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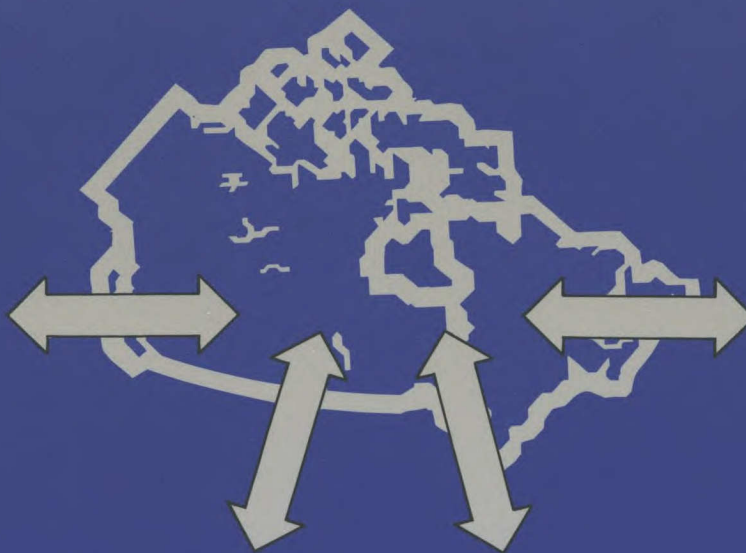
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# MARKET INTELLIGENCE

**NEEDLELOOM FELT AND STITCH  
BONDED FIBRE FABRICS,  
IMPREGNATED, COATED,  
COVERED OR LAMINATED**

Pub. No.: 92002-IP

June 1992



Canada



ID. 91-0976

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## 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

## 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

For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of lading, net of freight charges, discounts and allowances.

### 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.

### Canada - U.S. Reconciliation

Prior to 1989, United States commodity coding was based on the Tariff Schedule of the United States (TSUSA) and comparable data are not available. Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. However, Canada and the United States have been exchanging import data only since January 1990 and therefore there may be discrepancies in 1989 between Canadian exports to the United States and United States imports from Canada. As of January 1990, any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada is minimal resulting from exchange rates.

### Abbreviation

KGM - Kilogram

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## NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

### I. INTRODUCTION AND SCOPE

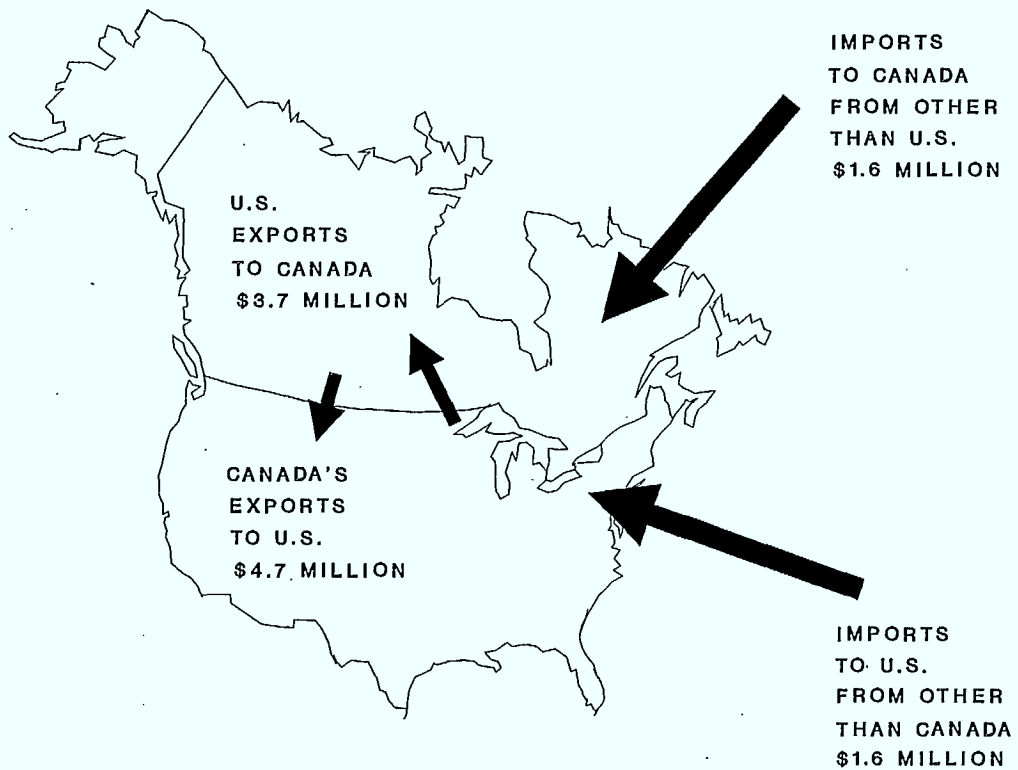
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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 for the following Harmonized System (H.S.) commodity code:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
Needleloom felt and stitch-bonded fibre fabrics, whether or not impregnated, coated, covered or laminated (5602.10)	
-impregnated, coated, covered or laminated	5602.10.10.00

# NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

## II. NORTH AMERICAN IMPORTS - 1991 (H.S. 5602.10)\*



North American Imports - \$3.2 Million\*\*

\* For purposes of Canada-United States comparison includes whether or not impregnated, coated, covered or laminated.

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

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**III. CANADIAN IMPORT TRENDS**

**BY MAJOR COUNTRY OF ORIGIN**

<u>Country of Origin</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91 (%)</u>
United States					
Quantity (KGM)	21 474	55 703	160 288	322 556	146.7
Value (\$000)	137	234	557	2 667	169.3
Denmark					
Quantity (KGM)	242 855	138 044	91 391	381 638	16.3
Value (\$000)	902	497	317	1 475	17.8
United Kingdom					
Quantity (KGM)	1 683	-	7 332	309	-43.2
Value (\$000)	8	-	79	3	-27.7
Japan					
Quantity (KGM)	-	-	23	144	526.1
Value (\$000)	-	-	0	1	530.0
Other					
Quantity (KGM)	9 696	1 300	473	1	-95.3
Value (\$000)	<u>37</u>	<u>12</u>	<u>5</u>	<u>-</u>	<u>-64.4</u>
Total					
Quantity (KGM)	275 708	195 047	259 507	704 648	36.7
Value (\$000)	1 084	743	958	4 146	56.4

Ranked in descending order by 1991 value.



**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**III. CANADIAN IMPORT TRENDS (Cont'd)**

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

<u>Country of Origin</u>	<u>1988</u> %	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
United States				
Quantity	7.8	28.6	61.8	45.8
Value	12.6	31.5	58.2	64.3
Denmark				
Quantity	88.1	70.8	35.2	54.2
Value	83.2	66.9	33.1	35.6
United Kingdom				
Quantity	0.6	-	2.8	0.0
Value	0.8	-	8.2	0.1
Japan				
Quantity	-	-	0.0	0.0
Value	-	-	0.0	0.0
Other				
Quantity	3.5	0.7	0.2	0.0
Value	<u>3.4</u>	<u>1.6</u>	<u>0.5</u>	<u>0.0</u>
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**III. CANADIAN IMPORT TRENDS (Cont'd)**

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

<u>Country of Origin</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
United States	6.36	4.20	3.48	8.27
Denmark	3.72	3.60	3.46	3.86
United Kingdom	4.85	-	10.76	9.98
Japan	-	-	9.87	9.93
Other	<u>3.84</u>	<u>9.39</u>	<u>9.97</u>	-
All Countries	3.93	3.81	3.69	5.88

---

Ranked in descending order by 1991 value.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**III. CANADIAN IMPORT TRENDS (Cont'd)**

