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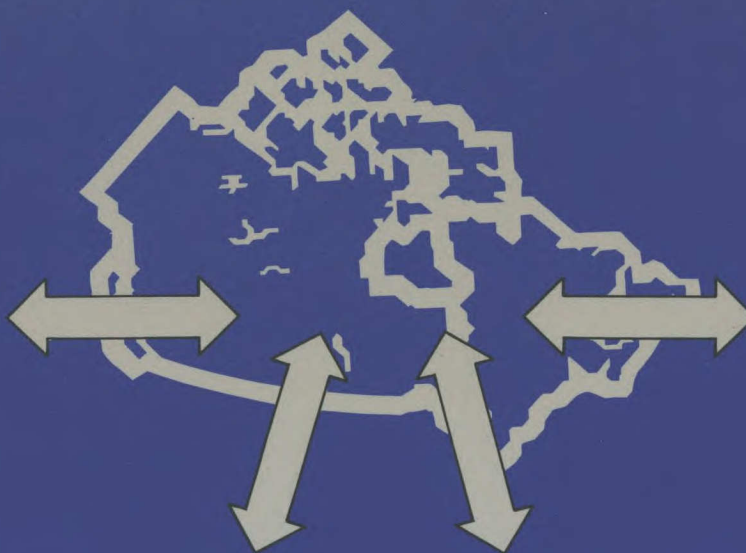
Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

**NONWOVENS OF POLYPROPYLENE,
WHETHER OR NOT
IMPREGNATED, COATED,
COVERED OR LAMINATED**

Pub. No.: 91124-IP

January 1992



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Prepared by:
Lionel Charron
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

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6920
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) 954-6920
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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NONWOVENS OF POLYPROPYLENE, WHETHER OR NOT IMPREGNATED, COATED, COVERED OR LAMINATED

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. The following is a list of Harmonized System (H.S.) import commodity codes dealing with nonwovens, whether or not impregnated, coated, covered or laminated. This report deals only with nonwovens of polypropylene (H.S. 5603.00.90.92). Other related reports are also listed.

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>	<u>Related Reports Pub. Nos.</u>
Nonwovens, whether or not impregnated, coated, covered or laminated (H.S. 5603.00)		
--Of polyester		91116-IP
--Of polypropylene	5603.00.90.92	
--Other		91129-IP

Total imports in 1991 for all of the above products were valued at \$38 million. Imports of nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated, included in this report amounted to \$9.3 million or 24 per cent of the total.

In 1990 a new H.S. tariff code was created for nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated.

Prior to 1990, nonwovens, polypropylene, whether or not impregnated, coated, covered or laminated were classified under H.S. code 5603.00.00.92. In 1988 and 1989 import totals amounted to \$2.4 million and \$3.9 million respectively.

NONWOVENS OF POLYPROPYLENE, WHETHER OR NOT IMPREGNATED, COATED, COVERED OR LAMINATED

(H.S. 5603.00.90.92)

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>1990</u>	<u>1990</u>	<u>1991</u>	<u>1991</u>	<u>1990</u>	<u>1991</u>
	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>		
	(000 kg)	(\$000)	(000 kg)	(\$000)		
Nonwoven polypropylene, whether or not impregnated, coated, covered or laminated H.S. 5603.00.90.92	982	4 447	2 258	9 261	U.S.A. 95	U.S.A. 95

BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1990-91</u>
-----	----	----	-----
			(%)
Ontario			
Quantity (000 KGM)	708	847	19.7
Value (\$000)	3 224	4 175	29.5
Québec			
Quantity (000 KGM)	95	974	920.6
Value (\$000)	346	3 579	934.8
Saskatchewan			
Quantity (000 KGM)	66	222	237.6
Value (\$000)	189	677	258.5
Alberta			
Quantity (000 KGM)	3	119	3 599.7
Value (\$000)	28	415	1 402.8
Manitoba			
Quantity (000 KGM)	76	54	-28.8
Value (\$000)	540	295	-45.3
British Columbia			
Quantity (000 KGM)	21	40	86.0
Value (\$000)	65	108	64.4
Nova Scotia			
Quantity (000 KGM)	3	*	-89.2
Value (\$000)	15	12	-17.4
New Brunswick			
Quantity (000 KGM)	9	-	0.0
Value (\$000)	40	-	0.0
Total	-----	-----	-----
Quantity (000 KGM)	982	2 258	129.8
Value (\$000)	4 447	9 261	108.3

Ranked in descending order by 1991 value.

