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MARKET INTELLIGENCE

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

JULY TO SEPTEMBER 1991

Pub. No.: 92050-IA

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Canada



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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6928
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

KGM - kilograms
MM - millimeters

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SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

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 analysis of imports of silicon-electrical steel is based on a detailed examination of Revenue Canada customs import documents for the period July to September 1991 for the following Harmonized System (H.S.) import commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>	<u>July 1991 to September</u> (\$000)	<u>January to December</u> (\$000)
Flat-rolled products of other alloy steel, of a width of 600 mm or more (72.25)			
-Of silicon-electrical steel (7225.10) -----Of a thickness not exceeding 0.28 mm	7225.10.10.10	1 326	6 326
Flat-rolled products of other alloy steel, of a width of less than 600 mm (72.26)			
-Of silicon-electrical steel (7226.10) -----Of a thickness not exceeding 0.28mm	7226.10.10.10	<u>7 171</u>	<u>24 473</u>
TOTAL		8 497	30 799

NOTE: The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for silicon-electrical steel (flat-rolled products), as contained in this report. The United States H.S. codes are defined on page 14.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

II. ANALYSIS OF IMPORTS

JULY TO SEPTEMBER 1991

Imports of silicon-electrical steel during the period analyzed, July to September 1991 amounted to \$6.7 million. The value reported in this import analysis does not correspond to the official Statistics Canada figure of \$8.5 million. A reconciliation between Statistics Canada published data and report findings may be found on page 23.

Shipments from Japan accounted for 2 387.4 tonnes of silicon-electrical steel valued at \$5.0 million or 75 percent of the total value analyzed. The United States and France accounted for the remaining 25 percent.

**SUMMARY OF
IMPORTS OF SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS) BY STEEL GRADE**

JULY TO SEPTEMBER 1991

<u>Steel Grade</u>	<u>Quantity (KGM)</u>	<u>Value (\$)</u>	<u>Average Price Per KGM (\$)</u>
M2) M4) *	1 218 849*	2 305 339*	1.89
M3	492 868	926 650	1.88
MOH) ZDKH) * ZDMH)	1 379 080*	3 010 249*	2.18
Not Specified	<u>180 151</u>	<u>425 463</u>	2.36
TOTAL - All Steel Grades	3 270 948	6 667 702	2.04

* Aggregated in order to preserve confidentiality of Canadian importers.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

II. ANALYSIS OF IMPORTS (Cont'd)

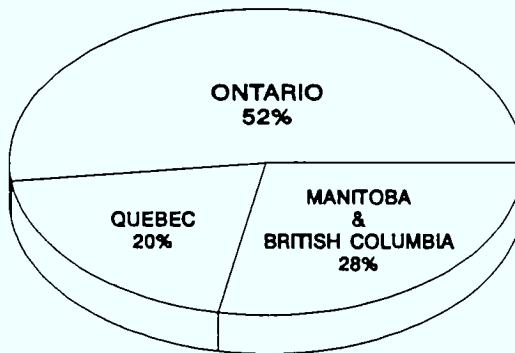
**SUMMARY OF
IMPORTS OF SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS) BY SIZE**

JULY TO SEPTEMBER 1991

<u>Thickness</u> (MM)	<u>Width</u> (MM)	<u>Quantity</u> (KGM)	<u>Value</u> (\$000)	<u>Average Price</u> <u>Per KGM</u> (\$)
0.178 and 0.228	152.4 to 304.8	2 182 033	4 447	2.04
0.228	330.2 to 911.9	316 804	656	2.07
0.280	101.6 to 820.0	749 828	1 509	2.01
Not Specified	Not Specified	<u>22 283</u>	<u>55</u>	<u>2.48</u>
TOTAL - All Sizes		3 270 948	6 667	2.04

BY PROVINCE OF CONSIGNEE

Ontario was the major province of consignee, accounting for \$3.5 million or 52 per cent of the total value.



