

HF3221  
.M3

92027



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

IC

# MARKET INTELLIGENCE

**FILING AND CARD INDEX  
CABINETS, METAL**

Pub. No.: 92027-IP

June 1992



Canada



## **FILING AND CARD INDEX CABINETS, METAL**

Pub. No.: 92027-IP

June 1992

INDUSTRY, SCIENCE AND  
TECHNOLOGY CANADA  
LIBRARY

DEC - 9 1992

BSNB  
BIBLIOTHÈQUE  
INDUSTRIE, SCIENCES ET  
TECHNOLOGIE CANADA

Garry Emond  
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

## **REFERENCE SOURCES**

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6949  
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.

## TABLE OF CONTENTS

	PAGE
INTRODUCTION AND SCOPE	5
CANADIAN IMPORT TRENDS	6
SUMMARY	6
BY MAJOR COUNTRY OF ORIGIN	7
BY PROVINCE OF CLEARANCE	9
CANADIAN IMPORTERS	11
FOREIGN EXPORTERS TO CANADA	13
CANADIAN SHIPMENTS	15
CANADIAN SUPPLIERS	16
UNITED STATES IMPORTS	21
SUMMARY	21
BY MAJOR COUNTRY OF ORIGIN	22
BY CUSTOMS DISTRICT OF ENTRY	24
TARIFFS	26
CANADIAN	26
UNITED STATES	27
MARKET OVERVIEW	28
diSTCcovery - TECHNOLOGY LICENSING OPPORTUNITIES	29



## FILING AND CARD INDEX CABINETS, METAL

### 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>
Filing cabinets (metal)	9403.10.10.00
Filing cabinets and card index cabinets of base metal (other than office furniture of heading No. 94.03)	8304.00.10.00

Total imports in 1991 for all of the above products were valued at \$20.9 million. This report does not include metal office furniture such as desks, tables, lockers, other record keeping equipment and paper trays, paper rests, pen trays or similar office or desk equipment.

---

NOTE: The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for metal filing and index cabinets, as contained in this report. The United States H.S. codes are defined on page 21.

# FILING AND CARD INDEX CABINETS, METAL

## CANADIAN IMPORT TRENDS

### SUMMARY

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada</u>			
	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>% of Total Value</u>			
	<u>Value</u>	<u>Value</u>	<u>Value</u>	<u>Value</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
	(\$000)	(\$000)	(\$000)	(\$000)	U.S.	U.S.	U.S.	U.S.
Filing cabinets (metal) H.S. 9403.10.10.00	13 869	15 927	15 361	20 456	90	94	97	99
Filing cabinets and card index cabinets (of base metal) H.S. 8304.00.10.00	842	553	539	531	90	72	92	98
<b>TOTAL</b>	<b>14 711</b>	<b>16 480</b>	<b>15 900</b>	<b>20 987</b>	<b>90</b>	<b>93</b>	<b>97</b>	<b>99</b>

Ranked in descending order by 1991 value.



# FILING AND CARD INDEX CABINETS, METAL

## CANADIAN IMPORT TRENDS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

#### METAL FILING CABINETS (H.S. 9403.10.10.00)

<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					
Value (\$000)	12 507	14 933	14 896	20 206	17.3
Republic of Korea					
Value (\$000)	600	476	124	101	-44.8
Sweden					
Value (\$000)	2	1	7	51	180.5
France					
Value (\$000)	163	107	103	46	-34.2
Italy					
Value (\$000)	21	33	16	29	11.8
Fed. Rep. of Germany					
Value (\$000)	13	18	15	13	-0.9
Netherlands					
Value (\$000)	-	3	5	6	47.4
Hong Kong					
Value (\$000)	295	67	59	3	-79.5
United Kingdom					
Value (\$000)	104	47	25	2	-72.8
Other					
Value (\$000)	<u>163</u>	<u>243</u>	<u>113</u>	<u>-</u>	<u>-16.9</u>
Total					
Value (\$000)	13 869	15 927	15 361	20 456	13.8

Ranked in descending order by 1991 value.



# FILING AND CARD INDEX CABINETS, METAL

## CANADIAN IMPORT TRENDS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN (Cont'd)

#### FILING CABINETS AND CARD-INDEX CABINETS OF BASE METAL (H.S. 8304.00.10.00)

<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					
Value (\$000)	760	400	499	520	-11.9
Taiwan					
Value (\$000)	41	8	7	5	-51.7
Japan					
Value (\$000)	24	12	6	4	-43.1
Denmark					
Value (\$000)	-	-	1	1	-39.4
France					
Value (\$000)	-	-	-	*	0.0
China					
Value (\$000)	4	7	4	*	-62.7
Other					
Value (\$000)	<u>14</u>	<u>125</u>	<u>21</u>	<u>-</u>	<u>25.4</u>
Total					
Value (\$000)	842	553	539	531	-14.3

Ranked in descending order by 1991 value.

