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MARKET INTELLIGENCE

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

Pub. No.: 91012-IP

May 1991



Canada

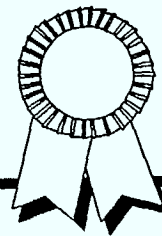


FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

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TECHNOLOGIE CANADA

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-7229
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) 954-7229
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

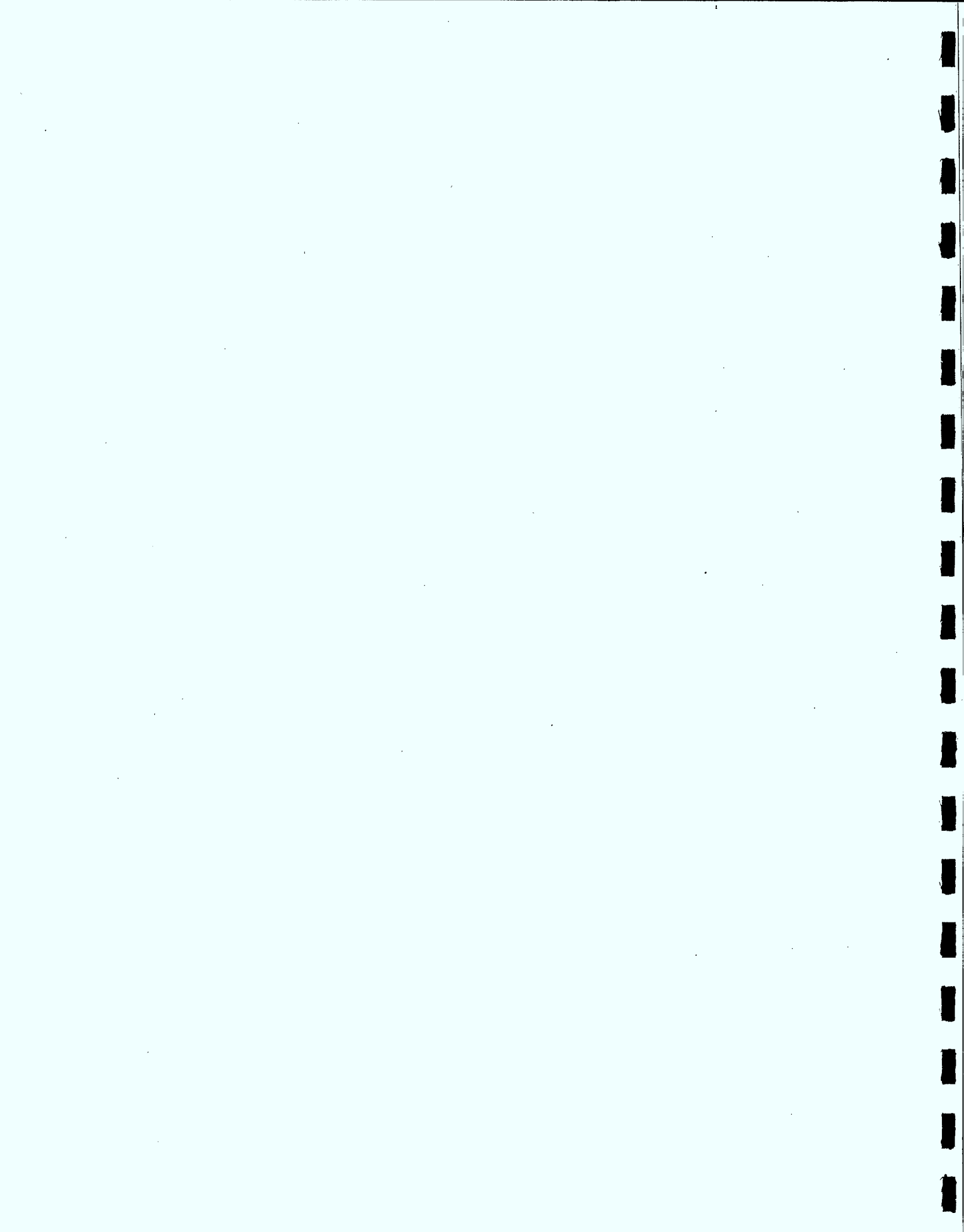
Figures may not add due to rounding.