**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					
Quantity (KGM)	74 294	24 663	91 227	322 636	63.1
Value (\$000)	353	144	440	2 643	95.6
Québec					
Quantity (KGM)	182 010	160 933	160 399	359 962	25.5
Value (\$000)	648	558	436	1 368	28.3
Saskatchewan					
Quantity (KGM)	-	-	-	5 978	0.0
Value (\$000)	-	-	-	60	0.0
British Columbia					
Quantity (KGM)	71	126	-	7 163	365.5
Value (\$000)	0	1	-	27	284.9
Manitoba					
Quantity (KGM)	700	-	242	6 650	111.8
Value (\$000)	6	-	2	26	61.6
Alberta					
Quantity (KGM)	18 624	9 325	7 332	2 259	-50.5
Value (\$000)	77	39	79	23	-33.4
Nova Scotia					
Quantity (KGM)	8	-	307	-	519.5
Value (\$000)	0	-	1	-	437.9
Newfoundland					
Quantity (KGM)	1	-	-	-	0.0
Value (\$000)	0	-	-	-	0.0
<b>Total</b>					
Quantity (KGM)	275 708	195 047	259 507	704 648	36.7
Value (\$000)	1 084	743	958	4 146	56.4

Ranked in descending order by 1991 value.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**III. CANADIAN IMPORT TRENDS (Cont'd)**

**MARKET SHARES BY PROVINCE OF CLEARANCE**

<u>Province of Clearance</u>	<u>1988</u> %	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
Ontario				
Quantity	26.9	12.6	35.2	45.8
Value	32.6	19.4	45.9	63.8
Québec				
Quantity	66.0	82.5	61.8	51.1
Value	59.7	75.1	45.5	33.0
Saskatchewan				
Quantity	-	-	-	0.8
Value	-	-	-	1.4
British Columbia				
Quantity	0.0	0.1	-	1.0
Value	0.0	0.2	-	0.6
Manitoba				
Quantity	0.3	-	0.1	0.9
Value	0.6	-	0.3	0.6
Alberta				
Quantity	6.8	4.8	2.8	0.3
Value	7.1	5.3	8.2	0.5
Nova Scotia				
Quantity	0.0	-	0.1	-
Value	0.0	-	0.1	-
Newfoundland				
Quantity	0.0	-	-	-
Value	0.0	-	-	-
<b>Total</b>				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**III. CANADIAN IMPORT TRENDS (Cont'd)**

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

<u>Province of Clearance</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Ontario	4.76	5.84	4.82	8.19
Québec	3.56	3.47	2.72	3.80
Saskatchewan	-	-	-	10.00
British Columbia	6.55	9.94	-	3.70
Manitoba	8.66	-	9.98	3.84
Alberta	4.11	4.23	10.76	10.00
Nova Scotia	3.75	-	2.83	-
Newfoundland	<u>5.00</u>	<u>-</u>	<u>-</u>	<u>-</u>
All Provinces	3.93	3.81	3.69	5.88

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Ranked in descending order by 1991 value.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IV. CANADIAN IMPORTERS**

There were 28 known importers in 1990. The principal ten importers accounted for 93 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	657	69
6	794	83
10	888	93
<b>All Importers (28)</b>	<b>958</b>	<b>100</b>

