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U.S. Department of Commerce,
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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.

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FISH-HOOKS

I. INTRODUCTION AND SCOPE

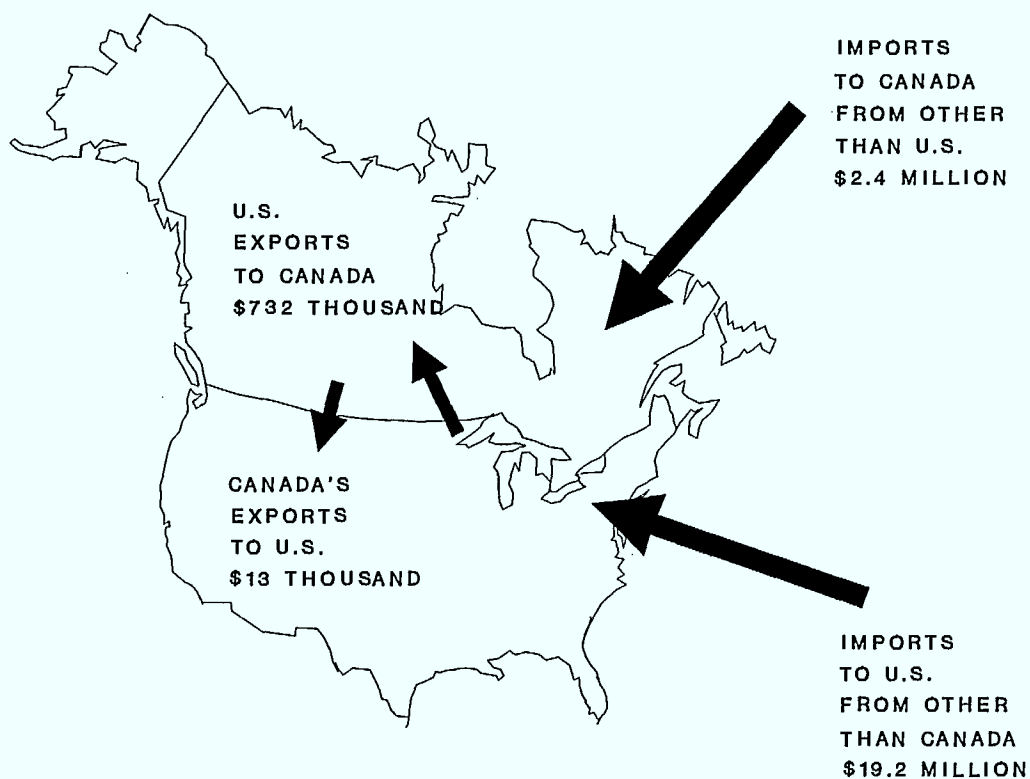
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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>
- Fish-hooks, whether or not snelled	
--- Barbless	9507.20.10.00
--- Other	
---- Of a size less than number 2.0	9507.20.90.10
---- Of a size not less than number 2.0	9507.20.90.20

FISH-HOOKS

II. NORTH AMERICAN IMPORTS - 1991 (H.S. 9507.20)



North American Imports - \$21.6 Million*

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

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III. CANADIAN IMPORT TRENDS

SUMMARY

Description and Commodity Code	Total Imports				Major Country of Export to Canada % of Total Value			
	1988 Value	1989 Value	1990 Value	1991 Value	1988	1989	1990	1991
- Barbless								
H.S. 9507.20.10.00								
Quantity (000 No.)	2 636	2 238	1 523	1 455	U.S.	Norway	U.S.	U.S.
Value (\$000)	185	109	129	138	55	36	73	73
- Other								
Of a size less than number 2.0								
H.S. 9507.20.90.10								
Quantity (000 No.)	8 082	11 623	11 614	10 120	Norway	U.S.	U.S.	U.S.
Value (\$000)	1 058	905	687	743	32	44	36	39
Of a size not less than number 2.0								
H.S. 9507.20.90.20								
Quantity (000 No.)	23 301	14 396	15 454	16 412	Norway	Norway	Norway	Norway
Value (\$000)	<u>2 938</u>	<u>1 868</u>	<u>1 796</u>	<u>2 247</u>	63	47	60	67
TOTAL								
Quantity (000 No.)	34 019	28 257	28 591	27 987				
Value (\$000)	4 181	2 882	2 612	3 128				

