

HF
3221
.A1
C3
no. 102-88
to 104-88



IMPORT PROFILE

Investment Opportunities

SELECTED FLAT GLASS PRODUCTS

Pub. Nos.: 102-88 to 104-88 January 1988



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

Canada

DEPARTMENT OF REGIONAL
INDUSTRIAL EXPANSION
LIBRARY

FEB 9 1988

BIBLIOTHEQUE
MINISTÈRE DE L'EXPANSION
INDUSTRIELLE REGIONALE

SELECTED FLAT GLASS PRODUCTS

Pub. Nos.: 102-88 to 104-88 January 1988

Including:

Part A - Clear Plate or Float Glass, Not Over 3.5mm (1/8")	102-88
Part B - Plate or Float Glass, Over 3.5mm (1/8")	103-88
Part C - Glass Coated With Heat Reflecting and Absorbing Materials	104-88

FOR MORE INFORMATION PLEASE CONTACT:

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION
Market Information and Analysis Division
Market Development Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970
MINISTÈRE DE L'ÉXPANSION
INDUSTRIELLE RÉGIONALE

Fabricated Metal and Construction Products Division
Resource Processing Industries Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3126

OR

The nearest DRIE Regional Office.
These offices are listed on the last
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

TABLE OF CONTENTS

<u>PUBLICATION NUMBER</u>	<u>IMPORT PRODUCT GROUP</u>	<u>PAGE</u>
INTRODUCTION AND SCOPE		6
102-88 TO 104-88	AGGREGATED DATA FOR ALL TYPES OF GLASS	7
102-88	PART A - CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")	17
103-88	PART B - PLATE OR FLOAT GLASS OVER 3.5mm (1/8")	25
	BI - PLATE OR FLOAT GLASS, CLEAR, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)	27
	BII - GLASS, CLEAR, FOR AUTOMOTIVE, EXCEPT LAMINATED OVER 3.5mm (1/8")	33
104-88	PART C - GLASS COATED WITH HEAT REFLECTING AND ABSORBING MATERIALS:	39
	CI - COATED GLASS WITH HEAT REFLECTING MATERIAL	41
	CII - GLASS, HEAT ABSORBING, EXCEPT TEMPERED	46

DETAILED TABLE OF CONTENTS

	<u>PAGE</u>
<u>AGGREGATED DATA FOR ALL TYPES OF GLASS</u>	
- IMPORT TRENDS: OVERVIEW	7
- CANADIAN PRODUCTION	8
- CANADIAN EXPORTS	8
- UNITED STATES' IMPORTS	8
- MARKET SUMMARY	9
- APPENDIX A - UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN	10
- APPENDIX B - CANADIAN TARIFFS	13
- APPENDIX C - LIST OF CANADIAN IMPORTERS	14
 <u>PART A: CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")</u>	
- SCOPE	19
- IMPORT TRENDS: OVERVIEW	19
- IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT	20
- IMPORTS BY PROVINCE OF CLEARANCE	21
- IMPORT MARKET CONCENTRATION	22
- TYPE AND LOCATION OF TOP IMPORTERS	22
- APPENDIX A - IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE	23
 <u>PART B: PLATE OR FLOAT GLASS, OVER 3.5mm (1/8")</u>	
- SCOPE	27
- IMPORT TRENDS: OVERVIEW	
BI - CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)	27
BII - CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED OVER 3.5mm (1/8")	33
- IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT	
BI - CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)	28
BII - CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED OVER 3.5mm (1/8")	34
- IMPORTS BY PROVINCE OF CLEARANCE	
BI - CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)	30
BII - CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED OVER 3.5mm (1/8")	35

DETAILED TABLE OF CONTENTS (CONT'D)

	<u>PAGE</u>
<u>PART B: PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (CONT'D)</u>	
- IMPORT MARKET CONCENTRATION	
BI - CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)	31
BII - CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED OVER 3.5mm (1/8")	36
- TYPE AND LOCATION OF TOP IMPORTERS	
BI - CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)	31
- APPENDIX B - IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE	
- BI - CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (EXCLUDING AUTOMOTIVE)	32
- BII - CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")	37
 <u>PART C: COATED GLASS WITH HEAT REFLECTING AND ABSORBING MATERIALS</u>	
- SCOPE	40
IMPORT TRENDS: OVERVIEW	
CI - GLASS COATED WITH HEAT REFLECTING MATERIAL	41
CII - GLASS, HEAT ABSORBING, EXCEPT TEMPERED	46
- IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT	
CI - GLASS COATED WITH HEAT REFLECTING MATERIAL	42
CII - GLASS HEAT ABSORBING, EXCEPT TEMPERED	47
- IMPORTS BY PROVINCE OF CLEARANCE	
CI - GLASS COATED WITH HEAT REFLECTING MATERIAL	43
CII - GLASS HEAT ABSORBING, EXCEPT TEMPERED	48
- IMPORT MARKET CONCENTRATION	
CI - GLASS COATED WITH HEAT REFLECTING MATERIAL	44
CII - GLASS HEAT ABSORBING, EXCEPT TEMPERED	49
- TYPE AND LOCATION OF TOP IMPORTERS	
CI - GLASS COATED WITH HEAT REFLECTING MATERIAL	44
CII - GLASS HEAT ABSORBING, EXCEPT TEMPERED	50
- APPENDIX C - IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE	
CI - GLASS COATED WITH HEAT REFLECTING MATERIAL	45
CII - GLASS HEAT ABSORBING, EXCEPT TEMPERED	50
 DRIE REGIONAL OFFICES	 51

PUB. NOS: 102-88 TO 104-88

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

SELECTED FLAT GLASS PRODUCTS

INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing for domestic production and to stimulate Canadian business to further explore potential opportunities in both the Canadian and export markets. It is important to emphasize that this report does not attempt any assessment as to the feasibility of manufacturing or competing in a particular market and should be treated as an indicator or starting point for the manufacturer or entrepreneur.

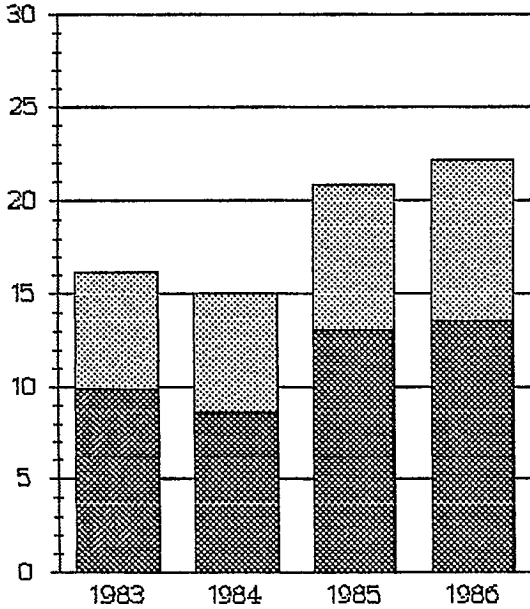
This report is divided into four parts. The first part provides aggregated data for all types of selected flat glass products. The next three parts (A to C) cover data for each specific type of selected flat glass product.

Other selected flat glass products are examined in the import profile entitled Toughened, Tempered or Laminated Glass. These reports do not contain windshields cut to size. For importing purposes, they are classed with parts, accessories and assemblies for motor vehicles.

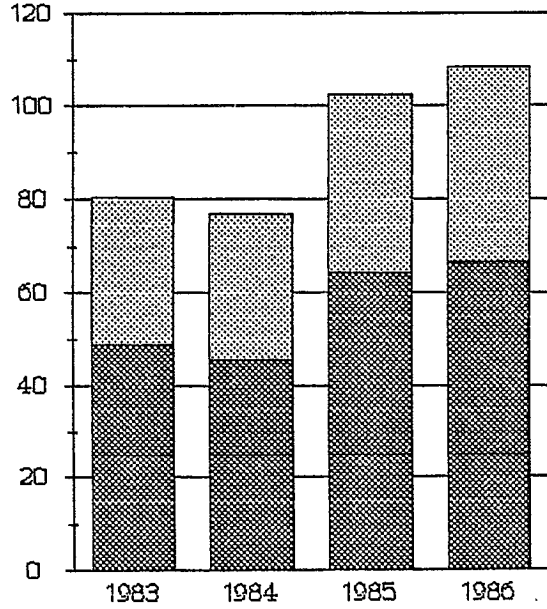
<u>PUBLICATION NUMBER</u>	<u>IMPORT PRODUCT GROUP</u>	<u>PAGE</u>
102-88 TO 104-88	AGGREGATED DATA FOR ALL TYPES OF GLASS	7
102-88	PART A - PLATE OR FLOAT GLASS, CLEAR NOT OVER 3.5mm (1/8")	19
103-88	PART B - PLATE OR FLOAT GLASS, OVER 3.5mm (1/8"):	
	BI - PLATE OR FLOAT GLASS CLEAR, OVER 3.5mm (1/8")	27
	BII - GLASS, CLEAR, FOR AUTOMOTIVE, EXCEPT LAMINATED OVER 3.5mm (1/8")	33
104-88	PART C - GLASS COATED WITH HEAT REFLECTING AND ABSORBING MATERIAL:	
	CI - COATED GLASS WITH HEAT REFLECTING MATERIAL	41
	CII - GLASS, HEAT ABSORBING, EXCEPT TEMPERED	46

AGGREGATED DATA FOR ALL TYPES OF GLASS
IMPORT TRENDS: OVERVIEW

QUANTITY
(MILLION m²)



VALUE
(MILLION \$)



TOTAL
QTY

16.2 15.0 20.8 22.2

TOTAL
VALUE

80.5 77.1 102.3 108.4

- Glass Coated With Heat Reflecting and Absorbing Materials
- Plate or Float Glass

Between 1983 and 1986, imports of all types of selected flat glass products rose from 16.2 million square metres (m²) to 22.2 million m². The total value of imports increased from \$80.5 million to \$108.4 million.

Glass coated with heat reflecting and absorbing material (Part C) accounted for 13.6 million m², valued at \$66.6 million in 1986. Plate or float glass amounted to 8.6 million m² for a value of \$41.9 million.

AGGREGATED DATA FOR ALL TYPES OF GLASS
CANADIAN PRODUCTION

There are two manufacturers of float glass in Canada. In addition, there are a large number of manufacturers of glass products, made of purchased glass. Statistics Canada reports shipments of various glass products in 1984, the latest year for which information is available as follows:

	<u>1984</u> (\$000)
Multiple paned insulating glass window units (air sealed) without sash	65 681
Windows (side vent bus, etc.) motor vehicle	101 800
Windshields, motor vehicle	191 007
Glass, structural and ornamental	13 918
Glass, sheet and plate laminated (other than motor vehicle)	19 866
Glass, sheet and plate toughened or tempered	31 250
Glass blanks, reflectors and refractors	5 373
Mirrors, float glass	13 547
Mirrors, plate glass	13 878
Other glass products	727 601
All other products	<u>16 730</u>
	1 200 651

CANADIAN EXPORTS

Statistics Canada reports that exports of glass basic products, not elsewhere specified, amounted to \$43.3 million during 1986. This figure includes uncut glass for vehicles, bulb glass, blanks, float glass, plate glass, etc. This figure does not include glass cut or shaped for motor vehicles, which is included with parts and accessories, for motor vehicles, not elsewhere specified.

UNITED STATES' IMPORTS

According to the United States Department of Commerce, U.S. imports of flat glass and products thereof from all countries amounted to C\$731.8 million in 1986. Canada exported C\$238.4 million which represents 33 per cent of the U.S. imports. Of this total, Canada exported C\$198.1 million worth of toughened glass or laminated glass destined for original motor vehicle equipment. For further details, see Appendix A, page 10.

AGGREGATED DATA FOR ALL TYPES OF GLASS
MARKET SUMMARY

Historically, Canada has experienced a significant trade deficit in the flat glass sector. This has occurred in part because the two producing plants are in central Ontario and the consumers are located across Canada. American plants export significant volumes to the Atlantic Provinces and Western Provinces. In addition, some types of flat glass products are currently not made in Canada.

The value of Canadian imports of all types of flat glass products have grown to approximately \$125 million in 1986. This report examines imports of selected flat glass categories which accounted for \$108 million. Another import profile examines imports of laminated, toughened or tempered glass products, which accounted for \$10 million.

Exports of flat glass are mainly to the United States and are much smaller than imports. The United States import tariff on flat glass has been considerably higher than the Canadian import tariff and the owners of the Canadian flat glass plants also have production facilities in nearby areas of the United States.