Importers during 1990 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Location</u>	<u>Name</u>	<u>Location</u>
B & B Trailer Supplies Ltd.	London, Ont.	IGL Canada Limited	Edmonton, Alta.
Barrday Inc.	Cambridge, Ont.	Industrial Filter Fabrics Ltd.	Hamilton, Ont.
Bouclair House of Fabrics	Dorval, Qué.	Industries Dorel Inc., Les	St-Léonard, Qué.
Bowman Products Canada Ltd.	Concord, Ont.	Inter-city Leisure Ltd.	Winnipeg, Man.
Brubacher Roof Restoration & Maintenance O/B 754640	Kitchener, Ont.	Landry Filtration Products Inc.	Concord, Ont.
Calmar Orthopaedics Inc.	Scarborough, Ont.	Mariner Computer Forms Ltd.	Truro, N.S.
DM Howden & Co. Ltd.	London, Ont.	Mastico Industries Ltd.	Tillsonburg, Ont.
East Aslatic Company (Canada) Inc., The	Vancouver, B.C.	Matelas Little Darling Inc., Les	Montréal, Qué.
Entreprises Beckwith Bemis Inc.	Sherbrooke, Qué.	McCarthy Robinson Inc.	Scarborough, Ont.
Équipement Saguenay (1982) Ltée	Chicoutimi, Qué.	Morbern Industries Limited	Cornwall, Ont.
General Electric Canada Inc.	Scarborough, Ont.	Parapad Inc.	Montréal, Qué.
Gran Quartz Trading Inc.	Montréal, Qué.	Peerless Cascade Plastics Ltd.	Windsor, Ont.
GS Woolley 1978 Ltd.	Scarborough, Ont.	Safi Mode Inc.	Montréal, Qué.
IEC Holden Ltd.	Montréal, Qué.	Waldec of Canada Ltd.	Etobicoke, Ont.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**V. FOREIGN EXPORTERS TO CANADA**

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 94 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1990 Value of Exports to Canada</u> (\$000)
Denmark	Fibertex Aps )	
United States	Troy Mills Inc. )	584*
United Kingdom	Insituform Linings Plc )	
United States	Farnsworth Fibre Corp. )	128*
	Waterbury Nonwovens )	
	Lantor (Fibertaxis) Inc. )	94*
	Globe Industries Inc. )	
	G.M.X. )	51*
	Tex-Tech Industries )	
	Presoectech )	
	National Felt Co. )	46*
	Chris Craft Nonwovens Inc. )	
<b>TOTAL</b>		<b>903</b>

\* Aggregated to preserve confidentiality of Canadian importers.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**VI. CANADIAN SHIPMENTS**

According to Statistics Canada, needleloom felt and stitch-bonded fibre fabrics, impregnated, coated, covered or laminated in this report are made in Canada. However, for reasons of confidentiality, separate data on shipments by Canadian establishments are not available.

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) 951-3510



**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**VII. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION  
(H.S. 5602.10)**

<u>1989</u>		<u>1990</u>		<u>1991</u>	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	1 226	U.S.	6 172	U.S.	4 824
Australia	242	Japan	16	U.K.	47
Belgium	6	Dominican Republic	7		
U.K.	0	U.K.	6		
		Venezuela	4		
Other	<u>0</u>	Other	<u>0</u>	Other	<u>0</u>
<b>Total</b>	<b>1 474</b>		<b>6 204</b>		<b>4 871</b>

NOTES: Major countries in descending order based upon value.

See note on page two concerning Canada - U.S. Reconciliation.

## NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

### 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.

#### Felt, Textile, Needled or Needle Punched

<u>Name</u>	<u>Location</u>
*Albarrie Canada Limited	Barrie, Ont.
Filterfab Inc.	St. Catharines, Ont.
Texel Incorporated	Beauce, Qué.

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

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\* Company engaged in export trade.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Felt, Synthetic Fibre

<u>Name</u>	<u>Location</u>
*Asten Canada Inc.	Valleyfield, Qué.
*Bauer Industries Limited	Waterloo, Ont.
Brand Felt of Canada Limited	Mississauga, Ont.
Drytex, Division of JWI Ltd.	Kanata, Ont.
*Filterfab Inc.	St. Catharines, Ont.
Genfoot Inc.	Montréal, Qué.
*Rumpe1 Felt Company Limited, The	Kitchener, Ont.
Scapa Canada Inc.	Joliette, Qué.
*Texel Inc.	St-Elzéar, Qué.
Union Felt Products (Ont.) Ltd.	Downsview, Ont.
Upholstery Felt Co. Ltd.	Burnaby, B.C.