\* Less than \$500.00

# FILING AND CARD INDEX CABINETS, METAL

## CANADIAN IMPORT TRENDS (Cont'd)

### BY PROVINCE OF CLEARANCE

#### METAL FILING CABINETS (H.S. 9403.10.10.00)

<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>
Ontario Value (\$000)	10 451	12 771	11 429	15 269	13.5
British Columbia Value (\$000)	932	1 295	1 798	2 397	37.0
Alberta Value (\$000)	283	348	498	985	51.5
Manitoba Value (\$000)	383	328	606	730	24.0
Saskatchewan Value (\$000)	89	187	273	573	86.0
Québec Value (\$000)	1 560	681	685	443	-34.3
New Brunswick Value (\$000)	2	197	57	45	198.2
Newfoundland Value (\$000)	23	50	-	9	-28.5
Nova Scotia Value (\$000)	145	69	15	5	-67.8
Yukon Value (\$000)	-	-	0	0	-73.1
Total Value (\$000)	13 869	15 927	15 361	20 456	13.8

Ranked in descending order by 1991 value.

# FILING AND CARD INDEX CABINETS, METAL

## CANADIAN IMPORT TRENDS (Cont'd)

### BY PROVINCE OF CLEARANCE (Cont'd)

#### FILING CABINETS AND CARD-INDEX CABINETS OF BASE METAL (H.S. 8304.00.10.00)

<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>
Ontario					
Value (\$000)	654	424	379	419	-13.8
Québec					
Value (\$000)	78	48	41	35	-23.1
British Columbia					
Value (\$000)	42	41	51	29	-11.9
Saskatchewan					
Value (\$000)	24	*	31	23	-1.6
Alberta					
Value (\$000)	28	19	33	21	-9.7
Manitoba					
Value (\$000)	14	18	4	3	-39.9
New Brunswick					
Value (\$000)	*	1	*	1	204.1
Nova Scotia					
Value (\$000)	<u>2</u>	<u>2</u>	<u>*</u>	<u>-</u>	<u>-59.7</u>
Total					
Value (\$)	842	553	539	531	-14.3

Ranked in descending order by 1991 value.

\* Less than \$500.00

# FILING AND CARD INDEX CABINETS, METAL

## CANADIAN IMPORTERS

### METAL FILING CABINETS (H.S. 9403.10.10.00)

There were 385 known importers in 1990. The principal 25 importers accounted for 83 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	5 982	39
6	8 634	56
10	10 212	66
15	11 548	75
25	12 801	83
<b>All Importers (385)</b>	<b>15 361</b>	<b>100</b>

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>
146896 Canada Inc. Club Price	Mont-Royal, Qué.	Horizon West Sales Limited	Burnaby, B.C.
680896 Ontario Inc.	Oakville, Ont.	HQ Office Int'l Inc.	Richmond, B.C.
Action Office Interiors Div. of		J I Case Canada, A Div. of	
Tiessen Storey Equipment Inc.	Saskatoon, Sask.	Tenneco Canada Inc.	Brampton, Ont.
Admore Office Furniture Inc.	Mississauga, Ont.	J Pascal Inc.	Montréal, Qué.
	Willowdale, Ont.	K - C Industries Inc.	Portland, OR, U.S.*
All-Steel Canada Inc.	Montréal, Qué.	K Mart Canada Limited	Brampton, Ont.
All-Steel Canada, Div. Allsteel		Marks & Spencers Co. Inc.	Montréal, Qué.
Inc.	Auroro, IL, U.S.*	Quadra Distributors Ltd.	Burnaby, B.C.
Bro-Dart Inc.	Williamsport, PA, U.S.*	Sandusky Cabinets Inc.	Sandusky, OH, U.S.*
Chestwood Stationery Ltd.	Markham, Ont.	Sears Canada Inc.	Scarborough, Ont.
Costco Wholesale Ltd.	Burnaby, B.C.	Shaben International Ltd.	Edmonton, Alta.
Econowise Office Products (1989)		Steelcase Canada Ltd.	Don Mills, Ont.
Ltd.	Vancouver, B.C.		Markham, Ont.
F W Woolworth Company Ltd.	Weston, Ont.	Transwest Distributors Limited	Vancouver, B.C.
Fireking International Inc.	New Albany, NY, U.S.*	Trendway Corporation	Holland, MI, U.S.*
G F Furniture Systems Inc.	Toronto, Ont.	Western Commodities Ltd.	New Westminster, B.C.
General Metalcraft Inc.	Dover, DE, U.S.*	Willson Stationers	Mississauga, Ont.
Haskell of Pittsburg Inc.	Verona, PA, U.S.*	Wright Line of Canada Ltd.	Scarborough, Ont.
Haworth Limited	Toronto, Ont.	Zellers Limited	Montréal, Qué.
Herman Miller Canada Inc.	Mississauga, Ont.		

