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# MARKET INTELLIGENCE

**COOKING UTENSILS,  
HOUSEHOLD, STAINLESS STEEL**

Pub. No.: 91033-IP

July 1991



Canada





## COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL

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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-7027  
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) 954-7027  
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.

## TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. Summary of Canadian Imports	6
- By 1990 Province of Customs Clearance	7
III. Canadian Imports by Major Countries of Origin	8
IV. Canadian Shipments	9
V. Canadian Exports	10
VI. Canadian Importers - 1990	11
VII. Foreign Exporters to Canada - 1990	12
VIII. Canadian Suppliers	14
IX. Canadian and Foreign Tariffs	16
X. United States' Imports - 1990	17
XI. Market Overview	18





## COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL

### 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.

The following is a list of Harmonized System (H.S.) import commodity codes dealing with cooking utensils, household, aluminum, stainless steel and iron or steel. This report deals only with cooking utensils, household, stainless steel for H.S. code 7323.93.00.10.

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>	<u>Related Report Pub. No.</u>
Table, kitchen or other household articles and parts thereof, of aluminum; pot scourers and scouring or polishing pads, gloves and the like, of aluminum; sanitary ware and parts thereof, of aluminum (76.15)		
-Table, kitchen or other household articles and parts thereof; pot scourers and scouring or polishing pads, gloves and the like (7615.10)		
-----Cooking utensils		91032-IP
Table, kitchen or other household articles and parts thereof, of iron or steel; iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel (73.23)		
--Of stainless steel (7323.93)		
-----Cooking utensils	7323.93.00.10	
Table, kitchen or other household articles and parts thereof, of iron or steel; iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel (73.23)		
--Of iron (other than cast iron) or steel, enamelled (7323.94)		
-----Cooking utensils (7323.94.00.10)		N/A

Total imports in 1990 for all of the above cooking utensils were valued at \$54.8 million. Imports of cooking utensils, household, stainless steel amounted to \$28 million or 51 per cent of the total.

N/A - Not available.

91033-IP

# COOKING UTENSILS, HOUSEHOLD, ALUMINUM, STAINLESS STEEL AND IRON OR STEEL

(H.S. 7615.10, 7323.93 AND 7323.94)

## II. SUMMARY OF CANADIAN IMPORTS

<u>Description and Commodity Code</u>	<u>1988 Value (\$000)</u>	<u>Total Imports</u>		<u>Major Country of Export to Canada % of Total Value</u>		
		<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>
-Table, kitchen or other household articles and parts thereof, of aluminum: (7615.10)						
--Cooking utensils 7615.10.00.10	15 470	18 446	19 276	U.S.A. 34	U.S.A. 31	France 38
-Table, kitchen or other household articles and parts thereof, of stainless steel: (7323.93)						
--Cooking utensils* 7323.93.00.10	30 201	27 599	28 009	Rep. of Korea 31	Rep. of Korea 23	Rep. of Korea 21
-Table, kitchen or other household articles and parts thereof, of iron or steel, enamelled: (7323.94)						
--Cooking utensils 7323.94.00.10	<u>4 890</u>	<u>7 825</u>	<u>7 559</u>	Taiwan 28	Taiwan 25	U.S.A. 28
<b>TOTAL</b>	<b>50 561</b>	<b>53 870</b>	<b>54 844</b>			

Information on the following pages of this report deals only with stainless steel household cooking utensils (H.S. 7323.93.00.10).

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\* Included in report

**COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL**  
**(H.S. 7323.93.00.10)**

**II. SUMMARY OF CANADIAN IMPORTS (Cont'd)**

**1990 CANADIAN IMPORTS BY PROVINCE OF CUSTOMS CLEARANCE**

	<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</u> <sup>(1)</sup>
Value (\$000)	0	0	0	49	10 646	10 944	192	102	242	5 834	28 009

---

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



# COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL

(H.S. 7323.93.00.10)

