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no. 115-88  
to 117-88



# IMPORT PROFILE

## Investment Opportunities

LAMINATED, TOUGHENED OR TEMPERED GLASS

Pub. Nos.: 115-88 to 117-88 March 1988



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
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LAMINATED, TOUGHENED OR TEMPERED GLASS

Pub. Nos.: 115-88 to 117-88 March 1988

Including:

Part A - Plate or Float Glass, Not Over 4mm (5/32") for Laminated Plate Glass	115-88
Part B - Laminated Sheet, Plate or Float Glass, Other	116-88
Part C - Toughened or Tempered Sheet, Plate or Float Glass	117-88

FOR MORE INFORMATION PLEASE CONTACT:

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EXPANSION  
OTTAWA, ONTARIO

OR

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OTTAWA, ONTARIO

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

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.

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PUB. NOS.: 115-88 TO 117-88

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED GLASS

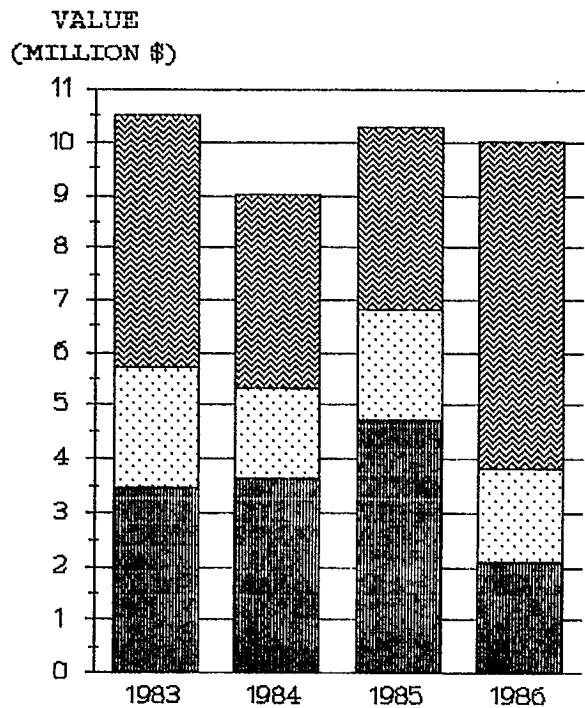
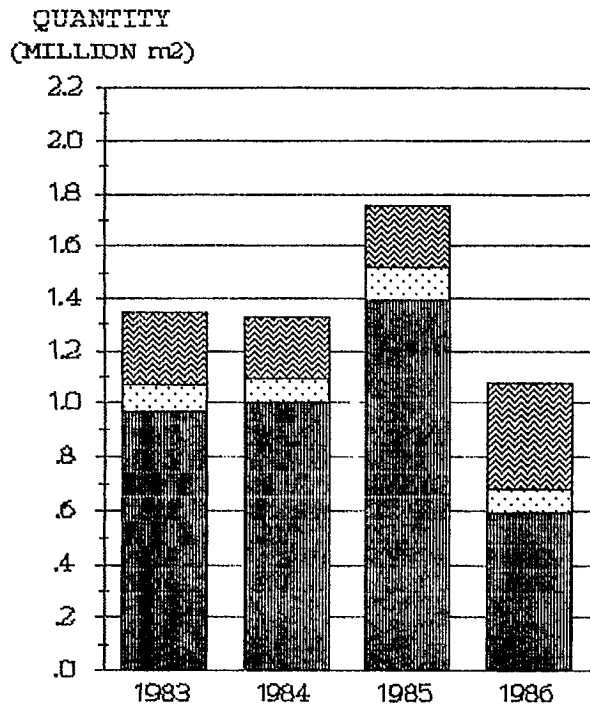
INTRODUCTION AND SCOPE

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 sections. The first section provides aggregated data for all types of laminated, toughened or tempered glass covered in this profile. The next three sections cover data for each specific type of flat glass as specified. Further information on other flat glass products is published in Import Profiles, Selected Flat Glass Products (102-87 to 104-87) as listed below. Flat glass products not included in the reports are also listed below.

<u>CODE</u>	<u>DESCRIPTION</u>	<u>1986 IMPORT VALUE</u> (\$ million)
<u>LAMINATED, TOUGHENED OR TEMPERED GLASS (Pub. Nos.: 115-88 to 117-88)</u>		
473-08	PART A - PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32") FOR LAMINATED PLATE GLASS	2.1
473-15	PART B - LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER	1.7
473-16	PART C - SHEET, PLATE OR FLOAT GLASS, TOUGHENED OR TEMPERED	6.2
<u>SELECTED FLAT GLASS PRODUCTS (Pub. Nos.: 102-88 to 104-88)</u>		
473-11	CLEAR PLATE OR FLOAT GLASS, NOT OVER 3.5mm (1/8")	7.3
473-13	PLATE OR FLOAT GLASS OVER 3.5mm (1/8")	34.5
473-25	GLASS COATED WITH HEAT REFLECTING AND ABSORBING MATERIALS	66.6
<u>FLAT GLASS PRODUCTS NOT INCLUDED IN REPORTS</u>		
473-03	SHEET GLASS, NOT OVER 30 OZ. PER SQUARE FOOT	2.1
473-06	SHEET GLASS, OVER 30 OZ. PER SQUARE FOOT	0.3
473-18	WIRED GLASS IN SHEETS OR PLATES	2.5
473-24	GLASS COATED FOR MIRRORS, SHEET, PLATE OR FLOAT	2.5
473-27	COLOURED GLASS, ORNAMENTAL, FIGURED OR ENAMELLED, NOT ELSEWHERE SPECIFIED	1.5
473-30	WHITE GLASS, PAINTED, VITRIFIED, CHIPPED, FIGURED OR ENAMELLED	1.7

AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED GLASS  
 IMPORT TRENDS: OVERVIEW



TOTAL  
QTY

1.34    1.33    1.76    1.08

TOTAL  
VALUE

10.5    9.0    10.3    10.0

- Plate or Float Glass for Lamination, Not Over 4mm
- ▨ Laminated Sheet, Plate or Float Glass (Excluding Tempered)
- ▩ Toughened or Tempered Sheet, Plate or Float Glass

Between 1983 and 1986, imports of all types of laminated, toughened or tempered glass declined from 1.34 million square metres (m<sup>2</sup>) to 1.08 million square metres. The total value of imports declined from \$10.5 million to \$10.0 million.

Plate or float glass, not over 4mm (5/32"), for laminated plate glass, accounted for 594 200 m<sup>2</sup> (55 per cent) of the volume but only \$2.1 million (21 per cent) of the total imports in 1986. Toughened or tempered sheet, plate or float glass, all types, accounted for approximately 321 200 m<sup>2</sup> (32 per cent) for a value of \$6.2 million (62 per cent).



AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED 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 in 1986. Canada exported C\$238.4 million or 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 LAMINATED, TOUGHENED OR TEMPERED GLASS  
MARKET SUMMARY

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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 laminated, toughened or tempered glass categories which account for \$10 million. A separate import profile examines selected flat glass products such as, clear plate or float glass and glass coated with heat reflecting and absorbing materials which accounted for \$108 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 LAMINATED, TOUGHENED OR TEMPERED 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(1)</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 LAMINATED, TOUGHENED OR TEMPERED 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(1)</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-			
542-44-20	ing wire netting), in			
542-44-50	rectangles, not ground, not			
542-46-20	polished and not otherwise			
542-46-50	processed, weighing over 4 oz.			
542-48-15	per square foot:			
542-48-35	Cast or rolled glass:			
542-57-00	(CONT'D)	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			
543-21-00	and float glass), whether or			
543-23-00	not containing wire netting,			
543-27-30	in rectangles, ground or			
543-27-70	polished on one or both			
543-31-00	surfaces in whole in whole or			
543-61-00	in part, but not further			
543-63-00	processed:	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 LAMINATED, TOUGHENED OR TEMPERED 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(1)</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					731 878
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					
		<b>Total</b>			

(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 LAMINATED, TOUGHENED OR TEMPERED GLASS  
CANADIAN TARIFFS

Tariff Item	Description	Import Code (1986)	% of Total Import Value (1986)	Tariff Treatment				
				British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential 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 January 1, 1987			Free	4.1	15	Free	4.0
				Free	4.0	15	Free	4.0
		473-08	99					
		473-15	3					
		473-16	9					
32000-01	Glass, rolled or cast, not further processed than cut into rectangles:			Free	5.0	15	Free	5.0
		473-15	11					
		473-16	1					
32100-01	Sheet glass, plate glass, cast glass and rolled glass, n.o.p.: January 1, 1986 January 1, 1987			Free	7.2	17.5	Free	6.8
				Free	6.8	17.5	Free	6.8
		473-15	2					
		473-16	4					
32100-02	Float glass, n.o.p.: January 1, 1986 January 1, 1987			Free	6.1	17.5	Free	5.5
				Free	5.5	17.5	Free	5.5
		473-15	17					
		473-16	23					
32101-01	Plate, sheet, float, rolled or cast glass, tempered, n.o.p.: January 1, 1986 January 1, 1987			10.0	11.1	22.5	7.0	10.2
				10.0	10.2	22.5	6.5	10.0
		473-15	9					
		473-16	28					

AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED GLASS  
CANADIAN TARIFFS (CONT'D)

Tariff Item	Description	Import Code (1986)	% of Total Import Value (1986)	Tariff Treatment				
				British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %
32201-01	Laminated glass, of sheet glass, plate glass or float glass, or combinations thereof: not further processed than cut in rectangles:							
	January 1, 1986			5.0	8.6	22.5	Free	8.0
	January 1, 1987			5.0	8.0	22.5	Free	8.0
		473-15	36					
		473-16	3					
32300-01	Manufacturers of laminated glass, n.o.p.:							
	January 1, 1986			12.4	12.4	35.0	Free	12.4
	January 1, 1987			11.3	11.3	35.0	Free	11.3
		473-15	6					
		473-16	3					
32615-01	Manufacturers of glass, n.o.p.:							
	January 1, 1986			10.0	11.1	22.5	7.0	10.2
	January 1, 1987			10.0	10.2	22.5	6.5	10.2
		473-16	17					
95006-01	All parts, and accessories and parts thereof, except tires, tubes and machines or other articles required under tariff item 43803-01 to be valued separately under the tariff items regularly applicable thereto, when imported for use as original equipment in specified commercial vehicles to be produced in Canada by a manufacturer of specified commercial vehicles:							
		473-15	10	Free	Free	-	-	-

N.o.p. - Not otherwise provided for

AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED GLASS  
CANADIAN TARIFFS (CONT'D)

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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, Italy, Spain

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment\*: Republic of Korea, Mexico

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 LAMINATED, TOUGHENED OR TEMPERED GLASS  
CANADIAN IMPORTERS

Importers of laminated, toughened or tempered glass 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 numbers in brackets following the names of the importers indicate the specific types of glass they are importing as follows: (1) plate or float glass not over 4mm (5/32"); (2) laminated sheet, plate or float glass, other; (3) colourless tempered sheet glass; (4) clear tempered plate or float glass; (5) laminated tempered sheet, plate or float glass; (6) heat absorbing and reflecting tempered glass; (7) coloured tempered glass, except white; (8) tempered glass, not elsewhere specified.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A-1 Auto Glass Ltd.(8)	Calgary, Alta.	Coast Wholesale	
Absolute Security Ltd.(4)	Mississauga, Ont.	Appliances Ltd.(8)	Vancouver, B.C.
Adson Glass Inc.(2)	North Vancouver, B.C.	Custom Glass	
Airlite Glass Insulating, Div. of Indal Limited(6)(7)	Downsview, Ont.	Ltd.(2)(3)(7)	Edmonton, Alta.
All Team Glass & Mirror Ltd.(2)(4)	Woodbridge, Ont.	Cutler Brands & Designs, Div. of Can Corp. Management Co. Limited(3)(8)	Toronto, Ont.
Alpine Glass Ltd.(2)	Calgary, Alta.	Delta Glass & Mirror Company (1979) Ltd.(8)	Delta, B.C.
Artistic Glass, c/o Pewter House Inc.(2)	Toronto, Ont.	Douglas Glass & Mfg. Ltd.(7)	Welland, Ont.
ASC Incorporated(6)	Southgate, MI, USA*	Duval and Duval Inc.(2)	Anjou, Qué.
Atlas Glass Company Ltd.(4)	Vancouver, B.C.	Dynaflair Corporation Canada Inc.(8)	Pointe-Claire, Qué.
Beclawat Ltée/Ltd.(7)	Belleville, Ont.	East & West Alum Craft Ltd.(3)(4)(6)(7)(8)	Burnaby, B.C.
Belbois Ltd.(7)(8)	Montréal, Qué.	Eastland Industries Ltd.(8)	Minto, N.B.
Belglaco Inc.(2)	Mississauga, Ont.	English Aluminium Greenhouses Ltd.(4)	Willowdale, Ont.
Blero Engineering & Equipment Ltd.(2)	Edmonton, Alta.	Equibuilt Window Systems Inc.(5)	Edmonton, Alta.
Bogardus Wilson (1984) Ltd.(2)(4)(5)(6)	Burnaby, B.C.	Ferguson Glass Limited(2)	Windsor, Ont.
Brian Engineering Ltd.(8)	Mont Royal, Qué.	Ferguson Glass Western Ltd.(2)(4)(5)	Calgary, Alta.
Builders Furniture Ltd.(4)	Winnipeg, Man.	Fleck Bros., Div. of Steeley Dist. Inc.(8)	Burnaby, B.C.
Bulova Watch Company Ltd.(8)	Toronto, Ont.	Ford Glass Ltd.(1)(2)(3) (4)(6)(7)(8)	Toronto, Ont.
C J Rush Limited(2)	Agincourt, Ont.	Ford Motor Company of Canada Ltd.(1)(2)	Oakville, Ont.
Camco Inc.(8)	Weston, Ont.	Fournier Stands Mfg. of Canada Ltd.(3)(4)	Winnipeg, Man.
Can-Am Trailers Ltd.(2)	Lambeth, Ont.		
Canadian Marconi Company Ltd.(2)	Montréal, Qué.		
Caterpillar of Canada Ltd.(2)(5)	Mississauga, Ont.		
Chubb Security Safes, Division of Raca! Chubb Canada Limited(2)	Mississauga, Ont.		

AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED GLASS  
CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
General Motors of Canada Ltd.(2)(5)	Oshawa, Ont.	Lessard Beaucage Lemieux & Ass. Inc.(2)	St-Laurent, Qué.
Glassec Industries Inc.(6)	Richelieu, Qué.	Lord & Burnham Company Limited(2)	St. Catharines, Ont.
Glegg Water Conditioning Inc.(8)	Guelph, Ont.	Lozier Store Fixtures Inc.(4)	Toronto, Ont.
Globe Realty Management Limited(2)	Toronto, Ont.	Macmillan Bloedel Limited(8)	Vancouver, B.C.
Guardian Industries, O/B Permaglass Ind. Ltd.(6)	Tillsonburg, Ont.	Manufacture de Meubles Valentino Inc.(2)	St-Léonard, Qué.
Higginson Equipment Sales Ltd.(4)(6)(8)	Burlington, Ont.	Marquez Ltd.(5)	Montréal, Qué.
Homeshield Industries Ltd.(2)	Bramalea, Ont.	McDonalds Restaurants of Canada Ltd.(2)	Toronto, Ont.
Images Nord-Ouest Ltée(2)(3)(5)	Montréal, Qué.	McRae Engineering Equipment Ltd.(8)	Toronto, Ont.
Importations Fabreville Inc.(4)	Laval, Qué.	Multiver Limitée(3)(6)(8)	Vanier, Qué.
Inde-Pane Ltée(3)	Anjou, Qué.	National Aluminum Products Ltd.(1)(7)(8)	Langley, B.C.
International Factory Sales Service Ltd.(3)(4)(6)	Vancouver, B.C.	National Glass Ltd.(2)(3)(4)(5)(6)(7)(8)	Langley, B.C. Surrey, B.C.
J D Irving Ltd.(2)	Saint John, N.B.	National Windows Ltd.(7)	
J I Case Canada Inc.(5)	Racine, WI, USA*	Navistar International Corporation Canada(8)	Hamilton, Ont.
Jas H Matthews & Company (Canada) Ltd.(2)	Pittsburgh, PA, USA*	Niagara Glass Limited(2)	St. Catharines, Ont.
Kaleido Glass Limited(2)	Streetsville, Ont.	Norsun Inc.(6)	Manotick, Ont.
Kawneer Company Canada Ltd.(5)	Scarborough, Ont.	Northern Telecom Canada Limited(8)	Islington, Ont.
Keene Corporation of Canada Limited(8)	Cambridge, Ont.	Overseas Auto Parts(8)	Vancouver, B.C.
L O F Glass of Canada Ltd.(1)(8)	Collingwood, Ont.	P P G Canada Inc.(3)(4)(5)(6)	Oshawa, Ont.
Le Produit de Transit Ltd.(2)(5)	Pointe Claire, Qué.	P P G Canada Inc.(2)(3)(4)(5)(6)(8)	Toronto, Ont.
Les Composants de Batiments, Standard Div., Ind. Rawr Ltd.(4)(5)	Montréal, Qué.	Panorama Draperies Inc.(8)	Montréal, Qué.
Les Entreprises N C A Enrg.(3)	Montréal, Qué.	Peacock Brothers Ltd.(6)(8)	Lasalle, Qué.
Les Industries E T S G Inc.(4)	Sherbrooke, Qué.	Pepsi Cola Canada Limited(4)	Toronto, Ont.
Les Produits Aero Inc.(4)	Laval, Qué.	Preston & Lieff Glass Ltd.(5)	Ottawa, Ont.
		Repla Limited(1)(4)	Oakville, Ont.
		Robert Hunt Corporation(4)(8)	London, Ont.

AGGREGATED DATA FOR ALL TYPES OF LAMINATED, TOUGHENED OR TEMPERED GLASS  
CANADIAN IMPORTERS (CONT'D)

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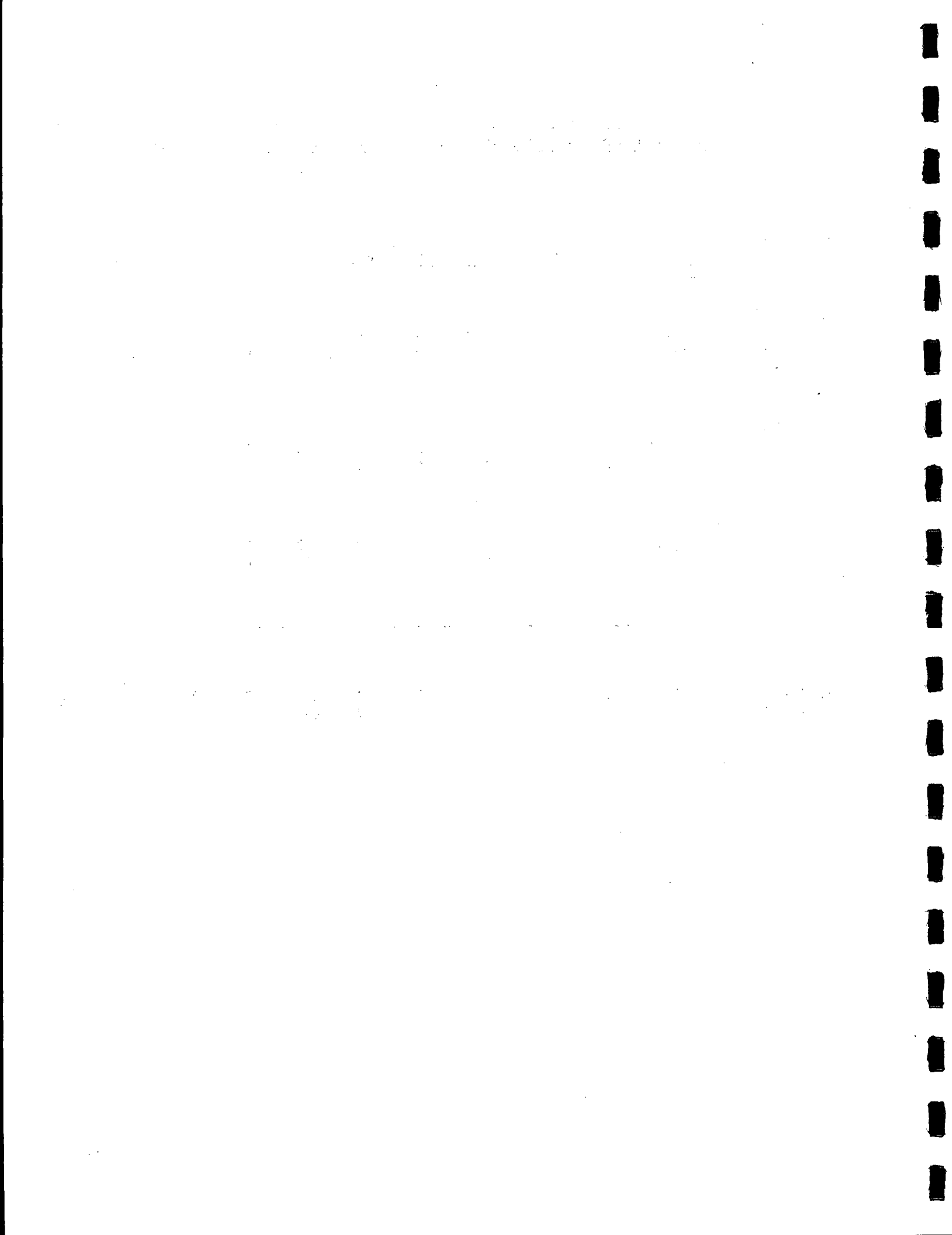
<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Salco Furniture Corporation(2)	Markham, Ont.	Trenline-Laramee Glass Products Inc.(2)	Rexdale, Ont.
Security Metal Products Ltd.(5)	Montréal, Qué.	Trimlite Canada Ltd.(3)(4)(8)	Surrey, B.C.
Selenia Food Equipment Limited(8)	Concord, Ont.	Trulite Industries Limited(2)(5)(6)	Mississauga, Ont.
Sherwood Windows Limited(5)	Rexdale, Ont.	Vanfax Corporation, L O F of Canada Ltd. (2)(5)(6)	Weston, Ont.
Sonic Barrier Sound Products Ltd.(8)	Richmond, B.C.	Ventra-Lux Inc.(3)	West Hill, Ont.
St. Lawrence Glass Limited(2)	Ottawa, Ont.	Vitrierie Baie St-Paul Inc.(2)	Baie St-Paul, Qué.
Stright-Mackay Limited(8)	Pictou, N.S.	Vitrierie Bourchard Glass Incorporé(2)	Montréal, Qué.
Sumitomo Canada (4)(6) Limited	Vancouver, B.C.	Vitrierie Mont-Laurier Ltée(2)(4)	Amos, Qué.
Sun-View Industries Ltd.(4)(6)(8)	Summerland, B.C.	Walker-Atlantic Glass Ltd.(2)(7)	Agincourt, Ont.
Supreme Kitchens & Distributors Ltd.(8)	Regina, Sask.	Weather Shield of Canada Ltd.(8)	Winnipeg, Man.
Tempglass, Division of Indal Limited(6)(7)	Weston, Ont.	Wendys Restaurants of Canada Inc.(2)(7)	Mississauga, Ont.
Thermo Dynamics Ltd.(3)	Dartmouth, N.S.	Wescan Glass Industries Inc.(2)(5)	Burnaby, B.C.
Tiffany Glass Centre Ltd.(5)(6)	Vancouver, B.C.	Western Fibrecraft Ltd.(8)	Winnipeg, Man.
Tralite Industries Limited	Mississauga, Ont.	Yvon Hurteau Inc.(5)	Pointe-aux-Trembles, Qué.
Trek Latowski & Associates Ltd.(2)	Vancouver, B.C.	Zimcor Co.(6)	Lachine, Ont.

\* Non-resident importer

PART A

PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32").