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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FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

I. INTRODUCTION AND SCOPE

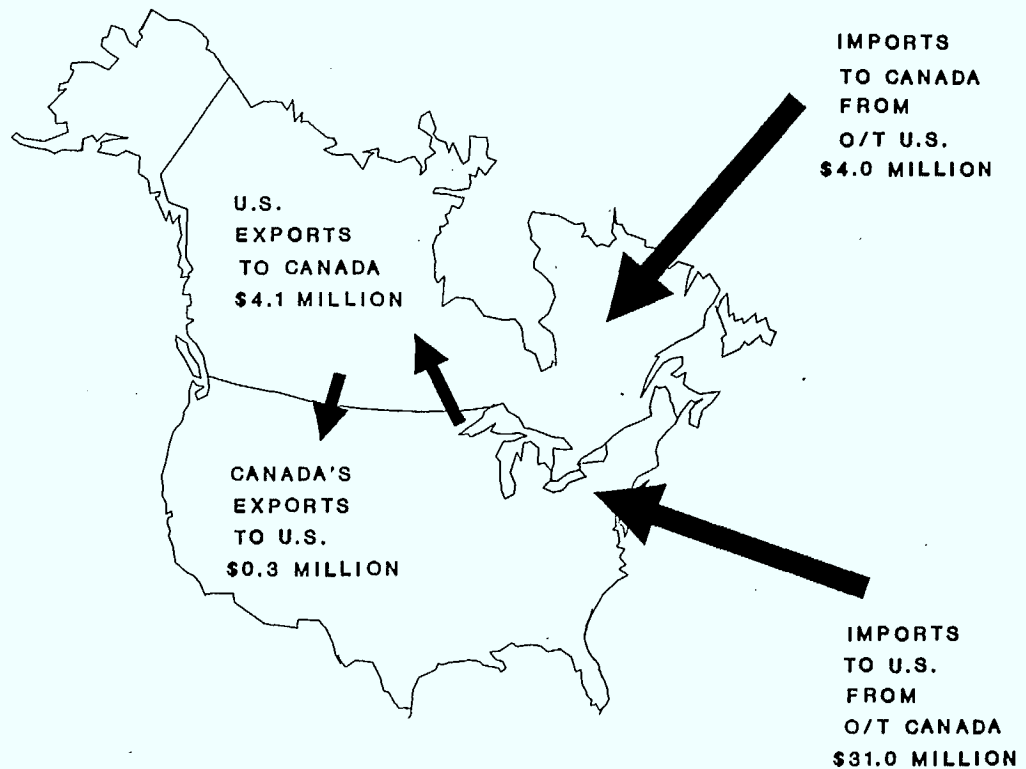
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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>
Tube or pipe fittings or iron or steel (73.07)	
-Flanges, of stainless steel (7307.21)	
--Not further worked than forged or bent to shape, whether or not deburred or descaled	7307.21.10.00
--Other	7307.21.90.00

**FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)
(H.S. 7307.21)**

II. NORTH AMERICAN IMPORTS - 1990



North American Imports - \$35.0 Million*

* Excludes Canada - U.S. bilateral trade; Mexico

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS) **(H.S. 7307.21)**

III. SUMMARY OF CANADIAN IMPORTS

Description and Commodity Code	Total Imports			Major Country of Export to Canada % Total Value		
	1988 <u>Value</u> (\$000)	1989 <u>Value</u> (\$000)	1990 <u>Value</u> (\$000)	<u>1988</u>	<u>1989</u>	<u>1990</u>
Stainless steel flanges not further worked than forged or bent to shape, whether or not deburred or descaled H.S. 7307.21.10.00	2 183	3 341	1 833	U.S.A. 70	FRANCE 48	U.S.A. 70
Other H.S. 7307.21.90.00	7 363	7 004	6 299	U.S.A. 42	U.S.A. 42	U.S.A. 45

1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE

FLANGES, STAINLESS STEEL NOT FURTHER WORKED THAN FORGED OR BENT TO SHAPE, WHETHER OR NOT DEBURRED OR DESCALED

(H.S. 7307.21.10.00)

	<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⁽¹⁾</u>
Value (\$000)	-	-	-	-	499	1 216	-	4	100	10	1 833

OTHER (H.S. 7307.21.90.00)

	<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⁽¹⁾</u>
Value (\$000)	11	-	163	20	522	4 350	40	2	331	854	6 299

⁽¹⁾ Includes Yukon and Northwest Territories

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

IV. CANADIAN IMPORTS BY MAJOR COUNTRIES OR ORIGIN

FLANGES, STAINLESS STEEL NOT FURTHER WORKED THAN FORGED OR BENT TO SHAPE, WHETHER OR NOT DEBURRED OR DESCALED

(H.S. 7307.21.10.00)