100% - \$6.7 MILLION

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

II. ANALYSIS OF IMPORTS (Cont'd)

BY SIZE

JULY TO SEPTEMBER 1991

<u>Thickness</u> (MM)	<u>Width</u> (MM)	<u>Quantity</u> (KGM)	<u>Value</u> (\$)	<u>Average Price</u> <u>Per KGM</u> (\$)
0.178 and 0.228	101.6 to 152.4	219 216	487 264	2.22
	158.8 to 177.8	136 668	289 470	2.12
	180.0 to 203.2	203 268	414 656	2.04
	215.9 to 228.6	668 448	1 311 656	1.96
	241.3 to 254.0	533 675	1 125 449	2.11
	260.0 to 304.8	<u>420 758</u>	<u>818 243</u>	1.94
	Sub-total		2 182 033	4 446 738
0.228	330.2	38 200	86 691	2.27
	355.6 to 381.0	20 914	44 423	2.12
	406.4 to 457.2	51 266	109 538	2.14
	482.6	22 486	50 201	2.23
	508.0 to 533.4	45 528	102 951	2.26
	558.8 to 911.9	<u>138 410</u>	<u>262 478</u>	1.90
Sub-total		316 804	656 282	2.07
0.280	101.6 to 300.0	174 440	316 184	1.81
	330.2 to 381.0	25 414	53 125	2.09
	406.4 to 420.0	6 502	13 735	2.11
	457.2 to 500.0	44 197	93 134	2.11
	508.0 to 540.0	53 161	104 945	1.97
	558.8 to 584.2	46 389	94 077	2.03
	609.6 to 620.0	16 784	33 870	2.02
	635.0 to 820.0	<u>382 941</u>	<u>800 285</u>	2.09
Sub-total		749 828	1 509 355	2.01
Not specified	Not specified	22 283	55 327	2.48
TOTAL - All Sizes		3 270 948	6 667 702	2.04

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

II. ANALYSIS OF IMPORTS (Cont'd)

CANADIAN IMPORTERS

JULY TO SEPTEMBER 1991

IMPORT MARKET CONCENTRATION

Importers of silicon-electrical steel during the period July to September 1991, as indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee, (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	5 218	78
6	6 380	96
All Importers (10)	6 668	100

There were 10 known consignees/importers of silicon-electrical steel during the period July to September 1991. The principal 3 consignees/importers accounted for \$5.2 million or 78 per cent of the total import value.

<u>Name</u>	<u>Location</u>
Asea Brown Boveri Inc.	Guelph, Ont. London, Ont. Varenes, Qué.
C. Itoh & Co. Canada Ltd.	Vancouver, B.C.
Carte International Ltd.	Winnipeg, Man.
Cor-Magnetics Inc.	Burlington, Ont.
Federal Pioneer Ltd.	Granby, Qué. Winnipeg, Man.
Ferranti-Packard Ltd.	St. Catharines, Ont. Trois Rivières, Qué.
Indussa Canada Ltd.	St-Laurent, Qué.
Moloney Electric Corp.	Toronto, Ont.
Skyway Electric Co.	Milton, Ont.
Sumitomo Corp.	Toronto, Ont. Vancouver, B.C.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

II. ANALYSIS OF IMPORTS (Cont'd)

FOREIGN EXPORTERS TO CANADA

JULY TO SEPTEMBER 1991

Exporters to Canada during the period analyzed, July to September 1991, are listed in descending order of dollar value.

<u>Name</u>	<u>Address</u>	<u>Value of Imports (\$000)</u>
Sumitomo Corp. C. Itoh & Co. Ltd.	Tokyo, Japan) Tokyo, Japan)	4 714*
Allegheny Ludlum Corp.	Leechburg, PA, U.S.A.	1 156
Armco Advanced Materials Co. Ugine Aciers de Chatillon One Guengnon	Pittsburg, PA, U.S.A.) Paris, France)	
Mitsui & Co. George Intl. Co.	Tokyo, Japan) Baltimore, MD, U.S.A.)	798*
TOTAL		6 668

* Aggregated to preserve confidentiality of Canadian importers.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

**III. IMPORT TRENDS
BY MAJOR COUNTRY OF ORIGIN**

(H.S. 7225.10.10.10)

Total imports for the year 1991 of silicon-electrical steel flat-rolled products, of a width of 600 mm or more and of a thickness not exceeding 0.28 mm were valued at \$6.3 million.