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

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\* Company engaged in export trade.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IX. UNITED STATES IMPORTS**

**BY MAJOR COUNTRY OF ORIGIN**

**(H.S. 5602.10)**

Imports into the United States for needleloom felt and stitch-bonded fibre fabrics, 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>
Canada				
Quantity (000 KG)	980	1 655	1 581	27.0
Value (\$000)	3 006	6 123	4 684	24.8
Japan				
Quantity (000 KG)	15	4	9	-22.4
Value (\$000)	287	125	500	32.1
Mexico				
Quantity (000 KG)	1	19	330	1 535.1
Value (\$000)	4	68	249	737.8
United Kingdom				
Quantity (000 KG)	182	54	9	-77.2
Value (\$000)	1 466	621	235	-59.9
Brazil				
Quantity (000 KG)	556	371	272	-30.0
Value (\$000)	256	254	200	-11.6
Fed. Rep. of Germany				
Quantity (000 KG)	32	10	7	-54.2
Value (\$000)	246	222	150	-22.0
Italy				
Quantity (000 KG)	1	2	8	237.0
Value (\$000)	36	52	116	80.9
Haiti				
Quantity (000 KG)	163	96	90	-25.6
Value (\$000)	147	92	76	-28.4
Spain				
Quantity (000 KG)	9	1	2	-59.2
Value (\$000)	131	33	43	-42.8
France				
Quantity (000 KG)	45	0	1	-86.4
Value (\$000)	102	1	9	-70.4
Other				
Quantity (000 KG)	64	40	1	-85.7
Value (\$000)	<u>206</u>	<u>208</u>	<u>10</u>	<u>-78.4</u>
Total				
Quantity (000 KG)	2 049	2 252	2 311	6.2
Value (\$000)	5 886	7 799	6 271	3.2

NOTES: Ranked in descending order by 1991 value.  
Canada ranked 1 overall.  
Source: U.S. Department of Commerce.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IX. UNITED STATES IMPORTS (Cont'd)**

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

**(H.S. 5602.10)**

<u>Country of Origin</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
Canada			
Quantity	47.8	73.5	68.4
Value	51.1	78.5	74.7
Japan			
Quantity	0.7	0.2	0.4
Value	4.9	1.6	8.0
Mexico			
Quantity	0.1	0.9	14.3
Value	0.1	0.9	4.0
United Kingdom			
Quantity	8.9	2.4	0.4
Value	24.9	8.0	3.8
Brazil			
Quantity	27.1	16.5	11.8
Value	4.3	3.3	3.2
Fed. Rep. of Germany			
Quantity	1.6	0.4	0.3
Value	4.2	2.8	2.4
Italy			
Quantity	0.0	0.1	0.3
Value	0.6	0.7	1.9
Haiti			
Quantity	8.0	4.3	3.9
Value	2.5	1.2	1.2
Spain			
Quantity	0.4	0.1	0.1
Value	2.2	0.4	0.7
France			
Quantity	2.2	0.0	0.0
Value	1.7	0.0	0.1
Other			
Quantity	3.1	1.8	0.1
Value	<u>3.5</u>	<u>2.7</u>	<u>0.2</u>
<b>Total</b>			
Quantity	100.0	100.0	100.0
Value	100.0	100.0	100.0

NOTES: Ranked in descending order by 1991 value.  
Canada ranked 1 overall.  
Source: U.S. Department of Commerce.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IX. UNITED STATES IMPORTS (Cont'd)**

**AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN**

**(H.S. 5602.10)**

**(\$ PER KGM)**

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Canada	3.07	3.70	2.96
Japan	18.70	30.47	54.10
Mexico	2.87	3.53	0.75
United Kingdom	8.06	11.53	24.93
Brazil	0.46	0.69	0.73
Fed. Rep. of Germany	7.66	22.93	22.22
Italy	50.18	29.47	14.46
Haiti	0.90	0.96	0.84
Spain	14.34	26.76	28.14
France	2.28	38.35	10.77
Other	<u>3.20</u>	<u>5.16</u>	<u>7.22</u>
All Countries	2.87	3.46	2.71

NOTES: Ranked in descending order by 1991 value.  
Canada ranked 1 overall.  
Source: U.S. Department of Commerce.