FISH-HOOKS

III. CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

BARBLESS
(H.S. 9507.20.10.00)

<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 (000 No.)	203	797	1 191	1 339	87.4
Value (\$000)	101	37	94	101	0.1
Taiwan					
Quantity (000 No.)	-	-	-	51	0.0
Value (\$000)	-	-	-	22	0.0
Republic of Korea					
Quantity (000 No.)	1	-	6	39	243.3
Value (\$000)	1	-	3	10	106.7
Norway					
Quantity (000 No.)	2 391	716	175	26	-77.9
Value (\$000)	44	39	22	6	-49.5
Other					
Quantity (000 No.)	40	725	150	-	93.8
Value (\$000)	<u>39</u>	<u>33</u>	<u>10</u>	<u>-</u>	<u>-50.0</u>
Total					
Quantity (000 No.)	2 636	2 238	1 523	1 455	-18.0
Value (\$000)	185	109	129	138	-9.2

Ranked in descending order by 1991 value.

FISH-HOOKS

III. CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OTHER THAN BARBLESS OF A SIZE LESS THAN NUMBER 2.0
(H.S. 9507.20.90.10)

<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 (000 No.)	3 503	4 860	5 409	5 227	14.3
Value (\$000)	310	399	245	265	-5.1
Norway					
Quantity (000 No.)	2 499	3 537	2 464	2 226	-3.8
Value (\$000)	335	196	180	228	-12.0
Republic of Korea					
Quantity (000 No.)	697	1 775	1 389	944	10.6
Value (\$000)	153	120	76	85	-17.9
Kenya					
Quantity (000 No.)	45	391	118	790	160.6
Value (\$000)	13	43	12	83	87.2
United Kingdom					
Quantity (000 No.)	676	82	109	66	-53.9
Value (\$000)	55	30	32	27	-21.3
France					
Quantity (000 No.)	233	834	1 806	389	18.6
Value (\$000)	85	88	82	26	-32.5
Japan					
Quantity (000 No.)	229	71	132	427	23.1
Value (\$000)	54	9	11	25	-23.0
Hong Kong					
Quantity (000 No.)	11	-	-	30	41.5
Value (\$000)	6	-	-	4	-15.4
Taiwan					
Quantity (000 No.)	28	35	10	21	-9.2
Value (\$000)	12	9	5	1	-61.4
Other					
Quantity (000 No.)	162	38	177	-	4.4
Value (\$000)	<u>35</u>	<u>12</u>	<u>43</u>	<u>-</u>	<u>11.4</u>
Total					
Quantity (000 No.)	8 082	11 623	11 614	10 120	7.8
Value (\$000)	1 058	905	687	743	-11.1

Ranked in descending order by 1991 value.

FISH-HOOKS

III. CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OTHER THAN BARBLESS OF A SIZE NOT LESS THAN NUMBER 2.0
(H.S. 9507.20.90.20)

<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>
Norway					
Quantity (000 No.)	17 362	5 529	9 675	9 448	-18.4
Value (\$000)	1 854	870	1 076	1 503	-6.7
United States					
Quantity (000 No.)	2 421	2 516	2 977	3 202	9.8
Value (\$000)	511	345	413	366	-10.5
Republic of Korea					
Quantity (000 No.)	836	702	646	533	-13.9
Value (\$000)	120	110	69	86	-10.4
United Kingdom					
Quantity (000 No.)	2 169	4 507	1 104	1 093	-20.4
Value (\$000)	190	304	95	82	-24.3
France					
Quantity (000 No.)	275	181	339	1 601	79.9
Value (\$000)	129	86	41	81	-14.5
Taiwan					
Quantity (000 No.)	2	19	2	315	402.6
Value (\$000)	8	12	1	70	108.2
Hong Kong					
Quantity (000 No.)	40	321	75	139	52.1
Value (\$000)	14	40	12	21	13.0
Japan					
Quantity (000 No.)	78	144	499	38	-21.7
Value (\$000)	55	26	42	19	-29.8
Singapore					
Quantity (000 No.)	77	207	138	43	-17.6
Value (\$000)	48	55	47	18	-27.4
Other					
Quantity (000 No.)	41	269	-	-	550.8
Value (\$000)	9	22	-	-	133.8
Total					
Quantity (000 No.)	23 301	14 396	15 454	16 412	-11.0
Value (\$000)	2 938	1 868	1 796	2 247	-8.6