<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>
Japan					
Quantity (000 KGM)	1 549	2 193	2 032	419	14.5
Value (\$000)	3 693	4 859	4 350	811	8.5
United States					
Quantity (000 KGM)	469	129	627	348	15.6
Value (\$000)	888	239	1 017	643	7.0
France					
Quantity (000 KGM)	205	591	375	60	35.3
Value (\$000)	357	1 087	680	98	38.0
Sweden					
Quantity (000 KGM)	-	-	125	-	0.0
Value (\$000)	-	-	233	-	0.0
Italy					
Quantity (000 KGM)	-	-	21	-	0.0
Value (\$000)	-	-	46	-	0.0
Other					
Quantity (000 KGM)	-	4	-	-	0.0
Value (\$000)	-	4	-	-	0.0
TOTAL					
Quantity (000 KGM)	2 224	2 918	3 180	827	19.6
Value (\$000)	4 938	6 189	6 326	1 552	13.2

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

III. IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

(H.S. 7226.10.10.10)

Total imports for the year 1991 of silicon-electrical steel flat-rolled products, of a width of less than 600 mm and of a thickness not exceeding 0.28 mm were valued at \$24.5 million.

<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>
Japan					
Quantity (000 KGM)	4 963	5 219	7 199	2 895	20.4
Value (\$000)	10 836	11 313	15 593	6 207	20.0
United States					
Quantity (000 KGM)	6 608	4 532	4 071	1 375	-21.5
Value (\$000)	12 890	9 148	7 694	2 651	-22.7
France					
Quantity (000 KGM)	770	432	297	-	-37.9
Value (\$000)	1 413	786	526	-	-39.0
Italy					
Quantity (000 KGM)	-	-	218	73	0.0
Value (\$000)	-	-	332	104	0.0
United Kingdom					
Quantity (000 KGM)	143	195	386	-	64.5
Value (\$000)	229	196	328	-	19.6
Other					
Quantity (000 KGM)	39	-	-	-	0.0
Value (\$000)	67	-	-	-	0.0
TOTAL					
Quantity (000 KGM)	12 524	10 378	12 171	4 343	-1.4
Value (\$000)	25 435	21 443	24 473	8 962	-1.9

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

IV. CANADIAN SHIPMENTS

Statistics Canada reports that shipments of silicon-electrical steel (flat-rolled products) for the years 1988 and 1989 (latest available figures) are as follows:

**Standard Classification
of Goods**

Code Description	1988			1989		
	<u>Establishments</u> (No.)	<u>Quantity</u> (Tonne)	<u>Value</u> (\$000 000)	<u>Establishments</u> (No.)	<u>Quantity</u> (Tonne)	<u>Value</u> (\$000 000)
Flat-rolled products of other alloy steel, of a width of 600 mm or more (72.25)	9	..	205.7	8	349 246	190.9
Flat-rolled products of other alloy steel, of a width of less than 600 mm (72.26)	4	..	x	4	..	104.7

Definition of symbols used by Statistics Canada:

.. Figures not available

x Confidential to meet secrecy requirements of the Statistics Act

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) 951-3515

Source: Catalogue #41-250, annual, "Primary metal industries".

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

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>	1991	
		<u>Quantity</u> (000 KGM)	<u>Value</u> (\$000)
Flat-rolled products of other alloy steel of a width of 600 mm or more: -----Of silicon electrical steel	7225.10.00.00	59 406	87 864
Flat-rolled products of other alloy steel, of a width of less than 600 mm: -----Of silicon electrical steel	7226.10		
-----Of a width of 300 mm or more	7226.10.10.00	6 259	9 111
-----Of a width of less than 300 mm	7226.10.50		
-----Of a thickness not exceeding 0.25 mm	7226.10.50.30	4 701	8 185
-----Of a thickness exceeding 0.25 mm	7226.10.50.60	<u>3 543</u>	<u>4 880</u>
TOTAL		73 909	110 040