The two flat glass producers in Ontario are Ford Glass Limited and PPG Canada Inc. These companies are integrated forward into finished glass products such as coated glass, insulated window units for residential and non-residential buildings, as well as tempered and laminated glass for the transportation industry. Most of their production of flat glass, however, is sold to a large number of manufacturers who convert the flat glass to finished glass products.

The growing volume of imports of flat glass may present an opportunity for new production in Canada. A new Canadian plant might also be able to sell part of its output into adjacent areas of the United States.

This report was prepared by:

the Market Development Branch
in collaboration with the
Fabricated Metal and Construction Products Division,
Resource Processing Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

AGGREGATED DATA FOR ALL TYPES OF GLASS
UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1986

Due to differences in the import coding system of the United States and Canada, the product content of commodity codes may differ slightly.

<u>U.S. TARIFF SCHEDULE NUMBER</u>	<u>COMMODITY DESCRIPTION</u>	<u>COUNTRY OF ORIGIN</u>	<u>QUANTITY (000 lbs.)</u>	<u>VALUE(1) (C\$000)</u>
541-01-00	Ribbon glass, or flat glass, in rectangles or otherwise, not ground and not otherwise processed, weighing not over 4 oz. per square foot:	United Kingdom	1	167
		Federal Republic of Germany	27	29
		Other	<u>3</u>	<u>7</u>
			31	202
541-11-00	Glass (whether or not containing wire netting), in rectangles, not ground, not polished and not otherwise processed, weighing over 4 oz. per square foot: Cast or rolled glass:			
541-21-00				
541-31-00				
542-11-00				
542-13-00				
542-21-00				
542-23-00				
542-25-00				
542-31-20				
542-31-40				
542-31-70				
542-33-20				
542-33-40				
542-33-70				
542-35-20				
542-35-40				
542-35-70				
542-37-20				

AGGREGATED DATA FOR ALL TYPES OF GLASS
UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1986 (CONT'D)

<u>U.S. TARIFF SCHEDULE NUMBER</u>	<u>COMMODITY DESCRIPTION</u>	<u>COUNTRY OF ORIGIN</u>	<u>QUANTITY (000 lbs.)</u>	<u>VALUE(1) (C\$000)</u>
542-37-40				
542-37-70				
542-42-20				
542-42-50	Glass (whether or not contain- ing wire netting), in rectangles, not ground, not polished and not otherwise processed, weighing over 4 oz. per square foot: Cast or rolled glass: (CONT'D)			
542-44-20				
542-44-50				
542-46-20				
542-46-50				
542-48-15				
542-48-35				
542-57-00		Canada	213	250
542-67-00		Federal Republic		
542-71-00		of Germany	11 935	11 427
542-73-00		Belgium	15 339	7 067
542-75-00		Romania	37 346	5 320
542-77-00		Other	<u>51 811</u>	<u>18 369</u>
542-92-00			116 644	42 433
542-94-00				
542-96-00				
542-98-00				
543-11-00	Glass (including plate glass and float glass), whether or not containing wire netting, in rectangles, ground or polished on one or both surfaces in whole in whole or in part, but not further processed:			
543-21-00				
543-23-00				
543-27-30				
543-27-70				
543-31-00				
543-61-00				
543-63-00		Canada	24 875	11 116
543-67-00		Japan	9 397	15 851
543-69-00		Mexico	16 505	8 935
		United Kingdom	2 182	4 111
		Other	<u>25 673</u>	<u>15 114</u>
			78 632	55 127

AGGREGATED DATA FOR ALL TYPES OF GLASS
 UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1986 (CONT'D)

<u>U.S. TARIFF SCHEDULE NUMBER</u>	<u>COMMODITY DESCRIPTION</u>	<u>COUNTRY OF ORIGIN</u>	<u>QUANTITY (000 lbs.)</u>	<u>VALUE(1) (C\$000)</u>	
544-11-00	Glass (including cast, rolled, drawn, or blown glass, whether or not containing wire netting or surface ground or polished), cut to other than rectangular shape (except glass provided for in item 541-01), and glass (including cast, rolled, drawn, or blown glass, whether or not containing wire netting or surface ground or polished), whether in rectangles or cut to other than rectangular shape, subjected to bending, curving, bevelling, edging, notching, drilling, chipping, sanding, embossing, engraving, etching, coating, staining, enamelling, painting, decorating, or any combination thereof, all the foregoing glass, whether or not such cutting or processing dedicates the glass to a specific use, but not including any article hereinafter described in this subpart or described in subpart A or C of this part:	Canada	-	227 132	
544-14-00		Japan	-	100 174	
544-16-00		Mexico	-	96 071	
544-17-00		Taiwan	-	39 181	
544-18-00		Other	-	<u>171 558</u>	
544-18-20					634 116
544-20-00					
544-31-00					
544-32-00*					
544-41-20*					
544-41-40					
544-42-00*					
544-43-00					
544-51-00					
544-52-00*					
544-54-00					
544-55-00					
544-61-00					
544-64-00					
		Total		731 878	

(1) Conversion factor for U.S. to Canadian dollars = 1.3894 (yearly average, 1986)

* Toughened glass or laminated glass destined for original motor vehicle equipment totalled C\$198 million.

Source: United States Department of Commerce. "U.S. Imports for Consumption" (Report No. IM 146, December, 1986).

AGGREGATED DATA FOR ALL TYPES OF GLASS
CANADIAN TARIFFS

Tariff Item	Description	Import Code (1986)	% of Total Import Value (1986)	Tariff Treatment				
				British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
31900-01	Plate glass, ground and polished on both surfaces, not further processed than cut into rectangles and float glass, not further processed than cut into rectangles:							
	January 1, 1986			Free	4.1	15	Free	4.0
	January 1, 1987			Free	4.0	15	Free	4.0
		473-11	93					
		473-13	94					
		473-25	96					
32100-02	Float glass, not elsewhere specified for:							
	January 1, 1986			Free	6.1	17.5	Free	5.5
	January 1, 1987			Free	5.5	17.5	Free	5.5
		473-11	4					
		473-13	2					
		473-25	3					

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, Belgium, Luxembourg, France, Federal Republic of Germany, The Netherlands, Japan, Switzerland, Taiwan, Spain

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Republic of Korea

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference or British Preferential System tariff treatment: Malaysia

Exporting country which qualifies for the Most Favoured Nation tariff treatment or U.K. and Ireland tariff treatment: United Kingdom

* NOTE: In order to qualify for the General System of Preference, a special certificate of origin is required.

ENQUIRIES CONCERNING 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) 954-6931

AGGREGATED DATA FOR ALL TYPES OF GLASS
CANADIAN IMPORTERS

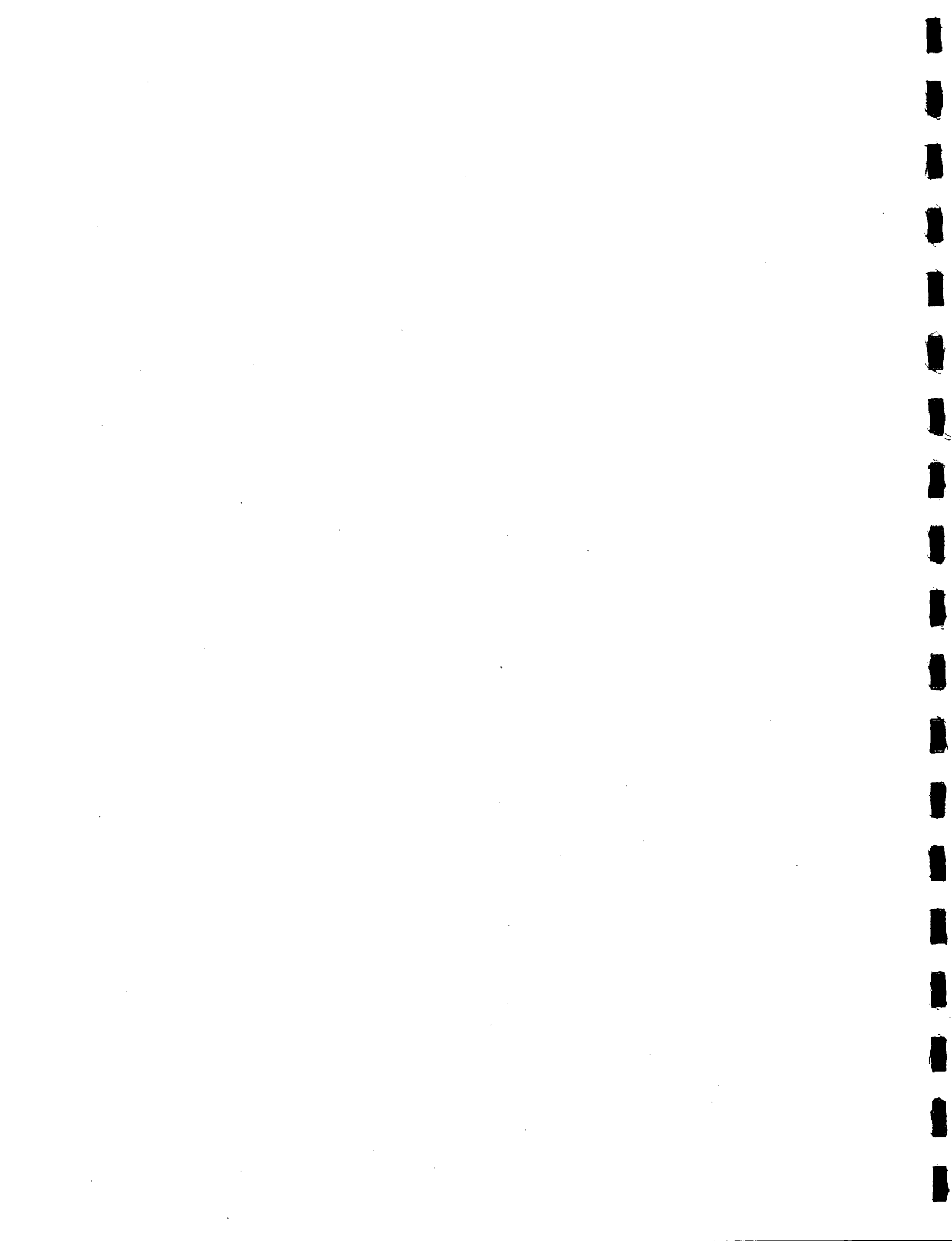
Importers of selected flat glass products during 1986, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available. The number in brackets following the names of the importers indicate the specific types of glass they are importing as follows: 1) clear plate or float glass, not over 3.5 mm; 2) clear plate or float glass, over 3.5 mm; 3) glass, clear, for automotive except laminated over 3.5 mm; 4) coated glass with heat reflecting material; 5) glass, heat absorbing, except tempered.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
137215 Canada Inc.(2)	Alexandria, Ont.	Guardian Industries, O/B Perma	
A H A Automotive Technology Corp.(5)	Brampton, Ont.	Glass Ind. Ltd.(1)(2)(4)(5)	Tillsonburg, Ont.
Adriatic Glass & Mirrors Ltd.(1)(2)(5)	Concord, Ont.	Guardline Industries Inc.(1)(2)	Woodbridge, Ont.
Airlite Glass Insulating, Div. of Indal Limited(2)(4)(5)	Downsview, Ont.	Hollander Glass Canada Inc.(3)	Mississauga, Ont.
All Glass Tank Co., O/B 256193 Manufacturing Ltd.(1)(2)	Rexdale, Ont.	Ideal Glass & Mirror-Makers Limited(1)(2)(3)(5)	Weston, Ont.
All Team Glass & Mirror Ltd.(2)	Woodbridge, Ont.	Importations Fabreville Inc.(1)(2)(5)	Laval, Qué.
American Furniture & Company Ltd.(2)	Montréal, Qué.	Inde-Pane Ltée(2)	Anjou, Qué.
Bach-Simpson Co. Ltd.(2)	London, Ont.	Industries Hagen Ltée(1)(2)	Montréal, Qué.
Beclawat Ontario Ltd.(2)	Belleville, Ont.	Inkan Limited(1)(2)(3)(5)	Brampton, Ont.
Belglaco Inc.(1)(2)(4)(5)	Mississauga, Ont.	International Factory Sales Service Ltd.(1)(2)(4)(5)	Vancouver, B.C.
Bogardus Wilson (1984) Ltd.(1)(2)(4)(5)	Burnaby, B.C.	Johns Scientific Inc.(2)	Toronto, Ont.
C L O Glass Ltd.(2)	Weston, Ont.	Kawneer Company of Canada Ltd.(5)	Scarborough, Ont.
Camco Inc.(2)(5)	Weston, Ont.	Kona Stained Glass Ltd.(1)	Vancouver, B.C.
Canadian Glass Industries Limited, C/O Ford Glass Ltd.(2)	Toronto, Ont.	L O F Glass of Canada Ltd.(1)(2)(4)(5)	Collingwood, Ont.
Classical Art Glass Ltd.(1)	Montréal, Qué.	(2)(5)	Burnaby, B.C.
Clement Roy Inc.(2)	St-François, Qué.	Lamilite Limited(2)	Orangeville, Ont.
Clevemont Industries Ltd.(1)	Anjou, Qué.	Lentia Enterprises Ltd.(2)	Port Coquitlam, B.C.
Custom Glass Ltd.(2)	Edmonton, Alta.	Lentia Manufacturing Ltd.(2)	Port Coquitlam, B.C.
Danbel Industries Inc.(5)	Toronto, Ont.	Les Composants de Batiments Standard, Div. Ind. Rawr Ltd.(2)	Montréal, Qué.
DiffRACTO Ltd.(1)	Windsor, Ont.	Les Industries A P Inc.(2)(3)	Laurier Station, Qué.
Duval & Duval Inc.(1)(2)(5)	Anjou, Qué.	Les Industries E T S G Inc.(1)(2)(5)	Sherbrooke, Qué.
English Aluminum Greenhouses Ltd.(4)(5)	Willowdale, Ont.	Les Mines D'Amiante Bell Ltée(2)	Thetford Mines, Qué.
Ford Glass Ltd.(1)(2)(3)(4)(5)	Toronto, Ont.	Les Produits Aero Inc.(1)(2)(5)	Laval, Qué.
Ford Motor Company of Canada Ltd.(2)(3)(5)	Oakville, Ont.	Libbey-Owens-Ford Company(2)	Toledo, OH, USA*
GlasseC Industries Inc.(1)(2)(5)	Richelieu, Qué.	Locin Industries Ltd.(1)(5)	North Vancouver, B.C.
Gold Crest Furniture Ltd.(5)	Toronto, Ont.	Lord & Burnham Company Limited(5)	St. Catharines, Ont.
Guardian Industries Corp.(1)(2)(4)(5)	Montréal, Qué.	MacDonald Mirror Inc.(2)(5)	Mississauga, Ont.

