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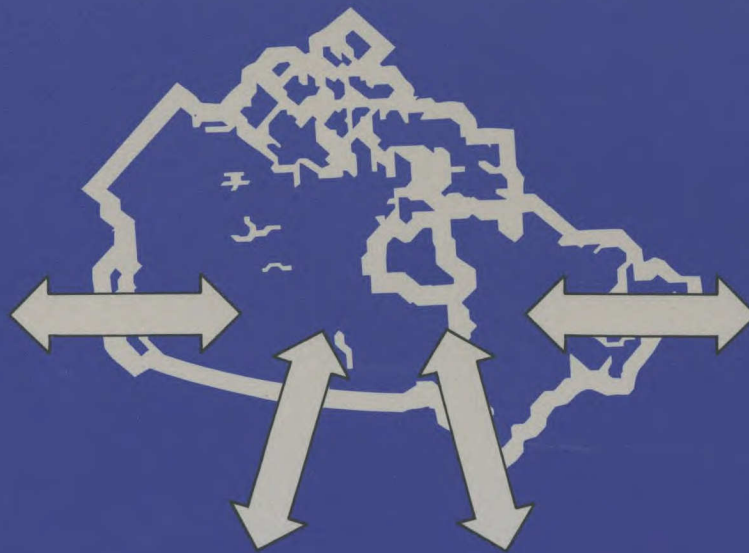
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# MARKET INTELLIGENCE

## CIRCULAR SAW BLADES

Pub. No.: 91142-IP

March 1992



Canada



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## CIRCULAR SAW BLADES

Pub. No.: 91142-IP

March 1992

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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-7020  
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) 954-7020  
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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## CIRCULAR SAW BLADES

### 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.

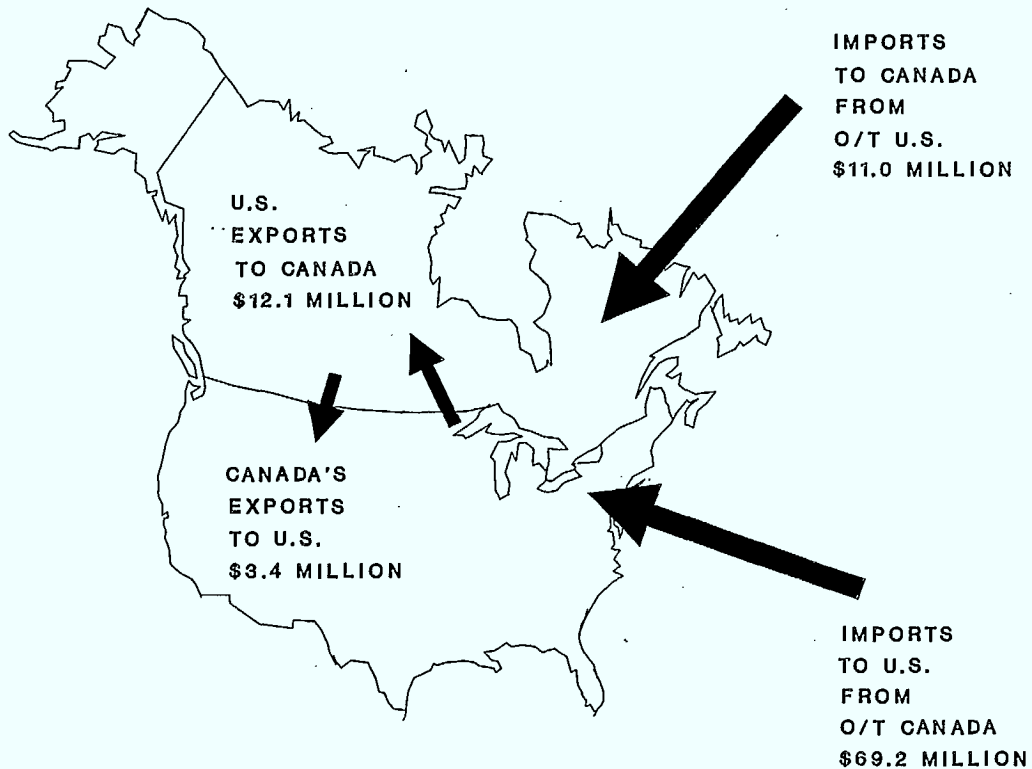
This report is based on data from several sources for the following Harmonized System (H.S.) Commodity Codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
-Circular Saw Blades (including slitting or slotting saw blades):	
--With working part of steel	8202.31.00.00
--With working part of other materials	8202.32.00.00

## CIRCULAR SAW BLADES

(H.S. 8202.31 AND 8202.32)

### II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$80.2 Million\*

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

## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS

#### SUMMARY

<u>Description and Commodity Code</u>	<u>1988 Value (\$000)</u>	<u>Total Imports</u>		<u>1991 Value (\$000)</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>	<u>1991</u>
Circular saw blades with working part of steel H.S. 8202.31.00.00	14 334	17 768	17 967	15 223	U.S.A. 44	U.S.A. 52	U.S.A. 47	U.S.A. 47
Circular saw blades with working part of other materials H.S. 8202.32.00.00	5 514	8 949	6 612	7 874	U.S.A. 54	U.S.A. 53	U.S.A. 51	U.S.A. 62
<b>TOTAL</b>	<b>19 848</b>	<b>26 117</b>	<b>24 579</b>	<b>23 097</b>	<b>46</b>	<b>52</b>	<b>48</b>	<b>52</b>



## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS (Cont'd)