## III. CANADIAN IMPORTS BY MAJOR COUNTRIES OF ORIGIN

Country of Origin <sup>(1)</sup>	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)
U.S.A.	5 552	18	4 723	17	5 882	21
Italy	4 284	14	4 617	17	4 884	17
Republic of Korea	9 307	31	6 224	23	4 879	17
Hong Kong	5 840	19	5 610	20	4 615	16
Taiwan	1 471	5	1 698	6	2 272	8
People's Republic of China	329	1	802	3	1 907	7
Brazil	582	2	705	3	752	3
Portugal	0	0	604	2	579	2
France	933	3	836	3	573	2
Belgium	0	0	374	1	370	1
Others	<u>1 903</u>	<u>6</u>	<u>1 407</u>	<u>5</u>	<u>1 297</u>	<u>5</u>
<b>TOTAL</b>	<b>30 201</b>	<b>100</b>	<b>27 599</b>	<b>100</b>	<b>28 009</b>	<b>100</b>

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

## COOKING UTENSILS, HOUSEHOLD, ALUMINUM, STAINLESS STEEL AND IRON OR STEEL

### IV. CANADIAN SHIPMENTS

Statistics Canada reports that shipments of cooking utensils for 1988 (latest year available) as follows:

<u>Product</u>	<u>Value of Shipments</u> <u>(\$ Million)</u> 1988	<u>No. of</u> <u>Establishments</u>
Cooking utensils, aluminum	N/A	1
Cooking Utensils, Stainless Steel	9.8	5
Cooking Utensils, Iron or Steel	11.8	8

---

N/A - Not available due to confidentiality of the Statistic's Act.

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

**COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL**  
**(H.S. 7323.93)**

**V. CANADIAN EXPORTS**

Statistics Canada does not publish specific data on exports of stainless steel household cooking utensils. They are included in the following H.S. code.

<u>Description and Commodity Code</u>	<u>1988 Value (\$000)</u>	<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>Major Country of Destination</u> <u>% of Total Value</u>		
				<u>1988</u>	<u>1989</u>	<u>1990</u>
Table, kitchen or other household articles and parts thereof, of stainless steel; scourers and scouring or polishing pads, gloves and the like 7323.93	2 488	3 001	2 141	U.S.A. 64	U.S.A. 87	U.S.A. 85

# COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL

(H.S. 7323.93.00.10)

## VI. CANADIAN IMPORTERS - 1990

There were 487 known importers of stainless steel household cooking utensils in 1990. The principal 15 importers accounted for 63 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
5	12 502	45
10	15 579	56
15	17 700	63
35	22 347	80
All Importers (487)	28 009	100

The principal 35 importers of stainless steel household cooking utensils during 1990 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 35 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Adamo Import Houseware & Gifts Ltd.	Toronto, Ont.	International Home Products Ltd.	Niagara Falls, Ont.
Aurora Importing & Distributing Ltd.	Mississauga, Ont.	Jean H Henle Incorporated	Montréal, Qué.
Browne & Co. Ltd.	Markham, Ont.	K Mart Canada Limited	Brampton, Ont.
Canadian Tire Corporation Ltd.	Toronto, Ont.	Meyer Housewares Canada Ltd.	Montréal, Qué.
Cassidys Limited	Etobicoke, Qué.	Modern Houseware Imports Inc.	Burnaby, B.C.
Circle Sales & Import Ltd.	Montréal, Qué.	Oneida Canada Limited	Niagara Falls, Ont.
Consumers Distributing Co. Ltd.	Rexdale, Ont.	P S F Industries Inc.	St-Laurent, Qué.
Corning Canada Inc.	Toronto, Ont.	Regal Ware Canada Inc.	Orangeville, Ont.
Corning Glass Works	Corning, NY, U.S.A.*	Sears Canada Inc.	Scarborough, Ont.
Corporation Coranco	Lachine, Qué.	Table Charm Ltd.	Thornhill, Ont.
Costco Wholesale Corporation	Burnaby, B.C.	Toronto Watch Import Inc.	Toronto, Ont.
Donald Choi Canada Limited	Waterloo, Ont.	Treasure Chest Distributors O/B	
F.W. Woolworth Company Ltd.	Weston, Ont.	Clara Den Enterprises Ltd.	Delta, B.C.
Gunter Rosenthal Imports Ltd.	Lachine, Qué.	Vollrath of Canada Ltd.	Mississauga, Ont.
Himark International (Canada) Ltd.	Richmond Hill, Ont.	Waye-Mar Products Ltd.	Pickering, Ont.
Hudsons Bay Company	Toronto, Ont.	Weil Company Limited	Mississauga, Ont.
IKEA Wholesale Limited	Brossard, Qué.	West Bend of Canada Div. of Dart Industries Can. Ltd.	Barrie, Ont.
		Woodward Stores Ltd.	Vancouver, B.C.
		Zellers Limited	Montréal, Qué.