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

V. UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

OF A WIDTH OF 600 MM OR MORE
(H.S. 7225.10.00.00)

<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>
Japan					
Quantity (000 KGM)	25 356	26 688	29 940	9 526	8.7
Value (\$000)	48 221	51 614	52 729	17 147	4.6
Italy					
Quantity (000 KGM)	8 372	8 989	11 057	3 135	14.9
Value (\$000)	10 687	11 943	13 260	4 040	11.4
Sweden					
Quantity (000 KGM)	7 245	4 586	7 735	1 817	3.3
Value (\$000)	10 022	6 382	10 006	2 545	-0.1
Fed. Rep. of Germany					
Quantity (000 KGM)	8 493	6 385	5 924	390	-16.5
Value (\$000)	10 116	6 785	5 953	495	-23.3
Canada					
Quantity (000 KGM)	6 266	1 721	2 315	790	-39.2
Value (\$000)	7 713	2 136	2 997	1 051	-37.7
France					
Quantity (000 KGM)	1 418	1 168	1 236	326	-6.6
Value (\$000)	2 373	1 920	1 764	464	-13.8
United Kingdom					
Quantity (000 KGM)	1 296	1 073	545	167	-35.1
Value (\$000)	1 907	1 561	720	226	-38.6
Brazil					
Quantity (000 KGM)	393	1 004	424	393	3.8
Value (\$000)	274	679	290	267	2.8
Yugoslavia					
Quantity (000 KGM)	18	702	230	-	252.6
Value (\$000)	13	474	142	-	227.2
Austria					
Quantity (000 KGM)	-	-	1	-	0.0
Value (\$000)	-	-	5	-	0.0
Other					
Quantity (000 KGM)	945	977	-	364	3.4
Value (\$000)	<u>1 422</u>	<u>1 473</u>	<u>0</u>	<u>464</u>	<u>-99.9</u>
TOTAL					
Quantity (000 KGM)	59 803	53 292	59 406	16 907	-0.3
Value (\$000)	92 749	84 968	87 864	26 700	-2.7

NOTES : Ranked in descending order by 1991 value.

Canada ranked 5 overall.

* The latest year is cumulative to the first quarter.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

V. UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OF A WIDTH OF 300 MM OR MORE BUT LESS THAN 600 MM
(H.S. 7226.10.10.00)

<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>
Japan					
Quantity (000 KGM)	3 764	1 950	2 043	903	-26.3
Value (\$000)	7 840	3 914	4 257	1 856	-26.3
Sweden					
Quantity (000 KGM)	1 624	1 891	2 402	345	21.6
Value (\$000)	1 696	2 020	2 282	326	16.0
France					
Quantity (000 KGM)	162	301	375	488	52.1
Value (\$000)	262	515	818	949	76.7
Canada					
Quantity (000 KGM)	583	730	683	170	8.2
Value (\$000)	587	721	715	199	10.4
Italy					
Quantity (000 KGM)	186	99	428	-	51.8
Value (\$000)	215	139	590	-	65.6
United Kingdom					
Quantity (000 KGM)	-	711	232	-	-67.4
Value (\$000)	-	1 029	305	-	-70.4
Fed. Rep. of Germany					
Quantity (000 KGM)	409	-	96	43	-51.7
Value (\$000)	491	-	144	67	-45.8
TOTAL					
Quantity (000 KGM)	6 728	5 683	6 259	1 948	-3.6
Value (\$000)	11 091	8 338	9 111	3 397	-9.4

NOTES : Ranked in descending order by 1991 value.

Canada ranked 4 overall.