Ranked in descending order by 1991 value.

FISH-HOOKS

III. CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE

BARBLESS
(H.S. 9507.20.10.00)

<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>
Manitoba					
Quantity (000 No.)	3	401	767	605	509.6
Value (\$000)	2	14	67	67	221.3
British Columbia					
Quantity (000 No.)	42	527	154	569	138.7
Value (\$000)	15	14	3	24	17.5
Québec					
Quantity (000 No.)	2 359	793	34	62	-70.3
Value (\$000)	44	37	17	23	-19.2
Ontario					
Quantity (000 No.)	70	201	127	110	16.3
Value (\$000)	68	36	29	19	-34.4
Alberta					
Quantity (000 No.)	111	56	314	102	-2.9
Value (\$000)	18	2	10	3	-44.9
New Brunswick					
Quantity (000 No.)	-	-	-	7	0.0
Value (\$000)	-	-	-	2	0.0
Nova Scotia					
Quantity (000 No.)	51	260	126	-	56.9
Value (\$000)	<u>38</u>	<u>7</u>	<u>4</u>	<u>-</u>	<u>-66.6</u>
Total					
Quantity (000 No.)	2 636	2 238	1 523	1 455	-18.0
Value (\$000)	185	109	129	138	-9.2

Ranked in descending order by 1991 value.

FISH-HOOKS

III. CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE (Cont'd)

OTHER THAN BARBLESS OF A SIZE LESS THAN NUMBER 2.0
(H.S. 9507.20.90.10)

<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 (000 No.)	2 183	1 607	2 418	1 964	-3.5
Value (\$000)	392	391	217	287	-9.9
Québec					
Quantity (000 No.)	2 589	3 380	4 354	2 390	-2.6
Value (\$000)	243	227	219	182	-9.2
British Columbia					
Quantity (000 No.)	2 004	4 070	4 304	4 833	34.1
Value (\$000)	248	131	154	157	-14.1
Alberta					
Quantity (000 No.)	380	1 162	194	894	33.0
Value (\$000)	132	88	33	101	-8.6
Manitoba					
Quantity (000 No.)	919	491	210	25	-70.1
Value (\$000)	36	47	24	12	-30.8
Saskatchewan					
Quantity (000 No.)	1	7	1	12	143.4
Value (\$000)	0	4	0	3	85.6
Nova Scotia					
Quantity (000 No.)	2	791	76	3	24.9
Value (\$000)	5	15	38	2	-34.7
New Brunswick					
Quantity (000 No.)	5	95	59	-	254.0
Value (\$000)	0	1	2	-	117.5
Newfoundland					
Quantity (000 No.)	1	19	-	-	3 138.8
Value (\$000)	<u>0</u>	<u>1</u>	<u>-</u>	<u>-</u>	<u>110.3</u>
Total					
Quantity (000 No.)	8 082	11 623	11 614	10 120	7.8
Value (\$000)	1 058	905	687	743	-11.1

Ranked in descending order by 1991 value.

