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MARKET INTELLIGENCE

BASEBALL GLOVES, INCLUDING BATTING GLOVES

JANUARY TO MARCH 1991

Pub. No.: 92047-IA

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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.

Abbreviations

N/A - Not Available
BPT - British Preferential Tariff
No. - Number

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BASEBALL GLOVES, INCLUDING BATTING GLOVES

I. INTRODUCTION AND SCOPE

This Import Analysis 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>
-Gloves, mittens and mitts:	
--Specially designed for use in sports (4203.21)	
-----Baseball	4203.21.90.20

The following table deals with total 1991 imports of baseball gloves, (including batting gloves) which were valued at \$10.6 million.

IMPORTS OF BASEBALL GLOVES, INCLUDING BATTING GLOVES

<u>Month</u>	<u>Value (\$000)</u>
January	1 870
February	2 344
March	2 112
April	948
May	441
June	240
July	122
August	65
September	181
October	235
November	831
December	1 194
TOTAL	10 583

NOTE: The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for baseball gloves, including batting gloves, as contained in this report. The United States codes batting gloves separately under H.S. code 4203.21.20.00 and baseball and softball gloves and mitts, leather, under H.S. code 4203.21.40 as indicated on pages 16 and 17.

BASEBALL GLOVES INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS

JANUARY TO MARCH 1991

This section is based on a detailed examination of Revenue Canada Customs import documents for the period January to March 1991.

Imports of baseball gloves including batting gloves during the months of January to March 1991 as reported on documents analysed in this report, amounted to \$5.9 million. The value reported in this import analysis does not correspond to the official Statistics Canada figure of \$6.3 million due to the unavailability of Revenue Canada customs documents at the time of analysis. The table below provides a reconciliation and imports by type.

SUMMARY OF IMPORTS OF BASEBALL GLOVES INCLUDING BATTING GLOVES, BY TYPE JANUARY TO MARCH 1991

<u>Type</u>	<u>Price Range</u> (\$)	<u>Value</u> (\$000)
Fielders	2.75 to 96.00	5 305
Catchers	19.00 to 44.00	6
Batters	2.01 to 9.00	561
Documents not available for processing		<u>454</u>
Total values accounted for as above		6 326
Total values published by Statistics Canada		6 326

The major country of origin of these imports was Republic of Korea accounting for \$3.6 million (61 per cent) of total imports. The Philippines accounted for \$1.2 million (20 per cent), Thailand \$338 thousand (seven per cent), Taiwan \$320 thousand and the remainder of imports of approximately \$400 thousand originated from Japan, Indonesia, United States, India and Pakistan.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS BY TYPE AND PRICE RANGE

JANUARY TO MARCH 1991

Type	Price Range (\$)	Quantity (No.)	Value (\$)	Average Unit Price (\$/No.)
Fielders	2.75 to 4.00	49 451	162 386	3.28
	4.01 to 5.00	19 956	87 244	4.37
	5.01 to 6.00	31 560	169 505	5.37
	6.01 to 7.00	9 198	58 395	6.35
	7.01 to 8.00	26 197	189 409	7.23
	8.01 to 9.00	9 716	83 638	8.61
	9.01 to 10.00	8 397	80 676	9.61
	10.01 to 11.00	11 852	123 693	10.44
	11.01 to 12.00	4 191	47 920	11.43
	12.01 to 13.00	21 022	266 341	12.67
	13.01 to 14.00	12 207	160 062	13.11
	14.01 to 15.00	25 946	375 774	14.48
	15.01 to 16.00	7 624	119 877	15.72
	16.01 to 17.00	49 575	821 325	16.57
	17.01 to 18.00	16 720	295 208	17.66
	18.01 to 19.00	10 073	183 242	18.19
	19.01 to 20.00	9 229	180 504	19.56
	20.01 to 21.00	10 484	214 019	20.41
	21.01 to 23.00	17 671	392 109	22.19
	23.01 to 24.00	10 761	252 930	23.50
	24.01 to 25.00	717	17 539	24.46
	25.01 to 26.00	4 376	111 910	25.57
	26.01 to 27.00	5 906	155 241	26.29
	27.01 to 29.00	3 534	100 176	28.35
	29.01 to 32.00	1 577	48 278	30.61
	32.01 to 35.00	789	26 001	32.95
	35.01 to 38.00	3 440	125 862	36.59
	38.01 to 45.00	830	35 137	42.33
	45.01 to 48.00	430	19 498	45.34
	48.01 to 52.00	414	20 674	49.94
	52.01 to 96.00	123	7 688	62.50
	N/A	N/A	372 403	N/A
TOTAL - Fielders		N/A	5 304 664	