#### BY PROVINCE OF CLEARANCE

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Value (\$000)	9 357	11 815	11 111	8 691	-2.4
British Columbia					
Value (\$000)	3 799	4 515	5 207	5 211	11.1
Québec					
Value (\$000)	939	1 059	1 141	658	-11.2
Alberta					
Value (\$000)	133	220	285	299	31.1
Manitoba					
Value (\$000)	18	35	96	271	147.7
New Brunswick					
Value (\$000)	19	47	51	47	35.5
Nova Scotia					
Value (\$000)	69	58	54	41	-15.7
Saskatchewan					
Value (\$000)	-	18	20	4	-54.0
Yukon					
Value (\$000)	-	-	-	*	0.0
Newfoundland					
Value (\$000)	-	*	3	*	53.1
Prince Edward Island					
Value (\$000)	-	-	*	-	0.0
	-----	-----	-----	-----	-----
Total					
Value (\$000)	14 334	17 768	17 967	15 223	2.0

Ranked in descending order by 1991 value.

\* Less than five hundred.

## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS (Cont'd)

#### MARKET SHARES BY PROVINCE OF CLEARANCE

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	65.3	66.5	61.8	57.1
British Columbia				
Value	26.5	25.4	29.0	34.2
Québec				
Value	6.5	6.0	6.3	4.3
Alberta				
Value	0.9	1.2	1.6	2.0
Manitoba				
Value	0.1	0.2	0.5	1.8
New Brunswick				
Value	0.1	0.3	0.3	0.3
Nova Scotia				
Value	0.5	0.3	0.3	0.3
Saskatchewan				
Value	-	0.1	0.1	0.0
Yukon				
Value	-	-	-	0.0
Newfoundland				
Value	-	0.0	0.0	0.0
Prince Edward Island				
Value	-	-	0.0	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS (Cont'd)

#### BY PROVINCE OF CLEARANCE

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Value (\$000)	2 065	4 117	3 976	4 669	31.2
British Columbia					
Value (\$000)	1 179	1 662	1 230	1 112	-1.9
Québec					
Value (\$000)	1 736	2 652	839	1 032	-15.9
Alberta					
Value (\$000)	181	134	145	621	50.9
Manitoba					
Value (\$000)	289	333	360	336	5.1
Nova Scotia					
Value (\$000)	30	23	16	59	25.4
New Brunswick					
Value (\$000)	33	25	45	37	4.0
Prince Edward Island					
Value (\$000)	-	2	-	7	65.4
Saskatchewan					
Value (\$000)	*	2	*	1	94.0
Newfoundland					
Value (\$000)	-	-	*	-	0.0
	-----	-----	-----	-----	-----
Total					
Value (\$000)	5 514	8 949	6 612	7 874	12.6

Ranked in descending order by 1991 value.

\* Less than five hundred.

## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS (Cont'd)

#### MARKET SHARES BY PROVINCE OF CLEARANCE

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	37.5	46.0	60.1	59.3
British Columbia				
Value	21.4	18.6	18.6	14.1
Québec				
Value	31.5	29.6	12.7	13.1
Alberta				
Value	3.3	1.5	2.2	7.9
Manitoba				
Value	5.2	3.7	5.5	4.3
Nova Scotia				
Value	0.5	0.3	0.2	0.8
New Brunswick				
Value	0.6	0.3	0.7	0.5
Prince Edward Island				
Value	-	0.0	-	0.1
Saskatchewan				
Value	0.0	0.0	0.0	0.0
Newfoundland				
Value	-	-	0.0	-
	-----	-----	-----	-----
<b>Total</b>				
<b>Value</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Ranked in descending order by 1991 value.

**CIRCULAR SAW BLADES**

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

**BY MAJOR COUNTRY OF ORIGIN**

**CIRCULAR SAW BLADES WITH WORKING PART OF STEEL  
(H.S. 8202.31.00.00)**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States Value (\$000)	6 256	9 187	8 443	7 166	4.6
New Zealand Value (\$000)	4 508	4 460	5 464	4 368	-1.0
Japan Value (\$000)	709	1 007	1 005	1 278	21.7
United Kingdom Value (\$000)	821	951	675	852	1.2
Italy Value (\$000)	429	459	726	508	5.8
Fed. Rep. of Germany Value (\$000)	849	768	802	488	-16.8
France Value (\$000)	391	266	195	300	-8.4
Sweden Value (\$000)	23	102	140	127	77.6
Taiwan Value (\$000)	227	400	331	76	-30.6
Switzerland Value (\$000)	19	24	3	25	10.6
Other Value (\$000)	103	143	184	35	-30.3
Total Value (\$000)	14 334	17 768	17 967	15 223	2.0

Ranked in descending order by 1991 value.

## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS (Cont'd)

#### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

Country of Origin	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
United States				
Value	43.6	51.7	47.0	47.1
New Zealand				
Value	31.5	25.1	30.4	28.7
Japan				
Value	4.9	5.7	5.6	8.4
United Kingdom				
Value	5.7	5.4	3.8	5.6
Italy				
Value	3.0	2.6	4.0	3.3
Fed. Rep. of Germany				
Value	5.9	4.3	4.5	3.2
France				
Value	2.7	1.5	1.1	2.0
Sweden				
Value	0.2	0.6	0.8	0.8
Taiwan				
Value	1.6	2.3	1.8	0.5
Switzerland				
Value	0.1	0.1	0.0	0.2
Other				
Value	0.7	0.8	1.0	0.2
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**CIRCULAR SAW BLADES**