\* Non-resident importer.

## FILING AND CARD INDEX CABINETS, METAL

### CANADIAN IMPORTERS (Cont'd)

#### FILING CABINETS AND CARD-INDEX CABINETS OF BASE METAL (H.S. 8304.00.10.00)

There were 91 known importers in 1990. The principal 25 importers accounted for 92 per cent of the total import value.

<u>Principal Importers (No.)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	194	36
6	296	55
10	387	72
12	419	78
25	495	92
<b>All Importers (91)</b>	<b>539</b>	<b>100</b>

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>
183433 Dynamic Custom Equipment	Brampton, Ont.	Federated Co-Operatives Limited	Saskatoon, Sask.
Acklands Limited	Winnipeg, Man.	Grand & Toy Ltd.	Don Mills, Ont.
Apsco Products Limited	Scarborough, Ont.	Hill Record Systems Ltd.	Ottawa, Ont.
Arrow Electronics Canada (1985) Ltd.	Dorval, Qué.	Norwestra Sales Ltd.	Vancouver, B.C.
Baxter Corporation	Mississauga, Ont.	Plasteel Furniture Products Ltd.	Scarborough, Ont.
Brokerage Distributors Inc.	Rexdale, Ont.	Prestonia Stationery Limited	Stratford, Ont.
Chubb Security Safes Div. of Racal		Quill Corporation	Lincolnshire, IL, U.S.*
Chubb Canada Limited	Mississauga, Ont.	Remco Office Systems Ltd.	Victoria, B.C.
Crown Life Insurance Company	Toronto, Ont.	Sefri Construcion Ltd.	Toronto, Ont.
Curtis Industries of Canada Ltd.	Etobicoke, Ont.	Shaben International Ltd.	Edmonton, Alta.
Dynamic Custom Equipment Inc.	Brampton, Ont.	Sotal Ltd.	Montréal, Qué.
Esselte Pendaflex Canada Inc.	Mississauga, Ont.	State Farm Mutual Automobile Insurance Company	Scarborough, Ont.
Estrim Manufacturing Ltd.	Vancouver, B.C.	Visual Planning Corporation	Montréal, Qué.

\* Non-resident importer.

## FILING AND CARD INDEX CABINETS, METAL

### FOREIGN EXPORTERS TO CANADA

#### METAL FILING CABINETS (H.S. 9403.10.10.00)

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)
United States	Haworth Inc. )	4 190*
	Allsteel Inc. )	
	Herman Miller )	3 185*
	Steelworks Inc. )	
	Wright Line Inc. )	1 969*
	Hon Co. )	
	Steelcase Inc.	957
	The Hon Company	510
	General Metalcraft Inc.	422
	XLM Company	400
Republic of Korea	Fireking Int'l.	369
	Anderson Hickey Co. )	512*
	Cole Office Environments )	
	Trendway Corp. )	261*
United States	K C Industries Inc. )	
	Sandusky Metal Products Inc. )	180*
	Schwab Safe Company Inc. )	
TOTAL		12 955

\* Aggregated to preserve confidentiality of Canadian importers.

## FILING AND CARD INDEX CABINETS, METAL

### FOREIGN EXPORTERS TO CANADA (Cont'd)

#### FILING CABINETS AND CARD-INDEX CABINETS OF BASE METAL (H.S. 8304.00.10.00)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 71 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)
United States	Rolodex de Puerto Rico Inc. )	
	Globe Weis )	186*
	Kardex Systems Inc. )	
	Steelworks Inc.	45
	Curtis Industries )	
	Buddy Products )	75*
Hong Kong	Boekel Industries )	
	XLM Co. )	79*
	Dorson Ltd. )	
TOTAL		385

---

\* Aggregated to preserve confidentiality of Canadian importers.



## FILING AND CARD INDEX CABINETS, METAL

### CANADIAN SHIPMENTS

Statistics Canada reports shipments of metal filing and card index cabinets by Canadian manufacturing establishments as follows (latest years for which data are available):

Standard Classification of Goods Code Description	1988		1989	
	<u>Establishments</u>	<u>Value</u> (\$000,000)	<u>Establishments</u>	<u>Value</u> (\$000,000)
9403.10.31 Cabinets, metal, filing, vertical	16	59.7	13	39.9
9403.10.32 Cabinets, metal, filing, lateral	<u>17</u>	<u>93.7</u>	<u>15</u>	<u>111.3</u>
9403.10.3 Cabinets, metal, filing	19	153.5	18	151.3

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) 951-9837

Source: Catalogue #35-251, annual, "Furniture and Fixtures Industries".