BASEBALL GLOVES,
INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS
BY TYPE AND PRICE RANGE (Cont'd)

JANUARY TO MARCH 1991

<u>Type</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$/No.)
Catchers	19.00 to 44.00	239	6 074	25.41
Batters	2.01 to 3.00	27 686	80 945	2.92
	3.01 to 4.00	46 160	155 384	3.37
	4.01 to 9.00	<u>69 984</u>	<u>324 584</u>	4.64
TOTAL - Batters		143 830	560 913	
TOTAL - All Gloves		N/A	5 871 651	

BASEBALL GLOVES, INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS BY TYPE, COUNTRY OF ORIGIN AND PRICE RANGE

JANUARY TO MARCH 1991

<u>Type</u>	<u>Country of Origin</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$/No.)
Fielders					
	Republic of Korea	3.01 to 5.00	15 185	56 224	3.70
		5.01 to 6.00	26 354	143 016	5.43
		6.01 to 8.00	18 535	131 810	7.11
		8.01 to 10.00	11 069	101 639	9.18
		10.01 to 11.00	2 064	22 423	10.86
		11.01 to 12.00	3 471	39 445	11.36
		12.01 to 13.00	15 417	195 802	12.70
		13.01 to 14.00	12 207	160 062	13.11
		14.01 to 15.00	7 948	115 709	14.56
		15.01 to 17.00	23 523	385 999	16.41
		17.01 to 18.00	9 061	159 955	17.65
		18.01 to 19.00	8 577	155 519	18.13
		19.01 to 20.00	3 454	67 731	19.61
		20.01 to 22.00	12 424	260 297	20.95
		22.01 to 23.00	5 223	118 128	22.62
		23.01 to 24.00	8 727	205 348	23.53
		24.01 to 25.00	717	17 539	24.46
		25.01 to 26.00	2 408	61 292	25.45
		26.01 to 27.00	4 466	117 575	26.33
		27.01 to 29.00	3 430	97 165	28.33
		29.01 to 31.00	1 049	31 670	30.19
		31.01 to 59.00	2 592	97 247	37.52
	N/A		N/A	360 367	N/A
			N/A	3 101 962	
	Philippines	3.01 to 9.00	18 408	118 671	6.45
		9.01 to 12.00	2 263	23 164	10.24
		12.01 to 15.00	20 262	286 458	14.14
		15.01 to 17.00	22 882	380 726	16.64
		17.01 to 19.00	7 867	140 106	17.81
		19.01 to 20.00	2 463	47 754	19.39
		20.01 to 21.00	2 001	40 971	20.48
		22.01 to 27.00	8 068	194 224	24.07
			84 214	1 232 074	

BASEBALL GLOVES, INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS BY TYPE, COUNTRY OF ORIGIN AND PRICE RANGE (Cont'd)

