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Industry, Science and  
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Technologie Canada

# MARKET INTELLIGENCE

**OTHER GLASS FIBRE ARTICLES,  
NOT ELSEWHERE SPECIFIED**

Pub. No.: 91104-IP

December 1991



Canada





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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6908  
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) 954-6908  
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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## OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED

### 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 code:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
Glass fibres (including glass wool) and articles thereof (for example, yarn, woven fabrics) (70.19)	
-Other glass fibre articles, not elsewhere specified	7019.90.90.90

Note: This H.S. code includes glass fibre articles other than those which have specific descriptions and H.S. codes such as:

- Silvers, rovings yarn and chopped strands (7019.10)
- Woven fabrics, including narrow fabrics (7019.20)
- Mats (7019.31)
- Thin sheets (voiles) (7019.32)
- Insulation products (7019.39)
- Curtains and drapes (7019.90)

Also available is a market intelligence report entitled "Filter Fabric, Woven (Glass Fibres)", Pub. No.: 91103-IP.



**OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED**  
(H.S. 7019.90.90.90)

**II. CANADIAN IMPORTS**

**SUMMARY**

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada % of Total Value</u>			
	<u>1988 Value (\$000)</u>	<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>1991 Value (\$000)</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Other glass fibre articles, not elsewhere specified H.S. 7019.90.90.90	6 245	10 676	9 795	12 154	U.S.A. 97	U.S.A. 98	U.S.A. 95	U.S.A. 97

**BY PROVINCE OF CLEARANCE**

<u>Province of Clearance</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91 (%)</u>
Ontario Value (\$000)	4 524	8 081	6 358	6 439	12.5
Alberta Value (\$000)	274	380	371	1 789	86.9
British Columbia Value (\$000)	147	354	1 232	1 687	125.7
Québec Value (\$000)	526	1 153	1 350	863	17.9
New Brunswick Value (\$000)	116	79	192	709	82.9
Manitoba Value (\$000)	200	312	177	400	26.0
Saskatchewan Value (\$000)	412	203	85	187	-23.1
Nova Scotia Value (\$000)	40	88	21	49	6.8
Newfoundland Value (\$000)	5	27	7	31	80.3
Yukon Value (\$000)	-	-	2	-	0.0
Total Value (\$000)	6 245	10 676	9 795	12 154	24.9

Ranked in descending order by 1991 value.

# OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED

(H.S. 7019.90.90.90)

## II. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	72.4	75.7	64.9	53.0
Alberta				
Value	4.4	3.6	3.8	14.7
British Columbia				
Value	2.3	3.3	12.6	13.9
Québec				
Value	8.4	10.8	13.8	7.1
New Brunswick				
Value	1.9	0.7	2.0	5.8
Manitoba				
Value	3.2	2.9	1.8	3.3
Saskatchewan				
Value	6.6	1.9	0.9	1.5
Nova Scotia				
Value	0.6	0.8	0.2	0.4
Newfoundland				
Value	0.1	0.2	0.1	0.3
Yukon				
Value	-	-	0.0	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.



**OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED**  
(H.S. 7019.90.90.90)

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

**BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States					
Value (\$000)	6 031	10 481	9 352	11 773	25.0
France					
Value (\$000)	24	54	205	150	83.9
United Kingdom					
Value (\$000)	2	36	53	126	282.0
Italy					
Value (\$000)	60	54	72	42	-10.6
Sweden					
Value (\$000)	1	8	17	29	252.8
Republic of Korea					
Value (\$000)	-	2	7	22	208.5
Fed. Rep. of Germany					
Value (\$000)	46	3	39	9	-41.1
Mexico					
Value (\$000)	-	0	-	2	175.0
Belgium					
Value (\$000)	8	-	-	0	-71.7
Japan					
Value (\$000)	2	1	2	0	-55.0
Other					
Value (\$000)	72	36	48	-	-18.3
Total					
Value (\$000)	6 245	10 676	9 795	12 154	24.9

Ranked in descending order by 1991 value.

**OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED**  
**(H.S. 7019.90.90.90)**

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

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
United States				
Value	96.6	98.2	95.5	96.9
France				
Value	0.4	0.5	2.1	1.2
United Kingdom				
Value	0.0	0.3	0.5	1.0
Italy				
Value	1.0	0.5	0.7	0.3
Sweden				
Value	0.0	0.1	0.2	0.2
Republic of Korea				
Value	-	0.0	0.1	0.2
Fed. Rep. of Germany				
Value	0.7	0.0	0.4	0.1
Mexico				
Value	-	0.0	-	0.0
Belgium				
Value	0.1	-	-	0.0
Japan				
Value	0.0	0.0	0.0	0.0
Other				
Value	1.2	0.3	0.5	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

## **OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED**

**(H.S. 7019.90.90.90)**

### **III. CANADIAN PRODUCTION**

Departmental sources indicate that there is Canadian production of this product. However, for reasons of confidentiality, separate data on production or shipments by Canadian manufacturers are not available.

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

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-9836

# OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED (H.S. 7019.90.90.90)

## IV. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION

Separate export data for other glass fibre articles, not elsewhere specified are not available. These products are included in the Harmonized System (H.S.) six digit code 7019.90.

1989		1990		1991	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	11 110	U.S.	7 330	U.S.	8 258
W.Germany	958	Japan	1 183	Japan	392
Australia	491	S. Arabia	764	U.K.	118
Japan	232	Australia	524	Italy	76
U.K.	169	S. Korea	497	Hong Kong	68
Hong Kong	152	W.Germany	240	Netherlands	44
Taiwan	130	Poland	240	S. Arabia	21
Dominican Rep.	105	U.K.	172	Switzerland	18
Spain	88	United Arab Emirates	127	Greece	18
Netherlands	86	Indonesia	90	Australia	14
Other	409	Other	470	Other	56
<b>Total</b>	<b>13 933</b>		<b>11 636</b>		<b>9 084</b>

Note: Major countries in descending order based upon value.

Source: Statistics Canada.



# OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED (H.S. 7019.90.90.90)

## V. CANADIAN IMPORTERS - 1990

There were 312 known importers of other glass fibre articles, not elsewhere specified in 1990. The principal six importers accounted for 52 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	3 125	32
6	5 088	52
10	5 960	61
15	6 666	68
25	7 545	77
30	7 857	80
All Importers (312)	9 795	100

The principal importers of other glass fibre articles, not elsewhere specified 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 the principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A F Mundy Associates Canada Ltd.	Etobicoke, Ont.	Farr Inc.	Laval, Qué.
A Rea Tools & Tubing Limited	Mississauga, Ont.	Fiberglass Canada Inc.	Willowdale, Ont.
Aeroquip Canada Inc.	Toronto, Ont.	Filterfab Incorporated	St Catharines, Ont.
Air Canada Facilities & Supply Ltd.	St-Laurent, Qué.	Filtration Kenbec Ltd.	Lasalle, Qué.
Air Filter Sales & Service Ltd.	Concord, Ont.	Global Pet Food Sales Inc.	Concord, Ont.
Albany Engineering Systems Inc.	Dorval, Qué.	Graham Fibreglass Ltd.	Erin, Ont.
Albarrie Canada Limited	Barrie, Ont.	Green Belting Industries Limited	Mississauga, Ont.
Automation Industries (Canada) Ltd.	Mississauga, Ont.	Haworth Limited	Toronto, Ont.
Burnaby Insulation Supplies Ltd.	Burnaby, B.C.	Isolation Dispro Inc.	Anjou, Qué.
C P Rail Ltd.	Montréal, Qué.	Krueger International Canada Inc.	Dorion-Vaudreuil, Qué.
Canadian Aircraft Products Div Of Avco rp Industries Inc.	Richmond, B.C.	Nimlok Canada Ltd.	Markham, Ont.
Canadian Bearings Ltd.	Mississauga, Ont.	Petwa Canada Ltd.	Calgary, Alta.
Dafco Filtration Products Inc.	Mississauga, Ont.	Rabco Food Services Limited	Scarborough, Ont.
Dasko Hardware Products Inc.	Woodstock, Ont.	René Fibre De Verre Ltée.	St-Ephrem-De-Beauce, Qué.
Engco Ltd.	Toronto, Ont.	S. Fattal Canvas Inc.	Toronto, Ont.
Equipement De Finition Du Québec Inc.	Côte St-Luc, Qué.	Snyder General Canada Inc.	Montréal, Qué.
Equipement De Sécurité Safety Supply Div Optique Inc.	Montréal, Qué.	Steels Industrial Products Ltd.	Richmond, B.C.
Evergreen Door Inc.	Mississauga, Ont.	Tedyne Water Pik Canada Ltd.	Etobicoke, Ont.
		Thermo Electron Canada Inc.	St-Léonard, Qué.
		Usi Fibre P G C Inc.	St-Jérôme, Qué.
		Van Dresser Ltd.	Waterloo, Ont.

**OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED**  
(H.S. 7019.90.90.90)

**VI. FOREIGN EXPORTERS TO CANADA - 1990**

Major exporters to Canada of other glass fibre articles, not elsewhere specified are listed by major country of origin in descending order of dollar value. These exporters accounted for 72 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</u> (\$000)
United States	Knauf Fiberglass Co.	1 404
	Owens Corning Fiberglass )	
	State Insulation Corp. )	2 547*
	Van Dresser Corp. )	
	Guardian Fiberglass Corp. )	
	Goodwin Insulation Dist. )	1 040*
	Therma Tru Corp. )	
	Albarrie )	531*
	Perma Pipe Midwest Co. )	
	Mainville Sales Corp. )	
	Superior Glass Fibers Inc. )	383*
	BGF Industries Inc. )	
	Flight Insulation Inc. )	
	Bentley Harris Mfg. Co. )	316*
	Seaway Corp. )	
	Purolator Products Air )	
	Haworth Inc. )	268*
	CCX Fibreglass Products )	
	Glasfloss Ind. Inc. )	
	Macarthur Co. )	
	Flexible Technologies )	318*
	Farr Company )	
France	UDD Fim SA Div. Isolants )	
Italy	Bonetti Acciai SPA )	
		270*
United Kingdom	TBA Industrial Products )	
<b>TOTAL</b>		<b>7 077</b>

\* Aggregated to preserve confidentiality of Canadian importers.

**OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED**  
**(H.S. 7019.90)**

**VII. CANADIAN AND FOREIGN TARIFFS**

Other glass fibre articles, not elsewhere specified included in this report are dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1991</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
7019.90	Other			
7019.90.90	Glass fibre articles, non-woven, n.e.s.	10.2%	6.5%	7.1%

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n.e.s. - Not elsewhere specified.

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

All exporting countries shown in Section III qualify for the Most Favoured Nation tariff treatment and the Republic of Korea also qualify for the General System of Preference tariff treatment\*.

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\* 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.

# OTHER GLASS FIBRE ARTICLES, NOT ELSEWHERE SPECIFIED (H.S. 7019.90)

## VII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Other glass fibre articles, not elsewhere specified included in this report are dutiable under the following U.S. tariff items:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty - 1991</u>		
		<u>General</u>	<u>Special<sup>(1)</sup></u>	<u>2</u>
7019.90	Other:			
7019.90.10	-Woven	6.9%	2.1% (IL) 4.8% (CA)	60%
7019.90.50	-Other	6.2%	Free (A,B,E,IL) 4.3% (CA)	50%

## 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.

<sup>(1)</sup> Generalized System of Preferences	A
Automotive Products Trade Act	B
United States-Canada Free-Trade Agreement	CA
Caribbean Basin Economic Recovery Act	E
United States-Israel Free Trade Area	IL

- 2 Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

Afghanistan	German Democratic	Mongolia
Albania	Republic	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics
Estonia	Lithuania	Vietnam



## 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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## 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 Textiles and Leather Directorate  
Consumer Products Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-2925  
Fax.: (613) 954-1894

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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  
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330 Portage Avenue  
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Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
Fax.: (204) 983-2187

#### NEWFOUNDLAND

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

#### NOVA SCOTIA

ISTC  
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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

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134 Kent Street, Suite 400  
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Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### NEW BRUNSWICK

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

#### BRITISH COLUMBIA

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650 West Georgia St.  
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Vancouver, B.C. V6B 5H8  
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9700 Jasper Avenue  
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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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1st Floor, East Tower  
235 Queen Street  
Ottawa, Ont. K1A 0H5  
Tel.: (613) 952-ISTC  
Fax.: (613) 957-7942