## FILING AND CARD INDEX CABINETS, METAL

### 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.

#### Visible Record Equipment, Metal

<u>Name</u>	<u>Address</u>
*Acco Canada Inc.	Willowdale, Ont.
Addmore Office Furniture Inc.	Mississauga, Ont.
Allwest Institutional Furnishings Ltd.	Edmonton, Alta.
*Anchor Materials Handling Ltd.	Surrey, B.C.
*Anthes Universal Limited	Brampton, Ont.
*Artopex Ltd.	Laval, Qué.
Associated Sheet Metal Products Ltd.	Victoria, B.C.
B. & P. Manufacturing Limited	Weston, Ont.
Beaver Chair Mfg. Limited	Toronto, Ont.
Chubb Security Safes Div. Racal Chubb	Etobicoke, Ont.
*Coffre-Fort Ficopec Safe Inc.	Montréal, Qué.
*Commander Business Furniture Inc.	Scarborough, Ont.
Condor Manufacturing Inc.	Scarborough, Ont.
*Datafile Wrightline	Willowdale, Ont.
*Drummex Inc.	Drummondville, Qué.
*Dynamic Custom Equipment Ltd.	Brampton, Ont.
Erno Manufacturing Co. Ltd.	Toronto, Ont.
Euro-Craft of Canada (1990) Ltd.	Winnipeg, Man.
F.D. Jul Inc.	Québec, Qué.
Gardex Safes Inc.	St-Jérôme, Qué.
Gavan Gill Inc.	Charlottetown, P.E.I.

---

\* Company engaged in export trade.

## FILING AND CARD INDEX CABINETS, METAL

### CANADIAN SUPPLIERS (Cont'd)

#### BOSS (Cont'd)

#### Visible Record Equipment, Metal (Cont'd)

<u>Name</u>	<u>Address</u>
Haliburton & White Ltd.	Etobicoke, Ont.
Haliburton & White Ltée.	Montréal, Qué.
Henning Graphic Products Ltd.	Mississauga, Ont.
Industries Elifer Inc., Les	Kildare, Qué.
Industries Prime Ltée., Les	Lachine, Qué.
Joyce Furniture Inc.	Scarborough, Ont.
LH Manufacturing Inc.	Pointe-Claire-Dorval, Qué.
*Lincora Canada Inc.	Montréal, Qué.
Martone Storage & Display Inc.	Moncton, N.B.
Metro Associates	Calgary, Alta.
*Mifab Manufacturing Inc.	Mississauga, Ont.
Modular & Custom Cabinets Ltd.	Maple, Ont.
*Montel Inc.	Montmagny, Qué.
National Engineering & Science Assoc Inc.	Stratford, Ont.
*Office Specialty Div. of Hollanding Inc.	Newmarket, Ont.
*Optimum Management Corp.	Winnipeg, Man.
Plan Hold Canada Inc.	Mississauga, Ont.
Rig-Fab Steel Ltd.	Mississauga, Ont.
Rousseau Metal Incorporated	St-Jean-Port-Joli, Qué.
Spacefile International Corp.	Mississauga, Ont.
*Stanley Tools Div. of Stanley Canada Inc.	Smiths Falls, Ont.
*Steelcase Canada Ltd.	Don Mills, Ont.
*Storage Plus Systems Ltd.	Mississauga, Ont.
*Systematic Tool and Die Co. Ltd.	Brampton, Ont.
Tabufile Atlantic Limited	Saint John, N.B.
Teknion Furniture Systems Inc.	Downsview, Ont.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario K1A 0H5  
Tel.: (613) 954-5031  
Telex: 053-4123  
Fax.: (613) 954-1894

---

\* Company engaged in export trade.

**FILING AND CARD INDEX CABINETS, METAL**  
**CANADIAN SUPPLIERS (Cont'd)**

**CANADIAN TRADE INDEX**

Companies are arranged in alphabetical order.