JANUARY TO MARCH 1991

<u>Type</u>	<u>Country of Origin</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$/No.)
Fielders					
	Thailand	4.01 to 9.00 10.01 to 23.00	16 092 <u>23 062</u> 39 154	76 206 <u>311 928</u> 388 134	4.74 13.53
	Taiwan	3.01 to 6.00 6.01 to 22.00 N/A	38 606 12 756 <u>N/A</u> N/A	131 207 169 936 <u>12 036</u> 313 179	3.40 13.32 N/A
	Japan	9.01 to 36.00 36.01 to 38.00 44.01 to 96.00	1 605 1 736 <u>672</u> 4 013	55 869 65 173 <u>32 117</u> 153 159	34.81 37.54 47.79
	Indonesia	9.01 to 20.00	6 192	104 439	16.87
	United States	20.01 to 79.00	239	7 775	32.53
	U.S. & Pakistan	2.01 to 13.00	891	3 942	4.42
TOTAL - Fielders			N/A	5 304 664	
Catchers					
	Republic of Korea				
	Japan				
	Taiwan	19.00 to 44.00	239	6 074	25.41
TOTAL - Catchers			239	6 074	

BASEBALL GLOVES, INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS BY TYPE, COUNTRY OF ORIGIN AND PRICE RANGE (Cont'd)

JANUARY TO MARCH 1991

<u>Type</u>	<u>Country of Origin</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$/No.)
Batters					
	Republic of Korea	2.01 to 3.00	27 686	80 945	2.92
		3.01 to 4.00	37 160	126 674	3.41
		4.01 to 6.00	<u>67 602</u>	<u>313 198</u>	4.63
			132 448	520 817	
	India				
	Indonesia				
	U.S.	3.00 to 9.00	11 382	40 096	3.52
TOTAL - Batters			143 830	560 913	
TOTAL - All Gloves			N/A	5 871 651	

BASEBALL GLOVES, INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

CANADIAN IMPORTERS

JANUARY TO MARCH 1991

There were 33 known consignees/importers of baseball gloves, including batting gloves during the period January to March 1991. The principal 10 importers accounted for 88 per cent of the total import value.

<u>Principal Consignees/Importers (No.)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	2 580	44
6	4 035	69
10	5 148	88
All Importers (33)	5 872	100

The principal consignees/importers during the period January to March 1991 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>
Alliance Ro-Na Home Inc., Home Hardware Stores Ltd.	St. Jacobs, Ont.	Paris Glove of Canada Ltd.	St-Laurent, Qué.
Canadian Tire Corp. Ltd.	Toronto, Ont.	Playtoy Industries	Toronto, Ont.
Cintex International (Canada) Ltd.	Mississauga, Ont.	Prostock Athletic Supply Ltd.	Burnaby, B.C.
Consumers Distributing Inc.	Rexdale, Ont.	Rawlings Canada	Markham, Ont.
Daewoo Canada Ltd.	Don Mills, Ont.	Reesport Leisure Products Inc.	Anjou, Qué.
Daignault Rolland Co. Ltd.	Montréal, Qué.	Shaben International Ltd.	Edmonton, Ala.
Easton Sports Canada Inc.	St. Laurent, Qué.	Spalding Canada Inc.	Concord, Ont.
Frikon Industries Ltd.	Mississauga, Ont.	Sport Expert Inc.	Laval, Qué.
H.H. Brown Ltd.	Richmond, Qué.	Sport Hattem Inc.	St-Jérôme, Qué.
Hillerich and Bradsby of Canada Ltd.	Wallaceburg, Ont.	Sports Traders, The Div. of Canuck Ind. Inc.	Grande Prairie, Alta.
Home Hardware Stores Ltd.	St. Jacobs, Ont.	T. Eaton Co. Ltd.	Weston, Ont.
Irwin Toy Limited	Toronto, Ont.	Tournament Sports Marketing Ltd.	Kitchener, Ont.
K-Mart Canada Ltd.	Brampton, Ont.	Travelway Management Systems Inc.	St-Laurent, Qué.
Kinney Canada Inc.	Weston, Ont.	White Rock Renegades Ltd.	Vancouver, B.C.
Litzens Sports Ltd.	Dundas, Ont.	Wilson Sports Equipment Canada Inc.	Belleville, Ont.
Northstar Sports Inc.	Edmonton, Ala.	Woolco/F.W. Woolworth Co. Ltd.	Weston, Ont.
Olympian Sports Ltd.	Saskatoon, Sask.	Zellers Inc.	Montréal, Qué.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