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

**BY MAJOR COUNTRY OF ORIGIN**

**CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS  
(H.S. 8202.32.00.00)**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	-----	-----	-----	-----	-----
United States					
Value (\$000)	2 959	4 711	3 404	4 949	18.7
United Kingdom					
Value (\$000)	119	294	628	653	76.4
New Zealand					
Value (\$000)	-	-	-	621	0.0
Japan					
Value (\$000)	314	387	390	620	25.4
Fed. Rep. of Germany					
Value (\$000)	651	926	697	423	-13.4
Israel					
Value (\$000)	200	429	136	243	6.7
Italy					
Value (\$000)	556	774	357	235	-24.9
Austria					
Value (\$000)	192	743	678	44	-39.0
Sweden					
Value (\$000)	95	116	35	31	-31.0
Switzerland					
Value (\$000)	9	75	13	24	37.3
Other					
Value (\$000)	417	495	275	31	-58.0
	-----	-----	-----	-----	-----
<b>Total</b>					
Value (\$000)	5 514	8 949	6 612	7 874	12.6

Ranked in descending order by 1991 value.

## CIRCULAR SAW BLADES

### III. CANADIAN IMPORTS (Cont'd)

#### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Country of Origin	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
United States				
Value	53.7	52.6	51.5	62.9
United Kingdom				
Value	2.2	3.3	9.5	8.3
New Zealand				
Value	-	-	-	7.9
Japan				
Value	5.7	4.3	5.9	7.9
Fed. Rep. of Germany				
Value	11.8	10.3	10.5	5.4
Israel				
Value	3.6	4.8	2.0	3.1
Italy				
Value	10.1	8.6	5.4	3.0
Austria				
Value	3.5	8.3	10.3	0.6
Sweden				
Value	1.7	1.3	0.5	0.4
Switzerland				
Value	0.2	0.8	0.2	0.3
Other				
Value	7.6	5.5	4.2	0.4
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.



**CIRCULAR SAW BLADES  
(H.S. 8202.31 AND 8202.32)**

**IV. CANADIAN PRODUCTION**

Circular saw blades are manufactured in Canada but for reasons of confidentiality, there are no available data on Canadian production.

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

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

**V. CANADIAN EXPORTS**

<u>Description and Commodity Code</u>	<u>Total Imports</u>			<u>Major Country of Destination % of Total Value</u>		
	<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>1991 Value (\$000)</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Circular saw blades with working part of steel H.S. 8202.31.00.00	492	2 403	2 762	U.S.A. 67	U.S.A. 99	U.S.A. 97
Circular saw blades with working part of other materials H.S. 8202.32.00.00	<u>111</u>	<u>1 174</u>	<u>910</u>	U.S.A. 42	U.S.A. 94	U.S.A. 79
<b>TOTAL</b>	<b>603</b>	<b>3 577</b>	<b>3 672</b>	<b>62</b>	<b>97</b>	<b>93</b>

## CIRCULAR SAW BLADES

### VI. CANADIAN IMPORTERS - 1990

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

There were 313 known importers of circular saw blades with working part of steel in 1990. The principal ten importers accounted for 74 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	8 771	49
6	11 886	66
10	13 254	74
15	14 284	80
25	15 523	86
All Importers (313)	17 967	100

The principal importers of circular saw blades with working part of steel 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>
Lacroix A & Fils Granite Ltée.	St-Sébastien -De-Frontenac, Qué.	Combustion Engineering Canada Inc.	Ottawa, Ont.
Acu Edge Inc.	Redmond, Or., USA*	Consilium M H Inc.	Pointe-Claire-Dorval, Qué.
Akhurst Machinery Ltd.	Vancouver, B.C.		West Vancouver, B.C.
Alumnerie De Bécancour Inc.	Bécancour, Qué.	Dingwells Machinery & Supply Ltd.	Thunder Bay, Ont.
Ancor Granite Tile Inc.	Montréal, Qué.	Disston Canada Inc.	Mississauga, Ont.
Anglo Canadian Scientific Co. Ltd.	Scarborough, Ont.	Doman Industries Ltd.	Duncan, B.C.
Atlantic Pressure Treating Ltd.	Fredericton, N.B.	Dominion Saw Limited	Mississauga, Ont.
Atlantic Tubes & Steel Inc.	Mississauga, Ont.	Edscha of Canada Inc.	Niagara Falls, Ont.
Atlas Specialty Steels Inc.	Welland, Ont.	Emerson Electric Canada Ltd.	Ottawa, Ont.
Ayr Saw & Tool Inc.	New Hamburg, Ont.	Exchange-A-Blade Ltd.	Richmond, B.C.
B C Saw & Tool Inc.	Etobicoke, Ont.	Frank Brasier & Sons Ltd.	Downsview, Ont.
Bienna Industrie Inc.	Québec, Qué.	G & L Oilfield Services Ltd.	Edmonton, Alta.
Black & Decker (1989) Inc.	Brockville, Ont.	General Motors Of Canada Limited	Oshawa, Ont.
Bolduc & Bolduc Inc.	Ancienne Lorette, Qué.	Graff Diamond Products Ltd.	Brampton, Ont.
Cleveland Twist Drill Canada Limited	Cleveland, OH, USA*	Granicor Inc.	St-Augustin De-Desmaures, Qué.

\* Non resident importer.