FISH-HOOKS

III. CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE (Cont'd)

OTHER THAN BARBLESS OF A SIZE NOT LESS THAN NUMBER 2.0
(H.S. 9507.20.90.20)

<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>
Nova Scotia					
Quantity (000 No.)	13 708	6 974	7 721	8 517	-14.7
Value (\$000)	1 441	846	832	1 172	-6.7
British Columbia					
Quantity (000 No.)	2 278	2 905	2 430	3 745	18.0
Value (\$000)	618	431	386	501	-6.7
Ontario					
Quantity (000 No.)	1 172	1 282	1 633	1 426	6.8
Value (\$000)	327	273	215	243	-9.3
Québec					
Quantity (000 No.)	524	499	2 397	1 203	31.9
Value (\$000)	215	115	216	141	-13.1
Newfoundland					
Quantity (000 No.)	4 550	1 738	1 085	1 001	-39.6
Value (\$000)	172	62	66	79	-22.9
Manitoba					
Quantity (000 No.)	46	485	77	254	76.9
Value (\$000)	31	60	28	47	14.6
New Brunswick					
Quantity (000 No.)	710	162	61	120	-44.7
Value (\$000)	60	22	21	38	-14.1
Alberta					
Quantity (000 No.)	284	309	42	144	-20.3
Value (\$000)	64	45	27	24	-27.4
Saskatchewan					
Quantity (000 No.)	29	41	6	2	-59.8
Value (\$000)	11	14	5	1	-49.2
Prince Edward Island					
Quantity (000 No.)	-	-	1	-	0.0
Value (\$000)	-	-	1	-	0.0
Total					
Quantity (000 No.)	23 301	14 396	15 454	16 412	-11.0
Value (\$000)	2 938	1 868	1 796	2 247	-8.6

Ranked in descending order by 1991 value.

FISH-HOOKS

IV. CANADIAN IMPORTERS

BARBLESS
(H.S. 9507.20.10.00)

There were 17 known importers in 1990. The principal four importers accounted for 70 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
4	90	70
All Importers (17)	129	100

The 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>
Acme Crafts Ltd.	Mississauga, Ont.	Nejalini Lodge	Selkirk, Man.
Alpine Industries Ltd.	Vancouver, B.C.	New Golden Gate Trading Co.	Winnipeg, Man.
Canadian Tire Corporation Ltd	Toronto, Ont.	Pappercorn Holdings Ltd.	Calgary, Alta.
Expert Fishing Co.	Dauphin, Man.	Patco Inc.	Truro, N.S.
Hook & Hackle Industries Ltd.	Lethbridge, Alta.	Rodgers Sporting Goods Inc.	Dauphin, Man.
I M P Group Ltd.	Halifax, N.S.	Serge Boulard Inc.	Joliette, Qué.
Jim's Jig & Tackles Ltd.	Fallis, Alta.	Sobetski Enterprises Ltd.	Beauséjour, Man.
Kasba Lake Lodge	Saskatoon, Sask.	Variétés Joliette Inc.	Joliette, Qué.
Lucky Strike Bait Works Ltd.	Peterborough, Ont.		

FISH-HOOKS

IV. CANADIAN IMPORTERS (Cont'd)

OTHER THAN BARBLESS OF A SIZE LESS THAN NUMBER 2.0
(H.S. 9507.20.90.10)

There were 70 known importers in 1990. The principal 17 importers accounted for 80 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	225	33
6	348	51
10	450	66
15	527	77
17	552	80
All Importers (70)	687	100

The principal 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>
570506 Ontario Ltd.	Mississauga, Ont.	Gibbs Nortac Industries Ltd.	Burnaby, B.C.
A H Besner Ltée	Valleyfield, Qué.	Lucky Strike Bait Works Ltd.	Peterborough, Ont.
A.S.W. Distribution Ltd.	Nepean, Ont.	P & N Wholesale Ltd.	Vernon, B.C.
Acme Crafts Ltd.	Mississauga, Ont.	Peppercorn Holdings Ltd.	Calgary, Alta.
Agrès Caribou Inc.	Pointe-Claire-Dorval, Qué.	Radiant Lures Ltd.	Victoria, B.C.
Alpine Industries Ltd.	Vancouver, B.C.	Rainbow Net & Rigging Ltd.	Halifax, N.S.
Aqua Terra Ltd.	Niagara Falls, Ont.	Rodgers Sporting Goods Inc.	Dauphin, Man.
Atelier Sportif Enr.	St-Anselme, Qué.	Redl Industries Ltd.	Burnaby, B.C.
Canadian Tire Corporation Ltd.	Toronto, Ont.	Serge Boulard Inc.	Joliette, Qué.
Direct Factory Sales Ltd.	Don Mills, Ont.	Société Brecks Internationale Inc.	Sherbrooke, Qué.
G H Outdoor World Ltd.	Windsor, Ont.	Summer Sports Inc.	Québec, Qué.
George's Fly Shop Ltd.	St-René de Matane, Qué.	Water Queen Canada Inc.	Loretteville, Qué.
		Western Canada Importers Ltd.	Calgary, Alta.