AGGREGATED DATA FOR ALL TYPES OF GLASS
CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Madawaska Economic Glass Ltd.(1)(2)	St. Jacques, N.B.	Strathroy Glass Ltd.(2)	Strathroy, Ont.
Manufacture de Meubles Valentino Inc.(2)	St-Léonard, Qué.	Sumitomo Canada Limited(1)(2)(4)(5)	Vancouver, B.C.
Melitta Canada Inc.(5)	Rexdale, Ont.	Sun-View Industries Ltd.(1)	Summerland, B.C.
Miroirs Laurier Ltée(1)(2)(5)	Laurier Station, Qué.	Sunrays Solar Systems Ltd.(1)	Windsor, Ont.
Mitsubishi Canada Limited(1)(2)(5)	Vancouver, B.C.	Tempglass, Division of Indal Limited(2)(5)	Weston, Ont.
Modular Windows of Canada Limited(1)(2)	Concord, Ont.	Trans Canada Glass Ltd.(2)	Burnaby, B.C.
Multiver Limitée(1)(2)(4)	Vanier, Qué.	Trenline-Laramée Glass Products Inc.(2)(5)	Rexdale, Ont.
National Glass Ltd.(1)(2)(5)	Langley, B.C.	Trimlite Canada Ltd.(1)(2)(5)	Surrey, B.C.
Newfound Trading Ltd.(2)(5)	Dartmouth, N.S.	Trulite Industries Limited(2)(4)(5)	Mississauga, Ont.
Ostapovich Window & Door Components Inc.(2)	Scarborough, Ont.	Vanfax Corporation, L O F of Canada Ltd.(1)(2)(4)(5)	London, Ont.
PPG Canada Inc. (1)(2)(3)(4)(5)	Toronto, Ont.	(2)(4)(5)	Weston, Ont.
(1)(2)(3)(4)(5)	Mississauga, Ont.	Verbec Reg'd.(1)	Verchère, Qué.
Prins Greenhouses Ltd.(2)	Oshawa, Ont.	Vitrierie-Baie-St-Paul Inc. (1)(2)	Baie-St-Paul, Qué.
Progressive Manufacturing Ltd.(5)	Abbotsford, B.C.	Vitrierie Bouchard Glass Incorporé(1)(2)	Anjou, Qué.
Protag Enterprises Ltd.(2)	New Westminster, B.C.	Vitrierie Générale Cie Ltée(2)(5)	Richelieu, Qué.
Randomlane Industries Limited(1)(2)	Vancouver, B.C.	Vitrierie Mont-Laurier Ltée(1)(2)	Amos, Qué.
Repla Limited(2)(4)	Richmond Hill, Ont.	Vulcan-Hart Canada Inc.(1)	Orillia, Ont.
Robert Hunt Corporation(2)	Oakville, Ont.	Walker Glass Company Ltd.(1)(2)(5)	Montréal, Qué.
S M White (Woodworking) Ltd.(5)	London, Ont.	Walker-Atlantic Glass Ltd.(1)(2)(5)	Agincourt, Ont.
Shamrock Lighting Fixtures Incorporated(5)	Nashwaaksis, N.B.	Wide Sky Ventures Ltd.(2)	Scarborough, Ont.
Solcan Ltd.(5)	Montréal, Qué.	Yvon Hurteau Inc.(2)	Aldergrove, B.C.
Soo Mill & Lumber Company Limited(2)	London, Ont.	Zimcor Co.(2)	Pointe-aux-Trembles, Qué.
	Sault Ste. Marie, Ont.		Lachine, Qué.

* Non-resident importer



PART A

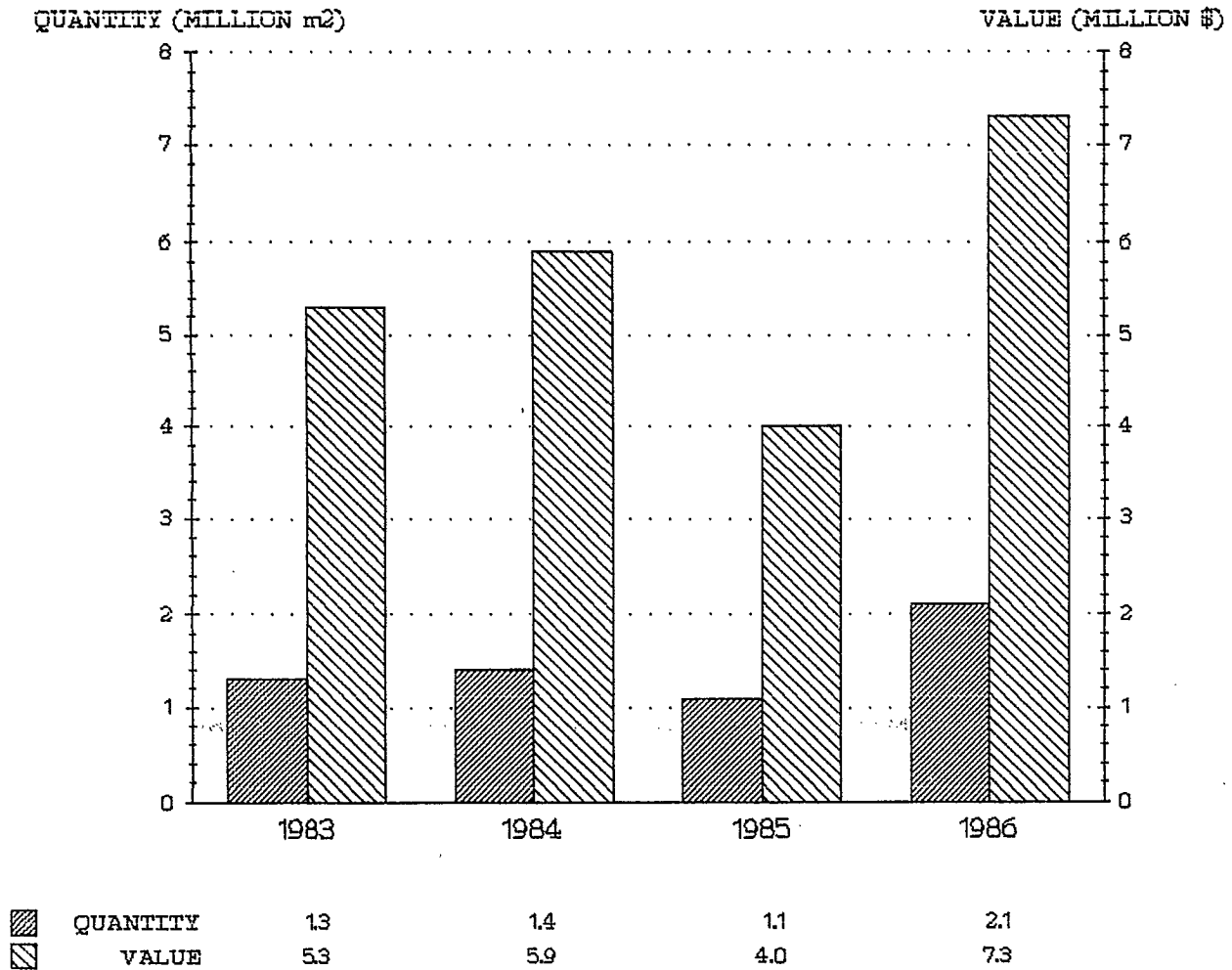
CLEAR PLATE OR FLOAT GLASS
NOT OVER 3.5mm (1/8") (102-88)



PART A: CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")
SCOPE

Clear plate or float glass, not over 3.5mm (1/8"), as covered in this section of the report, is classified to Canadian International Trade Classification (C.I.T.C.) 473-11-10.

IMPORT TRENDS: OVERVIEW



The volume of imports of clear plate or float glass, not over 3.5mm (1/8"), was stable at approximately 1.3 million square metres (m²) in 1983 and 1984. It declined to 1.1 million m² or by 21 per cent in 1985. However, in 1986, the volume rose drastically to 2.1 million m², or a 96 per cent increase. The value followed a similar pattern decreasing by \$2 million in 1985, then increasing to \$7.3 million in 1986, an 85 per cent increase.