## CIRCULAR SAW BLADES

### VI. CANADIAN IMPORTERS - 1990 (Cont'd)

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Grant Forest Products Corp.	Englehart, Ont.	Quality Saw & Knife Ltd.	North Vancouver, B.C.
Groupe Nms-Sitel Inc.	Rouyn-Noranda, Qué.	Québec Industrial Supply Company Ltd.	Québec, Qué.
Hodgson Saw & Knife Ltd.	North Bay, Ont.	Remi Industries Ltd.	Mississauga, Ont.
Homelite Division Of Textron Canada Ltd.	Lachine, Qué.	Rico Header Tools Inc.	Mississauga, Ont.
Hsl Limited	Windsor, Ont.	Royce Carbide Tools Ltd.	Cambridge, Ont.
I K S Canadian Knife & Saw Ltd.	Langley, B.C.	Sandvik Canada Inc.	Mississauga, Ont.
I M W Industries Ltd.	Mississauga, Ont.	Scies Acme Saw Ltée Ltd.	Montréal, Qué.
Ian Jones Industrial Sales Ltd.	Chilliwack, B.C.	Sears Canada Inc.	Scarborough, Ont.
Ideal Industries (Canada) Inc.	Oakville, Ont.	Segmental Saw Sales Inc.	Mississauga, Ont.
Ipsco Ind. Ltd.	Ajax, Ont.	Simonds Cutting Tools Ltd.	Vancouver, B.C.
Izard (North America) Ltd.	Regina, Sask.	Simonds Industries Inc.	Granby, Qué.
J Walter Company Ltd.	Cambridge, Ont.	Skf & Dormer Tools Of Canada Ltd.	Mississauga, Ont.
Joseph Roediger & Company Limited	Pointe-Claire-Dorval, Qué.	Smith-Barregar Ltd.	Vancouver, B.C.
Knud Simonsen Industries Ltd.	Hamilton, Ont.	Sonco Steel Tube Div Of Ferrum Inc.	Brampton, Ont.
Lawrence Prevost Woods Product Inc.	Etobicoke, Ont.	Standard Tube Canada Inc.	Woodstock, Ont.
Les Distributions Dcs Inc. Agent et Distributeur Pacific	Huntingdon, Qué.	Stelco Inc General Offices	Hamilton, Ont.
Les Scies B G R Inc.	Québec, Qué.	Stihl Limited	London, Ont.
Les Scies Richelieu Inc.	Lévis, Qué.	Strongridge Limited	Brampton, Ont.
Lockhart Saw Ltd.	St-Roch-De-Richelieu, Qué.	Swick Industrial Sales Ltd.	Grimsby, Ont.
Makita Canada Inc.	Saint John, N.B.	Sydney Steel Corporation	Sydney, N.S.
Mati Intertrade Corp.	Richmond, B.C.	Systi-Mactic Company	Kirkland, WA, USA*
Northwest Supply Co. Ltd.	Richmond Hill, Ont.	Tit-Sang Enterprises Ltd.	Vancouver, B.C.
Pacific Hoe Canada Ltd.	Sault Ste Marie, Ont.	Triumph Tool Ltd.	London, Ont.
Pacific Saw And Knife Ltd.	Vancouver, B.C.	Upward Tool Group Inc.	Woodbridge, Ont.
Peninsula Saw Company Sales & Service Limited	Portland, OR.*	Vermont American Canada Inc.	Mississauga, Ont.
Prendiville Wood Preservers Ltd.	Welland, Ont.	Welded Tube Of Canada Limited	Concord, Ont.
Price Club Food Stores Ltd.	Winnipeg, Man.	Western Canada Importers Ltd.	Calgary, Alta.
Prudential Steel Ltd.	Calgary, Alta.	Western Saws Ltd.	Penticton, B.C.
	Calgary, Alta.	Western Whitewood Div. of Int'l. Forest Products Ltd.	New Westminster, B.C.
		Westmore Tools Ltd.	Mississauga, Ont.
		Wolverine Tube (Canada) Inc.	New Westminster, B.C.
		Wood Miller Saw & Knife Ltd.	Mississauga, Ont.
		Zip Power Parts Inc.	London, Ont.

\* Non resident importer.

## CIRCULAR SAW BLADES

### VI. CANADIAN IMPORTERS - 1990 (Cont'd)

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

There were 192 known importers of circular saw blades with working part of other materials in 1990. The principal ten importers accounted for 62 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	2 228	34
6	3 247	49
10	4 093	62
15	4 754	72
25	5 459	83
All Importers (192)	6 612	100

The principal importers of circular saw blades with working part of other materials 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>
A D D Construction Specialties Ltd.	Edmonton, Alta.	Costco Wholesale Corp.	Burnaby, B.C.
Atlas Specialty Steel Inc.	Welland, Ont.	Cruka Canada Inc.	Roxboro, Qué.
Bennett Brush Company Div. of 391395 Ontario Ltd.	Richmond Hill, Ont.	Delta International Machinery O/B Pent Air Canada Inc.	Guelph, Ont.
Black & Decker (1989) Inc.	Brockville, Ont.	Diamant Boart Truco Ltd./Ltée.	Mississauga, Ont.
Boeing Of Canada Ltd.	Winnipeg, Man.	Diamant P D Ltée.	Montréal, Qué.
	Downsview, Ont.	Dimar Canada Ltd.	Willowdale, Ont.
Brite Millwork Limited	Bolton, Ont.	Dominion Saw Limited	Mississauga, Ont.
C & C Wood Products Ltd.	Quesnel, B.C.	Ea Engineered Abrasives Canada Inc.	Guelph, Ont.
C A E Machinery Ltd.	Vancouver, B.C.	Easi Cut Inc.	North Vancouver, B.C.
C P Rail	Montréal, Qué.	Emerson Electric Canada Ltd.	Ottawa, Ont.
Cal-Tech Industrial Equipment Ltd.	Calgary, Alta.	F S Tool Corporation	Markham, Ont.
Caledon Tiles & Construction Specialties Limited	Inglewood, Ont.	Fletcher Challenge Canada Limited	Vancouver, B.C.
Canadian Marconi Company Ltd.	Mont-Royal, Qué.	Forrest Mfg Co. Inc.	Clifton, N.S.
Candiam Ltd.	Moncton, N.B.	Graff Diamond Products Ltd.	Brampton, Ont.
Canital Granite Ltd.	Winnipeg, Man.	Gran Quartz Trading Inc.	Beebe, Qué.
Carbu-Diam Québec Inc.	Beauport, Qué.		