\* Non resident importer



# **COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL** (H.S. 7323.93.00.10)

## **VII. FOREIGN EXPORTERS TO CANADA - 1990**

Major exporters to Canada of stainless steel household cooking utensils are listed by major country of origin in descending order of dollar value. These exporters accounted for 71 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
United States	Volrath Co.	3 072*
	Regal Ware Inc.	
	West Bend Company, The	
	Revere Copper and Brass Inc.	1 468*
	Farbeware	
	General Houseware Corp.	
	Oneida Ltd.	
Italy	Lagostina SPA	3 963*
	Vev Inox Industrial	
	Maioliche IL Bargello	
	Fogacci Casa	
	Frabosk	
Republic of Korea	Excel Policy Ltd.	1 246*
	Sammi Corp.	
	Kyung Dong Co.	
	Sam Bo Industrial Co. Ltd.	982*
	Seil Industrial Co.	
	Ilshin Co. Ltd.	
	Daewoo Corp.	593*
	Num Yang Stainless Steel	
	O'Bok Stainless Steel Ltd.	
	Progressive International	530*
	Coranco Corp.	
	Dai Yang Mulsan Co. Ltd.	
	IKEA Svenska	

\* Aggregated to preserve confidentiality of Canadian importers.

**COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL**  
**(H.S. 7323.93.00.10)**

**VII. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		<u>Value of Exports</u> <u>to Canada</u>
			<u>1990</u> <u>(\$000)</u>
Hong Kong	Meyer Manufacturing ) Sannex Products Ltd. )		4 193*
Taiwan	Welcare Industries Inc. ) King Universe Co. Ltd. ) Trans World Associates ) Audrey Tsau Co. Ltd. ) Forpro Products Co. Ltd. ) Grand Unique Trader )		1 055*
People's Republic of China	Meyer Mfg. Co. Ltd. ) China Nat'l. Light Inc. )		1 560*
Brazil	Tramoatina Farroupilha )		
Portugal	Silampos )		1 226*
<b>TOTAL</b>			<b>19 888</b>

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\* Aggregated to preserve confidentiality of Canadian importers.

## COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL (H.S. 7323.93.00.10)

### 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). 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.

#### Cooking Utensils, Household, Stainless Steel

<u>Name</u>	<u>Address</u>
*Everingham Brothers Limited	Brampton, Ont.
Industries d'Acier Inoxydable Ltée, (Les)	Montréal, Qué.
*Les Évaporateurs Waterloo Inc.	Waterloo, Qué.
M.W. Metal Spinning & Stamping Co.	Downsview, Ont.
*Padinox Inc.	Charlottetown, P.E.I.
Pat Difalco Pure Aluminum Ware	St-Laurent, Qué.
*Regal Ware Canada Inc.	Orangeville, Ont.
*Sani Métal Ltée.	Québec, Qué.
*Supreme/Micro Co. Div. Newell Ind. Cda.	Pickering, Ont.