PART A: CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1983	1984	1985	1986	Unit Price	Average	Per Cent	Import
					1986 Per m ² \$	Annual Growth Rate 1983-1986 %	Change 1985-1986	Market Share 1986 %
UNITED STATES								
Quantity (000m ²)	1 089	1 188	487	1 349	3.87	7	177	63
Value (\$000)	4 640	5 337	2 409	5 226		4	117	71
REPUBLIC OF KOREA								
Quantity (000m ²)	160	122	295	401	2.23	36	36	19
Value (\$000)	397	287	608	896		31	47	12
FEDERAL REPUBLIC OF GERMANY								
Quantity (000m ²)	52	26	216	268	2.85	72	24	13
Value (\$000)	179	90	612	762		62	25	10
JAPAN								
Quantity (000m ²)	5	15	25	28	4.00	78	12	1
Value (\$000)	34	109	156	112		49	-28	2
MALAYSIA								
Quantity (000m ²)	0	0	4	61	1.59	N/A	1 425	3
Value (\$000)	0	0	6	97		N/A	1 517	1
OTHER								
Quantity (000m ²)	6	26	66	38	6.45	85	-42	2
Value (\$000)	30	89	168	245		101	46	2
TOTAL								
Quantity (000m ²)	1 314	1 377	1 094	2 145		18	96	100
Value (\$000)	5 280	5 912	3 959	7 338		12	85	100
UNIT PRICE (\$/m ²)	4.02	4.29	3.62	3.42				

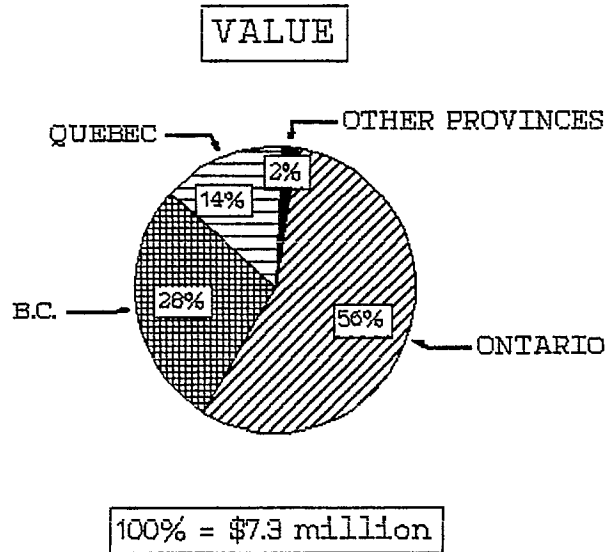
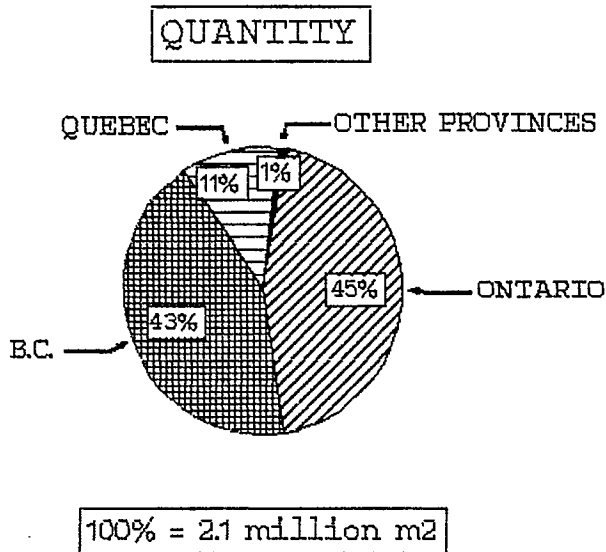
N/A - Not Applicable

Between 1983 and 1986, the United States was the major exporter to Canada of clear plate or float glass, not over 3.5mm. However, in terms of value, its share of Canadian imports dropped from a high of 90 per cent in 1984, to a low of 61 per cent in 1985 and increased to 71 per cent of the value in 1986. In 1985, the Republic of Korea and the Federal Republic of Germany each captured 15 per cent of the market share. In 1986, the value of their imports increased; however, their shares of the import market declined to 12 per cent and 10 per cent respectively.

In terms of volume, the United States fluctuated from a high of 86 per cent in 1984, to a low of 45 per cent in 1985. The Republic of Korea's share grew from 12 per cent in 1983, to a high of 27 per cent in 1985, then declined to 19 per cent in 1986.

During the four-year period, the average unit price has declined. The average unit price increased from \$4.02 per m² in 1983, to \$4.29 per m² in 1984. However, it decreased to \$3.62 per m² in 1985, and it further decreased to \$3.42 per m² in 1986. In that year, the average unit price varied, from a low of \$1.59 per m² for imports from Malaysia to a high of \$6.45 per m² for those from other countries.

PART A: CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")
IMPORTS BY PROVINCE OF CLEARANCE - 1986



In 1986, imports of clear plate or float glass, not over 3.5mm (1/8"), cleared through the provinces of Ontario, British Columbia and Québec totalled 2.1 million m², or 99 per cent of Canadian imports. Ontario had the top share with 959 000 m², or 45 per cent of total imports. British Columbia was a close second with 915 000, or 43 per cent of the imports. Québec ranked a distant third, with 244 000, or 11 per cent of Canada's imports.

By value, clearance of imports remained the same. Ontario was the major province of clearance with \$4.1 million, or 56 per cent of the imports of clear plate or float glass, not over 3.5mm. British Columbia was the second province of clearance with \$2.1 million, or 28 per cent, followed by Québec with \$1 million, or 14 per cent of imports. The remaining value of imports, \$177 000, or 2 per cent, entered Canada through the other provinces.

It is interesting to note that the unit price of imports cleared through British Columbia were almost half those cleared through Ontario.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 23.

PART A: CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")
IMPORT MARKET CONCENTRATION - 1986

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 15 Importers</u>	<u>All Importers</u>
Value (\$000)	4 772	5 728	6 223	7 338
Per cent of Total Value	65	78	85	100

In 1986, the top 10 importers of clear plate or float glass, not over 3.5mm accounted for \$5.7 million, or 78 per cent of total imports. Of these 10 companies, seven were manufacturers and accounted for \$4.6 million of total imports.

NOTE: "Top importers" are the known importers with the largest imports by value in 1986.

TYPE AND LOCATION OF THE TOP 15 KNOWN IMPORTERS - 1986
(85% OF TOTAL IMPORT VALUE)

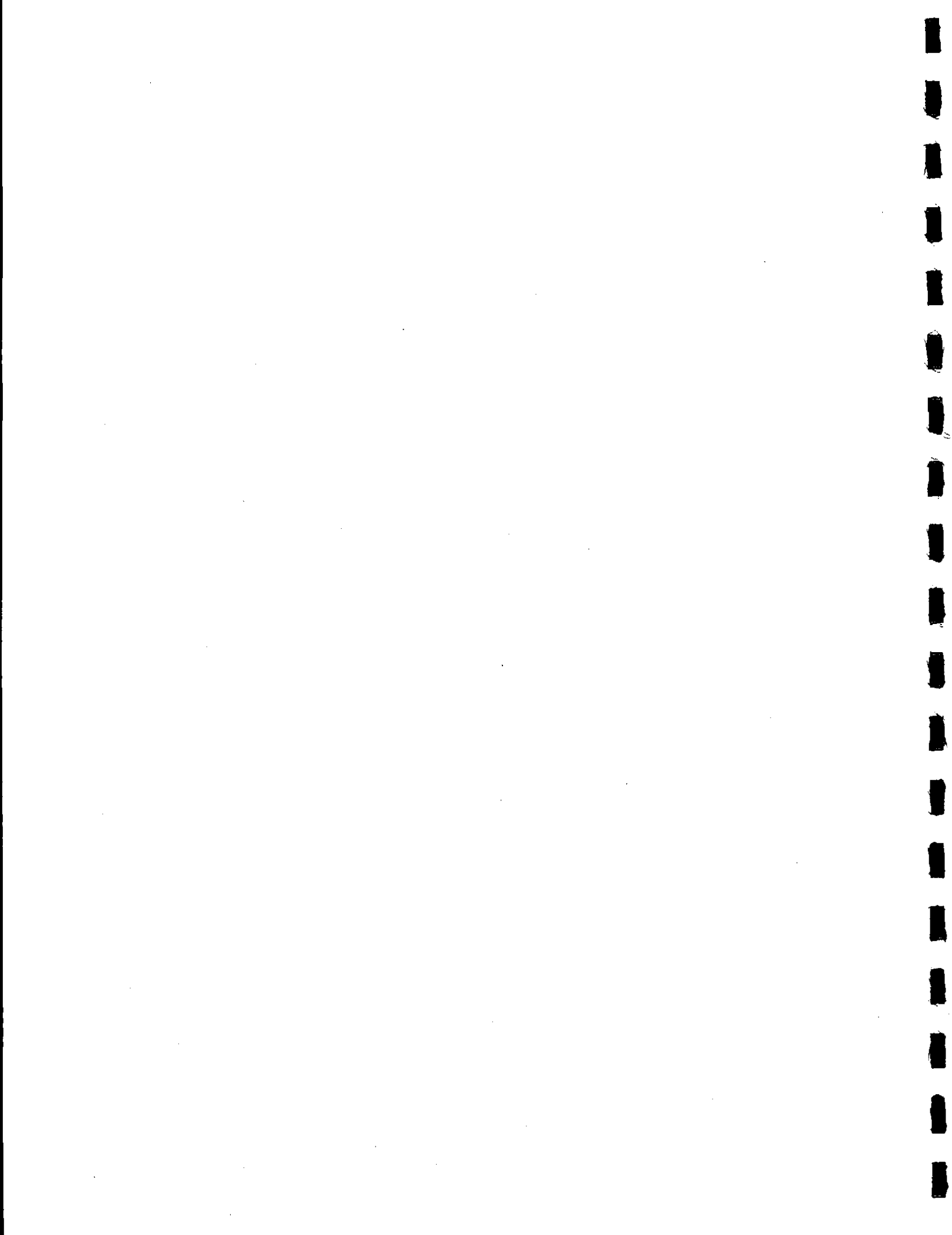
	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	7	3 732	-	-	7	3 732
Québec	2	1 278*	2	1 213*	4	664
Western Provinces	2		2		4	1 827
Atlantic Provinces	-	-	-	-	-	-
TOTAL	11	5 010	4	1 213	15	6 223
Per cent of 1986 Total Value		68		17		85

* Québec and Western Provinces aggregated to preserve confidentiality.

In 1986, there were at least 50 known importers of clear plate or float glass, not over 3.5mm. The top 15 importers accounted for \$6.2 million, or 85 per cent of total imports. Of these 15 companies, 11 were manufacturers. Of these 11 companies, three were manufacturers of flat glass, which accounted for \$1.2 million, or 16 per cent of total imports. Another four companies were manufacturers of glass products made of purchased glass, accounting for \$2.4 million, or 33 per cent of total imports.

PART A: CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES											
Quantity (000m ²)	1 349	0	0	0	3	29	864	7	7	9	430
Value (\$000)	5 226	0	0	0	37	184	3 849	79	22	39	1 015
REPUBLIC OF KOREA											
Quantity (000m ²)	401	0	0	0	0	0	0	0	0	0	401
Value (\$000)	896	0	0	0	0	0	0	0	0	0	896
FEDERAL REPUBLIC OF GERMANY											
Quantity (000m ²)	268	0	0	0	0	186	82	0	0	0	0
Value (\$000)	762	0	0	0	0	574	189	0	0	0	0
JAPAN											
Quantity (000m ²)	28	0	0	0	0	10	0	0	0	0	18
Value (\$000)	112	0	0	0	0	70	0	0	0	0	42
MALAYSIA											
Quantity (000m ²)	61	0	0	0	0	0	0	0	0	0	61
Value (\$000)	97	0	0	0	0	0	0	0	0	0	97
OTHER											
Quantity (000m ²)	38	0	0.4	0	0	19	13	0	0	0	5
Value (\$000)	245	0	4	0	0	168	40	0	0	0	32
TOTAL											
Quantity (000m ²)	2 145	0	0.4	0	3	244	959	7	7	9	915
Value (\$000)	7 338	0	4	0	37	996	4 078	79	22	39	2 082
UNIT PRICE (\$/m ²)	4.02	0	10.00	0	12.33	4.08	4.25	11.29	3.14	4.33	2.28



PART B

PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (103-88)



**PART B: PLATE OR FLOAT GLASS, OVER 3.5mm (1/8")
SCOPE**

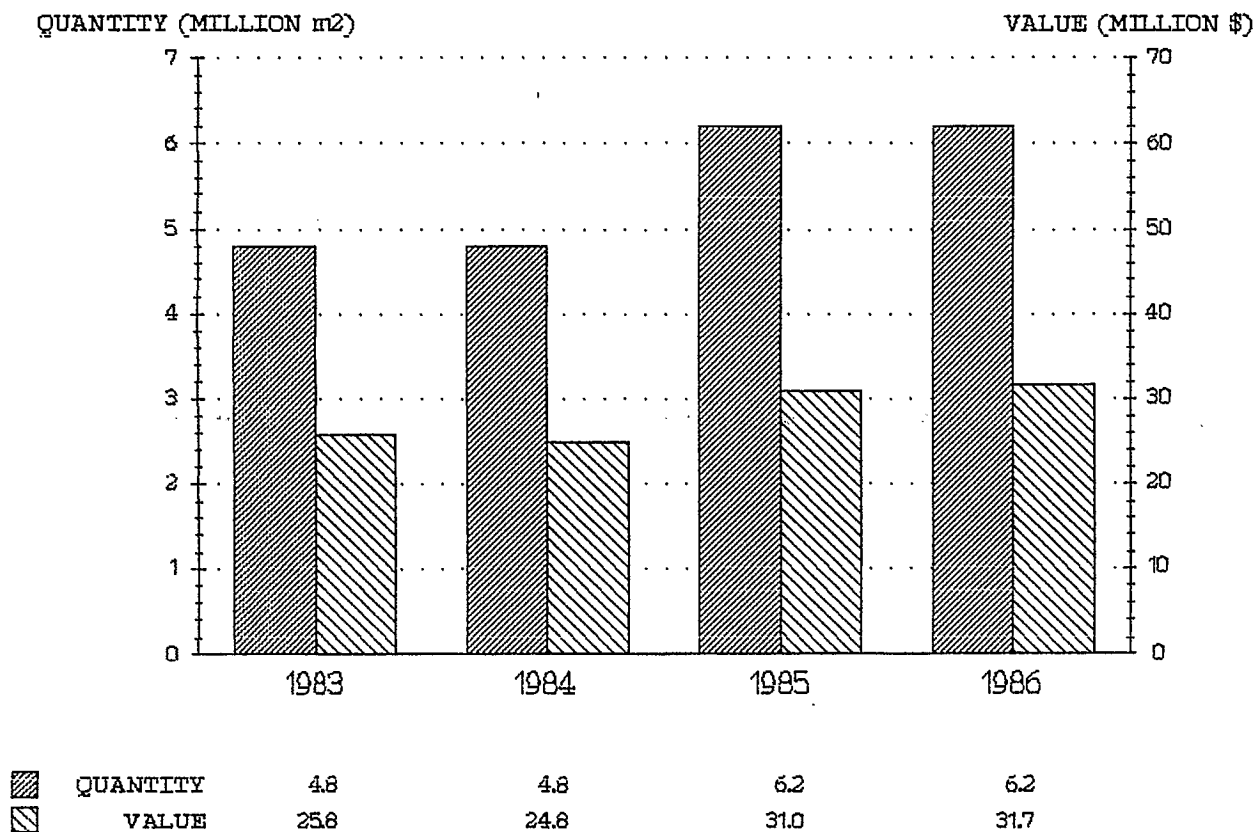
This section of the report analyses imports of products classified to the following two import commodity codes of the Canadian International Trade Classification (C.I.T.C.). This section will be subdivided according to these codes into two parts.