## CIRCULAR SAW BLADES

### VI. CANADIAN IMPORTERS - 1990 (Cont'd)

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Granit Bussières Incorporé	St-Sébastien De-Frontenac, Qué.	Nelson Monuments Ltd.	Sussex, N.B.
Groupe Nms-Sitel Inc.	Rouyn-Noranda, Qué.	Pacific Hoe Canada Ltd.	Vancouver, B.C.
Hurama Company Limited	Huntsville, Ont.	Pacific Saw And Knife Ltd.	Portland, OR, USA*
J H Huscroft Ltd.	Erickson, B.C.	Polyquip Of Canada Ltd.	Montréal, Qué.
Jack Sigrist Canada Limited	Cambridge, Ont.	Pothier Enterprises Ltd.	White Rock, B.C.
Jet Equipment & Tools Div. of		Powermaxx Machine Canada Ltd.	Mississauga, Ont.
Mohawk Handle Canada Limited	Vancouver, B.C.	Quality Saw & Knife Ltd.	North Vancouver, B.C.
JKS Boyles International Inc.	Pointe-Claire-Dorval, Qué.	Royce Carbide Tools Ltd.	Cambridge, Ont.
Lancashire Saw Sales & Service (Canada) Ltd.	Regina, Sask.	Sandvik Canada Inc.	Mississauga, Ont.
Les Scies Gladu Ltée	St-Léonard, Qué.	Segmental Saw Sales Inc.	Mississauga, Ont.
Macleod Howes Equipment Ltd.	Woodbridge, Ont.	Simonds Industries Inc.	Granby, Qué.
Mainland Mfg.	Richmond, B.C.	Target Saws Canada Ltd.	Etobicoke, Ont.
Makita Canada Inc.	Richmond, B.C.	Tyrolit Abrasives Canada Corp.	Mississauga, Ont.
Milwaukee Electric Tool (Canada) Ltd.	Scarborough, Ont.	Vancouver Petrographics Ltd.	Fort Langley, B.C.
Multimatic Mfg A Division Of		Vermont American Canada Inc.	Mississauga, Ont.
Multimatic Inc.	Markham, Ont.	Western Canada Importers Ltd.	Calgary, Alta.
		Whalley Hardware Div Of Holland Import Inc.	Burnaby, B.C.
		Wood Miller Saw & Knife Ltd.	Mississauga, Ont.

\* Non resident importer.

## CIRCULAR SAW BLADES

### VII. FOREIGN EXPORTERS TO CANADA - 1990

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

Major exporters to Canada of circular saw blades with working part of steel are listed by major country of origin in descending order of dollar value. These exporters accounted for 89 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	Vermont American Corp. )	4 068*
	Pacific Hoe Saw and Knife )	
	Systematic Co. )	
	Simonds Industries Inc. )	1 623*
	D.M.L. Deluxe Inc. )	
	Kinkelder Saw Inc. )	
	Michigan Knife Co. )	777*
	Credo Co. )	
	Peerless Saw Co. )	
	Ernst Winter and Son Inc. )	396*
Clark and Clark Ent. Inc. )		
Irwin Saw Co. )		
Asko Inc. )	266*	
Grasche USA Inc. )		
Jasco Tools Inc. )		
Puget Sound Heat Treat )	226*	
R.C. Potter )		
Disston Co. )		
North American Products )	152*	
International Knife and Saw )		
Precision Disc Corp. )		
New Zealand	Izasrd Mfg. Co. Ltd. )	6 362*
Japan	Mitsubishi Boeski Ltd. )	
	Tenryu Saw Mfg. Co. Ltd. )	
	Makita Electric Works )	

\* Aggregated to preserve confidentiality of Canadian importers.

## CIRCULAR SAW BLADES

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

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990 (\$000)</u>
Fed. Rep. of Germany	Lennartz Gebr. )	355*
	Ott and Huegel )	
	Richard Felde GmbH )	
	Wagner Carbide )	
Italy	Freud Inc. )	699*
	Societa Ferriera )	
	Elia Meccheri )	
	Globe Trading )	
	Salt Abrasivi S.P.A. )	
United Kingdom	Avens Tools Ltd. )	524*
	Ward and Sons Co. )	
	Dormer Drills Co. )	
Taiwan	Yean Jye Tool Ind. Co. Ltd. )	621*
France	A.M.V. S.A. )	
Sweden	Sandvik Inc. )	
Netherlands	Disston Co. )	
<b>TOTAL</b>		<b>16 049</b>

\* Aggregated to preserve confidentiality of Canadian importers.