II. ANALYSIS OF IMPORTS (Cont'd)

FOREIGN EXPORTERS TO CANADA

JANUARY TO MARCH 1991

Major exporters to Canada during the period January to March 1991 are listed in descending order of dollar value. These exporters accounted for 85 per cent of the total value of Canadian imports during this period.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>Value of Exports to Canada (\$000)</u>
Republic of Korea	Korea Mega Sports Corp.	775
	Ea Sung Commercial Co.)	1189*
	Daewoo Corp)	
Japan	Trion Corp.	500
United States	Regent Sports Corp.)	
Philippines	Ponderosa Leather Goods Co. Inc.)	1 189*
Republic of Korea	Samyang Tongsang Co. Ltd.)	
Thailand	Piin Shiang Co. Ltd.)	431*
Republic of Korea	Dong Sung Co. Ltd.)	
Republic of Korea	Kae San Co. Ltd.)	
United States	Mizuno Sports Inc.)	577*
Republic of Korea	Dong AH General Trading Co. Ltd.)	
Taiwan	Cortina International Corp.)	327*
Republic of Korea	World Sports Corp.)	
TOTAL		4 988

* Aggregated to preserve confidentiality of Canadian importers.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

III. IMPORT TRENDS

BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Republic of Korea Value (\$000)	4 415	4 668	6 032	2 595	16.9
Philippines Value (\$000)	1 400	1 535	2 044	1 770	20.8
Thailand Value (\$000)	10	146	814	638	806.6
Taiwan Value (\$000)	756	502	596	182	-11.2
Japan Value (\$000)	98	188	458	170	116.7
Indonesia Value (\$000)	-	-	381	566	0.0
United States Value (\$000)	104	165	202	9	39.4
Pakistan Value (\$000)	1	23	28	64	585.2
China Value (\$000)	66	6	24	11	-39.5
India Value (\$000)	-	-	2	2	0.0
Other Value (\$000)	<u>55</u>	<u>19</u>	<u>2</u>	<u>58</u>	<u>-83.5</u>
Total Value (\$000)	6 905	7 251	10 583	6 064	23.8

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

III. IMPORT TRENDS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %	<u>1992*</u> %
Republic of Korea				
Value	63.9	64.4	57.0	42.8
Philippines				
Value	20.3	21.2	19.3	29.2
Thailand				
Value	0.1	2.0	7.7	10.5
Taiwan				
Value	11.0	6.9	5.6	3.0
Japan				
Value	1.4	2.6	4.3	2.8
Indonesia				
Value	-	-	3.6	9.3
United States				
Value	1.5	2.3	1.9	0.1
Pakistan				
Value	0.0	0.3	0.3	1.1
China				
Value	1.0	0.1	0.2	0.2
India				
Value	-	-	0.0	0.0
Other				
Value	<u>0.8</u>	<u>0.3</u>	<u>0.0</u>	<u>0.9</u>
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

IV. CANADIAN SHIPMENTS

Statistics Canada and departmental sources report that there was at least one Canadian establishment manufacturing baseball gloves in 1989 (latest year for which data are available).

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

Source: Catalogue #34-252, annual, "Clothing Industries".

V. 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>	<u>1991 Import Value (\$000)</u>
Gloves, mittens and mitts:		
Specially designed for use in sports:		
Baseball and softball gloves and mitts (including batting gloves):	4203.21	
Batting gloves, baseball, leather	4203.21.20	31 252
Baseball and softball gloves and mitts	4203.21.40	<u>92 799</u>
TOTAL		124 051