<u>PART</u>	<u>C.I.T.C. COMMODITY CODE</u>	<u>DESCRIPTION</u>
BI	473-13-30	CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8")
BII	473-13-40	GLASS, CLEAR, FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")

The total volume of imports for plate or float glass, over 3.5mm (1/8"), amounted to 6.5 million m², for a value of \$34.5 million in 1986. Clear plate or float glass, over 3.5mm, accounted for 96 per cent of the volume and 92 per cent of the value of imports.

NOTE: This report does not contain windshields cut to size. For importing purposes, they are included with parts, accessories and assemblies for motor vehicles, not elsewhere specified.

**PART BI: CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (EXCLUDING AUTOMOTIVE)
IMPORT TRENDS: OVERVIEW**



Between 1983 and 1986, the imports of clear plate or float glass, over 3.5mm (excluding automotive), remained steady for the first two years at 4.8 million m², then increased to 6.2 million m² for the last two years. The value averaged \$25 million for the first two years, then increased to \$31 million for the remaining two years.

PART BI: CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)
 IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1983	1984	1985	1986	Unit Price	Average	Per Cent	Import
					1986 Per m ² \$	Annual Growth Rate 1983-1986 %	Change 1985-1986	Market Share 1986 %
UNITED STATES								
Quantity (000m ²)	4 592	4 324	4 950	5 625	5.09	7	14	91
Value (\$000)	24 127	22 126	25 578	28 630		6	12	90
BELGIUM, LUXEMBOURG								
Quantity (000m ²)	1	6	245	133	7.29	410	-46	2
Value (\$000)	7	36	1 497	969		417	-35	3
FEDERAL REPUBLIC OF GERMANY								
Quantity (000m ²)	105	324	777	148	5.76	12	-81	2
Value (\$000)	719	1	2 540	853		6	-66	3
REPUBLIC OF KOREA								
Quantity (000m ²)	64	50	89	89	4.25	12	0	1
Value (\$000)	276	221	310	378		11	22	1
THE NETHERLANDS								
Quantity (000m ²)	22	14	81	53	4.13	34	-35	1
Value (\$000)	131	104	324	219		19	-32	1
JAPAN								
Quantity (000m ²)	26	36	32	22	8.36	-5	-31	0.4
Value (\$000)	316	473	249	184		-16	-26	0.6
OTHER								
Quantity (000m ²)	19	39	62	105	4.15	77	69	2
Value (\$000)	188	369	502	436		32	-13	1
TOTAL								
Quantity (000m ²)	4 830	4 794	6 236	6 176		9	-1	100
Value (\$000)	25 764	24 776	31 000	31 669		7	2	100
UNIT PRICE (\$/m ²)	5.33	5.17	4.97	5.13				

Imports of clear plate or float glass, over 3.5mm (excluding automotive), totalled 6.2 million m² for a value of \$31.7 million in 1986.

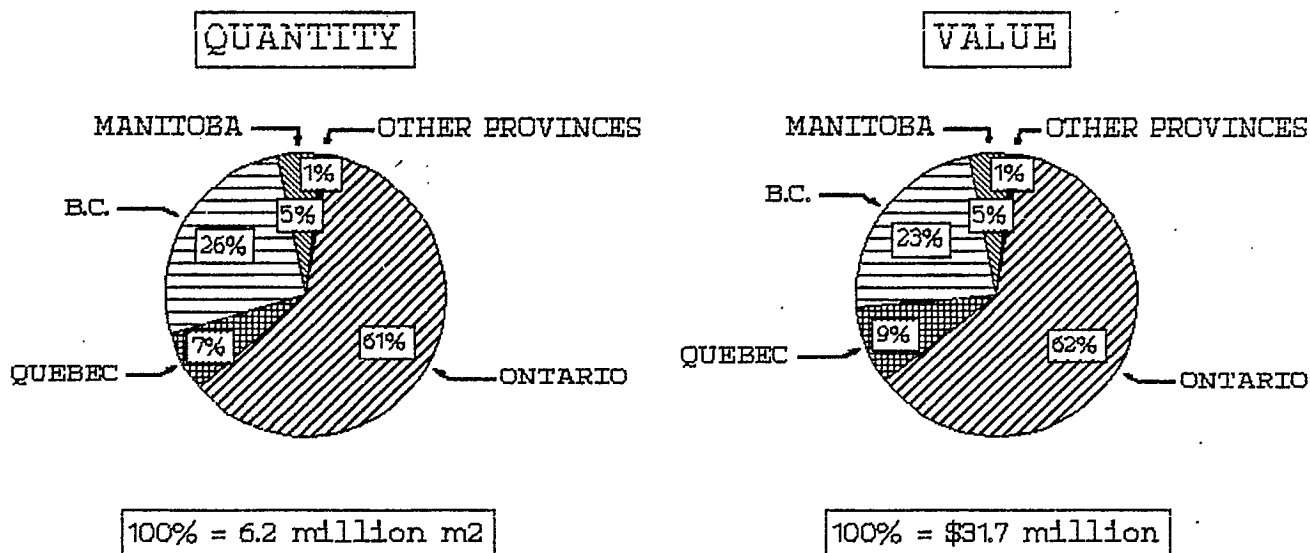
Between 1983 and 1986, the United States was the major exporter to Canada in terms of volume, fluctuating from a low of 79 per cent in 1985, and averaging 92 per cent in the remaining years. In 1985, imports from the Federal Republic of Germany more than doubled to 3/4 of a million m² but declined by 81 per cent in 1986.

PART B1: CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT (CONT'D)

During the same period, the value of imports followed a similar pattern. The United States showed a decline of market share in the middle two years, but increased its share to 90 per cent in 1986. In 1986, imports from the Federal Republic of Germany declined by 66 per cent. Consequently, Belgium and Luxembourg together became the next largest exporters by value.

During the four-year period, the average unit price has declined. The average unit price declined from \$5.33 per m² in 1983 to \$4.97 per m² in 1985. However, it increased to \$5.13 per m² in 1986. In that year, the average unit price varied, from a low of \$4.13 per m² for imports from The Netherlands, to a high of \$8.36 per m² for those from Japan.

PART BI: CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)
 IMPORTS BY PROVINCE OF CLEARANCE - 1986



In 1986, imports of clear plate or float glass, over 3.5mm (excluding automotive), cleared through the provinces of Ontario, British Columbia, Québec and Manitoba totalled 6.1 million m², or 99 per cent of Canadian imports. Ontario imported 3.8 million m², or 61 per cent of total imports. British Columbia followed with 1.6 million m², or 26 per cent of imports. Québec ranked third, accounting for 421 000 m², or 7 per cent, followed by Manitoba with 289 000 m², or 5 per cent of Canada's imports.

By value, four major provinces of clearance accounted for \$31.4 million, or 99 per cent of total imports. Imports cleared through the province of Ontario accounted for \$19.4 million or 62 per cent of imports. British Columbia ranked second with \$7.5 million, or 23 per cent of imports; Québec was third with \$2.9 million, or 9 per cent of imports, followed by Manitoba, accounting for \$1.6 million or 5 per cent of Canadian imports.

NOTE: For more detailed data on imports by major foreign countries of export and province of clearance, see Appendix BI, page 32.

PART BI: CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)
IMPORT MARKET CONCENTRATION - 1986

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 20 Importers</u>	<u>All Importers</u>
Value (\$000)	10 429	22 919	26 659	31 669
Per cent of Total Value	59	72	84	100

The top 10 importers of clear plate or float glass, over 3.5mm (excluding automotive), accounted for \$22.9 million, or 72 per cent of total imports in 1986. Of these 10 companies, six were manufacturers who accounted for \$14 million, or 44 per cent of total imports. The remaining four companies were wholesalers; they accounted for \$8.9 million, or 28 per cent of total imports.

NOTE: "Top importers" are the known importers with the largest imports by value in 1986.

TYPE AND LOCATION OF THE TOP 25 KNOWN IMPORTERS - 1986
 (87% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	15	14 334	3	2 631	18	16 965
Québec	2	3 681*	1	6 881*	3	2 518
Western Provinces	2		2		4	8 044
Atlantic Provinces	-	-	-	-	-	-
TOTAL	19	18 015	6	9 512	25	27 527

Per cent of 1986 Total Value	57	30	87
---------------------------------	----	----	----

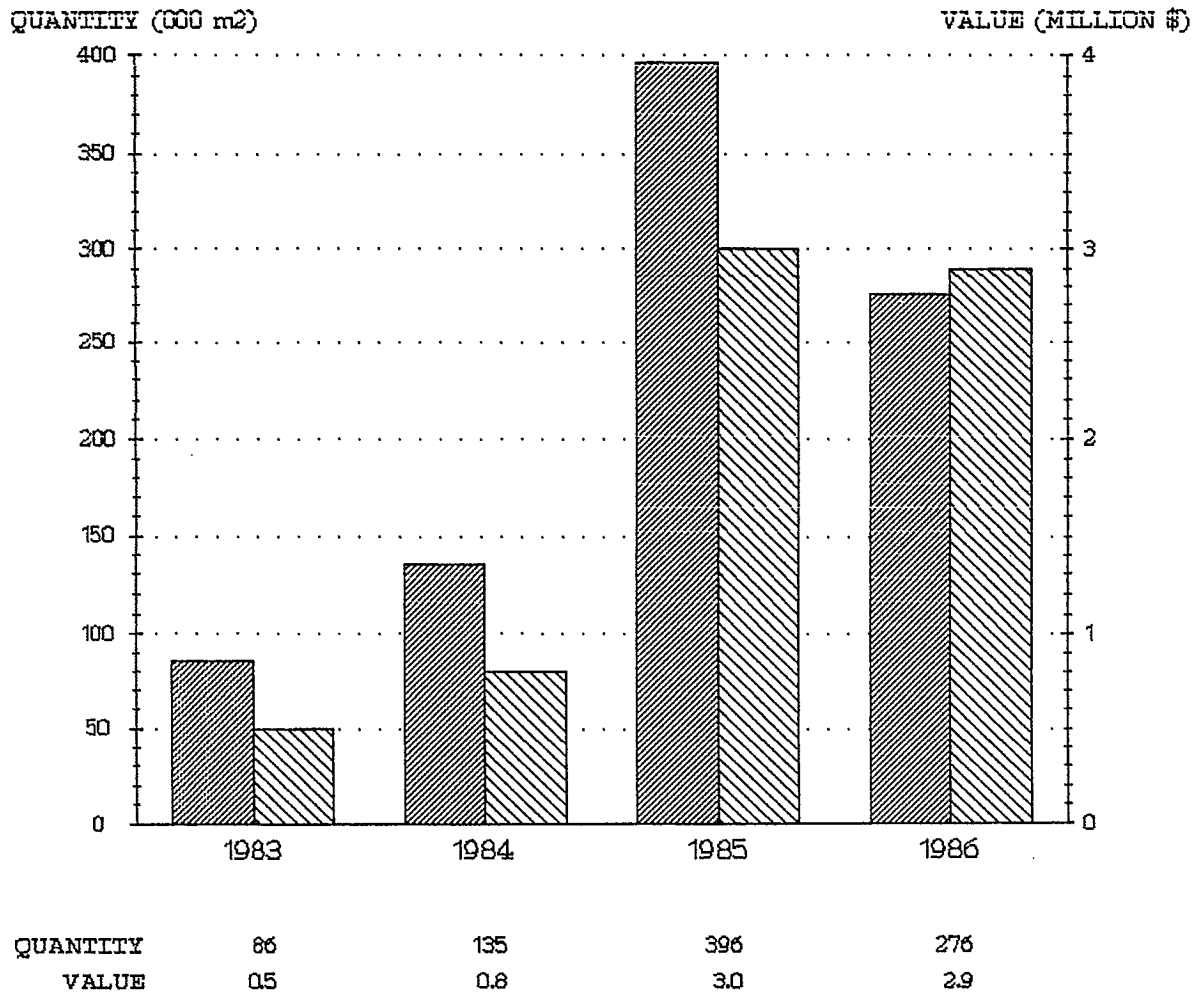
* Québec and Western Provinces aggregated to preserve confidentiality.