FISH-HOOKS

IV. CANADIAN IMPORTERS (Cont'd)

OTHER THAN BARBLESS OF A SIZE NOT LESS THAN NUMBER 2.0
(H.S. 9507.20.90.20)

There were 97 known importers in 1990. The principal 25 importers accounted for 87 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	775	43
6	1 039	58
10	1 226	68
15	1 374	77
25	1 564	87
All Importers (97)	1 796	100

The principal 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>
A H Besner Ltée	Valleyfield, Qué.	Mouches Neptune Inc.	Drummondville, Qué.
Acme Crafts Ltd.	Mississauga, Ont.	Nikka Industries Ltd.	Vancouver, B.C.
Agrès Caribou Inc.	Pointe-Claire-Dorval, Qué.	Pacific Net & Twine Ltd.	Richmond, B.C.
Alpine Industries Ltd.	Vancouver, B.C.	Rainbow Net & Rigging Ltd.	Halifax, N.S.
Baron Produits De Plein Air Ltée	Mont-Royal, Qué.	Redden Net Co. Ltd.	Vancouver, B.C.
Berrys Bait & Tackle Ltd.	Richmond, B.C.	Redl Industries Ltd.	Burnaby, B.C.
Bridport Brownell Limited	Dartmouth, N.S.	Serge Boulard Inc.	Joliette, Qué.
Canadian Tire Corporation Ltd.	Toronto, Ont.	Société Brecks Internationale Inc.	Sherbrooke, Qué.
Country Pleasures Enterprises Ltd.	Calgary, Alta.	Thompson-Pallister Bait Company Ltd.	Lacombe, Alta.
Direct Factory Sales Ltd.	Don Mills, Ont.	Trotac Marine Ltd.	Victoria, B.C.
Forsea Ltd.	Moncton, N.B.	VMC Pêche Canada Limited	Dartmouth, N.S.
G H Outdoor World Ltd.	Windsor, Ont.	Western Automotive & Industrial Supply Co. Ltd.	Brampton, Ont.
Hook & Hackle Industries Ltd.	Lethbridge, Alta.	Wire Rope Industries of Canada Ltd.	Pointe-Claire-Dorval, Qué.
I M P Group Ltd.	Halifax, N.S.	Wolff Marine Supply Ltd.	Vancouver, B.C.
K T L Canada Div of 570506 Ontario Limited	Mississauga, Ont.		
Marubeni Canada Ltd.	Toronto, Ont.		

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V. FOREIGN EXPORTERS TO CANADA

BARBLESS
(H.S. 9507.20.10.00)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 84 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)
Norway	O. Mustad & Son	25
United States	Wright & McGill Co.	47*
	O. Mustad & Son	
	Harville Mfg. Corp.	37*
	Lakeland Lures	
	Archie's Place	
	Southern Plastics	
	Lou J. Eppinger Mfg.	
TOTAL		109

* Aggregated to preserve confidentiality of Canadian importers.

FISH-HOOKS

V. FOREIGN EXPORTERS TO CANADA (Cont'd)

OTHER THAN BARBLESS OF A SIZE LESS THAN NUMBER 2.0
(H.S. 9507.20.90.10)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 73 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)
Norway	O. Mustad & Son	178
United States	Wright & McGill Co.	136
Republic of Korea	Daeyang Fish Hook	68
United States	O. Mustad & Son)	117*
France	Deboissy)	
	VMC Peche)	
TOTAL		499

* Aggregated to preserve confidentiality of Canadian importers.