BASEBALL GLOVES, INCLUDING BATTING GLOVES

V. UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

BATTING GLOVES, BASEBALL, LEATHER

(H.S. 4203.21.20)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91</u> (%)
Republic of Korea					
Quantity (000 No.)	5 113	5 109	5 546	1 817	4.1
Value (\$000)	18 378	20 421	21 345	7 538	7.8
Indonesia					
Quantity (000 No.)	102	1 010	2 775	1 280	420.6
Value (\$000)	282	3 051	8 761	4 667	457.5
Malaysia					
Quantity (000 No.)	-	4	107	73	2 563.8
Value (\$000)	-	17	510	369	2 887.2
Pakistan					
Quantity (000 No.)	86	167	108	93	12.1
Value (\$000)	205	378	240	220	8.2
Philippines					
Quantity (000 No.)	50	29	9	17	-57.8
Value (\$000)	548	402	188	508	-41.4
China					
Quantity (000 No.)	19	46	26	95	17.5
Value (\$000)	49	135	64	136	14.6
Thailand					
Quantity (000 No.)	-	-	7	1	0.0
Value (\$000)	-	-	64	17	0.0
India					
Quantity (000 No.)	-	-	11	-	0.0
Value (\$000)	-	-	33	-	0.0
Taiwan					
Quantity (000 No.)	125	5	3	-	-84.1
Value (\$000)	581	59	32	-	-76.4
Kenya					
Quantity (000 No.)	-	-	1	-	0.0
Value (\$000)	-	-	11	-	0.0
Other					
Quantity (000 No.)	17	0	0	44	-94.0
Value (\$000)	61	1	3	95	-79.7
Total					
Quantity (000 No.)	5 512	6 369	8 591	3 419	24.8
Value (\$000)	20 103	24 464	31 252	13 551	24.7

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

Source: U.S. Department of Commerce.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

V. UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

BASEBALL AND SOFTBALL GLOVES AND MITTS

(H.S. 4203.21.40)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Republic of Korea					
Quantity (000 No.)	1 915	2 063	2 041	523	3.2
Value (\$000)	26 701	32 384	33 257	9 930	11.6
Philippines					
Quantity (000 No.)	1 124	1 487	2 055	850	35.2
Value (\$000)	12 738	19 358	31 097	14 038	56.2
Taiwan					
Quantity (000 No.)	1 240	720	661	329	-27.0
Value (\$000)	13 619	7 379	7 792	3 905	-24.4
Japan					
Quantity (000 No.)	182	144	150	58	-9.2
Value (\$000)	6 086	6 258	6 487	2 324	3.2
Thailand					
Quantity (000 No.)	148	340	487	148	81.1
Value (\$000)	1 504	3 645	5 633	1 917	93.5
Indonesia					
Quantity (000 No.)	8	100	502	206	692.2
Value (\$000)	91	1 083	5 148	2 558	652.2
China					
Quantity (000 No.)	161	247	258	113	26.7
Value (\$000)	2 290	3 201	2 900	1 690	12.5
Hong Kong					
Quantity (000 No.)	24	7	10	1	-34.4
Value (\$000)	135	136	225	11	29.0
Pakistan					
Quantity (000 No.)	7	30	58	2	199.8
Value (\$000)	16	75	154	4	208.7
Mexico					
Quantity (000 No.)	1	7	8	30	277.4
Value (\$000)	20	94	54	462	65.1
Other					
Quantity (000 No.)	7	13	3	12	-36.2
Value (\$000)	58	68	52	249	-5.2
Total					
Quantity (000 No.)	4 815	5 157	6 233	2 271	13.8
Value (\$000)	63 257	73 680	92 799	37 088	21.1

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

Source: U.S. Department of Commerce.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

VI. MARKET OVERVIEW

In 1991 it was estimated that there were almost 4.7 million registered ball players in Canada of which about 2.5 million were registered in softball and 2.2 million in baseball. The baseball/softball equipment market continues to be healthy and there are strong indications that the market should continue to prosper as an aging but active population spurs the growth of ball leagues and their derivatives such as slo-pitch, 3 and 5 pitch leagues, master leagues, etc.

In regard to baseball gloves, brand name has a tremendous impact in the marketplace among consumers and players. To maintain a high consumer profile the major suppliers spend much time, effort, and expense in a variety of promotional activities ranging from all types of media advertising to endorsements to the sponsoring of local events. Companies without the resources to allocate sizeable funds and considerable personnel to these areas have been unable to obtain any type of widespread product distribution.