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IX. UNITED STATES IMPORTS (Cont'd)**

**BY CUSTOMS DISTRICT OF ENTRY**

(H.S. 5602.10)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Buffalo, New York				
Quantity (000 KGM)	354	1 009	1 290	90.9
Value (\$000)	1 772	3 913	3 283	36.1
Detroit, Michigan				
Quantity (000 KGM)	587	531	147	-50.0
Value (\$000)	1 330	1 827	814	-21.8
St. Albans, Vermont				
Quantity (000 KGM)	13	47	55	103.2
Value (\$000)	77	312	399	127.2
Ogdensburg, New York				
Quantity (000 KGM)	30	75	89	73.7
Value (\$000)	156	481	385	57.1
San Juan, Puerto Rico				
Quantity (000 KGM)	685	467	363	-27.2
Value (\$000)	383	346	277	-14.9
Mobile, Alabama				
Quantity (000 KGM)	-	-	320	0.0
Value (\$000)	-	-	221	0.0
Los Angeles, California				
Quantity (000 KGM)	13	0	5	-40.5
Value (\$000)	143	26	216	23.1
Cleveland, Ohio				
Quantity (000 KGM)	1	0	2	70.2
Value (\$000)	7	11	187	426.2
New York City, New York				
Quantity (000 KGM)	27	7	11	-35.5
Value (\$000)	275	104	170	-21.2
New Orleans, Louisiana				
Quantity (000 KGM)	14	3	1	-71.6
Value (\$000)	187	113	87	-31.9
Other				
Quantity (000 KGM)	326	112	30	-69.8
Value (\$000)	<u>1 555</u>	<u>666</u>	<u>233</u>	<u>-61.3</u>
Total				
Quantity (000 KGM)	2 049	2 252	2 311	6.2
Value (\$000)	5 886	7 799	6 271	3.2

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

**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IX. UNITED STATES IMPORTS (Cont'd)**

**MARKET SHARES BY CUSTOMS DISTRICT OF ENTRY**

(H.S. 5602.10)

<u>Customs District of Entry</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %
Buffalo, New York			
Quantity	17.3	44.8	55.8
Value	30.1	50.2	52.3
Detroit, Michigan			
Quantity	28.6	23.6	6.3
Value	22.6	23.4	13.0
St. Albans, Vermont			
Quantity	0.6	2.1	2.4
Value	1.3	4.0	6.4
Ogdensburg, New York			
Quantity	1.4	3.3	3.9
Value	2.6	6.2	6.1
San Juan, Puerto Rico			
Quantity	33.4	20.7	15.7
Value	6.5	4.4	4.4
Mobile, Alabama			
Quantity	-	-	13.8
Value	-	-	3.5
Los Angeles, California			
Quantity	0.6	0.0	0.2
Value	2.4	0.3	3.4
Cleveland, Ohio			
Quantity	0.0	0.0	0.1
Value	0.1	0.1	3.0
New York City, New York			
Quantity	1.3	0.3	0.5
Value	4.7	1.3	2.7
New Orleans, Louisiana			
Quantity	0.7	0.1	0.1
Value	3.2	1.5	1.4
Other			
Quantity	15.9	5.0	1.3
Value	<u>26.4</u>	<u>8.5</u>	<u>3.7</u>
Total			
Quantity	100.0	100.0	100.0
Value	100.0	100.0	100.0