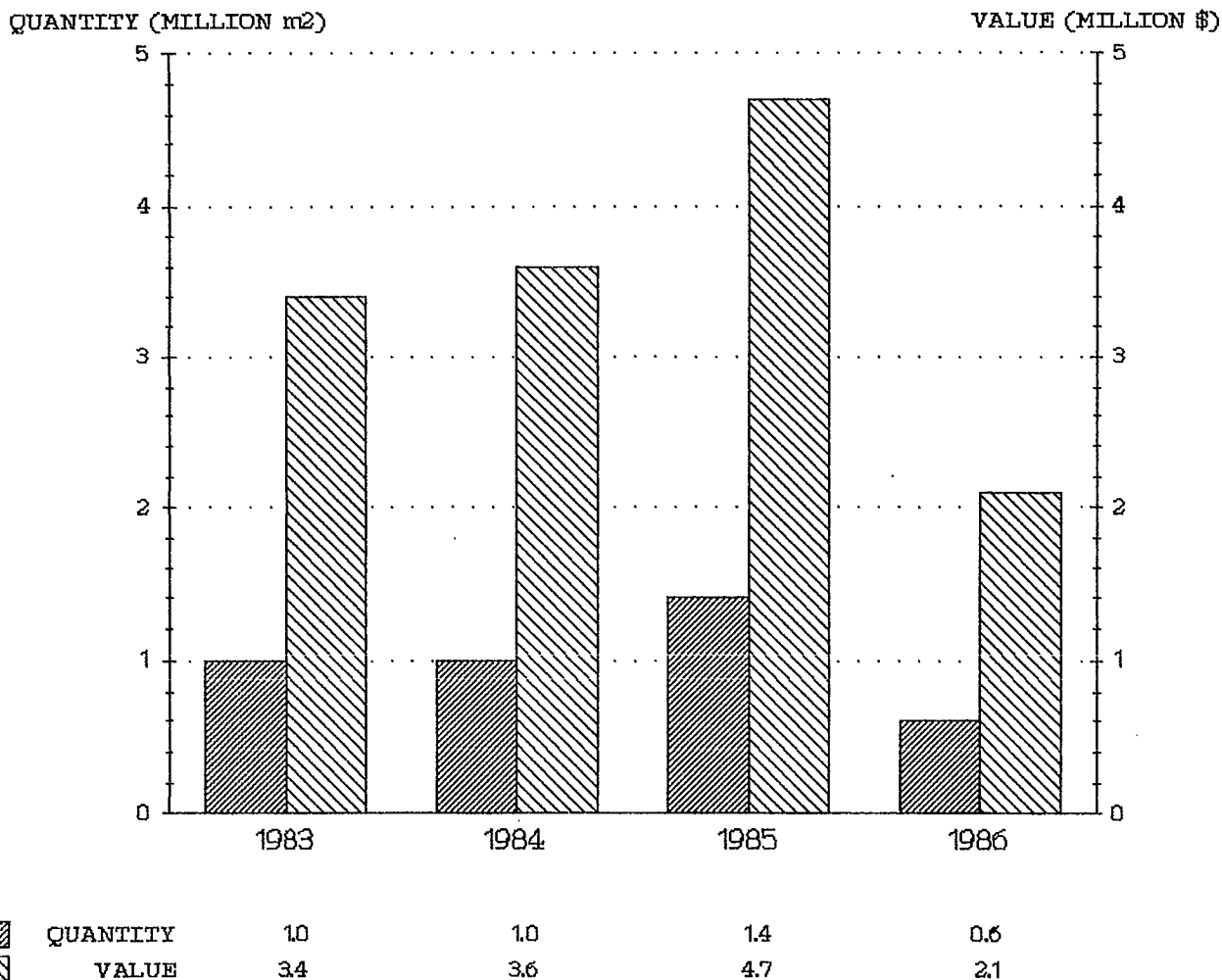
FOR LAMINATED PLATE GLASS (115-88)



**PART A: PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32"), FOR LAMINATED PLATE GLASS  
SCOPE**

Plate or float glass, not over 4mm (5/32"), for laminated plate glass, as covered in this section of the report, is classified to Canadian International Trade Classification (C.I.T.C.) 473-08-10.

**IMPORT TRENDS: OVERVIEW**



The volume of imports of plate or float glass, not over 4mm (5/32"), for laminated plate glass, remained steady at approximately 1.0 million m<sup>2</sup> in 1983 and 1984. It increased by 391 400 m<sup>2</sup> (39 per cent) in 1985. However, in 1986, the volume declined to less than 600 000 m<sup>2</sup>, or a 57 per cent decrease. The value followed the same pattern increasing by \$1.1 million to \$4.7 million in 1985, then decreasing to \$2.1 million.

**PART A: PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32"), FOR LAMINATED PLATE GLASS  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT**

Foreign Country of Export	1983	1984	1985	1986	Unit Price 1986 Per m <sup>2</sup> \$	Average Annual Growth Rate 1983-1986 %	Per Cent Change 1985-1986	Import Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	953.0	997.7	1 354.5	570.3		-16	-58	96
Value (\$000)	3 385	3 621	4 598	2 080	3.65	-15	-55	98
<b>FEDERAL REPUBLIC OF GERMANY</b>								
Quantity (000m <sup>2</sup> )	12.4	1.6	2.1	3.1		-37	47	0.5
Value (\$000)	56	6	7	24	7.74	-25	243	1
<b>ITALY</b>								
Quantity (000m <sup>2</sup> )	0	0	5.9	20.8		N/A	252	4
Value (\$000)	0	0	34	16	0.77	N/A	-53	1
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	0	2.9	30.9	0	N/A	N/A	-100	0
Value (\$000)	0	10	69	0	N/A	N/A	-100	0
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	965.4	1 002.1	1 393.5	594.2		-15	-57	100
Value (\$000)	3 441	3 637	4 708	2 119		-15	-55	100
UNIT PRICE (\$/m <sup>2</sup> )	3.56	3.63	3.38	3.57				

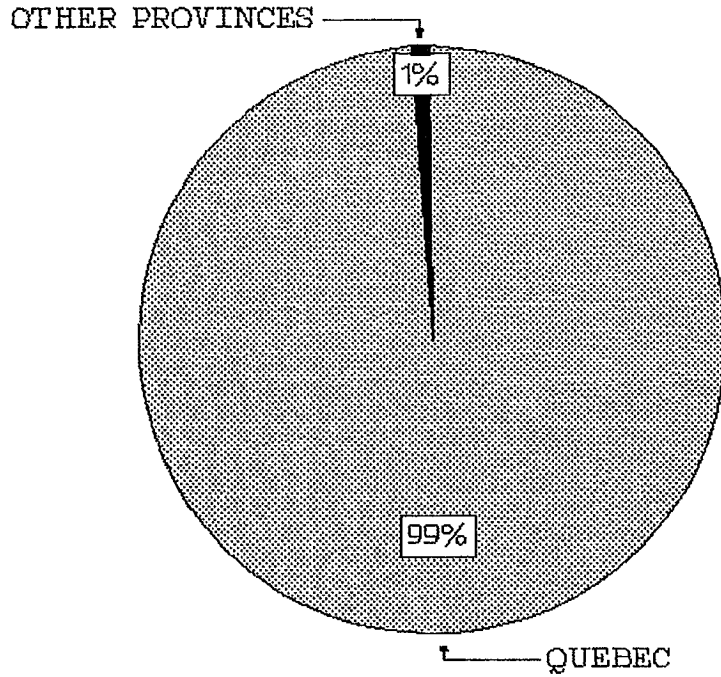
N/A - Not Applicable

Between 1983 and 1986, the United States was the major exporter to Canada of plate or float glass, not over 4mm. The United States' share of the volume and the value was over 97 per cent.

During the four-year period, the average unit price has remained steady, averaging \$3.56 per m<sup>2</sup>. In 1986, the average unit price varied, from a low of 77 cents per m<sup>2</sup> exported from Italy to a high of \$7.74 per m<sup>2</sup> for glass exported from the Federal Republic of Germany.

PART A: PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32"), FOR LAMINATED PLATE GLASS  
IMPORTS BY PROVINCE OF CLEARANCE - 1986

QUANTITY & VALUE



100% = 594 169 m<sup>2</sup> @ \$2.1 million

Imports of plate or float glass, not over 4mm, for laminated plate glass cleared through the province of Québec accounted for 590 516 m<sup>2</sup>, for a value of \$2.1 million or 99 per cent of Canada's imports.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix AI, page 25.



**PART A: PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32"), FOR LAMINATED PLATE GLASS  
TYPE AND LOCATION OF THE TOP 6 KNOWN IMPORTERS - 1986**  
**(98% OF TOTAL IMPORT VALUE)**

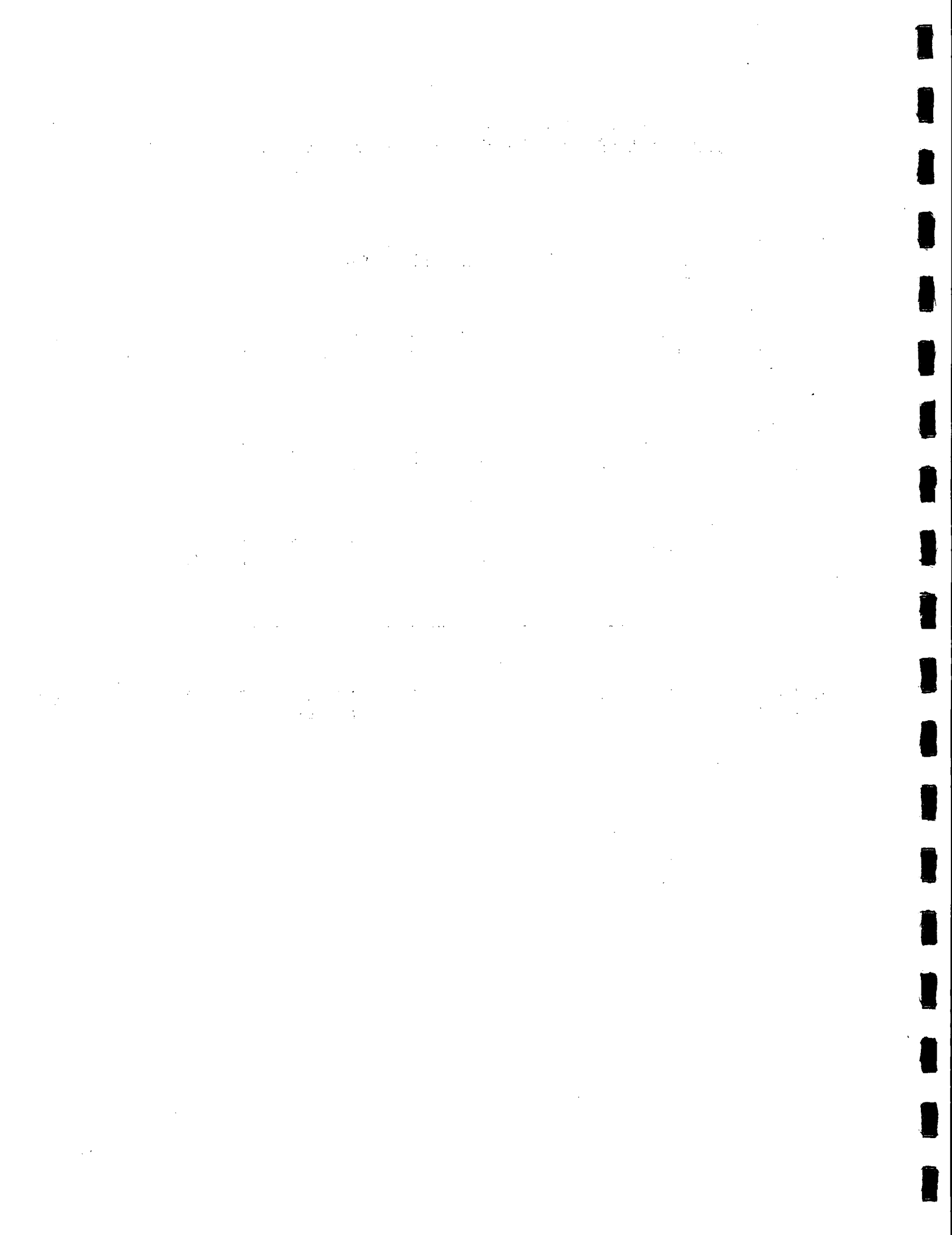
	<u>MANUFACTURERS</u>	
	<u>No. of</u>	<u>Value</u>
	<u>Importers</u>	<u>(\$000)</u>
Atlantic Provinces	-	-
Québec	-	-
Ontario	5	2 080*
Western Provinces	1	
<hr/>		
TOTAL	6	2 080
<hr/>		
Per cent of Total Value		98

\* Ontario and Western Provinces are aggregated to preserve confidentiality of Canadian importers.

In 1986, there were at least six known importers of plate or float glass, not over 4mm (5/32"), for laminated plate glass. Three were manufacturers of flat glass or glass products made of purchased glass, and accounted for \$1.4 million or 66 per cent of total imports.