Country of Origin ⁽¹⁾	1988		1989		1990	
	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)
United States	1 533	70	1 104	33	1 275	70
France	266	12	1 610	48	510	28
Israel			10	*	21	1
Japan	11	1	61	2	16	1
Italy	278	13	309	9	8	*
Fed. Rep. of Germany	5	*	29	1	3	*
Other	90	4	220	7	-	-
TOTAL	2 183	100	3 341	100	1 833	100

OTHER

(H.S. 7307.21.90.00)

Country of Origin ⁽¹⁾	1988		1989		1990	
	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value</u> (\$000)	<u>Import Market Share</u> (% based on value)
United States	3 106	42	2 957	42	2 857	45
Japan	1 578	21	1 494	21	1 346	21
Taiwan	963	13	787	11	957	15
Italy	973	13	1 138	16	731	12
Fed. Rep. of Germany	100	1	260	4	162	3
Sweden	-	-	-	-	69	1
Other	643	9	368	5	177	3
TOTAL	7 363	100	7 004	100	6 299	100

* Less than 1 per cent

⁽¹⁾ Countries are in descending order based on value for 1990

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)
(H.S. 7307.21.10.00 AND 7307.21.90.00)

V. CANADIAN SHIPMENTS

Although stainless steel flanges are presently manufactured in Canada, Statistics Canada does not provide separate data on shipments of these products.

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

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

VI. CANADIAN IMPORTERS - 1989

FLANGES, STAINLESS STEEL NOT FURTHER WORKED THAN FORGED OR BENT TO SHAPE, WHETHER OR NOT DEBURRED OR DESCALED

(H.S. 7307.21.10.00)

There were 46 known importers of flanges, stainless steel not further worked than forged or bent to shape, whether or not deburred or descaled (pipe and tube fittings) in 1989. The principal three importers accounted for 71 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	2 376	71
6	2 707	81
10	2 844	85
15	2 921	87
25	2 984	89
All Importers (46)	3 341	100

The principal 25 importers of flanges, stainless steel not further worked than forged or bent to shape, whether or not deburred or descaled (pipe and tube fittings) 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>
3 L Filters Ltd.	Cambridge-Galt, Ont.	Metal Fabricating Service Ltd.	Esterhazy, Sask.
Aluminium Company of Canada Ltd.	Montréal, Qué.	Parker Mannifin (Canada) Inc.	Grimsby, Ont.
Atlas Alloys Ltd.	Etobicoke, Ont.	Pechiney World Trade (Canada) Inc.	Toronto, Ont.
Avesta Stainless Inc.	Mississauga, Ont.	Provincial Flange & Fitting Corporation	Cambridge, Ont.
Dresser Canada Inc.	Burlington, Ont.	Sandvik Canada Inc.	Mississauga, Ont.
Ellett Copper & Brass Company Ltd.	Port Coquitlam, B.C.	Technical Sales & Maintenance Ltd.	Estevan, Sask.
Equipement Benoit Rivard Inc.	Québec, Qué.	The Dehavilland Aircraft Co. of Canada Ltd.	Downsview, Ont.
Ezeflow Canada Inc.	Granby, Qué.	Westburne Industrial Enterprises Ltd.	Montréal, Qué.
Flexonics Division UOP Limited	Brampton, Ont.	Western Specialty Alloys Ltd.	Surrey, B.C.
Forano Inc.	Plessisville, Qué.	Wiik & Hoeglund (Canada) Ltd.	Huntsville, Ont.
Honeybee Sanitation Inc.	Windsor, Ont.		
Industrial Rubber Products Co.	Scarborough, Ont.		
Jarda F C S Inc.	Montréal, Qué.		
KTI Ltd.	Richmond Hill, Ont.		
Maass Flange & Fitting Canada Inc.	London, Ont.		