## CIRCULAR SAW BLADES

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

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Major exporters to Canada of circular saw blades with working part of other materials are listed by major country of origin in descending order of dollar value. These exporters accounted for 83 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	California Saw and Knife )	1 156*
	Diamant Boart America )	
	Black and Decker Corp. )	
	N.E.D. Corp. )	889*
	Gasche Inc. )	
	Vermont American Corp. )	
	Simonds Inds. Inc. )	331*
	Credo Co. )	
	Pacific Hoe Saw and Knife )	
	Target Products Inc. )	165*
	Delta Diamond Products )	
	Gran Quartz Trading )	
	Acu Edge Inc. )	121*
	Cascade Southern Saw Corp. )	
Concut Inc. )		
Fed. Rep. of Germany	MK Diamond Products )	102*
	Abrasive Tech. Inc. )	
	Systimatic Co. )	
	Ake Knebel GmbH and Co. )	
Austria	Hans Kaltenbach )	507*
	Grass and Schellenberg GmbH )	
	J. Konig GmbH and Co. )	
	Tyrobit Schleifmittelwerk )	
United Kingdom	Black and Decker Corp. )	1 265*
	Avens Tools )	

\* Aggregated to preserve confidentiality of Canadian importers.



## CIRCULAR SAW BLADES

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

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada 1990</u> (\$000)
Japan	Pearl Abrasive Co. ) Kujaku Trading Co. ) Koyo Ind. Co. ) Black and Decker Corp. ) Toskin Trading Co. Ltd. )	303*
Italy	Utensils Diamatati SRL ) Soc. Fevriera Di Cittadel )	
Israel	Dimar Ltd. )	653*
Belgium	Diamant Boart S.A. )	
France	J. Chaland et Fils )	
<b>TOTAL</b>		<b>5 492</b>

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\* Aggregated to preserve confidentiality of Canadian importers.

## CIRCULAR SAW BLADES

(H.S. 8202.31 AND 8202.32)

### 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.

#### Blades, Saw, Metalworking, All Steel Construction Rotary

<u>Name</u>	<u>Address</u>
*Raptor Cutting Tools Inc.	Brampton, Ont.
Rodrigue Métal Ltée.	St-Augustin-de-Desmaures, Qué.
Scies de la Rive-Sud Inc., Les	Lemoyne, Qué.

#### Blades, Saw, Metalworking, Power Type, Not Elsewhere Specified

<u>Name</u>	<u>Address</u>
*Allied Diamond Products Ltd.	Dorval, Qué.
Cyclone Diamond Products Ltd.	Vancouver, B.C.
*Graff Diamond Products Limited	Brampton, Ont.
*JKS Boyles International Inc.	Toronto, Ont.
Les Abrasifs Diamantes North Star Ltée.	Montréal, Qué.
Rodrigue Métal Ltée.	St-Augustin-de-Desmaures, Qué.
Scies de la Rive-Sud Inc., Les	Lemoyne, Qué.
*Scies Richelieu Inc., Les	St-Roch-de-Richelieu, Qué.
Wheel Trueing Tool Company of Canada Ltd.	Mississauga, Ont.

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\* Company engaged in export trade.

## CIRCULAR SAW BLADES

(H.S. 8202.31 AND 8202.32)

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

#### Blades, Saw, Woodworking, Circular

<u>Name</u>	<u>Address</u>
*Dimar Canada Ltd.	Concord, Ont.
Doall Winnipeg Limited	Winnipeg, Man.
North American Sawmills Machinery (1977)	Killaloe, Ont.
Rodrigue Métal Ltée.	St-Augustin-de-Desmaures, Qué.
*Ryobi Canada Limited	Cambridge, Ont.
*Scies B.G.R. (1988) Inc.	Charny, Qué.
Scies de la Rive-Sud Inc., Les	Lemoyne, Qué.
*Scies Richelieu Inc., Les	St-Roch-de-Richelieu, Qué.

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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

## CIRCULAR SAW BLADES

(H.S. 8202.31 AND 8202.32)

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

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

#### Saw Blades

<u>Name</u>	<u>Address</u>
*Allied Diamond Products Ltd. Barer Engineering Company Cyclone Diamond Products Limited	Dorval, Qué. Montréal, Qué. Vancouver, B.C.
*Diamant Boart Truco Ltd.	Mississauga, Ont.
*Diamond Productions Ltd.	Montréal, Qué.
*Dimar Canada Ltd. DoAll Canada Inc. Dominion Saw Limited	Concord, Ont. Rexdale, Ont. Mississauga, Ont.
*FS Tool Corporation Garant Inc.	Markham, Ont. St. Francois, Qué.
*Graff Diamond Products Ltd. Herbrand Tools Corporation IKS Canadian Knife & Saw Ltd.	Brampton, Ont. Toronto, Ont. Mississauga, Ont.
*JKS Boyles International Inc.	Toronto, Ont.
*Kasco Atlantic Service Co. K & Y Diamond Ltée. Pauls Grinding Industries Ltd. Roediger, Joseph Company Limited	Scarborough, Ont. St. Laurent, Qué. Winnipeg, Man. Stoney Creek, Ont.
*Royce Carbide Tools Ltd.	Cambridge, Ont.
*Scies B.G.R. (1988) Inc. Sharpco Canada Ltd. Space Tool & Specialty Works Ltd. Swecan International Ltée. Vic Bussières Inc.	Charny, Qué. Downsview, Ont. Calgary, Alta. Lanoraie, Qué. Amos, Qué.