In 1986, there were 89 known importers of clear plate or float glass, over 3.5mm (excluding automotive). The top 25 importers accounted for \$27.5 million, or 87 per cent of total imports. Nineteen of the 25 companies were manufacturers. Of these 19 companies, four were manufacturers of flat glass which accounted for \$9.8 million, or 31 per cent of total imports. Another five companies were manufacturers of glass products, made of purchased glass who accounted for \$3.3 million or 10 per cent of imports. Four companies were manufacturers of metal doors, sash, frames, moulding and trim, who accounted for \$1.7 million of total imports.

**PART BI: CLEAR PLATE OR FLOAT GLASS, OVER 3.5mm (1/8") (EXCLUDING AUTOMOTIVE)
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986**

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES											
Quantity (000m ²)	5 625	0	2	0	0.1	261	3 680	259	3	34	1 386
Value (\$000)	28 630	0	19	0	2	1 871	18 821	1 570	11	211	6 126
BELGIUM, LUXEMBOURG											
Quantity (000m ²)	133	0	6	0	0	58	3	0	0	1	65
Value (\$000)	969	0	35	0	0	431	44	0	0	17	441
FEDERAL REPUBLIC OF GERMANY											
Quantity (000m ²)	148	0	0	0	0	90	56	0	0	0	3
Value (\$000)	853	0	0	0	0	468	368	0	0	0	16
REPUBLIC OF KOREA											
Quantity (000m ²)	89	0	0	0	0	0	0	0	0	0	89
Value (\$000)	378	0	0	0	0	0	0	0	0	0	378
THE NETHERLANDS											
Quantity (000m ²)	53	0	0	0	0	0	0	0	0	0	53
Value (\$000)	219	0	0	0	0	0	0	0	0	0	219
JAPAN											
Quantity (000m ²)	22	0	0	0	0	1	1	0	0	0	21
Value (\$000)	184	0	0	0	0	16	12	0	0	0	157
OTHER											
Quantity (000m ²)	105	0	1	0	0	11	37	30	0	0	26
Value (\$000)	436	0	3	0	0	142	125	47	0	0	117
TOTAL											
Quantity (000m ²)	6 176	0	9	0	0.1	421	3 777	289	3	35	1 643
Value (\$000)	31 669	0	57	0	2	2 928	19 370	1 617	11	229	7 454

PART BII: CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")
IMPORT TRENDS: OVERVIEW



Between 1983 and 1985, the volume of clear glass for automotive, except laminated, over 3.5mm (1/8") rose from 86 000 m² to 395 701 m². However, in 1986, the volume declined by 30 per cent to 276 000 m². The value followed a similar pattern by doubling in 1984 to \$814 000, more than tripling to \$3 million dollars in 1985, and then remained steady in 1986.

PART BII: CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1983	1984	1985	1986	Unit Price	Average	Per Cent	Import
					1986 Per m ² \$	Annual Growth Rate 1983-1986 %	Change 1985-1986	Market Share 1986 %
UNITED STATES								
Quantity (000m ²)	86	135	383	263	10.47	45	-31	96
Value (\$000)	484	814	2 869	2 753		79	-4	97
REPUBLIC OF KOREA								
Quantity (000m ²)	0	0	6	8	7.88	N/A	37	3
Value (\$000)	0	0	51	63		N/A	24	2
SPAIN								
Quantity (000m ²)	0	0	0	2	8.00	N/A	N/A	1
Value (\$000)	0	0	0	16		N/A	N/A	1
BELGIUM, LUXEMBOURG								
Quantity (000m ²)	0	0	0	2	4.50	N/A	N/A	1
Value (\$000)	0	0	0	9		N/A	N/A	*
OTHER								
Quantity (000m ²)	0	0	7	1	10.00	N/A	-86	*
Value (\$000)	0	0	45	10		N/A	-78	*
TOTAL								
Quantity (000m ²)	86	135	396	276		47	-30	100
Value (\$000)	484	814	2 965	2 851		81	-4	100
UNIT PRICE (\$/m ²)	5.63	6.03	7.49	10.33				

* Less than one per cent
N/A - Not Applicable

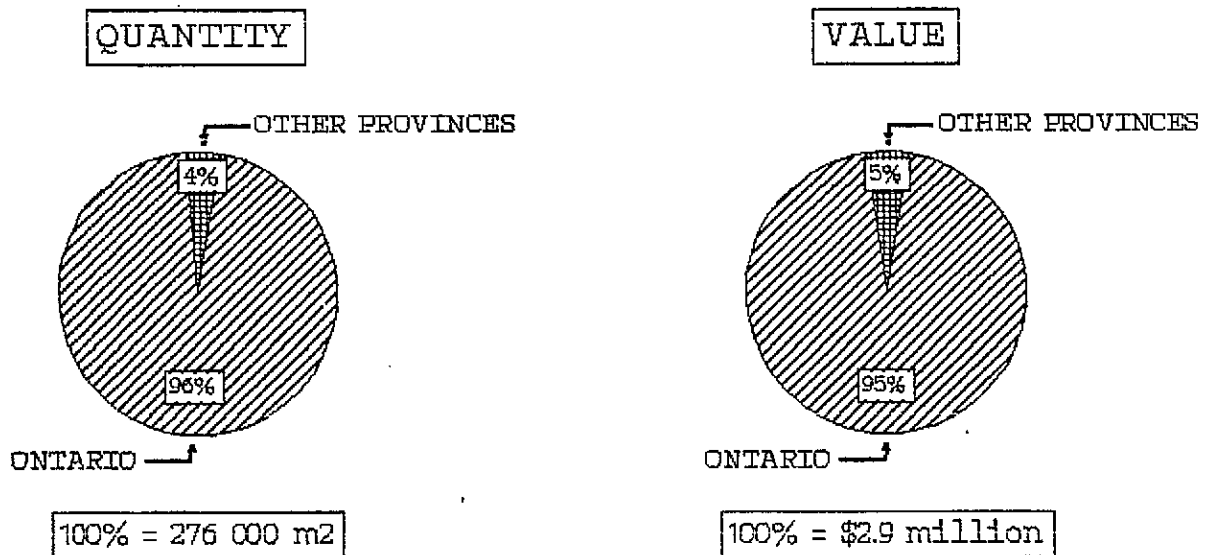
In 1986, imports of clear glass for automotive, except laminated, over 3.5mm, totalled 276 013 m² for a value of \$2.9 million.

During the four-year period, the United States dominated the Canadian import market. For the first two years, it captured 100 per cent of the market. In 1985 and 1986, the United States accounted for approximately 96 per cent of the volume and 97 per cent of the import value. In the latter year, the Republic of Korea was ranked second, accounting for only three per cent of the volume and two per cent of the value.

Between 1983 and 1986, the average unit price has increased from \$5.63 per m² to \$10.33 per m². In 1986, the average unit price varied between \$4.50 per m² for imports from Belgium, Luxembourg, to \$10.47 per m² for those from the United States.

PART BII: CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")
IMPORTS BY PROVINCE OF CLEARANCE - 1986

IMPORTS BY PROVINCE OF CLEARANCE - 1986



In 1986, imports of clear glass for automotive, except laminated, over 3.5mm (1/8"), cleared through the province of Ontario, totalled 264 000 m², or 96 per cent of Canadian imports. The provinces of British Columbia, Alberta and Québec accounted for the remaining four per cent of Canada's imports.

The value of imports cleared through the province of Ontario amounted to \$2.7 million or 95 per cent of Canadian imports. The remaining five per cent, or \$133 000, was cleared through British Columbia, Alberta or Québec.

NOTE: For more detailed data on imports of clear glass for automotive, except laminated over 3.5mm (1/8"), see Appendix BII, page 37.

PART BII: CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")

IMPORT MARKET CONCENTRATION - 1986

	<u>Top 5 Importers</u>	<u>Top 8 Importers</u>	<u>All Importers</u>
Value (\$000)	2 771	2 818	2 851
Per cent of Total Value	97	99	100

In 1986, there were at least eight known importers. Seven of the importers were manufacturers and were located in Ontario. Four of the companies were manufacturers of flat glass or glass products made of purchased glass; they accounted for \$2.4 million or 85 per cent of total imports.

NOTE: "Top importers" are the known importers with the largest imports by value in 1986.

APPENDIX BII

PART BII: CLEAR GLASS FOR AUTOMOTIVE, EXCEPT LAMINATED, OVER 3.5mm (1/8")
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES											
Quantity (000m ²)	263	0	0	0	0	1	255	0	0	5	1
Value (\$000)	2 753	0	0	0	0	11	2 653	0	0	71	18
REPUBLIC OF KOREA											
Quantity (000m ²)	8	0	0	0	0	0	8	0	0	0	0
Value (\$000)	63	0	0	0	0	0	63	0	0	0	0
SPAIN											
Quantity (000m ²)	2	0	0	0	0	0	0	0	0	0	2
Value (\$000)	16	0	0	0	0	0	0	0	0	0	16
BELGIUM, LUXEMBOURG											
Quantity (000m ²)	2	0	0	0	0	2	0	0	0	0	0
Value (\$000)	9	0	0	0	0	9	0	0	0	0	0
OTHER											
Quantity (000m ²)	1	0	0	0	0	0.4	1	0	0	0	0
Value (\$000)	10	0	0	0	0	7	3	0	0	0	0
<hr/>											
TOTAL											
Quantity (000m ²)	276	0	0	0	0	3	264	0	0	5	4
Value (\$000)	2 851	0	0	0	0	27	2 719	0	0	71	35



PART C

GLASS COATED WITH HEAT REFLECTING
AND ABSORBING MATERIALS (104-88)



PART C: GLASS COATED WITH HEAT REFLECTING AND ABSORBING MATERIALS
SCOPE

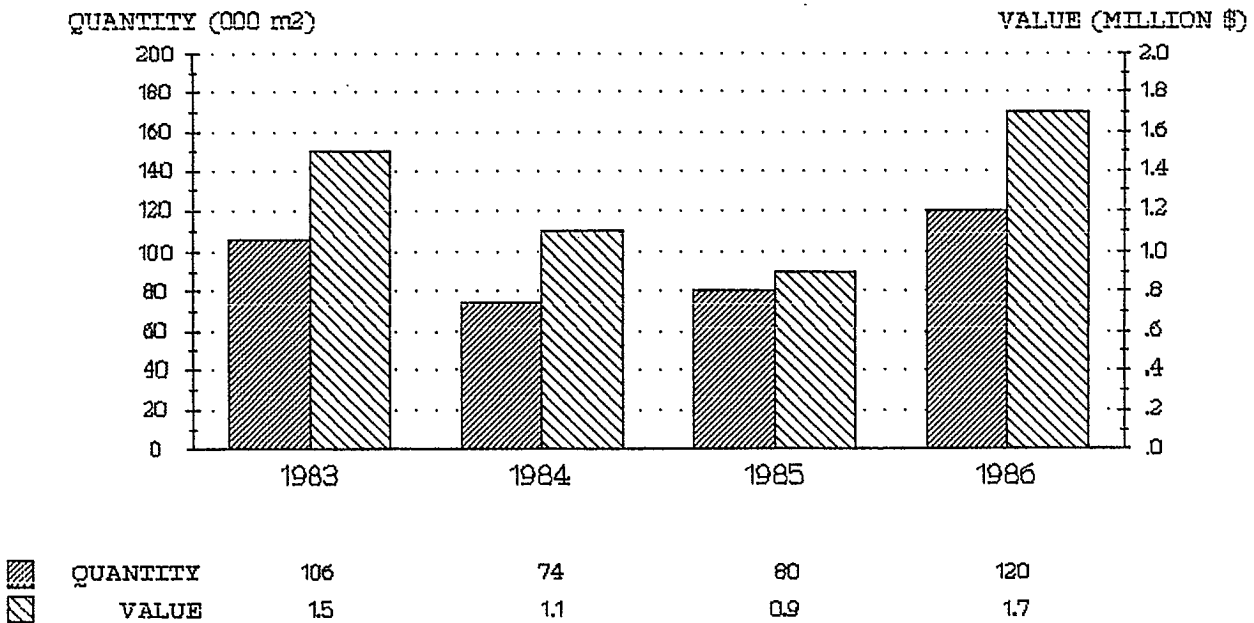
This section of the report analyses imports of products classified to the following two import commodity codes of the Canadian International Trade Classification (C.I.T.C.). This section will be subdivided according to these codes into parts CI and CII respectively.