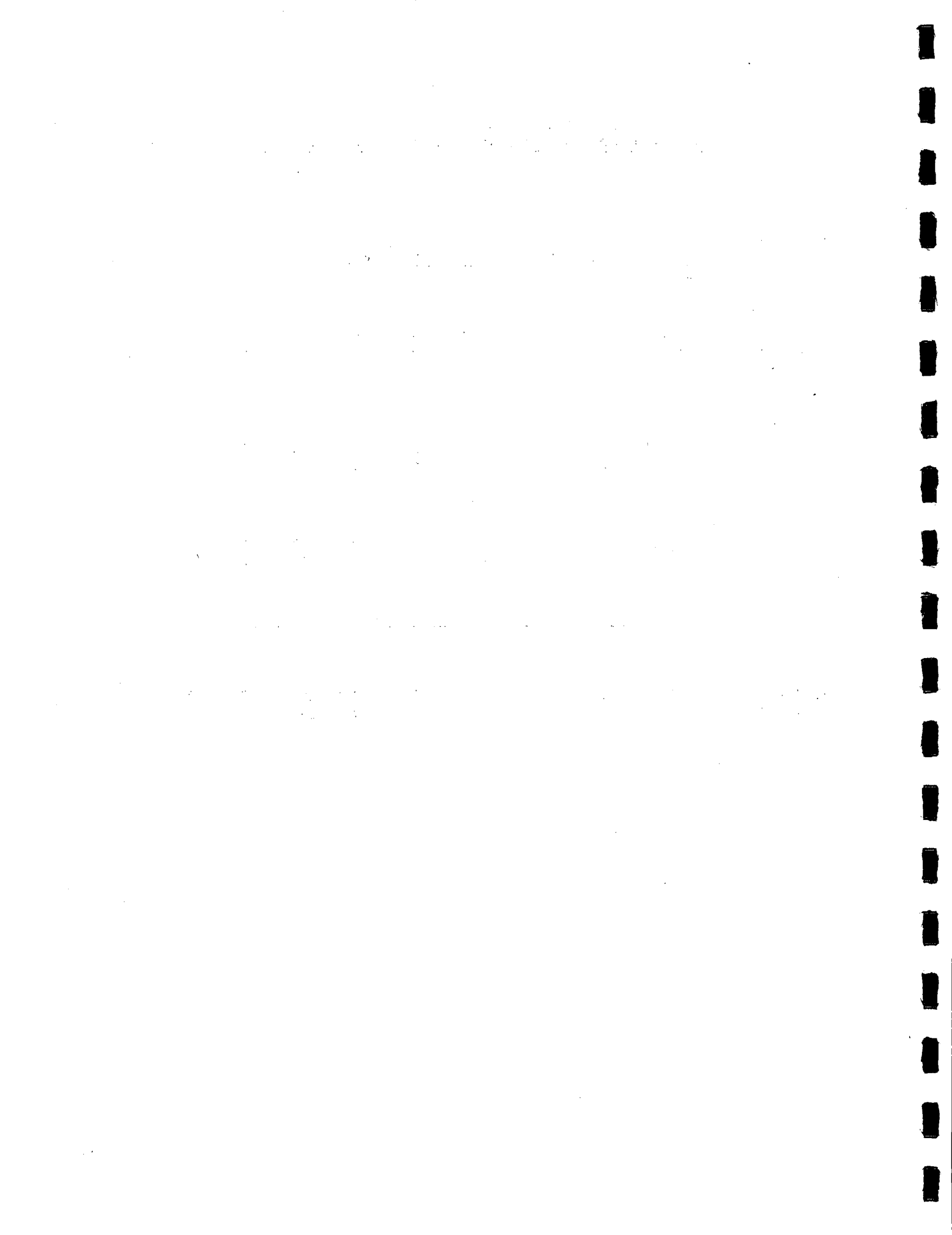
PART A: PLATE OR FLOAT GLASS, NOT OVER 4mm (5/32"), FOR LAMINATED PLATE GLASS  
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

<u>Foreign Country</u> <u>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 <sup>2</sup> )	570.3	0	0	0	0	0	569.7	0	0	0	0.5
Value (\$000)	2 080	0	0	0	0	0	2 077	0	0	0	3
FEDERAL REPUBLIC OF GERMANY											
Quantity (000m <sup>2</sup> )	3.1	0	0	0	0	3.1	0	0	0	0	0
Value (\$000)	24	0	0	0	0	24	0	0	0	0	0
ITALY											
Quantity (000m <sup>2</sup> )	20.7	0	0	0	0	0	20.7	0	0	0	0
Value (\$000)	16	0	0	0	0	0	16	0	0	0	0
<hr/>											
TOTAL											
Quantity (000m <sup>2</sup> )	594.2	0	0	0	0	3.1	590.5	0	0	0	0.5
Value (\$000)	2 119	0	0	0	0	24	2 093	0	0	0	3



PART B

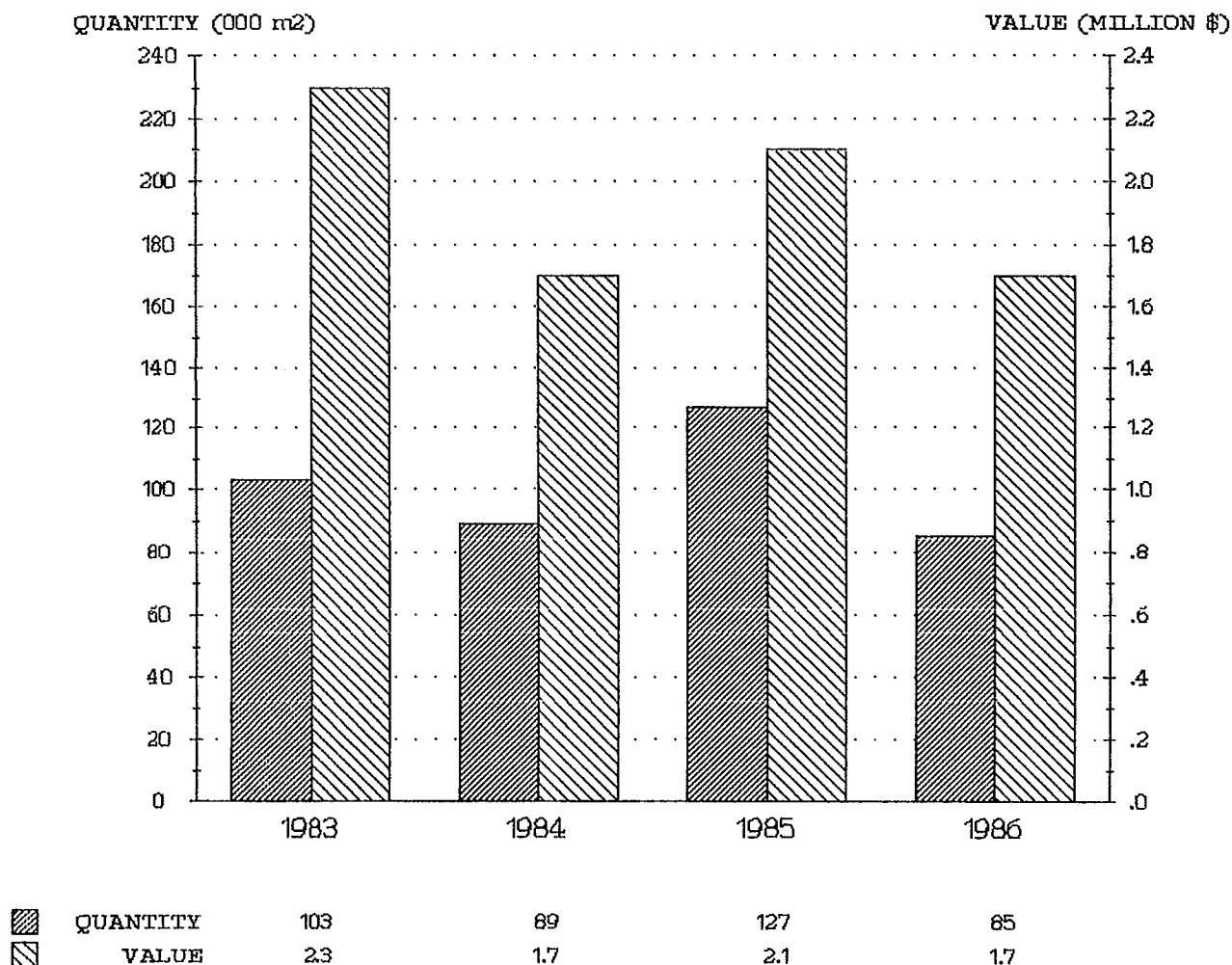
LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER (116-88)



**PART B: LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER  
SCOPE**

Other, laminated sheet, plate or float glass, as covered in this section of the report, is classified to Canadian International Trade Classification (C.I.T.C.) 473-15-10.

**IMPORT TRENDS: OVERVIEW**



Imports of other, laminated sheet, plate or float glass decreased from 102 745 m<sup>2</sup> in 1983 to 85 450 m<sup>2</sup> in 1986. The value of imports also decreased from \$2.3 million to \$1.7 million during the same period. Imports for 1984 and 1986 were almost identical.

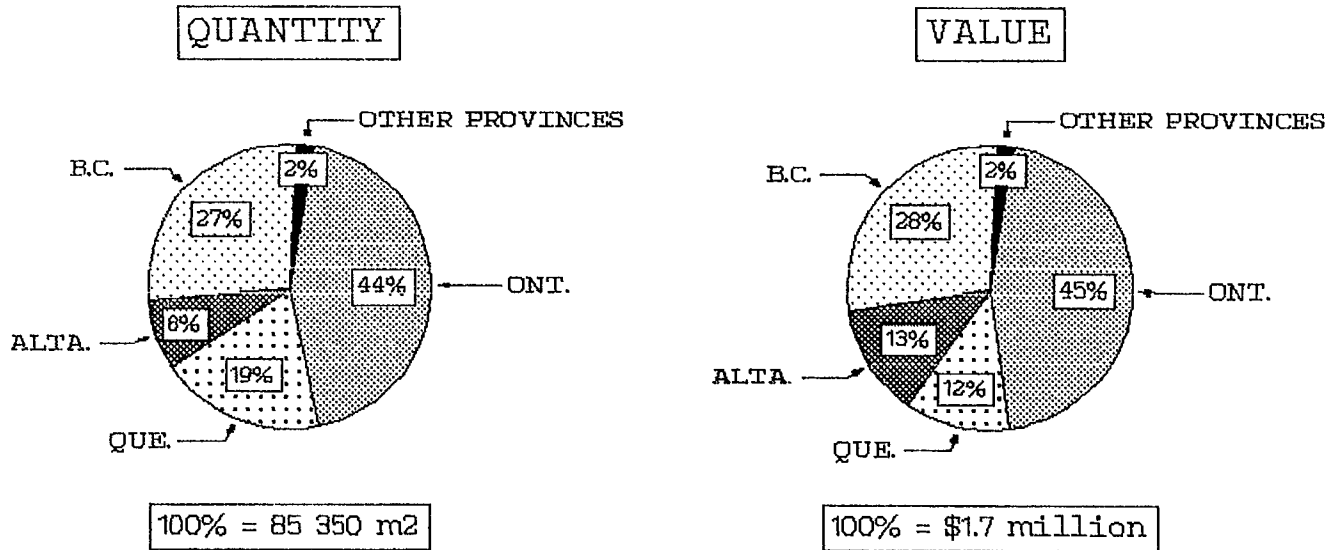
**PART B: LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT**

Foreign Country of Export	1983	1984	1985	1986	Unit Price 1986 Per m <sup>2</sup> \$	Average Annual Growth Rate 1983-1986 %	Per Cent Change 1985-1986	Import Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	98.5	78.2	70.9	65.2		-13	-8	76
Value (\$000)	2 208	1 518	1 460	1 152	17.67	-19	-21	68
<b>THE NETHERLANDS</b>								
Quantity (000m <sup>2</sup> )	0	0	0	4.9		N/A	N/A	6
Value (\$000)	0	0	0	187	38.16	N/A	N/A	11
<b>MEXICO</b>								
Quantity (000m <sup>2</sup> )	0	0	0	1.7		N/A	N/A	2
Value (\$000)	0	0	0	175	102.94	N/A	N/A	10
<b>FEDERAL REPUBLIC OF GERMANY</b>								
Quantity (000m <sup>2</sup> )	1.3	8.1	25.2	4.3		48	-83	5
Value (\$000)	26	137	397	68	15.81	38	-83	4
<b>BELGIUM, LUXEMBOURG</b>								
Quantity (000m <sup>2</sup> )	0.9	1.8	5.3	5.2		80	-3	6
Value (\$000)	15	15	55	62	11.92	60	13	4
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	2.1	1.2	25.4	4.0		25	-84	5
Value (\$000)	24	20	182	60	15.00	36	-67	4
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	102.7	89.2	126.8	85.4		-6	-33	100
Value (\$000)	2 273	1 690	2 094	1 704		-9	-19	100
UNIT PRICE (\$/m <sup>2</sup> )	22.13	18.95	16.51	19.95				

Between 1983 and 1986, the United States was the major exporter of other, laminated sheet, plate or float glass to Canada. The import market by volume declined from a high of 96 per cent in 1983 to 56 per cent in 1985, before increasing to 76 per cent in 1986. The Federal Republic of Germany has been the second major exporter to Canada. It peaked in 1985, accounting for 20 per cent of the volume, but then declined to 5 per cent of the import market. Imports from The Netherlands amounted to 4 913 m<sup>2</sup> (5 per cent) in 1986. During the same period, the United States' share by value decreased from a high of 97 per cent to a low of 68 per cent in 1986. The Netherlands captured 11 per cent of the value. The Federal Republic of Germany decreased in import share from 19 per cent in 1985 to 4 per cent in the latter year.