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



**NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS,  
IMPREGNATED, COATED, COVERED OR LAMINATED**

**IX. UNITED STATES IMPORTS (Cont'd)**

**AVERAGE UNIT PRICES BY CUSTOMS DISTRICT OF ENTRY**

**(H.S. 5602.10)**

**(\$ PER KGM)**

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
Buffalo, New York	5	4	3
Detroit, Michigan	2	3	6
St. Albans, Vermont	6	7	7
Ogdensburg, New York	5	6	4
San Juan, Puerto Rico	1	1	1
Mobile, Alabama	-	-	1
Los Angeles, California	11	58	47
Cleveland, Ohio	11	28	101
New York City, New York	10	15	15
New Orleans, Louisiana	13	38	75
Other	<u>5</u>	<u>6</u>	<u>8</u>
Total U.S.	3	3	3

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

# NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

## X. TARIFFS

### CANADIAN

Canadian imports included in this report are dutiable under the following Canadian tariff item:

<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>
5602.10.10	Needleloom felt and stitch-bonded fibre fabrics --Impregnated coated, covered or laminated	25%	16.5%	15%

### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in this report (except the United States) qualify for the Most Favoured Nation tariff treatment.

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

## NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

### X. TARIFFS (Cont'd)

#### UNITED STATES

United States imports 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>1</u>	<u>2</u>
	Needleloom felt and stitch-bonded fiber fabrics:			
5602.10.10	Laminated fabrics	16%	0.7% 9.6% (CA)	83.5%
5602.10.90	Other	12.5%	Free (B,IL) 7.5% (CA)	74%

- 1 United States-Canada Free-Trade Agreement CA  
 Automotive Products Trade Act B  
 United States-Israel Free Trade Area IL

2 Notwithstanding any other provisions, the rates of duty 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 (former)	Mongolia
Albania	Kampuchea	North Korea
Bulgaria	Laos	Romania
Cuba	Latvia	Union of Soviet Socialist Republics (former)
Czechoslovakia	Lithuania	Vietnam
Estonia		

#### FOREIGN COUNTRIES

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

## NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

### XI. 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

## NEEDLELOOM FELT AND STITCH-BONDED FIBRE FABRICS, IMPREGNATED, COATED, COVERED OR LAMINATED

### XII. dISTCcovery - TECHNOLOGY LICENSING OPPORTUNITIES

dISTCcovery is an ISTC service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

dISTCcovery provides access to international data bases containing thousands of licensing offers for new products, processes and technologies originating from around the world.

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

The following is a list of licensing opportunities identified from dISTCcovery using the keyword "Fabrics".

- 1- Method of weaving and forming of fabrics with multilayer structure
- 2- New structure fabric manufacturing method on the weaving loom
- 3- Laminating machine for textiles, wallpaper, etc.
- 4- A new fabric provided when two yarns are simultaneously knitted
- 5- Textile machinery for the narrow fabric industry

For more information on these and other opportunities, contact the nearest ISTC Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



**dISTCcovery**

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## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence and Technology  
Opportunities Service  
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) 954-2890  
Fax.: (613) 954-1894

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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

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

#### SASKATCHEWAN

ISTC  
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Saskatoon, Sask.  
S7K 5X2  
Tel.: (306) 975-4386  
Fax.: (306) 975-5334

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Fax.: (403) 292-4578

### YUKON

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300 Main Street  
Whitehorse, Y.T. Y1A 2B5  
Tel.: (403) 667-3921  
Fax.: (403) 668-5003

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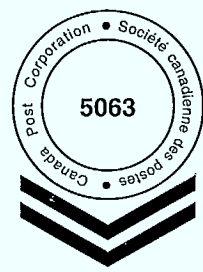
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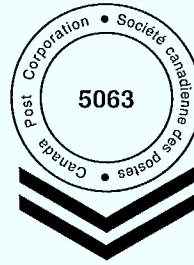


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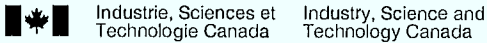
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