<u>PART</u>	<u>C.I.T.C. COMMODITY CODE</u>	<u>DESCRIPTION</u>
CI	473-25-20*	GLASS COATED WITH HEAT REFLECTING MATERIAL
CII	473-25-30**	GLASS, HEAT ABSORBING EXCEPT TEMPERED

- * Includes: glass, climate control, transparent coated
 glass, environmental, coated with reflecting material
- ** Includes: glass, body tinted, for automotive use
 glass, climate control, body tinted, except tempered
 glass, bronze or grey except tempered

In 1986, glass coated with heat reflecting and absorbing material totalled 13.6 million m², for a value of \$66.6 million. Of this total, heat absorbing glass, except tempered, accounted for 13.5 million m² or \$64.9 million.

PART C1: GLASS COATED WITH HEAT REFLECTING MATERIAL
IMPORT TRENDS: OVERVIEW



In 1984, imports of glass coated with heat reflecting material declined from 105 860 m² to 73 778 m². The volume increased by 51 per cent in 1986 to 120 332 m² from 79 634 m² the previous year. The value of imports decreased from \$1.5 million in 1983, to \$890 000 in 1985. However, it increased by 93 per cent to \$1.7 million in 1986.

**PART CI: GLASS COATED WITH HEAT REFLECTING MATERIAL
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT**

Foreign Country of Export	1983	1984	1985	1986	Unit Price	Average	Per Cent	Import
					1986 Per m ² \$	Annual Growth Rate 1983-1986 %	Change 1985-1986	Market Share 1986 %
UNITED STATES								
Quantity (000m ²)	92	54	43	73	17.12	-7	71	61
Value (\$000)	1 362	943	671	1 250		-3	86	73
FEDERAL REPUBLIC OF GERMANY								
Quantity (000m ²)	0	0	0.3	12	12.17	N/A	3 900	10
Value (\$000)	0	0	2	146		N/A	7 200	9
FRANCE								
Quantity (000m ²)	0	0	3	8	12.50	N/A	167	6
Value (\$000)	0	0	36	100		N/A	178	6
JAPAN								
Quantity (000m ²)	12	16	32	16	6.19	12	-50	14
Value (\$000)	86	92	144	99		5	-31	6
BELGIUM, LUXEMBOURG								
Quantity (000m ²)	0	0.1	0	6	12.00	N/A	N/A	5
Value (\$000)	0	4	0	72		N/A	N/A	4
OTHER								
Quantity (000m ²)	2	3	2	5	10.00	29	150	4
Value (\$000)	19	66	37	50		38	35	3
TOTAL								
Quantity (000m ²)	106	74	80	120		4	50	100
Value (\$000)	1 467	1 105	890	1 717		5	93	100

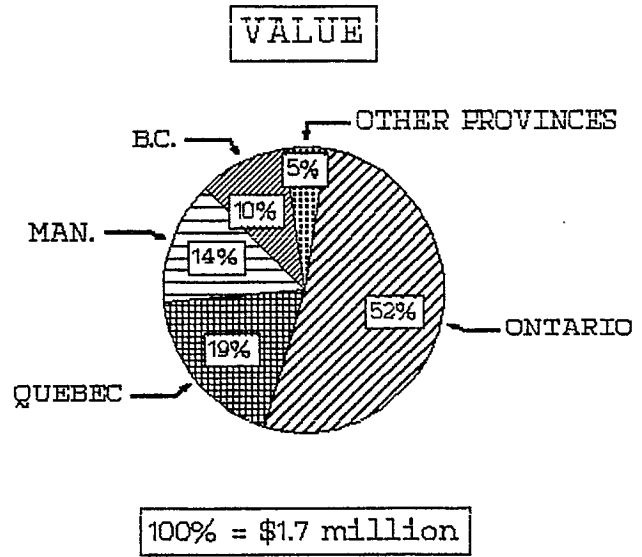
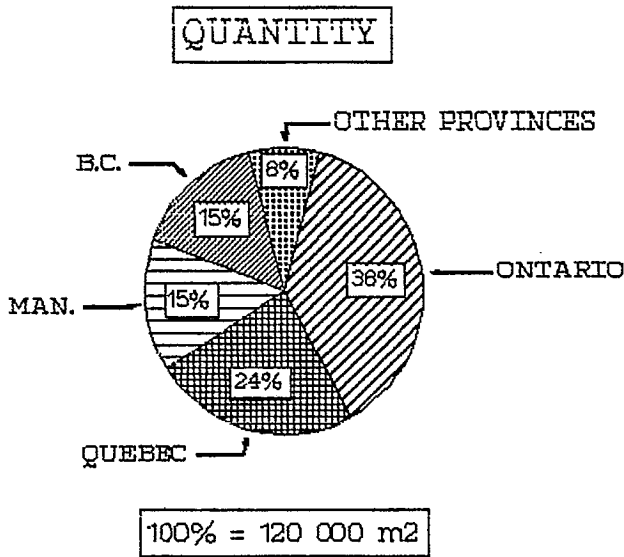
UNIT PRICE (\$/m²) 13.84 14.93 11.13 14.31

N/A - Not Applicable

Between 1983 and 1986, the United States was the major exporter of glass coated with heat reflecting material to Canada. The import market by volume declined from a high of 87 per cent in 1983 to 54 per cent in 1985, before increasing to 61 per cent in 1986. Japan has been the second major exporter to Canada. It reached its peak in 1985, accounting for 40 per cent of the volume but then declined to 14 per cent of the import market. It should be noted that imports from the Federal Republic of Germany increased from 302 m² to 11 697 m² in 1986. During the same period, the United States' share by value decreased from a high of 93 per cent to a low of 73 per cent in 1986. Japan's share of value increased from 6 per cent to 16 per cent of the value in 1985, before reverting to 6 per cent in 1986.

During the four-year period, the average unit price averaged around \$14 per m², except for 1985, when it averaged \$11 per m². This drop in unit price can be accounted for by imports from Japan which averaged \$4.57 per m², when compared to prices from the United States which averaged \$15.60 per m². In 1986, the average unit price varied between \$6.19 per m² for imports from Japan to a high of \$17.12 per m² for imports from the United States.

**PART CI: GLASS COATED WITH HEAT REFLECTING MATERIAL
IMPORTS BY PROVINCE OF CLEARANCE - 1986**



Imports of glass coated with heat reflecting material cleared through the provinces of Ontario, Québec, Manitoba and British Columbia totalled 112 000 m² or 93 per cent of Canadian imports during 1986. Ontario accounted for 46 000 m² or 38 per cent of total imports. Québec accounted for 29 000 m², Manitoba 19 000 m² and British Columbia 18 000 m² or 24 per cent, 15 per cent and 15 per cent, respectively, of Canada's imports.

Saskatchewan and Alberta accounted for the remaining 8 per cent of imports.

By value, clearance of imports remained the same. Ontario was the major province of clearance, with \$893 000, or 52 per cent of Canada's imports. Québec accounted for \$321 000, or 19 per cent, Manitoba \$245 000, or 14 per cent, and British Columbia \$164 000, or 10 per cent of imports. Saskatchewan and Alberta accounted for the remaining value of \$95 000 or 6 per cent.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix CI, page 45.

**PART CI: GLASS COATED WITH HEAT REFLECTING MATERIAL
IMPORT MARKET CONCENTRATION - 1986**

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>All Importers</u>
Value (\$000)	1 379	1 601	1 717
Per cent of Total Value	80	93	100

In 1986, the 10 top importers of glass coated with heat reflecting material accounted for \$1.6 million, or 93 per cent of total imports. Of these 10 companies, five were manufacturers of flat glass or glass products made of purchased glass who accounted for \$1.1 million or 65 per cent of total imports. The remaining five companies were wholesalers.

NOTE: "Top importers" are the known importers with the largest imports by value in 1986.

TYPE AND LOCATION OF THE TOP 16 KNOWN IMPORTERS - 1986
(96% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	8		3	115	11	
Québec	1	1 130*	1	403**	2	1 648*
Western Provinces	1		2		3	
Atlantic Provinces	-	-	-	-	-	-
TOTAL	10	1 130	6	518	16	1 648

Per cent of 1986 Total Value		66		30		96
---------------------------------	--	----	--	----	--	----

* Ontario, Québec and Western Provinces aggregated to preserve confidentiality.

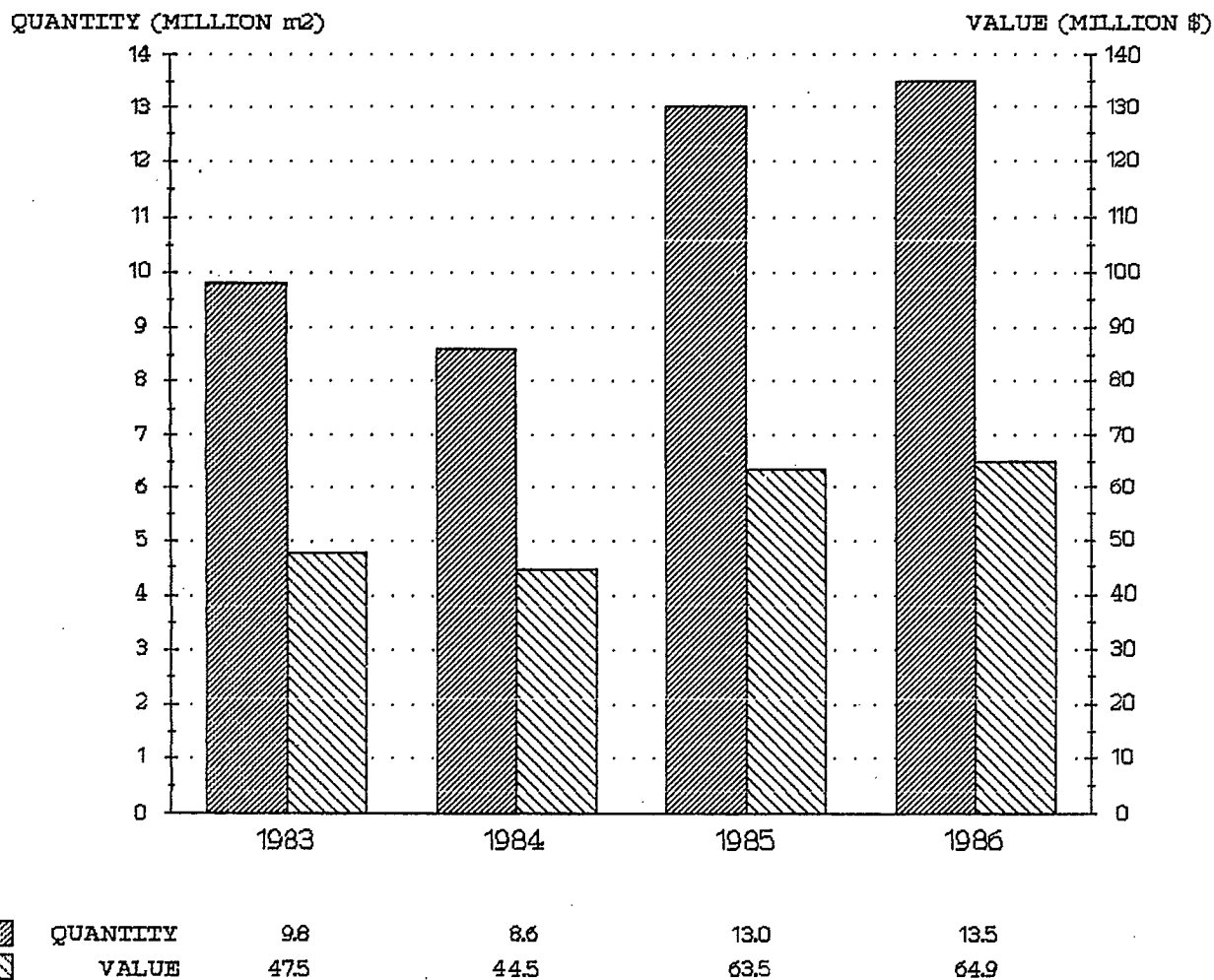
** Québec and Western Provinces aggregated to preserve confidentiality.