During the four-year period, the average unit price declined. The average unit price decreased from \$22.13 per m<sup>2</sup> in 1983, to \$16.51 per m<sup>2</sup> in 1985. In 1986, it was \$19.96 per m<sup>2</sup>. In that year, the average unit price varied, from a low of \$11.92 per m<sup>2</sup> imported from Belgium, Luxembourg, to a high of \$102.92 per m<sup>2</sup> for those from Mexico. The dominant exporter to Canada, the United States, averaged \$17.67 per m<sup>2</sup>.

PART B: LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER  
IMPORTS BY PROVINCE OF CLEARANCE - 1986



Imports of other, laminated sheet, plate or float glass cleared through the provinces of Ontario, British Columbia, Québec and Alberta, totalled 83 654 m<sup>2</sup>. Ontario dominated the imports, accounting for 37 634 m<sup>2</sup>, or 44 per cent of total imports. British Columbia was the second major province of clearance, accounting for 22 761 m<sup>2</sup>, or 27 per cent of the total imports. Québec was third, accounting for 16 108 m<sup>2</sup>, or 19 per cent, followed by Alberta with 7 151 m<sup>2</sup>, or 8 per cent of imports. Other provinces accounted for the remaining 2 per cent of Canada's imports.

By value, clearance of imports differed from that of quantity with Alberta displacing Québec as the third major province of clearance. Ontario was the major province of clearance with \$763 000, or 45 per cent of imports of other, laminated sheet, plate or float glass. British Columbia was second with \$475 000, or 28 per cent, followed by Alberta and Québec with \$213 000 and \$200 000, or 13 per cent, and 12 per cent of the imports. The remaining value of imports, \$54 000, or 2 per cent, entered Canada through the other provinces.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix BI, page 33.



**PART B: LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER  
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)	1 085	1 340	1 444	1 704
Per cent of Total Value	64	79	85	100

In 1986, the top 10 importers of other, laminated sheet, plate or float glass accounted for \$1.3 million, or 79 per cent of total imports. Of these 10 companies, six were wholesalers and accounted for \$649 759 of imports. Five of these 10 importers were located in Ontario, three in the Western provinces and two in Québec.

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  
(89% OF TOTAL IMPORT VALUE)**

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>OTHER</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>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	5	499	4	276	2	-	11	-
Québec	3	84*	1	398*	1	264**	5	1 521**
Western Provinces	1	-	2	-	1	-	4	-
Atlantic Provinces	-	-	-	-	-	-	-	-
<b>TOTAL</b>	<b>9</b>	<b>583</b>	<b>7</b>	<b>674</b>	<b>4</b>	<b>264</b>	<b>20</b>	<b>1 521</b>
Per cent of 1986 Total Value		34		40		15		89

\* Québec and Western Provinces aggregated to preserve confidentiality of Canadian importers.

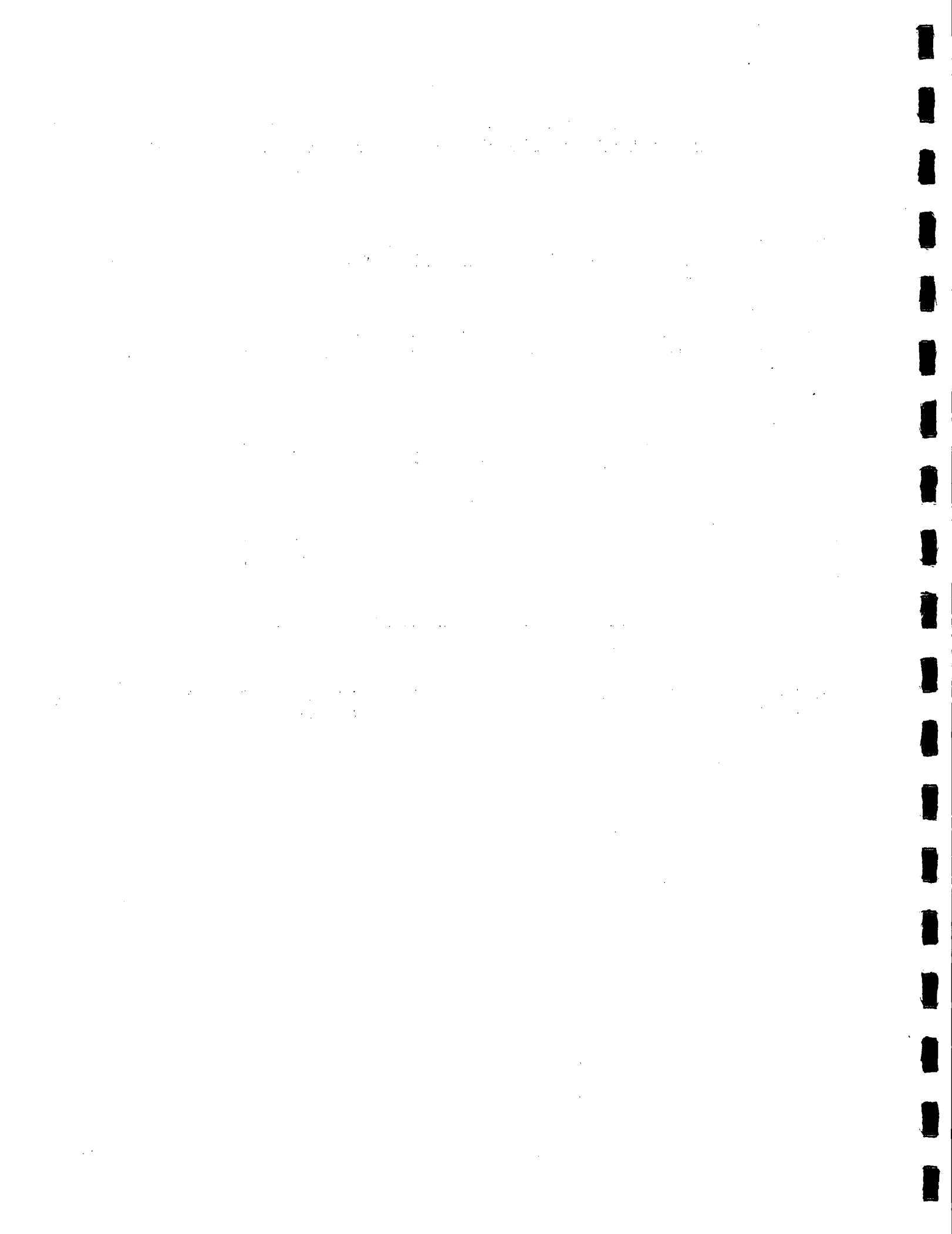
\*\* Ontario, Québec and Western Provinces aggregated to preserve confidentiality of Canadian importers.

In 1986, there were at least 50 known importers of other, laminated sheet, plate or float glass. The top 20 importers accounted for \$1.5 million, or 89 per cent of total imports. Of these 20 importers, 7 were wholesalers. Of these seven, five were wholesalers of construction materials, which accounted for \$463 818, or 27 per cent of total imports. Another four companies were special trade contractors of glass and glazing work and accounted for \$264 000 or 15 per cent of total imports.

**PART B: LAMINATED SHEET, PLATE OR FLOAT GLASS, OTHER  
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986**

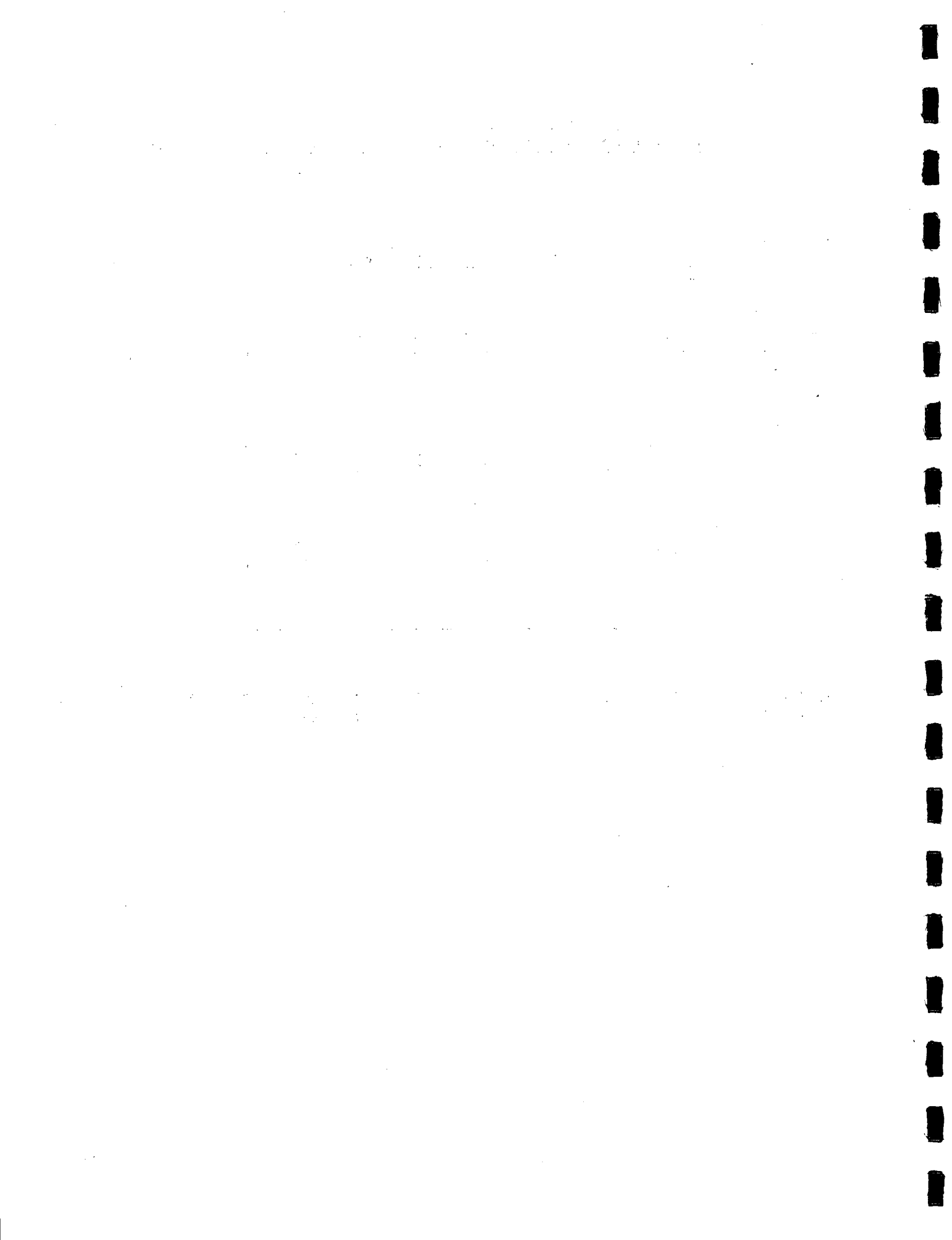
<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>N.S.</u>	<u>P.E.I.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
<b>UNITED STATES</b>											
Quantity (000m <sup>2</sup> )	65.2	0	*	0	*	4.8	34.5	1.6	*	6.3	17.8
Value (\$000)	1 152	0	2	0	4	39	577	40	8	195	288
<b>THE NETHERLANDS</b>											
Quantity (000m <sup>2</sup> )	4.9	0	0	0	0	0	0	0	0	0	4.9
Value (\$000)	187	0	0	0	0	0	0	0	0	0	187
<b>MEXICO</b>											
Quantity (000m <sup>2</sup> )	1.7	0	0	0	0	0	1.7	0	0	0	0
Value (\$000)	175	0	0	0	0	0	175	0	0	0	0
<b>FEDERAL REPUBLIC OF GERMANY</b>											
Quantity (000m <sup>2</sup> )	4.3	0	0	0	0	3.4	0	0	0	0.9	0
Value (\$000)	68	0	0	0	0	51	0	0	0	18	0
<b>BELGIUM, LUXEMBOURG</b>											
Quantity (000m <sup>2</sup> )	5.2	0	0	0	0	3.8	1.4	0	0	0	0
Value (\$000)	62	0	0	0	0	51	11	0	0	0	0
<b>OTHER</b>											
Quantity (000m <sup>2</sup> )	4.0	0	0	0	0	4.0	0	0	0	0	0
Value (\$000)	60	0	0	0	0	60	0	0	0	0	0
<hr/>											
<b>TOTAL</b>											
Quantity (000m <sup>2</sup> )	85.4	0	*	0	*	16.1	37.6	1.6	*	7.1	22.8
Value (\$000)	1 704	0	2	0	4	200	763	40	8	213	475

\* Less than 100 m<sup>2</sup>



PART C

TOUGHENED OR TEMPERED SHEET, PLATE OR FLOAT GLASS (117-88)



PART C: TOUGHENED OR TEMPERED SHEET, PLATE OR FLOAT GLASS  
SCOPE

This section of the report covers imports of products classified to the following six import commodity codes of the Canadian International Trade Classification (C.I.T.C.). This section will be subdivided to these codes into Parts CI to CVI respectively.