FISH-HOOKS

V. FOREIGN EXPORTERS TO CANADA (Cont'd)

OTHER THAN BARBLESS OF A SIZE NOT LESS THAN NUMBER 2.0
(H.S. 9507.20.90.20)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 78 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)
Norway	O. Mustad & Son	1 021
United States	O. Mustad & Son	154
United Kingdom	Wright & McGill Co.) Henry Milwand & Sons)	226*
TOTAL		1 401

* Aggregated to preserve confidentiality of Canadian importers.

FISH-HOOKS

VI. CANADIAN SHIPMENTS

According to departmental sources, fish-hooks are not manufactured in Canada.

VII. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION (H.S. 9507.20)

1989		1990		1991	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	41 256	U.S.	33 183	U.S.	13 321
Norway	12 816	Finland	17 114	St Lucia	3 092
Australia	2 234	Turkey	3 900		
		N.Zealand	3 314		
		Japan	<u>3 160</u>		
Total	56 306		60 671		16 413

NOTES: Major countries in descending order based upon value.

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

FISH-HOOKS

VIII. CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Hooks, Fishing, Sportsmens'

<u>Name</u>	<u>Location</u>
Balo Industries	Calgary, Alta.
Best Tackle Manufacturing Ltd.	Windsor, Ont.
*Buzz Bomb Lure Corporation	Courtenay, B.C.
*Canreel Lures	Scarborough, Ont.
Chas Fidler & Son Limited	Selkirk, Man.
E & T Handcraft Lures	Hamilton, Ont.
*Gibbs/Nortac Industries Ltd.	Burnaby, B.C.
*Lindquist Bros. Bait Co. Ltd.	Windsor, Ont.
Lucky Strike Bait Works Limited	Peterborough, Ont.
Luhr Jensen & Sons Ltd.	Vancouver, B.C.
Mouches Neptune Flies Inc.	Drummondville, Qué.
*O'Ki Tackle Manufacturing Ltd.	Sidney, B.C.
Production Sysper Inc.	St-Eustache, Qué.
*Radiant Lures Ltd.	Victoria, B.C.
Société Breck's (1983) International Inc.	Sherbrooke, Qué.
*Spring King Industries	Sooke, B.C.
*Stinger Bait Company (Div. 811364 Ont.)	London, Ont.
Straight Line Sports	Gander, Nfld.
*Thompson Pallister Bait Co. Ltd.	Lacombe, Alta.
*Zzinger Lure Co. Inc.	Courtenay, B.C.

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

* Company engaged in export trade.

FISH-HOOKS

IX. UNITED STATES IMPORTS

BY MAJOR COUNTRY OF ORIGIN

FISH-HOOKS, WHETHER OR NOT SNElLED
(H.S. 9507.20)

Imports into the United States for fish-hooks 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>
Norway				
Value (\$000)	9 712	8 010	9 963	1.3
Japan				
Value (\$000)	1 507	1 732	2 647	32.5
France				
Value (\$000)	1 330	1 554	1 888	19.1
Republic of Korea				
Value (\$000)	2 754	1 862	1 877	-17.5
Philippines				
Value (\$000)	455	610	672	21.6
Taiwan				
Value (\$000)	497	326	590	8.9
Italy				
Value (\$000)	755	767	582	-12.2
Singapore				
Value (\$000)	113	139	339	73.5
Mexico				
Value (\$000)	479	456	331	-16.9
Canada				
Value (\$000)	53	33	13	-50.5
Other				
Value (\$000)	<u>607</u>	<u>632</u>	<u>288</u>	<u>-31.2</u>
Total				
Value (\$000)	18 262	16 121	19 189	2.5

NOTES: Ranked in descending order by 1991 value.

Canada ranked 16 overall.

Source: U.S. Department of Commerce.