There were 16 known importers of glass coated with heat reflecting material in 1986. The top 16 importers accounted for \$1.6 million or 96 per cent of total imports. Of these 16 companies, ten were manufacturers. Another six companies were wholesalers.

PART CI: GLASS COATED WITH HEAT REFLECTING MATERIAL
IMPORTS BY PROVINCE OF CLEARANCE - 1986

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES											
Quantity (000m ²)	73	0	0	0	0	10	45	7	7	3	2
Value (\$000)	1 250	0	0	0	0	115	890	112	31	64	39
FEDERAL REPUBLIC OF GERMANY											
Quantity (000m ²)	12	0	0	0	0	12	0	0	0	0	0
Value (\$000)	146	0	0	0	0	146	0	0	0	0	0
FRANCE											
Quantity (000m ²)	8	0	0	0	0	0	0	8	0	0	0
Value (\$000)	100	0	0	0	0	0	0	100	0	0	0
JAPAN											
Quantity (000m ²)	16	0	0	0	0	3	0.5	0	0	0	13
Value (\$000)	99	0	0	0	0	16	3	0	0	0	80
BELGIUM, LUXEMBOURG											
Quantity (000m ²)	6	0	0	0	0	0.1	0	4	0	0	2
Value (\$000)	72	0	0	0	0	5	0	33	0	0	34
OTHER											
Quantity (000m ²)	5	0	0	0	0	4	0	0	0	0	1
Value (\$000)	50	0	0	0	0	39	0	0	0	0	11
TOTAL											
Quantity (000m ²)	120	0	0	0	0	29	46	19	7	3	18
Value (\$000)	1 717	0	0	0	0	321	893	245	31	64	164

PART CII: GLASS HEAT ABSORBING, EXCEPT TEMPERED
IMPORT TRENDS: OVERVIEW



Imports of heat absorbing glass, except tempered, declined to 8.6 million m² in 1984. The volume increased by 51 per cent, to 13.0 million m² the following year. It then levelled off to 13.5 million m² in the last year.

The value of imports followed the same trend, increasing from \$47.5 million in 1983 to \$64.9 million in 1986.

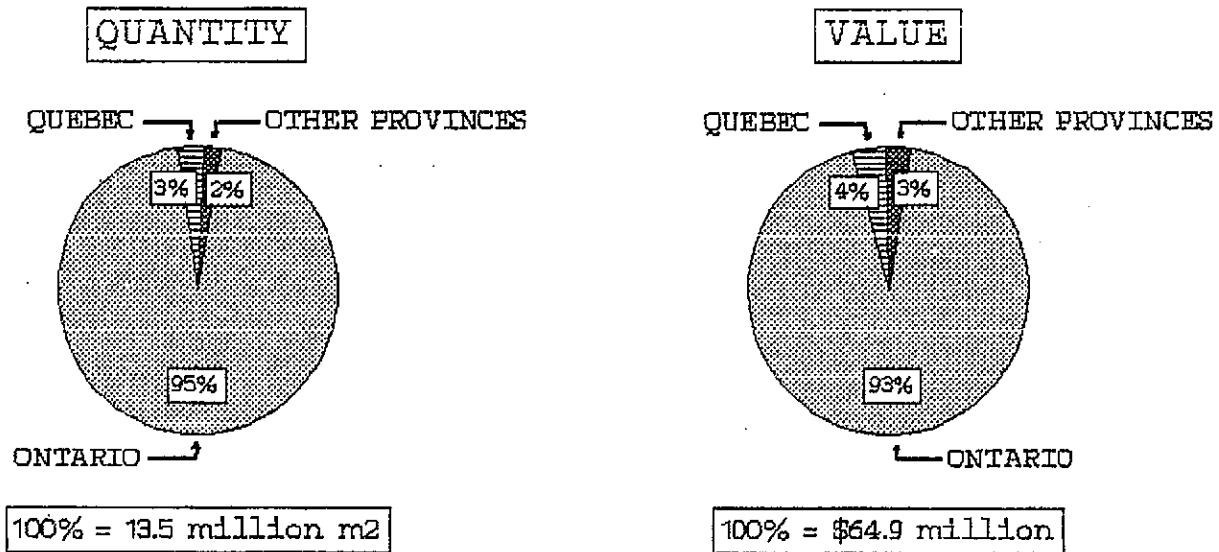
PART CII: GLASS HEAT ABSORBING, EXCEPT TEMPERED
IMPORTS INTO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

<u>Foreign Country of Export</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>Unit Price 1986 Per m² \$</u>	<u>Average Annual Growth Rate 1983-1986 %</u>	<u>Per Cent Change 1985-1986</u>	<u>Import Market Share 1986 %</u>
UNITED STATES								
Quantity (000m ²)	9 758	8 469	12 842	13 303	4.80	11	4	99
Value (\$000)	46 739	43 369	62 540	63 825		11	2	98
BELGIUM, LUXEMBOURG								
Quantity (000m ²)	15	25	59	64	6.58	62	9	0.5
Value (\$000)	104	164	362	421		59	16	1
FEDERAL REPUBLIC OF GERMANY								
Quantity (000m ²)	30	68	65	41	5.78	11	-37	0.3
Value (\$000)	197	496	412	237		6	-42	0.4
JAPAN								
Quantity (000m ²)	36	28	17	43	4.98	5	153	0.3
Value (\$000)	403	369	108	214		-19	98	0.3
OTHER								
Quantity (000m ²)	6	6	8	11	14.90	22	38	0.1
Value (\$000)	55	88	65	164		44	152	0.2
TOTAL								
Quantity (000m ²)	9 846	8 596	12 991	13 461		11	4	100
Value (\$000)	47 507	44 486	63 487	64 861		11	2	100
UNIT PRICE (\$/m²)	4.83	5.18	4.89	4.82				

During the period 1983 to 1986, the United States was the major exporter of heat absorbing glass, except tempered to Canada, accounting for 99 per cent of the volume and at least 98 per cent of the value. In 1986, Belgium and Luxembourg, together surpassed the Federal Republic of Germany to rank as the next largest exporters to Canada.

The average unit price peaked in 1984 at \$5.18 per m², but declined in 1986 to \$4.82 per m². In 1986, the average unit price varied from a low of \$4.80 per m² for imports from the United States, to a high of \$6.58 per m² for imports from Belgium, Luxembourg.

PART CII: GLASS HEAT ABSORBING, EXCEPT TEMPERED
IMPORTS BY PROVINCE OF CLEARANCE - 1986



Ontario and Québec were the major provinces of clearance. Ontario accounted for 12.8 million m², or 95 per cent of Canada's imports. Québec accounted for 365 000 m², or three per cent of total imports. The balance of imports were cleared through other provinces and accounted for 256 000 m², or 2 per cent.

In 1986, Ontario was the principal province of clearance with \$60.4 million, or 93 per cent of the imports of heat absorbing glass, except tempered. Québec was the second province of clearance with \$2.4 million, or 4 per cent of imports. The remaining \$2.1 million, or three per cent of imports were cleared through other provinces.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix CII, page 50.

PART CII: GLASS HEAT ABSORBING, EXCEPT TEMPERED
IMPORT MARKET CONCENTRATION - 1986

	<u>Top 5</u> <u>Importers</u>	<u>Top 10</u> <u>Importers</u>	<u>Top 15</u> <u>Importers</u>	<u>All</u> <u>Importers</u>
Value (\$000)	60 381	62 980	63 617	64 861
Per cent of Total Value	93	97	98	100

The 10 major importers accounted for \$62.9 million, or 97 per cent of the value of imports of heat absorbing glass, except tempered in 1986. Seven of the 10 major importers were manufacturers and accounted for \$61.4 million or 95 per cent of imports. Eight of the top 10 importers are located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1986.

TYPE AND LOCATION OF THE TOP 20 KNOWN IMPORTERS - 1986
(98% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>TOTAL</u>	
	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>	<u>No. of</u> <u>Importers</u>	<u>Value</u> <u>(\$000)</u>
Ontario	10	60 345	3	709*	13	62 603*
Québec	3	1 549	1		4	
Western Provinces	-	-	3	1 240	3	1 240
Atlantic Provinces	-	-	-	-	-	-
TOTAL	13	61 894	7	1 949	20	63 843

Per cent of 1986 Total Value	95	3	98
---------------------------------	----	---	----

* Ontario and Québec aggregated to preserve confidentiality.

In 1986, there were 58 known importers of heat absorbing glass, except tempered. The top 20 accounted for \$63.8 million, or 98 per cent of the value of imports. Seven of these 20 importers were manufacturers of flat glass or glass products made of purchased glass. They accounted for \$52.7 million, or 81 per cent of total imports.

PART CII: GLASS HEAT ABSORBING, EXCEPT TEMPERED
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
UNITED STATES											
Quantity (000m ²)	13 303	0	15	0	11	308	12 792	86	10	25	56
Value (\$000)	63 825	0	61	0	163	2 087	59 999	772	114	263	366
BELGIUM, LUXEMBOURG											
Quantity (000m ²)	64	0	1	0	0	41	15	0	0	5	2
Value (\$000)	421	0	5	0	0	254	111	0	0	43	8
FEDERAL REPUBLIC OF GERMANY											
Quantity (000m ²)	41	0	0	0	0	10	30	0	0	0	0
Value (\$000)	237	0	0	0	0	64	174	0	0	0	0
JAPAN											
Quantity (000m ²)	43	0	1	0	0	0	0	0	0	0	42
Value (\$000)	214	0	5	0	0	0	0	0	0	0	209
OTHER											
Quantity (000m ²)	11	0	0	0	0	6	4	0	0	0	1
Value (\$000)	164	0	0	0	0	37	78	0	0	0	48
TOTAL											
Quantity (000m ²)	13 461	0	17	0	11	365	12 841	86	10	30	102
Value (\$000)	64 861	0	71	0	163	2 442	60 362	772	114	306	631

DRIE REGIONAL OFFICES

Newfoundland
P.O. Box 8950
Parsons Building
90 O'Leary Avenue
St. John's, Newfoundland
A1B 3R9
Tel: (709) 772-4884

Prince Edward Island
P.O. Box 1115
Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, Prince Edward Island
C1A 7M8
Tel: (902) 566-7400

Nova Scotia
P.O. Box 940, Station M
1496 Lower Water Street
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-2018

New Brunswick
P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel: (506) 857-6400

Québec
P.O. Box 247
Tour de la Bourse
800, Place Victoria, Suite 3800
Montréal, Québec
H4Z 1E8
Tel: (514) 283-8185

Ontario
4th Floor
Dominion Public Building
1 Front Street West
Toronto, Ontario
M5J 1A4
Tel: (416) 973-5000

Manitoba
P.O. Box 981
330 Portage Avenue
Room 608
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-4090

Saskatchewan
Canada Building
6th Floor, 105-21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-4400

Alberta
Cornerpoint Building
10179 - 105th Street, Suite 505
Edmonton, Alberta
T5J 3S3
Tel: (403) 420-2944

British Columbia
P.O. Box 49178
Bentall Postal Station
Bentall Tower IV
1101 - 1055 Dunsmuir Street
Vancouver, British Columbia
V7X 1K8
Tel: (604) 666-0434

Yukon
Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
Tel: (403) 668-4655

Northwest Territories
P.O. Bag 6100
Precambrian Building
Yellowknife, Northwest Territories
X1A 1C0
Tel: (403) 920-8571