* Less than \$500.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
NOT IMPREGNATED, COATED,
COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1990	1991
-----	----	----
	%	%
Ontario		
Quantity	72.0	37.5
Value	72.5	45.1
Québec		
Quantity	9.7	43.2
Value	7.8	38.6
Saskatchewan		
Quantity	6.7	9.9
Value	4.2	7.3
Alberta		
Quantity	0.3	5.3
Value	0.6	4.5
Manitoba		
Quantity	7.8	2.4
Value	12.1	3.2
British Columbia		
Quantity	2.2	1.8
Value	1.5	1.2
Nova Scotia		
Quantity	0.3	0.0
Value	0.3	0.1
New Brunswick		
Quantity	0.9	-
Value	0.9	-
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
NOT IMPREGNATED, COATED,
COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

II. CANADIAN IMPORTS (Cont'd)

**AVERAGE UNIT PRICES
BY PROVINCE OF CLEARANCE
(\$ PER KGM)**

Province of Clearance -----	1990 ----	1991 ----
Ontario	4.55	4.93
Québec	3.62	3.67
Saskatchewan	2.86	3.04
Alberta	8.56	3.48
Manitoba	7.07	5.43
British Columbia	3.08	2.72
Nova Scotia	4.58	34.94
New Brunswick	4.39	-
	-----	-----
All Provinces	4.53	4.10

Ranked in descending order by 1991 value.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
NOT IMPREGNATED, COATED,
COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

II. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1990	1991	Average Annual Growth Rate 1990-91 (%)
United States			
Quantity (000 KGM)	946	2 169	129.3
Value (\$000)	4 238	8 837	108.5
Canada			
Quantity (000 KGM)	-	17	0.0
Value (\$000)	-	127	0.0
Brazil			
Quantity (000 KGM)	-	33	0.0
Value (\$000)	-	96	0.0
Japan			
Quantity (000 KGM)	1	9	1 201.4
Value (\$000)	13	83	539.8
Denmark			
Quantity (000 KGM)	30	20	-33.4
Value (\$000)	105	71	-32.9
Fed. Rep. of Germany			
Quantity (000 KGM)	*	8	1 9430.0
Value (\$000)	*	31	8 589.4
Italy			
Quantity (000 KGM)	-	2	0.0
Value (\$000)	-	10	0.0
Taiwan			
Quantity (000 KGM)	-	*	0.0
Value (\$000)	-	6	0.0
Republic of Korea			
Quantity (000 KGM)	-	1	0.0
Value (\$000)	-	2	0.0
Other			
Quantity (000 KGM)	6	*	-99.9
Value (\$000)	90	-	0.0
Total			
Quantity (000 KGM)	982	2 258	129.8
Value (\$000)	4 447	9 261	108.3

Ranked in descending order by 1991 value.

* Less than \$500.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
NOT IMPREGNATED, COATED,
COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1990	1991
-----	----	----
	%	%
United States		
Quantity	96.3	96.1
Value	95.3	95.4
Canada		
Quantity	-	0.7
Value	-	1.4
Brazil		
Quantity	-	1.5
Value	-	1.0
Japan		
Quantity	0.1	0.4
Value	0.3	0.9
Denmark		
Quantity	3.1	0.9
Value	2.4	0.8
Fed. Rep. of Germany		
Quantity	0.0	0.3
Value	0.0	0.3
Italy		
Quantity	-	0.1
Value	-	0.1
Taiwan		
Quantity	-	0.0
Value	-	0.1
Republic of Korea		
Quantity	-	0.0
Value	-	0.0
Other		
Quantity	0.6	0.0
Value	2.0	0.0
	-----	-----
Total		
Quantity	100.0	100.0
Value	100.0	100.0