**Cabinets, Steel**

<u>Name</u>	<u>Location</u>
A & L Metal Products Limited	Milton, Ont.
A.O.K. Custom Metals Ltd.	Markham, Ont.
Bedco, Div. of Gerodan Inc.	Chomedey, Qué.
Bedcolab Ltd.	Chomedey, Qué.
Bempro Metal Products Inc.	Mississauga, Ont.
Bochek Fabricating Limited	Hamilton, Ont.
*Canadian Business Machines Limited	Mississauga, Ont.
Coleman, W.A. Metal Products Ltd.	Downsview, Ont.
*Commander Electrical Equipment Inc.	Scarborough, Ont.
Condor Manufacturing Inc.	Scarborough, Ont.
*Croydon Furniture Systems Inc.	Cambridge, Ont.
Dahlstrom of Canada Ltd.	Toronto, Ont.
Dasco Data Products Limited	Brampton, Ont.
Dy-Tech Inc.	Whitby, Ont.
Enterprises Julien Inc., Les	Québec, Qué.
Formatic Inc.	Mississauga, Ont.
Frost Products Limited	Hamilton, Ont.
*Gor-Don Metal Products & Services Inc.	Scarborough, Ont.
*H & R Kitchen Equipment	Montréal, Qué.
*Hammond Manufacturing Co. Ltd.	Guelph, Ont.
Hercules Food Equipment Limited	Weston, Ont.
Hopkins Specialties Mfg. Co. Ltd.	Montréal, Qué.
Hovey Industries Ltd.	Ottawa, Ont.
Humble Manufacturing Co. Ltd.	Burnaby, B.C.
Joiner Systems Inc.	St. Laurent, Qué.
Joyce Furniture Inc.	Scarborough, Ont.
Kam-Press Metal Products Ltd.	Mississauga, Ont.
Kansteel Mfg. Inc.	Brandon, Man.
Key, W.R. Limited	Agincourt, Ont.
MHS Metal Products Inc.	Kitchener, Ont.
Main Sheet Metal Works Ltd.	Vancouver, B.C.
McCowan Manufacturing Limited	Scarborough, Ont.
Met-Tec Installations Ltd.	Port Coquitlam, B.C.
Metal Fabricators and Welding Ltd.	Edmonton, Alta.
Metal Form Div. of 406884 Alberta Ltd.	Innisfail, Alta.
*Metelec Manufacturing Ltd.	St. Jean, Qué.

\* Company engaged in export trade.

## FILING AND CARD INDEX CABINETS, METAL

### CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX (Cont'd)

#### Cabinets, Steel (Cont'd)

<u>Name</u>	<u>Location</u>
*Mifab Manufacturing Inc.	Mississauga, Ont.
Mitchell, Robert Inc.	Montréal, Qué.
*Montel Inc.	Montmagny, Qué.
*Mote, R.F. Limited	Richmond Hill, Ont.
*Mott Manufacturing Limited	Brantford, Ont.
N.O.W. & Associates Inc.	Concord, Ont.
*National Engineering & Science Associates Inc.	Stratford, Ont.
Noranco Manufacturing Ltd.	Whitby, Ont.
Norsteel Manufacturing	Mississauga, Ont.
North American Steel Equipment Co. Ltd.	Whitby, Ont.
Paulin H. & Co. Limited	Scarborough, Ont.
Piper, Hiram L., Company Limited, The	Kingston, Ont.
Produits Métalliques Tra-Way Inc.	St-Pierre, Qué.
Progressive Manufacturing Ltd.	Winnipeg, Man.
Quest Metal Products Ltd.	Winnipeg, Man.
Quest Tech Precision Inc.	Belleville, Ont.
Ralston Metal Products Limited	Guelph, Ont.
*Reidco Metal Industries Ltd.	Kelowna, B.C.
Rig-Fab Steel Limited	Mississauga, Ont.
*SPG International Ltée.	Drummondville, Qué.
Sarman Custom Metal Fabrication (1984) Ltd.	Edmonton, Alta.
Sheridan Metal Products Ltd.	Mississauga, Ont.
Snap-On Tools of Canada Ltd.	Mississauga, Ont.
Southern Supplies Ltd.	Oshawa, Ont.
Spacefile International Corp.	Mississauga, Ont.
*Stanley Tools Inc.	Burlington, Ont.
*Steelcase Canada Ltd.	Markham, Ont.
Stelpro Limited	Scarborough, Ont.
*Storwal International Inc.	Pembroke, Ont.
*Systematic Tool & Die Co. Ltd.	Brampton, Ont.
Talbot, Hunter Engineering & Boiler Works Ltd.	Québec, Qué.
Tekdata Inc.	Brossard, Qué.
Teledyne Canada Metal Products	Woodstock, Ont.
Termaco Ltd.	St-Jean-Sur-Richelieu, Qué.
Thorco Manufacturing Limited	Burlington, Ont.
Wemas Metal Products	Calgary, Alta.
Wesgar Industries Limited	Port Coquitlam, B.C.
Westfalia Industries Inc.	Concord, Ont.
Wright Metal Signs Ltd.	Freelton, Ont.

\* Company engaged in export trade.