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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

## COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL

(H.S. 7323.93.00.10)

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

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

#### Utensils, Cooking, Aluminum or Stainless Steel

<u>Name</u>	<u>Address</u>
*Crown Custom Metal Spinning Inc.	Concord, Ont.
*Doyon Equipment Inc.	St-Come, Qué.
Everingham Brothers Limited	Brampton, Ont.
Noma Outdoor Products Inc.	Brampton, Ont.
Padinox Inc.	Charlottetown, P.E.I.
*Regal Ware Canada Inc.	Orangeville, Ont.
Soren Manufacturing Company Limited (aluminum only)	Toronto, Ont.
*Supreme Division Newell Industries Canada Inc.	Pickering, 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



**COOKING UTENSILS, HOUSEHOLD, STAINLESS STEEL**  
**(H.S. 7323.93.00.10)**

**IX. CANADIAN AND FOREIGN TARIFFS**

Stainless steel household cooking utensils 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>
	Table, kitchen or other household articles and parts thereof, of iron or steel; iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel.			
7323.93.00	Of stainless steel On and after January 1, 1991	10.2%	6.5%	8.1% 7.1%

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Italy, Taiwan, Portugal, France, Belgium.

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment\*: Republic of South Korea, Hong Kong, People's Republic of China, Brazil.

---

\* In order to qualify for the General System of Preference, a special certificate of origin is required.

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.

# COOKING UTENSILS, HOUSEHOLD, ALUMINUM, STAINLESS STEEL AND IRON OR STEEL

## X. UNITED STATES' IMPORTS - 1990

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

### CANADA'S SHARE OF U.S. IMPORTS

<u>H.S. Product Code</u>	<u>Description</u>	<u>1989 Value (\$000)</u>		<u>1990 Value (\$000)</u>	
		<u>Total</u>	<u>From Canada</u>	<u>Total</u>	<u>From Canada</u>
76.15	Table, kitchen or other household articles and parts thereof, of aluminum; pot scourers and scouring or polishing pads, gloves and the like, of aluminum; sanitary ware and parts thereof, of aluminum:				
7615.10	Table, kitchen or other household articles and parts thereof; pot scourers and scouring or polishing pads, gloves and the like: Cooking and kitchen ware:	132 939	4 246	150 604	7 742
73.23	Table, kitchen or other household articles and parts thereof, of iron or steel; iron or steel wool; pot scourers and scouring or polishing pads, gloves and the like, of iron or steel:				
7323.93	Of stainless steel: Cooking utensils and kitchenware:	189 019	8 375	185 180	1 822
7323.94	Of iron (other than cast iron) or steel, enameled: Cooking and kitchen ware:	95 651	188	103 240	98

## **COOKING UTENSILS, HOUSEHOLD, ALUMINUM, STAINLESS STEEL AND IRON OR STEEL**

### **XI. MARKET OVERVIEW**

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 production. 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.

## **COOKING UTENSILS, HOUSEHOLD, ALUMINUM, STAINLESS STEEL AND IRON OR STEEL**

### **XI. MARKET OVERVIEW (Cont'd)**

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.

In 1990, imports represented 35 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 also increased slightly.

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 1991 U.S. tariff on metal cookware from Canada falls between 2.6 and 3.9 per cent. The equivalent Canadian tariff on products from the U.S. is 7.1 per cent and 10.2 per cent from other MFN countries.

Ms. Patricia Parent  
Recreational and Household Products Directorate  
Consumer Products Branch  
Telephone: (613) 954-3108



## DID YOU KNOW?

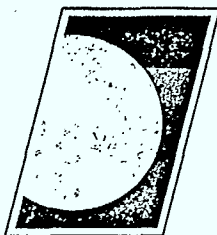
Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis and is available in most regional offices.

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For more information on this service, contact the Market Intelligence Division at (613) 954-4970 or the nearest **ISTC** Regional Office listed at the end of this publication.



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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  
Recreational and Household Products Directorate  
Consumer Products Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3108  
Fax.: (613) 954-3107

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ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### ONTARIO

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

#### MANITOBA

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

#### 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

#### 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

#### SASKATCHEWAN

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

#### 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

#### NEW BRUNSWICK

ISTC  
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770 Main Street  
P.O. Box 1210  
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Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### BRITISH COLUMBIA

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

## **REGIONAL OFFICES (Cont'd)**

### **ALBERTA**

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Canada Place  
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Edmonton, Alta. T5J 4C3  
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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  
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. X1A 2R3  
Tel.: (403) 920-8568  
Fax.: (403) 873-6228

## **HEADQUARTERS**

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