FISH-HOOKS

IX. UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY

FISH-HOOKS, WHETHER OR NOT SNELED (H.S. 9507.20)

Imports into the United States for fish-hooks are as follows:

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
New York City, New York Value (\$000)	10 684	8 971	10 981	1.4
Seattle, Washington Value (\$000)	1 230	1 398	1 759	19.6
Los Angeles, California Value (\$000)	663	629	1 459	48.3
Minneapolis, Minnesota Value (\$000)	811	822	926	6.8
Great Falls, Montana Value (\$000)	1 027	841	653	-20.3
Chicago, Illinois Value (\$000)	254	369	519	43.1
Dallas-Fort Worth, Texas Value (\$000)	413	415	488	8.6
Mobile, Alabama Value (\$000)	181	394	399	48.2
Buffalo, New York Value (\$000)	532	383	364	-17.3
Laredo, Texas Value (\$000)	434	390	275	-20.4
Other Value (\$000)	<u>2 033</u>	<u>1 510</u>	<u>1 368</u>	<u>-18.0</u>
Total Value (\$000)	18 262	16 121	19 189	2.5

NOTES: Ranked in descending order by 1991 value.

Source: U.S. Department of Commerce.

FISH-HOOKS

X. TARIFFS

CANADIAN

Canadian imports 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>
9507.20.10	Barbless fish-hooks	Free	Free	Free
9507.20.90	Other	6.8%	Free	Free

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: France, Japan, Norway, Taiwan and United Kingdom.

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment (In order to qualify for the General System of Preference, a special certificate of origin is required.): Hong Kong, Kenya, Republic of Korea and Singapore.

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) 954-6892
Fax.: (613) 954-2509

FISH-HOOKS

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>
	Fish-hooks:			
9507.20.40	Snelled hooks	5%	Free (A,CA,E,IL)	55%
9507.20.80	Other	6%	Free (A,CA,E,IL)	45%

- | | |
|---|----|
| 1 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 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	Mongolia
Albania	Republic (former)	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics (former)
Estonia	Lithuania	Vietnam

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

FISH-HOOKS

XI. MARKET OVERVIEW

Sample retail surveys have shown sport fishing to be one of the more popular recreational activities of Canadians, consistently ranking in the top ten. It is estimated that there are over 6.0 million Canadian recreational anglers plus almost another 1.0 million visitors who, in total, spend in excess of \$2.5 billion on the sale of goods and services directly related to angling activities.

Despite concerns about the increasing effects of such problems as pollution, urban sprawl and environmental degradation, sport fishing continues to maintain its popularity which has been boosted in part by the marketing of sport fishing through popular T.V. fishing programs, the heavily promoted "Catch and Release" contests, and as a tourism attraction. Demographically, the activity characteristics inherent in the general aging of the population has produced a growing group of people with considerable time to pursue outdoor non-competitive recreational activities. In addition, the continuing trend towards summer vacation and cottage properties has also helped to create more interest in the recreational aspect of the sport.

The Canadian fishing tackle market consisting primarily of rods, reels, lures, nets, lines, sinkers, hooks and general tackle is estimated at approximately \$85-95 million at the wholesale cost level. Imports represent well over 50 per cent of the market with the USA the major supplier although rods and reels are sourced mostly from the Far East.

Currently, the Canadian industry is composed mostly of lure manufacturers although there are a handful of others engaged in making nets, lines, and tackle boxes. There is one rod and reel manufacturer. Assembly and finishing play a major role in this industry.

While there are several companies in Canada which provide adornments for hooks there are not any Canadian manufacturers of the hooks themselves and thus all lure manufacturers must use imported hooks. Because of the complexity involved in making hooks there is not an abundant number of suppliers. Among the most well-known and largest makers are Mustad (Norway), Eagle Claw (USA), VMC (France), and Gamakatsu (Japan).

Although appearing relatively simple, the manufacture of high quality fish hooks is quite complex and is a very specialized business involving custom designed wire forming machines and close control of heat treatment in special heat treating furnaces. The major producers closely guard their technology and processes from their competitors.

Mr. B. Van Zant
Recreational and Household Products Directorate

FISH-HOOKS

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.

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

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

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 Recreational and Household Products Directorate
Consumer Products Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3109
Fax.: (613) 954-3107

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Fax.: (204) 983-2187

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Saskatoon, Sask.
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Calgary, Alta. T2P 3S2
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Fax.: (403) 292-4578

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Whitehorse, Y.T. Y1A 2B5
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