## FILING AND CARD INDEX CABINETS, METAL

### CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX (Cont'd)

##### Systems, Visible Record

<u>Name</u>	<u>Location</u>
*Anthes Universal Limited	Brampton, Ont.
Esselte Pendaflex Canada Inc.	Mississauga, Ont.
Instrumentation Biophysique inc.	Sherbrooke, Qué.
McBee Systems of Canada Inc.	Toronto, Ont.
Natco Library Supplies Ltd.	Nepean, Ont.
*Steelcase Canada Ltd.	Markham, Ont.
Systems Business Forms Limited	Winnipeg, Man.
Viscard Systems Limited	Mississauga, Ont.

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

---

\* Company engaged in export trade.

## FILING AND CARD INDEX CABINETS, METAL

### UNITED STATES IMPORTS

#### SUMMARY

The United States Department of Commerce reports U.S. imports under the following Harmonized System (H.S.) Commodity Codes:

<u>Description</u>	<u>H.S. Commodity Code</u>
Other furniture and parts thereof:	9403
Metal furniture of a kind used in offices	9403.10.00
Filing cabinets	9403.10.00.20
Other	9403.10.00.40
Desk-top filing or card-index cabinets, paper trays, paper rests, pen trays, office-stamp stands and similar office or desk equipment and parts thereof, of base metal, other than office furniture of heading 9403	8304.00.00.00



# FILING AND CARD INDEX CABINETS, METAL

## UNITED STATES IMPORTS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

#### METAL FILING CABINETS (H.S. 9403.10.00.20)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Canada				
Value (\$000)	38 737	43 120	30 946	-10.6
Malaysia				
Value (\$000)	24	61	1 206	607.0
Taiwan				
Value (\$000)	623	114	1 001	26.8
Italy				
Value (\$000)	110	79	695	151.4
Brazil				
Value (\$000)	1	2	333	1528.7
Japan				
Value (\$000)	510	309	321	-20.6
Republic of Korea				
Value (\$000)	461	403	158	-41.4
United Kingdom				
Value (\$000)	79	18	119	22.3
France				
Value (\$000)	131	331	40	-45.0
Hong Kong				
Value (\$000)	2	9	34	296.6
Other				
Value (\$000)	<u>1 900</u>	<u>1 610</u>	<u>159</u>	<u>-71.1</u>
Total				
Value (\$000)	42 579	46 055	35 012	-9.3

NOTES: Ranked in descending order by 1991 value.

Canada ranked first overall.

Source: U.S. Department of Commerce.

# FILING AND CARD INDEX CABINETS, METAL

## UNITED STATES IMPORTS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN (Cont'd)

DESK-TOP FILING OR CARD-INDEX CABINETS, PAPER TRAYS,  
PAPER RESTS, PEN TRAYS, OFFICE-STAMP STANDS AND SIMILAR  
OFFICE OR DESK EQUIPMENT AND PARTS THEREOF, OF BASE METAL,  
OTHER THAN OFFICE FURNITURE OF HEADING 9403  
(H.S. 8304.00.00.00)

<u>Country of Origin</u>		<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Taiwan					
Value	(\$000)	5 245	7 046	9 840	37.0
China					
Value	(\$000)	582	1 135	1 027	32.8
Japan					
Value	(\$000)	500	569	848	30.3
Republic of Korea					
Value	(\$000)	358	581	716	41.3
Fed. Rep. of Germany					
Value	(\$000)	524	822	609	7.8
Hong Kong					
Value	(\$000)	351	533	559	26.3
Singapore					
Value	(\$000)	24	226	531	372.6
Canada					
Value	(\$000)	114	123	172	23.0
India					
Value	(\$000)	10	87	167	315.6
United Kingdom					
Value	(\$000)	52	99	161	76.3
Other					
Value	(\$000)	<u>1 484</u>	<u>547</u>	<u>455</u>	<u>-44.6</u>
Total					
Value	(\$000)	9 244	11 767	15 086	27.8

NOTES: Ranked in descending order by 1991 value.

Canada ranked 8th overall.

Source: U.S. Department of Commerce.

# FILING AND CARD INDEX CABINETS, METAL

## UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY

#### METAL FILING CABINETS (H.S. 9403.10.00.20)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Detroit, Michigan Value (\$000)	12 423	16 431	11 964	-1.9
Ogdensburg, New York Value (\$000)	15 238	16 072	9 548	-20.8
Buffalo, New York Value (\$000)	10 416	9 885	8 885	-7.6
Los Angeles, California Value (\$000)	418	897	1 618	96.8
New York City, New York Value (\$000)	1 430	454	808	-24.8
Chicago, Illinois Value (\$000)	212	146	637	73.5
Baltimore, Maryland Value (\$000)	256	310	287	5.8
St. Albans, Vermont Value (\$000)	387	428	223	-24.1
Seattle, Washington Value (\$000)	222	112	199	-5.2
Honolulu, Hawaii Value (\$000)	278	454	158	-24.6
Other Value (\$000)	<u>1 300</u>	<u>867</u>	<u>685</u>	<u>-27.4</u>
Total Value (\$000)	42 579	46 055	35 012	-9.3

NOTES: Ranked in descending order by 1991 value.