* The latest year is cumulative to the first quarter.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

V. UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OF A THICKNESS NOT EXCEEDING 0.25 MM
OF A WIDTH OF LESS THAN 300 MM

(H.S. 7226.10.50.30)

<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>
Japan					
Quantity (000 KGM)	7 181	5 011	3 915	944	-26.2
Value (\$000)	13 964	9 842	7 200	1 775	-28.2
Canada					
Quantity (000 KGM)	1 000	708	751	84	-13.4
Value (\$000)	1 083	699	729	88	-17.9
France					
Quantity (000 KGM)	4	41	36	16	183.1
Value (\$000)	46	303	253	81	134.4
Fed. Rep. of Germany					
Quantity (000 KGM)	0	0	0	-	-5.5
Value (\$000)	4	5	2	-	-38.2
Other					
Quantity (000 KGM)	-	86	-	-	0.0
Value (\$000)	-	155	-	-	0.0
TOTAL					
Quantity (000 KGM)	8 186	5 846	4 701	1 045	-24.2
Value (\$000)	15 098	11 004	8 185	1 944	-26.4

NOTES : Ranked in descending order by 1991 value.

Canada ranked 2 overall.

* The latest year is cumulative to the first quarter.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

V. UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OF A THICKNESS EXCEEDING 0.25 MM
OF A WIDTH LESS THAN 300 MM
(H.S. 7226.10.50.60)

<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>
Canada					
Quantity (000 KGM)	2 714	1 455	1 289	339	-31.1
Value (\$000)	3 154	1 567	1 646	399	-27.8
Italy					
Quantity (000 KGM)	247	715	794	177	79.3
Value (\$000)	376	1 089	1 149	237	74.7
Sweden					
Quantity (000 KGM)	318	191	690	133	47.3
Value (\$000)	475	301	990	192	44.4
Japan					
Quantity (000 KGM)	1 206	334	428	122	-40.4
Value (\$000)	2 023	555	550	161	-47.8
Fed. Rep. of Germany					
Quantity (000 KGM)	7	6	301	41	547.0
Value (\$000)	55	57	478	65	193.9
Belgium					
Quantity (000 KGM)	-	-	42	-	0.0
Value (\$000)	-	-	67	-	0.0
Other					
Quantity (000 KGM)	-	75	-	4	0.0
Value (\$000)	-	114	-	6	0.0
TOTAL					
Quantity (000 KGM)	4 492	2 776	3 543	817	-11.2
Value (\$000)	6 083	3 682	4 880	1 059	-10.4

NOTES : Ranked in descending order by 1991 value.

Canada ranked 1 overall.

* The latest year is cumulative to the first quarter.

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

VI. MARKET OVERVIEW

Dofasco Inc. is Canada's only manufacturer of grain oriented electrical steel. The company has reported shipments of 40,000 to 50,000 tons of electrical steels annually. Such steels typically sell for about \$1,200 per ton. However, the company does not manufacture all grades of electrical steel.

This product is used by manufacturers of electrical transformers, of which there are several in Canada. Since all grades of silicon electrical steel are not available in Canada, annex codes to the Customs Tariff provide for duty on some grades of electrical steels while others may be imported duty free.

In late 1991, Dofasco Inc. and Armco Inc. in the United States announced a joint venture to finish steels and market electrical steels in Canada. This venture is designed to extend Dofasco's line of electrical steels and increase Armco's presence in the Canadian market.

An analysis of the import statistics in this report indicates that Japan is the largest exporter of such goods to Canada. Further examination of the data reveals that it is exporting products that have a value for duty of over \$2,000 per tonne. Prices from the United States and France, the other major exporters to Canada, are typically lower, about \$1,700 to \$1,900 per tonne. Canadian exports to the United States in 1991 totalled about \$6 million and were generally lower priced than similar exports of such goods from Japan or France.

For the first 8 months of 1992, imports of HS 7225.10.10.10 into Canada totalled 1,904 tonnes with a value of \$3.538 million. The exporters were Japan (806 tonnes), U.S. (624 tonnes) and France (474 tonnes). During the same period, imports of HS 7226.10.10.10 into Canada totalled 9,328 tonnes with a value of \$19.526 million. The exporters were Japan (5,604 tonnes), U.S. (3,612 tonnes) and Italy (112 tonnes).

David Fife
Primary Metals Directorate

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

VII. 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

Sheet/Strip, Silicon Steel, Electrical Grade

<u>Name</u>	<u>Location</u>
*Dofasco Inc.	Hamilton, 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

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Sheets, Electrical

<u>Name</u>	<u>Location</u>
*Dofasco Inc.	Hamilton, Ont.
G.R.T. Genesis Inc.	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.