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\*Company name with asterisk

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association  
4th Floor  
75 International Boulevard  
Etobicoke, Ontario M9W 6L9  
Tel.: (416) 798-8000  
Fax.: (416) 798-8050

**CIRCULAR SAW BLADES**  
**(H.S. 8202.31.00 and 8202.32.00)**

**IX. CANADIAN AND FOREIGN TARIFFS**

Circular saw blades included in this report are dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1992</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Circular saw blades (including slitting or slotting saw blades):			
8202.31.00	With working part of steel	9.2%	2.5%	1.8%
8203.32.00	With working part of other materials	9.2%	2.5%	1.8%

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

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

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

**CIRCULAR SAW BLADES**  
(H.S. 8202.31.00 and 8202.32.00)

**IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)**

Circular saw blades 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 - 1992</u>		
		<u>General</u>	<u>Special<sup>(1)</sup></u>	<u>2</u>
	Circular saw blades (including slitting or slotting saw blades), and parts thereof:			
8202.31.00	With working part of steel	3.1%	FREE (A,E,IL) 0.6% (CA)	25%
8202.32.00	With working part of other materials	3.1%	FREE (A,E,IL) 0.6% (CA)	25%

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

## CIRCULAR SAW BLADES

### X. UNITED STATES' IMPORTS

#### BY MAJOR COUNTRY OF ORIGIN

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
-----	----	----	----	----	-----
Japan					
Quantity (000 No.)	N/A	713	1 598	1 510	45.5
Value (\$000)	N/A	8 024	10 798	10 004	11.7
United Kingdom					
Quantity (000 No.)	N/A	1 822	2 674	2 164	9.0
Value (\$000)	N/A	9 066	11 867	9 097	0.2
Italy					
Quantity (000 No.)	N/A	199	226	333	29.6
Value (\$000)	N/A	7 670	7 923	8 745	6.8
Republic of Korea					
Quantity (000 No.)	N/A	171	295	293	30.9
Value (\$000)	N/A	5 467	7 654	7 281	15.4
Fed. Rep. of Germany					
Quantity (000 No.)	N/A	233	258	178	-12.6
Value (\$000)	N/A	6 206	5 401	5 384	-6.9
New Zealand					
Quantity (000 No.)	N/A	842	1 201	1 378	27.9
Value (\$000)	N/A	2 827	4 264	4 386	24.6
Canada					
Quantity (000 No.)	N/A	76	66	102	15.5
Value (\$000)	N/A	1 572	2 389	2 645	29.7
France					
Quantity (000 No.)	N/A	31	35	71	50.2
Value (\$000)	N/A	1 556	1 867	2 360	23.2
Israel					
Quantity (000 No.)	N/A	65	164	154	54.5
Value (\$000)	N/A	890	2 457	2 021	50.7
China					
Quantity (000 No.)	N/A	35	138	752	362.7
Value (\$000)	N/A	90	146	852	207.4
Other					
Quantity (000 No.)	N/A	1 393	154	174	-64.7
Value (\$000)	N/A	4 405	2 180	899	-54.8
Total					
Quantity (000 No.)	N/A	5 580	6 809	7 109	12.9
Value (\$000)	N/A	47 773	56 944	53 672	6.0

Ranked in descending order by 1991 value.  
Canada ranked 7 overall.  
N/A - Data not available for this year.

## CIRCULAR SAW BLADES

### X. UNITED STATES' IMPORTS (Cont'd)

#### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

#### CIRCULAR SAW BLADES WITH WORKING PART OF STEEL (H.S. 8202.31.00.00)

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Japan				
Quantity	N/A	12.8	23.5	21.2
Value	N/A	16.8	19.0	18.6
United Kingdom				
Quantity	N/A	32.6	39.3	30.4
Value	N/A	19.0	20.8	16.9
Italy				
Quantity	N/A	3.6	3.3	4.7
Value	N/A	16.1	13.9	16.3
Republic of Korea				
Quantity	N/A	3.1	4.3	4.1
Value	N/A	11.4	13.4	13.6
Fed. Rep. of Germany				
Quantity	N/A	4.2	3.8	2.5
Value	N/A	13.0	9.5	10.0
New Zealand				
Quantity	N/A	15.1	17.6	19.4
Value	N/A	5.9	7.5	8.2
Canada				
Quantity	N/A	1.4	1.0	1.4
Value	N/A	3.3	4.2	4.9
France				
Quantity	N/A	0.6	0.5	1.0
Value	N/A	3.3	3.3	4.4
Israel				
Quantity	N/A	1.2	2.4	2.2
Value	N/A	1.9	4.3	3.8
China				
Quantity	N/A	0.6	2.0	10.6
Value	N/A	0.2	0.3	1.6
Other				
Quantity	N/A	25.0	2.3	2.4
Value	N/A	9.2	3.8	1.7
	-----	-----	-----	-----
Total				
Quantity	N/A	100.0	100.0	100.0
Value	N/A	100.0	100.0	100.0

Ranked in descending order by 1991 value.  
Canada ranked 7 overall.  
N/A - Data not available for this year.



## CIRCULAR SAW BLADES

### X. UNITED STATES' IMPORTS (Cont'd)

AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN  
(\$ PER NO)

CIRCULAR SAW BLADES WITH WORKING PART OF STEEL  
(H.S. 8202.31.00.00)

Country of Origin -----	1988 ----	1989 ----	1990 ----	1991 ----
Japan	N/A	11.25	6.76	6.62
United Kingdom	N/A	4.98	4.44	4.20
Italy	N/A	38.63	35.11	26.23
Republic of Korea	N/A	32.01	25.99	24.88
Fed. Rep. of Germany	N/A	26.61	20.95	30.25
New Zealand	N/A	3.36	3.55	3.18
Canada	N/A	20.57	36.20	25.96
France	N/A	49.46	53.70	33.24
Israel	N/A	13.79	14.94	13.12
China	N/A	2.56	1.05	1.13
Other	N/A	3.16	14.12	5.18
All Countries	N/A	8.56	8.36	7.55

Ranked in descending order by 1991 value.  
Canada ranked 7 overall.  
N/A - Data not available for this year.