As all batting gloves and, with one exception, all fielders/catchers gloves are currently imported into Canada, import data can be used to extrapolate the Canadian market. In 1991 the import market was estimated at \$10.6 million of which approximately 10% or slightly over \$1.1 million were imported batting gloves and about \$10.4 million were imported fielders/catchers gloves.

Although currently there are no Canadian manufacturers of batting gloves known to the Department, there are several companies which have the capability to do so should market conditions and demand warrant it.

With the exception of medium to high end fielders/catchers gloves manufactured by Daignault Rolland Co. of Montreal, virtually all baseball gloves including such well-known brands as Wilson, Rawlings, Spalding, Louisville, and Cooper are imported from the Far East. Although most come from Korea and the Philippines there are indications that sourcing is switching to other such low cost areas as Malaysia, Indonesia, Pakistan, etc.

As a result of the recent signing of the North American Free Trade Agreement (NAFTA) between Canada, U.S.A. and Mexico it is possible that some companies may also examine the potential of sourcing some of their gloves from Mexico rather than from the Far East.

J.W. Van Zant
Recreational and Household Products Directorate
(613) 954-3109

BASEBALL GLOVES, INCLUDING BATTING GLOVES

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.

Baseball Gloves

<u>Name</u>	<u>Location</u>
*Daignault Rolland Compagnie Ltée	Montréal, 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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Gloves, Sporting, Baseball, Boxing, Hockey, Lacrosse, etc.

<u>Name</u>	<u>Location</u>
ATF Sports Inc.	St-Laurent, Qué.
Frikon Industries Ltd.	Mississauga, Ont.
*Genesport Industries Limited	Montréal, Qué.
Hillerich & Bradsby of Canada Limited	Wallaceburg, Ont.
Perfecfit Glove Manufacturers	Winnipeg, Man.
Sport Hattem Inc.	St-Jérôme, Qué.
*Tournament Manufacturing Co. Ltd.	Kitchener, Ont.
*Tournament Sports	Waterloo, Ont.

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

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

* Company engaged in export trade.

BASEBALL GLOVES, INCLUDING BATTING GLOVES

TARIFFS

CANADIAN

(H.S. 4203.21.90)

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

Tariff Item	Description of Goods	Tariff Treatment - 1992		
		Most Favoured Nation Tariff	General Preferential Tariff	United States Tariff
	-Gloves, mittens and mitts:			
	--Specially designed for use in sports			
4203.21.90	----Other (includes baseball)	25% BPT 18%	16.5%	15%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

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

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, Philippines, Thailand, Indonesia, Pakistan, China and India.

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

BASEBALL GLOVES, INCLUDING BATTING GLOVES

TARIFFS (Cont'd)

UNITED STATES

(H.S. 4203.21)

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>
4203.21	Gloves, mittens and mitts: Specially designed for use in sports: Baseball and softball gloves and mitts (including batting gloves):			
4203.21.20	Batting gloves.....	3%	Free (A,E,IL) 1.8% (CA)	30%
4203.21.40	Other.....	6%	Free (A,E,IL) 3.6% (CA)	30%

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

BASEBALL GLOVES INCLUDING BATTING GLOVES

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The following is a list of licensing opportunities identified from dISTCcovery using the keywords "baseball" and "glove":

- 1- Inflatable Glove
- 2- Baseball Glove Cushion
- 3- Running Mitts
- 4- Infield Trainer

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.



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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
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770 Main Street
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Moncton, N.B. E1C 8P9
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R3C 2V2
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Fax.: (204) 983-2187

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Fax.: (306) 975-5334

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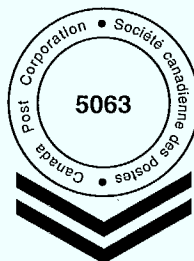
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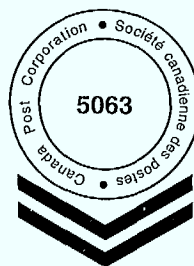


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