<u>PART</u>	<u>C.I.T.C.</u>	<u>DESCRIPTION</u>
CI	473-16-20*	Colourless Tempered Sheet Glass
CII	473-16-30	Clear Tempered Plate or Float Glass
CIII	473-16-50**	Laminated Tempered Sheet, Plate or Float Glass
CIV	473-16-60***	Heat Absorbing and Reflecting Tempered Glass
CV	473-16-70	Coloured Tempered Glass, Except White
CVI	473-16-90	Tempered Glass, Not Elsewhere Specified

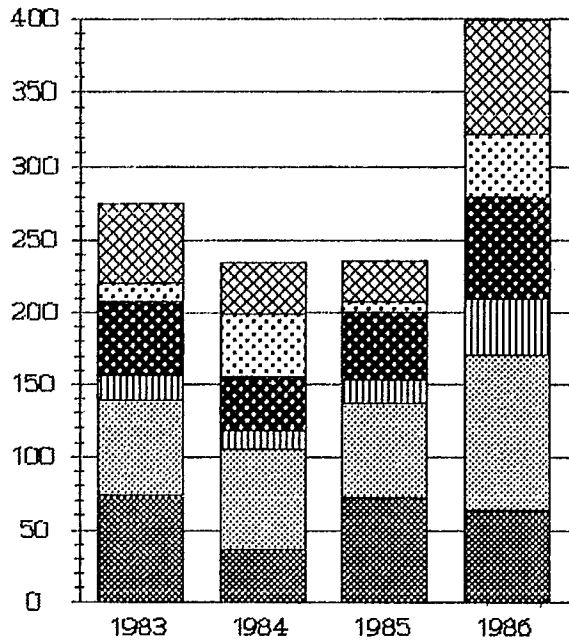
\* Includes: Colourless tempered or toughened 24 ounces per square foot;  
Tempered or toughened over 3.5mm

\*\* Includes: Glass, laminated, bullet-proof

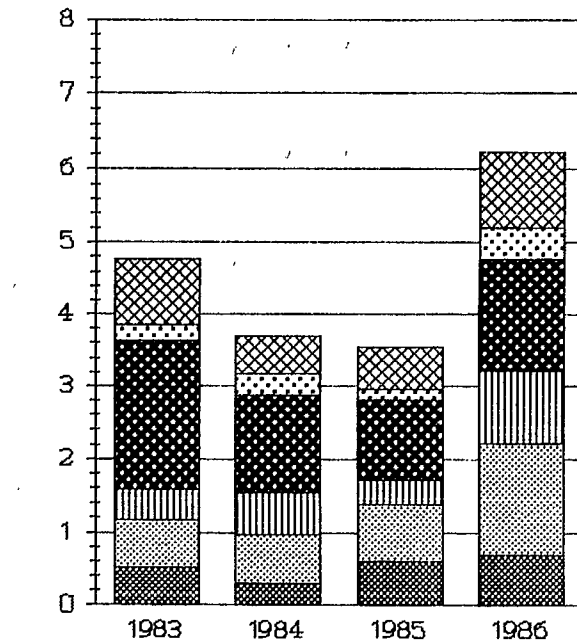
\*\*\* Includes: Glass, tempered, body tinted

PART C: TOUGHENED OR TEMPERED SHEET, PLATE OR FLOAT GLASS  
 IMPORT TRENDS: OVERVIEW

QUANTITY  
(000 m<sup>2</sup>)



VALUE  
(MILLION \$)



TOTAL  
QTY

275    234    236    399

TOTAL  
VALUE

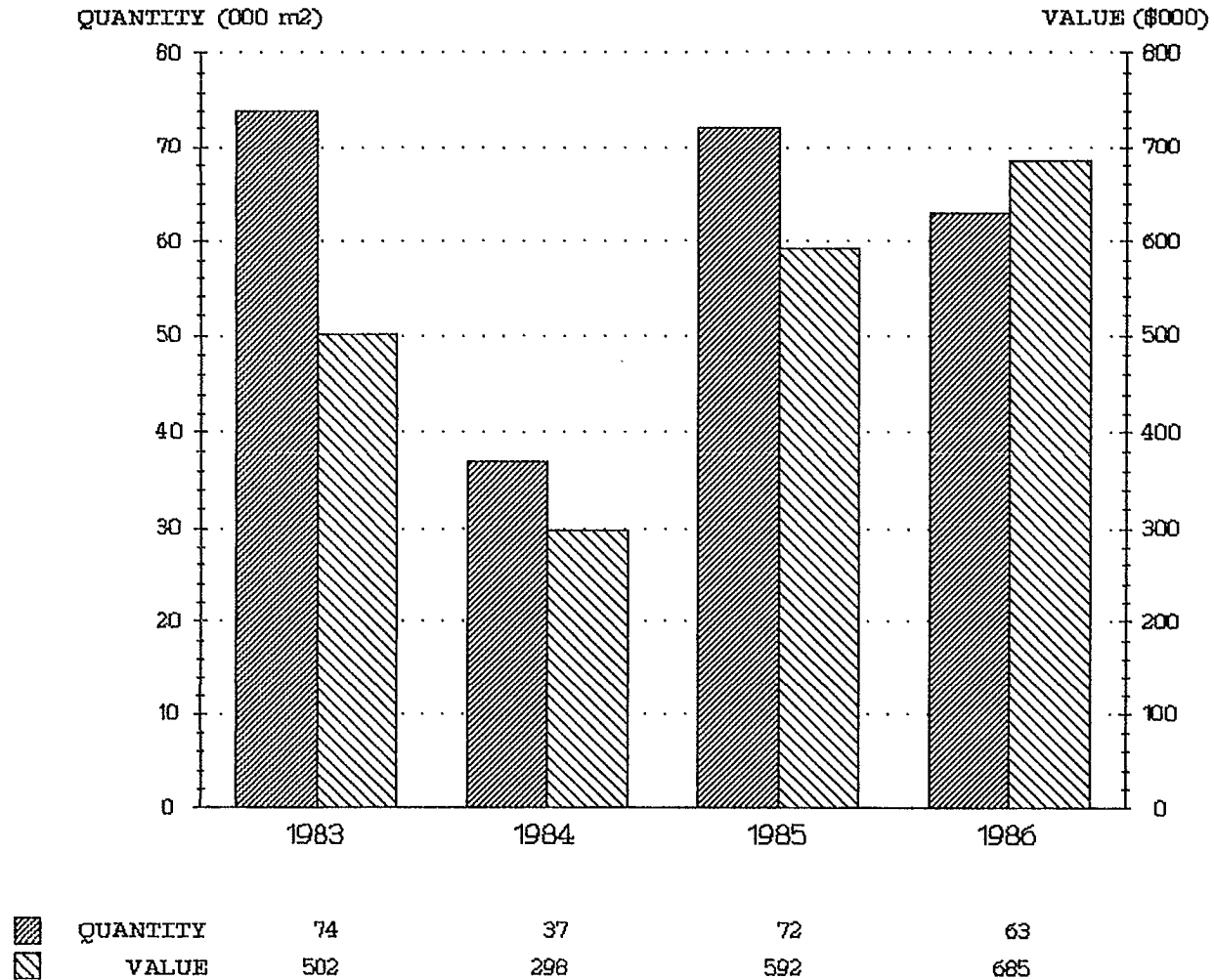
4.8    3.7    3.5    6.2

- Colorless Tempered Sheet Glass
- Clear Tempered Plate or Float Glass
- Laminated Tempered Sheet, Plate or Float Glass
- Heat Absorbing and Reflecting Tempered Glass
- Colored Tempered Glass, Except White
- Tempered Glass, Not Elsewhere Specified

Between 1983 and 1985, the quantity of imports of toughened or tempered sheet, plate or float glass declined by 39 000 m<sup>2</sup>. However, in 1986, it increased by 163 000 m<sup>2</sup> or 69 per cent. The value followed a similar pattern. In 1986, it increased by \$2.7 million, or 77 per cent when compared to 1985.

For an individual breakdown by type, see the following sections CI to CVI.

**PART CI: COLOURLESS TEMPERED SHEET GLASS**  
**IMPORT TRENDS: OVERVIEW**



The volume of imports of colourless tempered sheet glass declined 50 per cent from 73 524 m<sup>2</sup> to 37 062 m<sup>2</sup> from 1983 to 1984. In 1985, imports returned to their 1983 level of approximately 74 000 m<sup>2</sup> before declining to 63 000 m<sup>2</sup> in the latter year. The value of imports decreased in 1984, but continued to increase in the following years. In 1983, imports totalled \$502 000; they decreased to \$298 000 in 1984, then doubled to \$592 000 in 1985. In 1986, the value of imports increased by 16 per cent to \$685 000.



PART CI: COLOURLESS TEMPERED SHEET GLASS  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1983	1984	1985	1986	Unit Price 1986 Per m <sup>2</sup> \$	Average Annual Growth Rate 1983-1986 %	Per Cent Change 1985-1986	Import Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	62.6	26.9	68.3	59.3		-2	-13	94
Value (\$000)	448	255	503	652	10.99	13	30	95
<b>REPUBLIC OF KOREA</b>								
Quantity (000m <sup>2</sup> )	0	0	0	3.3		N/A	N/A	5
Value (\$000)	0	0	0	22	6.67	N/A	N/A	3
<b>TAIWAN</b>								
Quantity (000m <sup>2</sup> )	0	0	0	0.3		N/A	N/A	0.5
Value (\$000)	0	0	0	9	30.00	N/A	N/A	1
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	11.0	10.1	3.9	*		-100	-100	0
Value (\$000)	54	43	89	1	N/A	-100	-100	0
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	73.5	37.1	72.3	63.0		-5	-13	100
Value (\$000)	502	298	592	685		11	16	100
<b>UNIT PRICE (\$/m<sup>2</sup>)</b>	6.83	8.03	8.19	10.87				

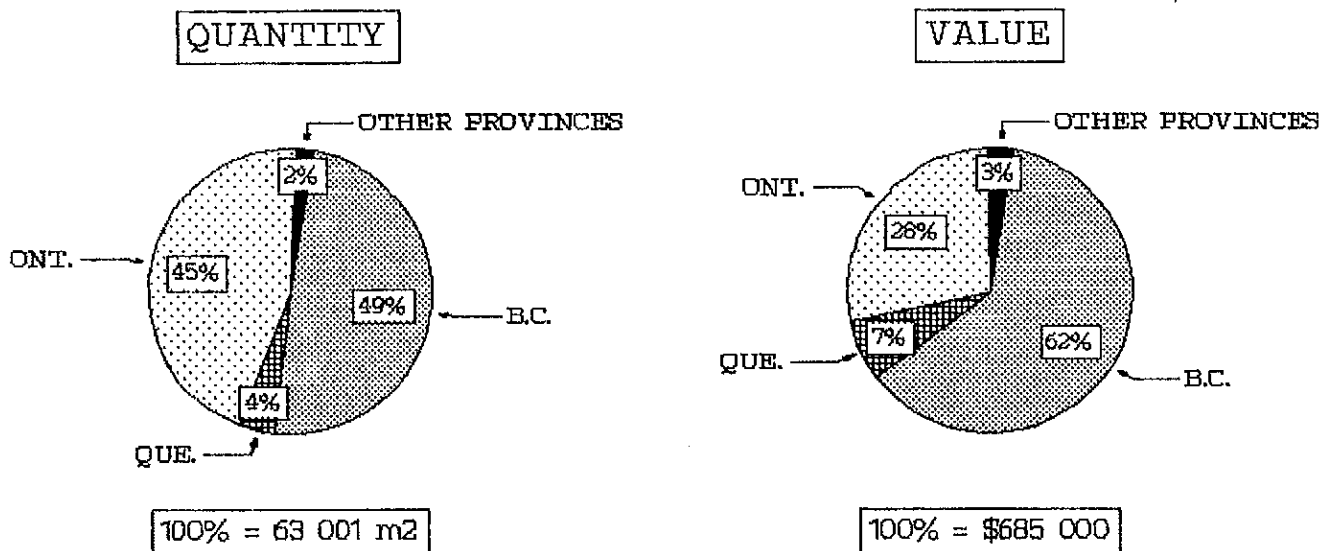
\* Less than 100 m<sup>2</sup>  
 N/A - Not Applicable

The United States was the major exporter to Canada of colourless tempered sheet glass. In terms of volume, the United States' share of imports declined from 85 per cent in 1983, to 73 per cent in 1984, then increased to approximately 94 per cent in 1985 and 1986.