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

VI. CANADIAN IMPORTERS - 1989 (Cont'd)

OTHER

(H.S. 7307.21.90.00)

There were 193 known importers of other flanges, stainless steel (pipe and tube fittings) in 1989. The principal 15 importers accounted for 73 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	2 972	42
6	3 966	57
10	4 579	65
15	5 128	73
25	5 878	84
All Importers (193)	7 004	100

The principal 25 importers of other flanges, stainless steel (pipe and tube fittings) 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>
Air Canada Ltd.	Winnipeg, Man.	Maass Flange & Fitting	
Atlas Alloys Ltd.	Etobicoke, Ont.	Canada Inc.	London, Ont.
Avesta Stainless Inc.	Mississauga, Ont.	Novacar Chemicals Ltd.	Calgary, Alta.
Canadlan Oxygen Ltd.	Mississauga, Ont.	Pechiney World Trade	
Cremco Supply Ltd.	Vancouver, B.C.	(Canada) Inc.	Toronto, Ont.
Department of National Defence	Ottawa, Ont.	Provincial Flange & Fitting	
EMCO Limited	London, Ont.	Corporation	Cambridge, Ont.
Environ K F P Equipment Ltd.	Downsview, Ont.	Rosemount Instruments Ltd.	Calgary, Alta.
Esso Resources Canada Limited	Toronto, Ont.	Sandvik Canada Inc.	Mississauga, Ont.
Ezeflow Canada Inc.	Granby, Qué.	Seybold International Inc.	Toronto, Ont.
Husky Injection Molding		Tad Pipe Canada Ltd.	Mississauga, Ont.
Systems Ltd.	Bolton Ont.	Tadco Engineering Ltd.	Mississauga, Ont.
Imperial Clevite Canada Inc.	Barrie, Ont.	The Alberta Gas Ethylene	
Jarda F C S Inc.	Montréal, Qué.	Company Ltd.	Calgary, Alta.
Ladish Co of Canada Ltd.	Cudahy, WI, USA*	Westlund Industrial Supply Ltd.	Edmonton, Alta.

* Non resident importer

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

VII. FOREIGN EXPORTERS TO CANADA - 1989

FLANGES, STAINLESS STEEL NOT FURTHER WORKED THAN FORGED OR BENT TO SHAPE, WHETHER
OR NOT DEBURRED OR DESCALED

(H.S. 7307.21.10.00)

Major exporters to Canada of flanges, stainless steel not further worked than forged or bent to shape, whether or not deburred or descaled (pipe and tube fittings) are listed by major country of origin in descending order of dollar value. These exporters accounted for 87 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)
France	Moizieux Gauchon Industries)	
United States	Western Forge & Flange)	2 107*
France	American Fitting Corp.)	
United States	Maass Flange Corp.)	352*
United States	Newman Flange and Fittings)	
Italy	Metalfar S.P.A.)	464*
Republic of Korea	Hyundai Corp.)	
TOTAL			2 923

* Aggregated to preserve confidentiality of Canadian importers.

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

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

OTHER

(H.S. 7307.21.90.00)

Major exporters to Canada of other flanges, stainless steel (pipe and tube fittings) are listed by major country of origin in descending order of dollar value. These exporters accounted for 70 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> (\$000)
United States	J.S. McKinney Inc.)	
	U.S. Flange & Fitting)	939*
	Imperial Clevite)	
	Newman Flange and Fittings)	
	K.D. Supply Corp.)	342*
	Cryogenic Energy Co.)	
	Universal Cast Iron Mfg.)	
	Alloy Piping Prod. Inc.)	212*
	Bastex)	
	Lockheed Aeronautical)	
Japan	Texas Metal Works Inc.)	167*
	Jack Ogle Co.)	
	Fukutomi Metal & Fitting)	
	Unico)	
Italy	Tadokoro Tech)	1 436*
	Daichi Jitsugyo Co. Ltd.)	
	Metalfar)	
	Iraco Sales Ltd.)	1 026*
Taiwan	Rastelli)	
	F.L.L.I.)	89*
	I.M.L.)	
	Enlin Steel)	
	Yih Tah Ind. Co. Ltd.)	701*
TOTAL		4912

* Aggregated to preserve confidentiality of Canadian importers.

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

(H.S. 7307.21.10.00 AND 7307.21.90.00)

VIII. CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Fittings, Pipe, Stainless Steel

Name

*Atlas Alloys
Century Machine Company Ltd.
*Concord-Daigle Inc.
*Crossby Insulations (London) Ltd.
Dominion Screw Co. Ltd.
*Ekberg Canada Ltd.
*Ezefflow Canada Inc.
Harco Enterprises Ltd.
*Hayes-Dana Inc., Weatherhead Products
*Henderson, Barwick Inc.
*Hilltap Fittings Ltd.
*Imperial Eastman Div. of Pullman Canada
Industries D'Acier Inoxydable Ltee (les)
Parker Hannifin (Canada) Inc.
Pullman Of Canada Ltd. Eastman Div.
*Racan Industries Inc.
*Ritepro Inc.
RNG Equipment Inc.
*Robar Industries Limited
*Robert Mitchell Inc. Douglas Bros. Div.
*Shield Metal Manufacturers Ltd.
Soudure M.F.C. Inc.
*Stelco Enterprises
*Tri-Canada Industries Ltd.