Source: U.S. Department of Commerce.

# FILING AND CARD INDEX CABINETS, METAL

## UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY (Cont'd)

DESK-TOP FILING OR CARD-INDEX CABINETS, PAPER TRAYS,  
PAPER RESTS, PEN TRAYS, OFFICE-STAMP STANDS AND SIMILAR  
OFFICE OR DESK EQUIPMENT AND PARTS THEREOF, OF BASE METAL,  
OTHER THAN OFFICE FURNITURE OF HEADING 9403  
(H.S. 8304.00.00.00)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Los Angeles, California Value (\$000)	1 611	3 262	6 137	95.2
New York City, New York Value (\$000)	2 998	2 577	2 087	-16.6
Chicago, Illinois Value (\$000)	1 378	1 781	1 876	16.7
Charleston, South Car. Value (\$000)	73	905	1 282	318.1
New Orleans, Louisiana Value (\$000)	876	822	820	-3.3
Philadelphia, Penn. Value (\$000)	520	1 028	749	20.1
San Fransisco, Calif. Value (\$000)	506	476	443	-6.4
Boston, Massachusetts Value (\$000)	247	278	395	26.5
Seattle, Washington Value (\$000)	85	61	345	102.0
Houston-Galveston, Tex. Value (\$000)	142	114	266	36.6
Other Value (\$000)	<u>807</u>	<u>463</u>	<u>685</u>	<u>-7.8</u>
Total Value (\$000)	9 244	11 767	15 086	27.8

NOTES: Ranked in descending order by 1991 value.

Source: U.S. Department of Commerce.

## FILING AND CARD INDEX CABINETS, METAL

### TARIFFS

#### CANADIAN

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

Tariff Item	Description of Goods	Tariff Treatment - 1992		
		Most Favoured Nation Tariff	General Preferential Tariff	United States Tariff
9403.10.10	Filing cabinets (metal)	12.7%	8%	2.5%
8304.00.10	Filing cabinets and card-index cabinets (of base metal)	12.6%	8%	7.5%

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: Sweden, France, Italy, Federal Republic of Germany, Netherlands, United Kingdom, Taiwan, Japan, Denmark.

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.): Republic of Korea, Hong Kong, China.

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) 954-6949  
Fax.: (613) 954-2509

## FILING AND CARD INDEX CABINETS, METAL

### TARIFFS (Cont'd)

#### UNITED STATES

United States imports included in this report are dutiable under the following U.S. tariff items:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	1	2
9403.10.00	Metal furniture of a kind used in offices	4%	FREE (A,E,IL) 0.8% (CA)	45%
8304.00.00	Desk-top filing or card-index cabinets, paper trays, paper rests, pen trays, office-stamp stands and similar office or desk equipment and parts thereof, of base metal, other than office furniture of heading 9403	5.7%	FREE (A,E,IL) 3.4% (CA)	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 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

## **FILING AND CARD INDEX CABINETS, METAL**

### **MARKET OVERVIEW**

Canadian furniture manufacturing is made up of industries that produce household, office and other furniture. Filing and card index cabinets of metal are part of the office furniture industry sector.

Canada's furniture industry is suffering the effects of a depressed North American market for its producers, due to declines in consumer spending and in construction activity. The industry is continuing to adjust to increased competition under the Free Trade Agreement.

Decreased demand for office furniture products, especially filing and card index cabinets of metal, throughout North America has resulted in rationalization in the industry.



## FILING AND CARD INDEX CABINETS, METAL

### **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 Furniture and Electrical Appliances  
Directorate  
Consumer Products Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3094  
Fax.: (613) 954-1894

## 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

ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### NEWFOUNDLAND

ISTC  
Atlantic Place  
215 Water Street, 5th Floor  
P.O. Box 8950  
St. John's, Nfld. A1B 3R9  
Tel.: (709) 772-ISTC  
Fax.: (709) 772-5093

#### PRINCE EDWARD ISLAND

ISTC  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### ONTARIO

ISTC  
Dominion Public Building  
1 Front Street West, 4th Floor  
Toronto, Ont. M5J 1A4  
Tel.: (416) 973-ISTC  
Fax.: (416) 973-8714

#### NOVA SCOTIA

ISTC  
Central Guaranty Trust Tower  
1801 Hollis Street, 5th Floor  
P.O. Box 940, Station 'M'  
Halifax, N.S. B3J 2V9  
Tel.: (902) 426-7259  
Fax.: (902) 426-2624

#### NEW BRUNSWICK

ISTC  
Assumption Place, 12th Floor  
770 Main Street  
P.O. Box 1210  
Moncton, N.B. E1C 8P9  
Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### MANITOBA