Ranked in descending order by 1991 value.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
NOT IMPREGNATED, COATED,
COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

II. CANADIAN IMPORTS (Cont'd)

**AVERAGE UNIT PRICES
BY MAJOR COUNTRY OF ORIGIN
(\$ PER KGM)**

Country of Origin -----	1990 ----	1991 ----
United States	4.48	4.07
Canada	-	7.59
Brazil	-	2.92
Japan	19.60	9.64
Denmark	3.50	3.53
Fed. Rep. of Germany	8.93	3.97
Italy	-	6.29
Taiwan	-	16.37
Republic of Korea	-	2.08
Other	16.00	-
	-----	-----
All Countries	4.53	4.10

Ranked in descending order by 1991 value.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
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COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

II. CANADIAN IMPORTS (Cont'd)

BY APPARENT END-USE/INDUSTRY

<u>Apparent End-Use/Industry</u>	<u>Value of 1990 Imports (\$000)</u>	<u>% of Total Imports</u>
Chemicals, plastics and allied products	1 426	32
Textile mills	1 164	26
Construction and industrial supplies	878	20
Auto, aircraft and marine industry	472	11
Homefurnishing and upholstery	296	7
Wholesalers	46	1
Not known	<u>165</u>	<u>3</u>
Total	4 447	100

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(H.S. 5603.00.90.92)

III. CANADIAN PRODUCTION

There are no available data on Canadian production for nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated.

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) 951-3523

NONWOVENS OF POLYPROPYLENE, WHETHER OR NOT IMPREGNATED, COATED, COVERED OR LAMINATED

(H.S. 5603.00.90.92)

IV. CANADIAN IMPORTERS - 1990

There were 45 known importers of nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated in 1990. The principal ten importers accounted for 90 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	2 703	61
6	3 599	81
10	4 017	90
15	4 232	95
All Importers (45)	4 447	100

The principal importers of nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated, 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
3m Canada Inc.	London, Ont.	Herron Chevrolet Oldsmobile Ltd.	Mississauga, Ont.
Amoco Fabrics & Fibers Ltd.	Hawkesbury, Ont.	Kappler Canada Ltd.	Brantford, Ont.
Associated Marine Equipment Ltd.	Halifax, N.S.	Kimberly-Clark Of Canada Ltd	Mississauga, Ont.
Can-Save Insulation Ltd.	Barrie, Ont.	Kt Industries Ltd.	Winnipeg, Man.
Canadair Ltd.	Montréal, Qué.	Les Industries Lenrod Ltée.	Montréal, Qué.
Chrysler Canada Ltd.	Windsor, Ont.	Nilex Geotechnical Products Inc.	Edmonton, Alta.
Cie Des Produits Favorite Ltée.	Laval, Qué.	Otto Jangl Co Ltd.	Sherrington, Qué.
Dominion Textile Inc.		Pigmalion Services Group Inc.	Mississauga, Ont.
Fiberworld Inc.	Hawkesbury, Ont.	Sooke Community Association	Sooke, B.C.
	Montréal, Qué.	Tabtex Inc.	Montréal, Qué.
Du Pont Canada Inc.	Mississauga, Ont.	Texel Inc.	St-Elzéar-De-Beauce, Qué.
Geopetrol Resources Ltd.	Edmonton, Alta.		Pointe-Claire-Dorval, Qué.
George N. Jackson Ltd.	Winnipeg, Man.	Twin Pak Inc.	
H Adler Textiles Ltd	Montréal, Qué.	Versatech Products Inc.	Burnaby, B.C.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
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(H.S. 5603.00.90.92)

V. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated, are listed by major country of origin in descending order of dollar value. These exporters accounted for 96 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	Min. Mining and Mfg. Co.) Amoco Fabrics and Fibers Co.) Reemay Inc.)	2 755*
	Spartan Mills) Kimberlay Clark Corp.) Ergon Nonwovens Inc.)	537*
	United Technologies Antom) ACME Mills Co.) Philips Fibers Corp.)	406*
	Sharnet) Mirafi Inc.) Sorbent Prods.)	171*
	Scott Paper) HDK Ind. Inc.) Industrial Environmental)	113*
	Northern Fibre Products Co.) Poly Felt) Kappler)	87*
	Fibertex, APS)	
	Du Pont Engineering Prod.)	
	N. Nomura and Co. Ltd.)	
Denmark		
Luxembourg		
Japan		
TOTAL		4 274

* Aggregated to preserve confidentiality of Canadian importers.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
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COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

VI. 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.

Fabrics, Nonwoven

<u>Name</u>	<u>Address</u>
*Albarrie Canada Ltd.	Barrie, Ont.
*Barrday Inc.	Cambridge, Ont.

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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Fabrics, Geotextile

<u>Name</u>	<u>Address</u>
*Albarrie Canada Ltd.	Barrie, Ont.
*Barrday Inc.	Cambridge, Ont.
Coldstream Concrete Ltd.	Iderton, Ont.
*Dominion Textile Inc.	Montréal, Qué.
Lincoln Fabrics Ltd.	Hawkesbury, Ont.
Mackay Specialties Canada Ltd.	St. Catharines, Ont.
Matador Convertisseurs Cie Ltée.	Toronto, Ont.
Polymer International Inc.	Montréal, Qué.
Texel Inc.	Truro, N.S.
	St-Elzéar, Qué.

* Company engaged in export trade

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(H.S. 5603.00.90.92)

VI. CANADIAN SUPPLIERS (Cont'd)

Fabrics, Nonwoven

<u>Name</u>	<u>Address</u>
*Albarrie Canada Ltd.	Barrie, Ont.
*Bay Mills Ltd.	St. Catharines, Ont.
Code Felt Ltd.	Perth, Ont.
Collins & Aikman	Farnham, Ont.
Dominion Textile Inc.	Hawkesbury, Ont.
Doubletex Inc.	Toronto, Ont.
Filterfab Inc.	St. Catharines, Ont.
Freudenberg Nonwovens Inc.	Cornwall, Ont.
Johnson & Johnson Inc.	Montréal, Qué.
Mackay Specialties Canada Ltd.	Toronto, Ont.
Matador Convertisseurs Cie Ltée.	Montréal, Qué.
*Nolar Industries Ltd.	Concord, Ont.
Porritts & Spencer Filtration Ltd.	Vaudreuil, Qué.
Stearns Canada Inc.	Mississauga, Ont.

* 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

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
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(H.S. 5603.00.90.92)

VII. CANADIAN AND FOREIGN TARIFFS

Nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated, included in this report are dutiable under the following Canadian tariff item:

<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>
	Nonwovens, whether or not impregnated, coated, covered or laminated:			
5603.00.90	Of polypropylene	24.8%	X	17.3%
	On and after January 1, 1992			14.8%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

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

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.

NONWOVENS OF POLYPROPYLENE, WHETHER OR NOT IMPREGNATED, COATED, COVERED OR LAMINATED

(H.S. 5603.00.90.92)

VII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated, included in this report are dutiable under the following U.S. tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty - 1992</u>		
		<u>General</u>	<u>Special⁽¹⁾</u>	<u>2</u>
	Nonwovens, whether or not impregnated, coated, covered or laminated:			
5603.00.90	Other	12.5% *	Free (B,IL) 7.5% (CA)**	74%

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.

* Duty on certain nonwovens temporarily suspended. See U.S. Note 11 of subchapter II, chapter 99, and subheading 9902.56.03.