## CIRCULAR SAW BLADES

### X. UNITED STATES' IMPORTS (Cont'd)

#### BY MAJOR COUNTRY OF ORIGIN

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Japan					
Quantity (000 No.)	N/A	272	192	230	-7.9
Value (\$000)	N/A	7 185	8 406	8 992	11.9
Sweden					
Quantity (000 No.)	N/A	2	95	123	689.6
Value (\$000)	N/A	143	1 262	1 562	230.5
Israel					
Quantity (000 No.)	N/A	39	184	71	35.1
Value (\$000)	N/A	1 520	2 188	1 554	1.1
Fed. Rep. of Germany					
Quantity (000 No.)	N/A	233	279	132	-24.7
Value (\$000)	N/A	2 572	2 607	1 444	-25.1
Republic of Korea					
Quantity (000 No.)	N/A	4	15	25	145.2
Value (\$000)	N/A	107	468	949	198.4
Denmark					
Quantity (000 No.)	N/A	21 672	20 185	15 578	-15.2
Value (\$000)	N/A	1 153	1 099	896	-11.9
Canada					
Quantity (000 No.)	N/A	343	1 808	3 292	209.6
Value (\$000)	N/A	935	1 103	719	-12.3
United Kingdom					
Quantity (000 No.)	N/A	201	974	1 473	170.8
Value (\$000)	N/A	492	1 187	504	1.1
Belgium					
Quantity (000 No.)	N/A	32	21	31	-1.9
Value (\$000)	N/A	1 454	679	481	-42.5
Italy					
Quantity (000 No.)	N/A	9	19	51	131.3
Value (\$000)	N/A	198	290	477	55.1
Other					
Quantity (000 No.)	N/A	316	452	1 335	105.5
Value (\$000)	N/A	2 445	1 991	1 338	-26.0
<b>Total</b>					
Quantity (000 No.)	N/A	23 124	24 225	22 342	-1.7
Value (\$000)	N/A	18 204	21 281	18 915	1.9

Ranked in descending order by 1991 value.

Canada ranked 7 overall.

N/A - Data not available for this year.

## CIRCULAR SAW BLADES

### X. UNITED STATES' IMPORTS (Cont'd)

#### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Japan				
Quantity	N/A	1.2	0.8	1.0
Value	N/A	39.5	39.5	47.5
Sweden				
Quantity	N/A	0.0	0.4	0.6
Value	N/A	0.8	5.9	8.3
Israel				
Quantity	N/A	0.2	0.8	0.3
Value	N/A	8.4	10.3	8.2
Fed. Rep. of Germany				
Quantity	N/A	1.0	1.2	0.6
Value	N/A	14.1	12.3	7.6
Republic of Korea				
Quantity	N/A	0.0	0.1	0.1
Value	N/A	0.6	2.2	5.0
Denmark				
Quantity	N/A	93.7	83.3	69.7
Value	N/A	6.3	5.2	4.7
Canada				
Quantity	N/A	1.5	7.5	14.7
Value	N/A	5.1	5.2	3.8
United Kingdom				
Quantity	N/A	0.9	4.0	6.6
Value	N/A	2.7	5.6	2.7
Belgium				
Quantity	N/A	0.1	0.1	0.1
Value	N/A	8.0	3.2	2.5
Italy				
Quantity	N/A	0.0	0.1	0.2
Value	N/A	1.1	1.4	2.5
Other				
Quantity	N/A	1.4	1.9	6.0
Value	N/A	13.4	9.4	7.1
	-----	-----	-----	-----
Total				
Quantity	N/A	100.0	100.0	100.0
Value	N/A	100.0	100.0	100.0

Ranked in descending order by 1991 value.  
Canada ranked 7 overall.  
N/A - Data not available for this year.

## CIRCULAR SAW BLADES

### X. UNITED STATES' IMPORTS (Cont'd)

#### AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN (\$ PER NO)

#### CIRCULAR SAW BLADES WITH WORKING PART OF OTHER MATERIALS (H.S. 8202.32.00.00)

Country of Origin	1988	1989	1990	1991
Japan	N/A	26.46	43.80	39.01
Sweden	N/A	72.40	13.26	12.68
Israel	N/A	38.84	11.86	21.75
Fed. Rep. of Germany	N/A	11.01	9.33	10.91
Republic of Korea	N/A	25.58	31.38	37.90
Denmark	N/A	0.05	0.05	0.06
Canada	N/A	2.72	0.61	0.22
United Kingdom	N/A	2.45	1.22	0.34
Belgium	N/A	45.69	31.75	15.69
Italy	N/A	20.96	15.17	9.42
Other	N/A	7.73	4.41	1.00
All Countries	N/A	0.79	0.88	0.85

Ranked in descending order by 1991 value.

Canada ranked 7 overall.

N/A - Data not available for this year.

## 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 **dISTCover**y. 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 dISTCover**y? **dISTCover**y is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

**dISTCover**y introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product in an agreed market area. The reverse is also possible. A Canadian company can also use **dISTCover**y to promote their unique product or process for licensing internationally.

**dISTCover**y provides access to international data bases containing thousands of licensing offers for new products, processes and technology originating from around the world.

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.



# **dISTCover**y

*YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES  
UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES*

## FOR MORE INFORMATION PLEASE CONTACT:

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## ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

### REGIONAL OFFICES

#### QUÉBEC

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