ISTC  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
Fax.: (204) 983-2187

#### SASKATCHEWAN

ISTC  
401-119 4th Avenue South  
Saskatoon, Sask.  
S7K 5X2  
Tel.: (306) 975-4386  
Fax.: (306) 975-5334

#### BRITISH COLUMBIA

ISTC  
Suite 900  
Scotia Tower  
650 West Georgia St.  
P.O. Box 11610  
Vancouver, B.C. V6B 5H8  
Tel.: (604) 666-0266  
Fax.: (604) 666-0277

## **REGIONAL OFFICES (Cont'd)**

### **ALBERTA**

ISTC  
Room 540  
Canada Place  
9700 Jasper Avenue  
Edmonton, Alta. T5J 4C3  
Tel.: (403) 495-ISTC  
Fax.: (403) 495-4507

ISTC  
Suite 1100  
510-5th Street South West  
Calgary, Alta. T2P 3S2  
Tel.: (403) 292-4575  
Fax.: (403) 292-4578

### **YUKON**

ISTC  
Suite 210  
300 Main Street  
Whitehorse, Y.T. Y1A 2B5  
Tel.: (403) 667-3921  
Fax.: (403) 668-5003

### **NORTHWEST TERRITORIES**

ISTC  
10th Floor  
Precambrian Building  
P.O. Bag 6100  
Yellowknife, N.W.T. X1A 2R3  
Tel.: (403) 920-8568  
Fax.: (403) 873-6228

## **HEADQUARTERS**

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



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

Pub. No.

Title

This report was

☐ excellent ☐ average ☐ not required

This report has helped me/us in

☐ planning ☐ product development ☐ identifying new markets ☐ identifying new buyers  
☐ other (specify)

Comments

I would like more information on

☐ Market Intelligence Service ☐ dISTCover ☐ Other ISTC Services (specify)

Name/Title/Company/Address/Tel. No./FAX

Line of Business

ISTC 2188 (6/92)

To help us serve you better, please complete the card above  
and return to us. Thank you for your help and interest.

Manager, Market Intelligence  
and Technology Opportunities Service  
Telephone (613) 954-4970 Facsimile (613) 954-5463

**Correspondance-réponse  
d'affaires**

Se poste sans timbre  
au Canada

Le port sera payé par:

Industrie, Sciences et  
Technologie Canada  
Direction générale des services à l'entreprise  
Service des renseignements commerciaux  
et des possibilités technologiques  
235, rue Queen

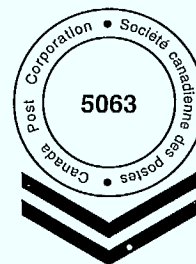
Ottawa, Canada  
K1A 9Z9

**Business  
Reply Mail**

No postage stamp necessary  
if mailed in Canada

Postage will be paid by:

Industry, Science and  
Technology Canada  
Services to Business Branch  
Market Intelligence and  
Technology Opportunities Service  
235 Queen Street



Business  
Reply Mail

Correspondance-réponse  
d'affaires

No postage stamp necessary  
if mailed in Canada

Se poste sans timbre  
au Canada



Postage will be paid by:

Le port sera payé par:

Industry, Science and  
Technology Canada  
Services to Business Branch  
Market Intelligence and  
Technology Opportunities Service  
235 Queen Street

Industrie, Sciences et  
Technologie Canada  
Direction générale des services à l'entreprise  
Service des renseignements commerciaux  
et des possibilités technologiques  
235, rue Queen

Ottawa, Canada  
K1A 9Z9

Afin de nous aider à mieux vous servir auriez-vous l'obligeance  
de compléter la carte ci-dessous, et nous la retourner.

Gestionnaire, Service des renseignements commerciaux  
et des possibilités technologiques  
Téléphone (613) 954-4970 Télécopieur (613) 954-5463



Industrie, Sciences et  
Technologie Canada    Industry, Science and  
Technology Canada

Pub. N°	Titre	Ce rapport a été
		<input type="checkbox"/> excellent <input type="checkbox"/> moyen <input type="checkbox"/> pas requis
Ce rapport nous a aidé à		
<input type="checkbox"/> planifier <input type="checkbox"/> développer des produits <input type="checkbox"/> découvrir de nouveaux marchés <input type="checkbox"/> découvrir de nouveaux acheteurs		
<input type="checkbox"/> autre (préciser)		
Observations		

J'aimerais obtenir des renseignements sur

☐ Le service des renseignements commerciaux    ☐ dISTCoverly    ☐ D'autres services offerts par ISTC (préciser)

Nom/Titre/Employeur/Adresse/N° de tél./FAX

Domaine d'activité