Address

Etobicoke, Ont.
Calgary, Alta.
Cowansville, Qué.
Burlington, Ont.
Etobicoke, Ont.
Brockville, Ont.
Granby, Qué.
Peterborough, Ont.
St Thomas, Ont.
Montréal, Qué.
Calgary, Alta.
Barrie, Ont.
St-Léonard, Qué.
Grimsby, Ont.
Winnipeg, Man.
Laval, Qué.
Montréal, Qué.
Etobicoke, Ont.
Surrey, B.C.
St-Laurent, Qué.
Surrey, B.C.
Chicoutimi, Qué.
Toronto, Ont.
Mississauga, Ont.

*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

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS)

(H.S. 7307.21.10.00 AND 7307.21.90.00)

IX. CANADIAN AND FOREIGN TARIFFS

Flanges, stainless steel 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>
	FLANGES			
7307.21.10	Not further worked than forged bent to shape, whether or not deburred or descaled	6.8%	X	5.4%
	On and after January 1, 1991			4.7%
7307.21.90	Other	12.1%	X	9.6%
	On and after January 1, 1991			8.4%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: France, Italy and Republic of Korea.

When 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.

FLANGES, STAINLESS STEEL (PIPE AND TUBE FITTINGS) (H.S. 7307.21)

X. UNITED STATES' IMPORTS - 1989 AND 1990

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

<u>Country of Origin</u>	<u>1989</u>		<u>1990</u>	
	<u>Value⁽¹⁾</u> (\$000)	<u>Import Market Share</u> (% based on value)	<u>Value⁽¹⁾</u> (\$000)	<u>Import Market Share</u> (% based on value)
Canada	383	1	288	1
Japan	18 386	46	12 876	41
Italy	5 643	14	6 896	22
Taiwan	4 546	11	2 851	9
France	2 106	5	2 290	7
India	3 250	8	2 112	7
Federal Republic of Germany	2 849	7	1 686	5
Republic of Korea	1 399	4	819	3
Switzerland	84	*	456	1
China	450	1	340	1
Other	<u>845</u>	<u>2</u>	<u>664</u>	<u>2</u>
Total	39 940	100	31 278	100

⁽¹⁾ A conversion factor of 1.1842 was used to convert the value of 1989 U.S. imports to Canadian dollars and 1.1668 for 1990.

* Less than 1 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
Tel.: (613) 954-4970
Fax.: (613) 954-5463

OR Fabricated Metal and Construction
Products Division
Resource Processing Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3118
Fax.: (613) 954-1894

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800 Victoria Place
P.O. Box 247
Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

NEWFOUNDLAND

ISTC
Atlantic Place
215 Water Street, 5th Floor
P.O. Box 8950
St. John's, Nfld. A1B 3R9
Tel.: (709) 772-ISTC
Fax.: (709) 772-5093

PRINCE EDWARD ISLAND

ISTC
Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Tel.: (902) 566-7400
Fax.: (902) 566-7450

ONTARIO

ISTC
Dominion Public Building
1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
Tel.: (416) 973-ISTC
Fax.: (416) 973-8714

NOVA SCOTIA

ISTC
Central Guaranty Trust Tower
1801 Hollis Street, 5th Floor
P.O. Box 940, Station 'M'
Halifax, N.S. B3J 2V9
Tel.: (902) 426-7259
Fax.: (902) 426-2624

NEW BRUNSWICK

ISTC
Assumption Place, 12th Floor
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

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Scotia Tower
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Calgary, Alta. T2P 3S2
Tel.: (403) 292-4575
Fax.: (403) 292-4578

YUKON

ISTC
Suite 301
108 Lambert Street
Whitehorse, Y.T. Y1A 1Z2
Tel.: (403) 668-4655
Fax.: (403) 668-5003

NORTHWEST TERRITORIES

ISTC
10th Floor
Precambrian Building
P.O. Bag 6100
Yellowknife, N.W.T.
Tel.: (403) 920-8568
Fax.: (403) 873-6228

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