** Duty on certain nonwovens modified. See subheadings 9905.56.10 and 9905.56.20.

⁽¹⁾	Automotive Products Trade Act	B
	United States-Canada Free-Trade Agreement	CA
	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

NONWOVENS OF POLYPROPYLENE, WHETHER OR NOT IMPREGNATED, COATED, COVERED OR LAMINATED

VIII. UNITED STATES' IMPORTS

BY MAJOR COUNTRY OF ORIGIN

NONWOVENS, WHETHER OR NOT IMPREGNATED, COATED, COVERED OR LAMINATED (H.S. 5603.00)

United States imports of nonwovens of polypropylene, whether or not impregnated, coated, covered or laminated are included in the commodity class H.S. 5603.00 and are not identified separately. Imports into the United States for nonwovens, whether or not impregnated, coated, covered or laminated are as follows:

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Luxembourg				
Value (\$000)	49 213	60 245	70 340	19.6
Japan				
Value (\$000)	50 000	49 433	48 036	-2.0
Fed. Rep. of Germany				
Value (\$000)	22 091	16 776	17 040	-12.2
Israel				
Value (\$000)	3 468	9 087	14 417	103.9
Canada				
Value (\$000)	11 027	11 220	14 019	12.8
Belgium				
Value (\$000)	3 291	11 503	8 826	63.8
Italy				
Value (\$000)	4 095	5 123	7 862	38.6
Netherlands				
Value (\$000)	8 083	6 599	6 330	-11.5
United Kingdom				
Value (\$000)	7 814	7 500	6 060	-11.9
France				
Value (\$000)	2 815	4 647	4 596	27.8
Other				
Value (\$000)	<u>6 856</u>	<u>8 497</u>	<u>12 966</u>	<u>37.5</u>
Total				
Value (\$000)	168 752	190 630	210 491	11.7

NOTES: Ranked in descending order by 1991 value.
Canada ranked 5 overall.
Source: U.S. Department of Commerce.

**NONWOVENS OF POLYPROPYLENE, WHETHER OR
NOT IMPREGNATED, COATED,
COVERED OR LAMINATED**

(H.S. 5603.00.90.92)

IX. MARKET OVERVIEW

The Canadian nonwoven fabrics market rose 13.6 per cent in 1989 from the previous year, moving up from 66.4 million kilograms of fabrics in 1988 to 75.5 million kilograms in 1989. Higher domestic shipments and imports from a year ago accounted for the year-to-year market increase. Compared with 1983, the market was some 60.6 per cent higher with year-to-year increases recorded consistently during the six-year period.

Canadian-made nonwoven fabrics were distributed among its five markets as follows: industrial market, 40 per cent, export market, 34.6 per cent, consumer market, 14.8 per cent, household market, 9.3 per cent and medical market, 1.2 per cent.

Exports of nonwovens dropped 5.2 per cent to 27.7 million kilograms in 1989 from the previous year. Export markets in 1989 accounted for 34.6 per cent of Canadian shipments, down 3.1 percentage points from the previous year, exports were 49.2 per cent higher in 1989 than six years ago in 1983.

Domestic shipments to the industrial, consumer, household and medical markets in Canada, rising 8.2 per cent from the previous year, reached 52.2 million kilograms in 1989. Their overall market share slipped from 72.6 per cent in 1988 to 69.2 per cent in 1989. Some 88.5 per cent of Canadian-made nonwovens shipped to Canadian converters was consumed in durable end-uses such as automotive parts and geotextiles, and the remaining 11.5 per cent was used up in disposable end-uses such as baby diapers, personal hygiene products, and wipes of all types. Domestic shipments of nonwovens for durable end-uses were up 11.1 per cent from the previous year. Those for disposable end-uses were down just under 1 per cent from the previous year. In the six-year period of 1983-1989, domestic shipments, rising consistently year after year, was up 27 per cent.

Leslie Kumar-Misir
Textiles and Leather Directorate
Consumers Products Branch
Telephone: (613) 954-2890

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.

WHAT IS dISTCcovery? **dISTCcovery** is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

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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
Consumers Products Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-2890
Fax.: (613) 954-1894

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REGIONAL OFFICES

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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

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

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

REGIONAL OFFICES (Cont'd)

ALBERTA

ISTC
Room 540
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

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Suite 210
300 Main Street
Whitehorse, Y.T. Y1A 2B5
Tel.: (403) 667-3921
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

ISTC
1st Floor, East Tower
235 Queen Street
Ottawa, Ont. K1A 0H5
Tel.: (613) 952-ISTC
Fax.: (613) 957-7942