Imports from the United States in terms of value decreased slightly from 89 per cent in 1983, to 85 per cent in the middle years, before increasing to a high of 95 per cent in the latter year. The Republic of Korea ranked second in import market share in 1986. It accounted for 5 per cent of the volume and 3 per cent of the value of the import market. Taiwan ranked a distant third.

The average unit price for imports during the four-year period increased from \$6.83 per m<sup>2</sup> in 1983, to \$10.87 per m<sup>2</sup> in 1986. In 1986, the average unit price varied from a low of \$6.67 per m<sup>2</sup> from the Republic of Korea, to a high of \$30 per m<sup>2</sup> from Taiwan.

**PART CI: COLOURLESS TEMPERED SHEET GLASS  
IMPORTS BY PROVINCE OF CLEARANCE - 1986**



Imports of colourless tempered sheet glass cleared through the provinces of British Columbia, Ontario and Québec totalled 61 805 m<sup>2</sup>, or 98 per cent of Canadian imports. British Columbia had the top share with 31 027 m<sup>2</sup>, or 49 per cent of total imports. Ontario was second with 28 320 m<sup>2</sup>, or 45 per cent of imports. Québec was a distant third accounting for 2 458 m<sup>2</sup>, or 4 per cent of Canada's imports.

In 1986, \$426 000 or 62 per cent of the value of imports were imported through British Columbia. The next ranking province of entry was Ontario with \$193 000, or 28 per cent. This was followed by Québec with \$46 000, or 7 per cent.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix CI, page 43.

**PART CI: COLOURLESS TEMPERED SHEET GLASS  
IMPORT MARKET CONCENTRATION - 1986**

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>All Importers</u>
Value (\$000)	501	617	685
Per cent of Total Value	79	92	100

In 1986, the top 10 importers of colourless tempered sheet glass accounted for \$617 000, or 92 per cent of total imports. All ten companies were manufacturers. Five companies were located in the Western Provinces, two in Québec, two in Ontario and one in the Atlantic Provinces.

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

**TYPE AND LOCATION OF THE TOP 10 KNOWN IMPORTERS - 1986**  
(92% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>
Atlantic Provinces	1	
Québec	2	196*
Ontario	2	
Western Provinces	5	421
<hr/>		
TOTAL	10	617
<hr/>		
Per cent of 1986 Total Value		92

\* Atlantic Provinces, Québec and Ontario aggregated to preserve confidentiality of Canadian importers.

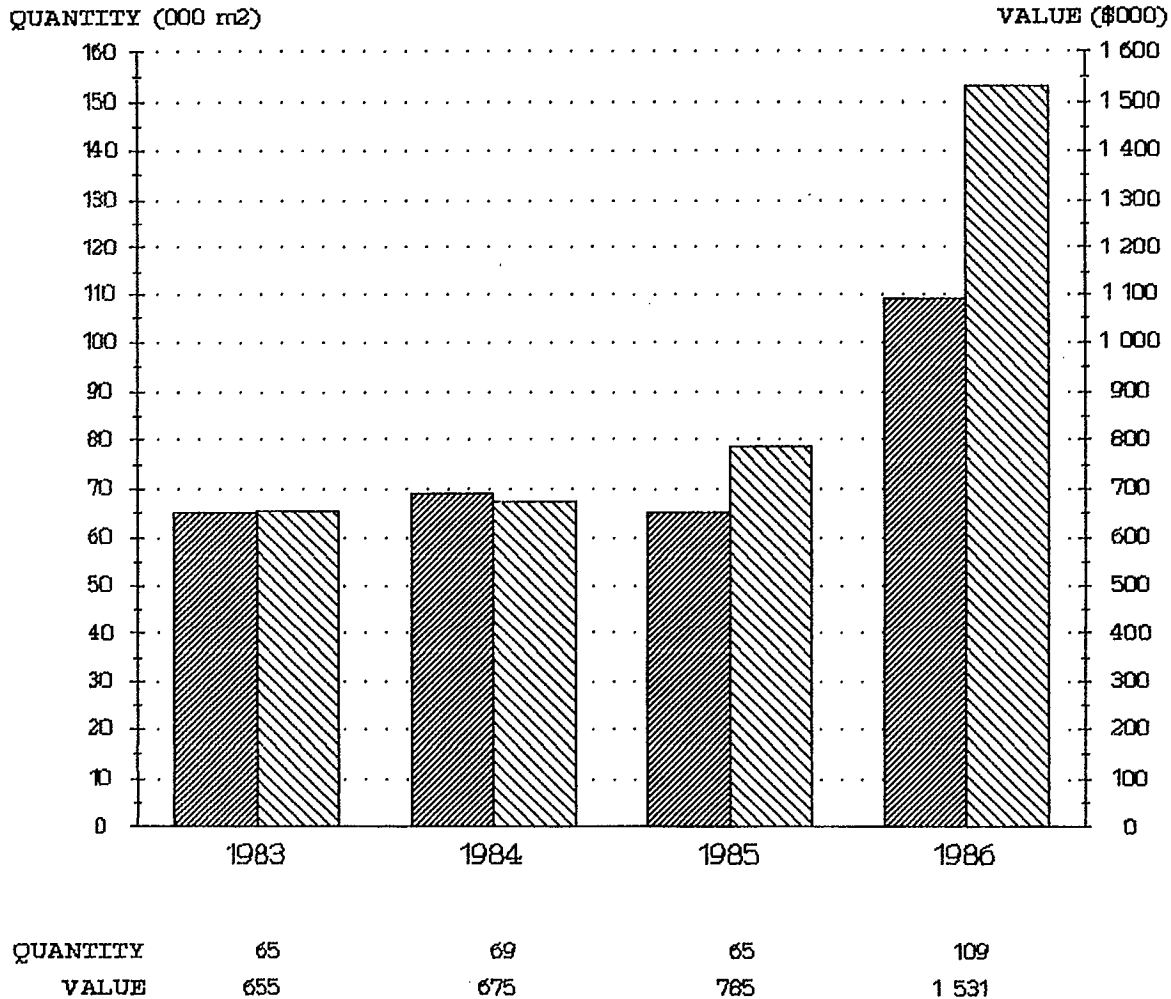
There were at least 19 importers of colourless, tempered sheet glass in 1986. The top 10 importers were manufacturers and accounted for 92 per cent of total imports. Six of the ten importers were manufacturers of flat glass or glass products who accounted for \$485 906 or 71 per cent of total imports.

PART CI: COLOURLESS TEMPERED SHEET GLASS  
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>
<b>UNITED STATES</b>											
Quantity (000m <sup>2</sup> )	59.2	0	1.0	0	0	2.5	28.3	0.2	0	0	27.4
Value (\$000)	652	0	15	0	0	46	191	5	0	0	395
<b>REPUBLIC OF KOREA</b>											
Quantity (000m <sup>2</sup> )	3.3	0	0	0	0	0	0	0	0	0	3.3
Value (\$000)	22	0	0	0	0	0	0	0	0	0	22
<b>TAIWAN</b>											
Quantity (000m <sup>2</sup> )	0.3	0	0	0	0	0	0	0	0	0	0.3
Value (\$000)	9	0	0	0	0	0	0	0	0	0	9
<b>OTHER</b>											
Quantity (000m <sup>2</sup> )	*	0	0	0	0	0	*	0	0	0	0
Value (\$000)	1	0	0	0	0	0	1	0	0	0	0
<hr/>											
<b>TOTAL</b>											
Quantity (000m <sup>2</sup> )	63.0	0	1.0	0	0	2.5	28.3	0.2	0	0	31.0
Value (\$000)	685	0	15	0	0	46	193	5	0	0	426

\* Less than 100 m<sup>2</sup>

**PART CII: CLEAR TEMPERED PLATE OR FLOAT GLASS  
IMPORT TRENDS: OVERVIEW**



The volume of imports of clear tempered plate or float glass remained steady from 1983 to 1985, at approximately 65 000 m<sup>2</sup>. However, it increased by 67 per cent in 1986, to 108 590 m<sup>2</sup>.

The value has grown from \$655 000 in 1983, to \$1.5 million in 1986. For the first two years of the period, the total import value remained virtually unchanged. However, imports increased by 16 per cent in 1985, then by 67 per cent in 1986, when compared to 1985.

PART CII: CLEAR TEMPERED PLATE OR FLOAT GLASS  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

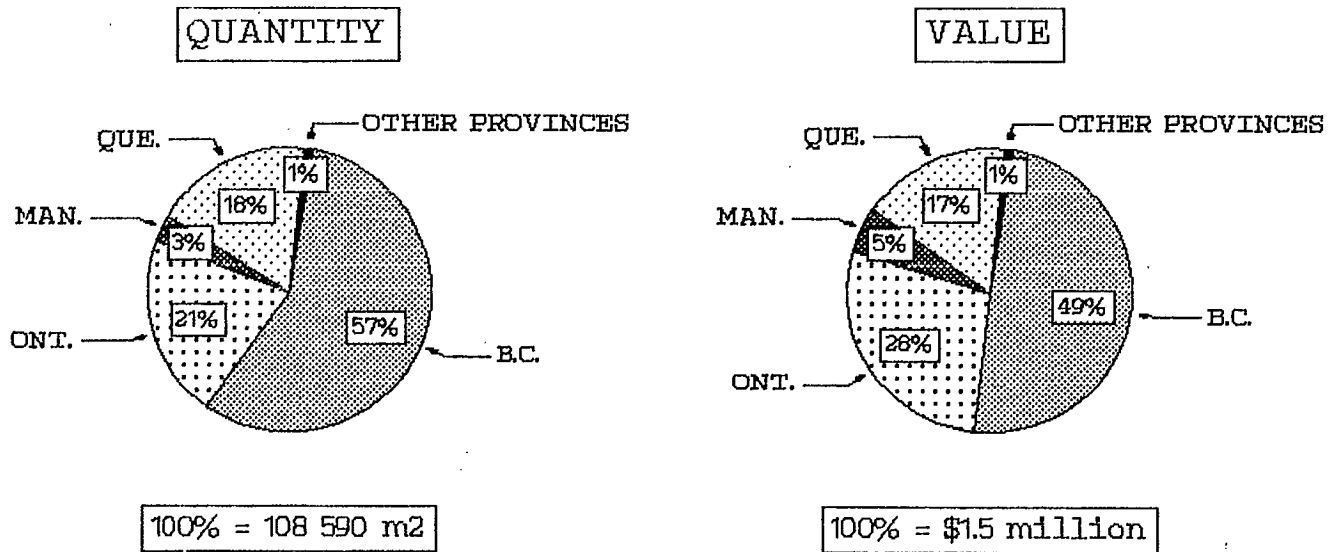
Foreign Country of Export	1983	1984	1985	1986	Unit Price	Average	Per Cent	Import
					1986 Per m <sup>2</sup> \$	Annual Growth Rate 1983-1986 %	Change 1985-1986	Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	60.3	63.9	63.4	97.9		18	54	90
Value (\$000)	530	613	754	1 157	11.82	30	53	76
<b>THE NETHERLANDS</b>								
Quantity (000m <sup>2</sup> )	0	0	0	3.3		N/A	N/A	3
Value (\$000)	0	0	0	164	49.70	N/A	N/A	11
<b>UNITED KINGDOM</b>								
Quantity (000m <sup>2</sup> )	1.8	0	0.5	1.4		-8	197	1
Value (\$000)	110	0	21	90	65.29	-6	329	6
<b>SWITZERLAND</b>								
Quantity (000m <sup>2</sup> )	0	0	0.2	2.7		N/A	1 087	3
Value (\$000)	0	0	7	55	20.37	N/A	686	4
<b>SPAIN</b>								
Quantity (000m <sup>2</sup> )	0	0	0	2.6		N/A	N/A	2
Value (\$000)	0	0	0	40	15.38	N/A	N/A	6
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	3.2	4.6	0.9	0.7		-41	-25	1
Value (\$000)	15	62	3	25	35.71	19	733	2
<hr/>								
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	65.3	68.5	65.0	108.6		18	67	100
Value (\$000)	655	675	785	1 531		33	95	100
UNIT PRICE (\$/m <sup>2</sup> )	10.03	9.85	12.08	14.10				

N/A - Not Applicable

Between 1983 and 1986, the United States was the major exporter to Canada of clear tempered plate or float glass. It accounted for at least 90 per cent of the volume of imports. During the same period, the United States' share in terms of value of Canadian imports dropped from a high of 96 per cent in 1985 to a low of 76 per cent of the value in 1986. The Netherlands' share grew from virtually no imports to 11 per cent of the market share in 1986.