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

VIII. 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>Year</u>	<u>Tariff Treatment - 1991-1992</u>		
			<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Flat-rolled products of other alloy steel, of a width of 600 mm or more. (72.25)				
7225.10.10	-Of silicon-electrical steel (7225.10) ----Of a thickness not exceeding 0.28 mm	1991	12.5%	12.5%	8.7%
		1992	12.5%	12.5%	7.5%
	Flat-rolled products of other alloy steel, of a width of less than 600 mm. (72.26)				
7226.10.10	-Of silicon-electrical steel (7226.10) ----Of a thickness not exceeding 0.28 mm	1991	12.5%	12.5%	8.7%
		1992	12.5%	12.5%	7.5%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

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

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

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

VIII. 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>
	Flat-rolled products of other alloy steel, of a width of 600 mm or more:			
7225.10.00	Of silicon electrical steel	5.8%	Free (E,IL,J) 3.4% (CA)	28%
	Flat-rolled products of other alloy steel, of a width of less than 600 mm.			
	Of silicon electrical steel:			
7226.10.10	Of a width of 300 mm or more.	5.8%	Free (E,IL,J) 3.4% (CA)	28%
7226.10.50	Of a width of less than 300 mm	7%	Free (E,IL,J) 4.2% (CA)	33%

- | | | |
|---|---|----|
| 1 | United States-Canada Free-Trade Agreement | CA |
| | Caribbean Basin Economic Recovery Act | E |
| | United States-Israel Free Trade Area | IL |
| | Andean Trade Preference Act | J |

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

**SILICON-ELECTRICAL STEEL
(FLAT-ROLLED PRODUCTS)**

IX. RECONCILIATION

The value reported in this analysis does not correspond to official Statistics Canada figures for various reasons. Imports of silicon-electrical steel during July to September 1991, as reported on documents analyzed in this report amounted to \$6.7 million. Reconciliation of the total figures is as follows:

<u>Values Accounted For</u>	<u>Value</u> (\$000)
Documents not available for processing at time of analysis	1 287
Documents referring to products which should have been classified elsewhere	542
Total values reported in this Import Analysis	<u>6 668</u>
Total values accounted for as above	8 497
Total values published by Statistics Canada	8 497

SILICON-ELECTRICAL STEEL (FLAT-ROLLED PRODUCTS)

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

The following is a list of licensing opportunities identified from dISTCcovery using the keywords "Silicon Steel":

- 1 - Low loss amorphous transformers tested
- 2 - Pulsed weak-constricted plasma welding

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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Opportunities Service
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970
Fax.: (613) 954-2340

OR Primary Metals Directorate
Materials Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-1488
Fax.: (613) 954-1894

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Montréal, Qué. H4Z 1E8
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or 1-800-361-5367
Fax.: (514) 283-3302

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

PRINCE EDWARD ISLAND

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Confederation Court Mall
134 Kent Street, Suite 400
P.O. Box 1115
Charlottetown, P.E.I. C1A 7M8
Tel.: (902) 566-7400
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Dominion Public Building
1 Front Street West, 4th Floor
Toronto, Ont. M5J 1A4
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Fax.: (416) 973-8714

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Fax.: (506) 851-6429

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P.O. Box 981
Winnipeg, Man.
R3C 2V2
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Fax.: (204) 983-2187

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

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Suite 900
Scotia Tower
650 West Georgia St.
P.O. Box 11610
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510-5th Street South West
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Tel.: (403) 292-4575
Fax.: (403) 292-4578

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300 Main Street
Whitehorse, Y.T. Y1A 2B5
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Precambrian Building
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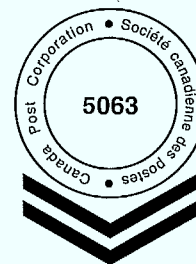
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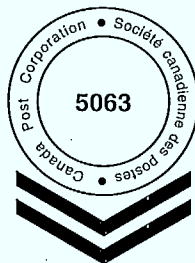


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