantha Natural Foods	)	
Fed. Rep. of Germany	Kessler & Comp. GmbH & Co.	)	61
	Luebecker Marzipan-Fabrik	)	
France	Produits Marguerite S.A.	)	51
	Cacao Barry S.A.	)	
TOTAL			892

## ALMOND PASTE

### VI. FOREIGN EXPORTERS TO CANADA - 1989 (Cont'd)

#### NUT PURÉE AND NUT PASTES: ALMOND PASTE (H.S. 2007.99.90.11)

Major exporters to Canada of nut purée and nut pastes: almond paste are listed by major country of origin in descending order of dollar value. These exporters accounted for 76 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
		<u>1989</u> (\$000)
People's Rep. of China	Feng )	
Netherlands	C.P. Brower B.V. )	
France	Société Patisfrance )	57
United States	Globe Products Co. )	
<b>TOTAL</b>		<b>57</b>

**ALMOND PASTE**  
**(H.S. 1704.90.90.61 and 2007.99.90.11)**

**VII. 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). 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**

Companies are arranged in alphabetical order.

**Almond Paste and Butter**

**Name**

**Address**

Lifestream Natural Foods Ltd.  
Weston Bakeries Ltd.

Richmond, B.C.  
Winnipeg, Man.

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

**ALMOND PASTE**  
**(H.S. 1704.90.90.61 and 2007.99.90.11)**

**VII. CANADIAN SUPPLIERS (Cont'd)**

**CANADIAN TRADE INDEX**

Companies are arranged in alphabetical order.

**Almond Paste**

**Name**

**Address**

Bowes Co. Ltd.  
London Oil Corporation (Canada) Ltd.

Islington, Ont.  
Pointe-Claire, Qué.

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

## ALMOND PASTE

### VIII. CANADIAN AND FOREIGN TARIFFS

Almond paste included in this report are dutiable under the following Canadian tariff items.

<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>
1704.90.90	Sugar confectionery (including white chocolate), not containing cocoa, including almond paste and butter			
	On and after January 1, 1990	15.5%	7.5%	12.4%
	On and after January 1, 1991			10.8%
2007.99.90	Jams, fruit jellies, marmalades, fruit or nut purée and fruit or nut pastes, being cooked preparations, whether or not containing added sugar or other sweetening matter, including almond paste			
	On and after January 1, 1990	10%	X	8%
	On and after January 1, 1991			7%

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in Section III qualify for the Most Favoured Nation tariff treatment.

Where the symbol "X" appears in the column "General Preferential Tariff" the rate of customs duty that applies to those goods is the rate set out with respect to those goods in the column "Most-Favoured-Nation Tariff".

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

#### FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.



## ALMOND PASTE

### IX. UNITED STATES' IMPORTS - 1989

The United States Department of Commerce reports U.S. imports as follows:

FRUIT OR NUT PASTES AND PURÉE, NOT ELSEWHERE SPECIFIED,  
COOKED PREPARATIONS, WHETHER OR NOT SWEETENED (H.S. 2007.99.65.00)

<u>Country of Origin</u>	<u>Quantity</u> (Kg 000)	<u>Value</u> <sup>(1)</sup> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Average Unit Price</u> (\$/Kg)
Canada	22	10	*	0.45
Chile	462	444	16	0.96
France	144	425	15	2.95
Argentina	502	424	15	0.84
Mexico	471	305	11	0.65
Belgium	55	216	8	3.93
Other	<u>508</u>	<u>930</u>	<u>34</u>	<u>1.83</u>
<b>TOTAL</b>	<b>2 164</b>	<b>2 754</b>	<b>100</b>	<b>1.27</b>

(1) A conversion factor of 1.1842 was used to convert the value of 1989 U.S. imports to Canadian dollars.

\* Less than one per cent

## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
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Fax.: (613) 954-5463

OR  
Grocery Products Division  
Service Industries and Consumer Goods  
Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
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Fax.: (902) 566-7450

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Fax.: (416) 973-8714

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Halifax, N.S. B3J 2V9  
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Fax.: (902) 426-2624

#### NEW BRUNSWICK

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770 Main Street  
P.O. Box 1210  
Moncton, N.B. E1C 8P9  
Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### MANITOBA

ISTC  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
Fax.: (204) 983-2187

#### SASKATCHEWAN

ISTC  
401-119 4th Avenue South  
Saskatoon, Sask.  
S7K 5X2  
Tel.: (306) 975-4386  
Fax.: (306) 975-5334

#### BRITISH COLUMBIA

ISTC  
Suite 900  
Scotia Tower  
650 West Georgia St.  
P.O. Box 11610  
Vancouver, B.C.  
V6B 5H8  
Tel.: (604) 666-0266  
Fax.: (604) 666-0277

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ISTC  
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Canada Place  
9700 Jasper Avenue  
Edmonton, Alta. T5J 4C3  
Tel.: (403) 495-ISTC  
Fax.: (403) 495-4507

ISTC  
Suite 1100  
510-5th Street Southwest  
Calgary, Alta. T2P 3S2  
Tel.: (403) 292-4575  
Fax.: (403) 292-4578

### **YUKON**

ISTC  
Suite 301  
108 Lambert Street  
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