Since 1984, the average unit price has increased. The average unit price increased from \$9.85 per m<sup>2</sup> in 1984 to \$12.08 per m<sup>2</sup> in 1985, to \$14.10 per m<sup>2</sup> in the final year. In that year, the average unit price varied, from a low of \$11.82 per m<sup>2</sup> imported from the United States to a high of \$65.29 per m<sup>2</sup> for glass imported from the United Kingdom.

**PART CII: CLEAR TEMPERED PLATE OR FLOAT GLASS  
IMPORTS BY PROVINCE OF CLEARANCE - 1986**



In 1986, imports of clear tempered plate or float glass, cleared through the provinces of British Columbia, Ontario, Québec and Manitoba, totalled 108 575 m<sup>2</sup>, or 99 per cent of Canadian imports. British Columbia was the principal province of clearance accounting for 61 957 m<sup>2</sup>, or 57 per cent of imports. Ontario ranked second with 23 056 m<sup>2</sup>, or 21 per cent of imports. Québec followed accounting for 19 851 m<sup>2</sup>, or 18 per cent, then Manitoba with 3 711 m<sup>2</sup>, or 3 per cent of Canada's imports.

By value, clearance of imports remained the same. British Columbia was the major province of clearance with \$756 000 or 49 per cent of the imports. Ontario, Québec and Manitoba followed, accounting for \$427 000 (28 per cent), \$263 000 (17 per cent), and \$83 000 (5 per cent) respectively.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix CII, page 48.

**PART CII: CLEAR TEMPERED PLATE OR FLOAT GLASS  
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)	841	1 178	1 324	1 531
Per cent of Total Value	55	77	86	100

The top 10 importers of clear tempered plate or float glass accounted for \$1.2 million, or 77 per cent of total imports in 1986. Of the 10 companies, six were manufacturers and accounted for \$715 421, or 47 per cent of total imports. Four of the top 10 importers are located in the Western Provinces, three in Ontario and three in Québec.

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**  
(86 % OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>OTHER</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	4	284	2			
Québec	3	200	1	373*	15	1 324*
Western Provinces	4	467	1			
Atlantic Provinces	-	-	-	-	-	-
<b>TOTAL</b>	<b>11</b>	<b>951</b>	<b>4</b>	<b>373</b>	<b>15</b>	<b>1 324</b>
Per cent of Total Value		62		24		86

\* Ontario, Québec and Western Provinces aggregated to preserve confidentiality of Canadian importers.

In 1986, there were 28 known importers of clear tempered plate or float glass. The top 15 importers accounted for \$1.3 million, or 86 per cent of Canadian imports. Of these 15 importers, 11 were manufacturers. Of the 11 manufacturers, seven produced glass products, made of purchased glass or flat glass and accounted for \$801 626 or 52 per cent of total imports.

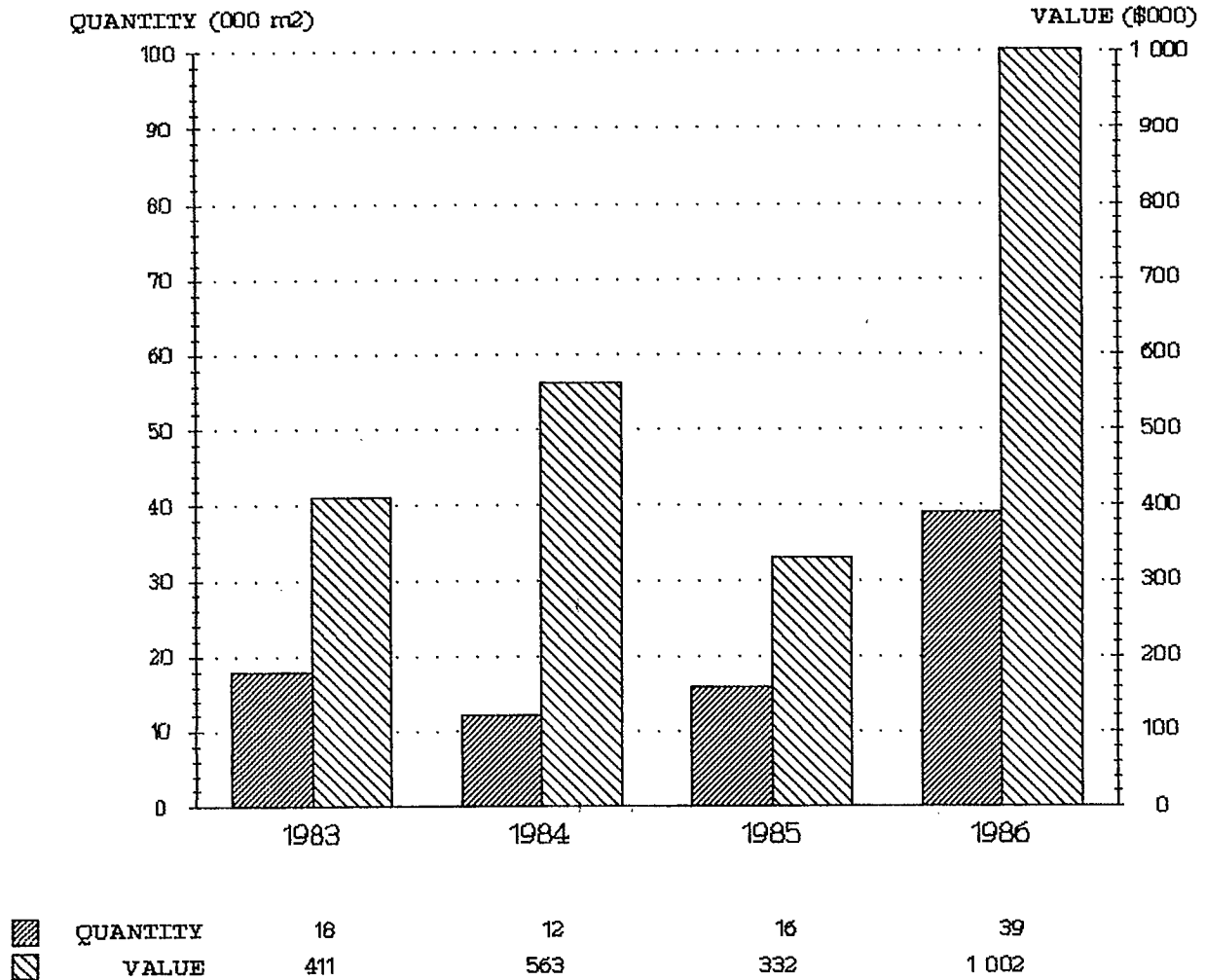


PART CII: CLEAR TEMPERED PLATE OR FLOAT GLASS  
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

<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>
<b>UNITED STATES</b>											
Quantity (000m <sup>2</sup> )	97.9	0	0	0	0	14.5	21.7	3.7	0	*	57.9
Value (\$000)	1 157	0	0	0	0	169	337	83	0	1	568
<b>THE NETHERLANDS</b>											
Quantity (000m <sup>2</sup> )	3.3	0	0	0	0	0	0	0	0	0	3.3
Value (\$000)	164	0	0	0	0	0	0	0	0	0	164
<b>UNITED KINGDOM</b>											
Quantity (000m <sup>2</sup> )	1.4	0	0	0	0	1.4	0	0	0	0	0
Value (\$000)	90	0	0	0	0	90	0	0	0	0	0
<b>SWITZERLAND</b>											
Quantity (000m <sup>2</sup> )	2.7	0	0	0	0	2.7	0	0	0	0	0
Value (\$000)	55	0	0	0	0	55	0	0	0	0	0
<b>SPAIN</b>											
Quantity (000m <sup>2</sup> )	2.6	0	0	0	0	2.6	0	0	0	0	0
Value (\$000)	40	0	0	0	0	40	0	0	0	0	0
<b>OTHER:</b>											
Quantity (000m <sup>2</sup> )	0.7	0	0	0	0	0	0	0	0	0	0.7
Value (\$000)	24	0	0	0	0	0	0	0	0	0	24
<b>TOTAL</b>											
Quantity (000m <sup>2</sup> )	108.6	0	0	0	0	19.9	23.1	3.7	0	*	62
Value (\$000)	1 531	0	0	0	0	263	427	83	0	1	756

\* Less than 100 m<sup>2</sup>

**PART CIII: LAMINATED TEMPERED SHEET, PLATE OR FLOAT GLASS**  
**IMPORT TRENDS: OVERVIEW**



The volume of imports of laminated tempered sheet, plate or float glass, increased significantly from 12 496 m<sup>2</sup> in 1984 to 38 608 m<sup>2</sup> in 1986. In 1985, imports totalled \$332 million, a sharp drop of 59 per cent from 1984. The value then increased to \$1 million in 1986.

PART CIII: LAMINATED TEMPERED SHEET, PLATE OR FLOAT GLASS  
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 <sup>2</sup> \$	Annual Growth Rate 1983-1986 %	Change 1985-1986	Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	17.7	12.3	16.1	33.3		23	107	86
Value (\$000)	349	538	304	922	27.69	38	203	92
<b>THE NETHERLANDS</b>								
Quantity (000m <sup>2</sup> )	0	0	0	0.5		N/A	N/A	1
Value (\$000)	0	0	0	24	48.06	N/A	N/A	2
<b>BELGIUM, LUXEMBOURG</b>								
Quantity (000m <sup>2</sup> )	0	57	0	0.2		N/A	N/A	1
Value (\$000)	0	11	0	22	110.00	N/A	N/A	2
<b>FRANCE</b>								
Quantity (000m <sup>2</sup> )	0	0	0	2.5		N/A	N/A	7
Value (\$000)	0	0	0	18	7.20	N/A	N/A	2
<b>FEDERAL REPUBLIC OF GERMANY</b>								
Quantity (000m <sup>2</sup> )	0.7	0.05	0.03	2.1		45	8 348	6
Value (\$000)	62	9	6	15	7.14	-38	150	2
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	0	0.05	0.2	0		N/A	-100	0
Value (\$000)	0	5	22	0	N/A	N/A	-100	0
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	18.4	12.5	16.3	38.6		28	137	100
Value (\$000)	411	563	332	1 002		35	202	100
UNIT PRICE (\$/m <sup>2</sup> )	22.34	45.04	20.37	25.96				

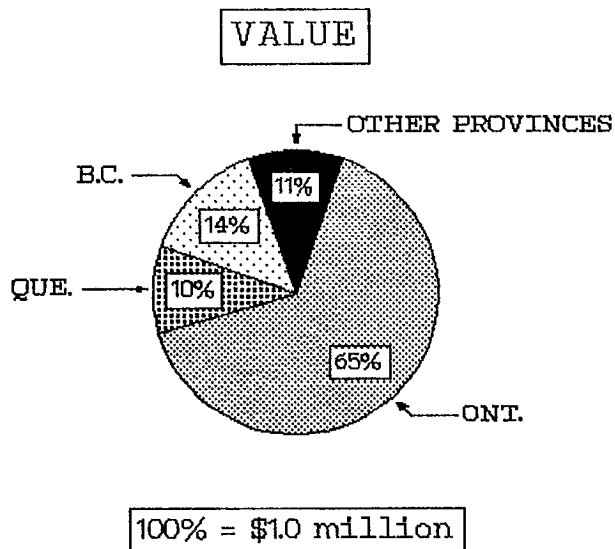
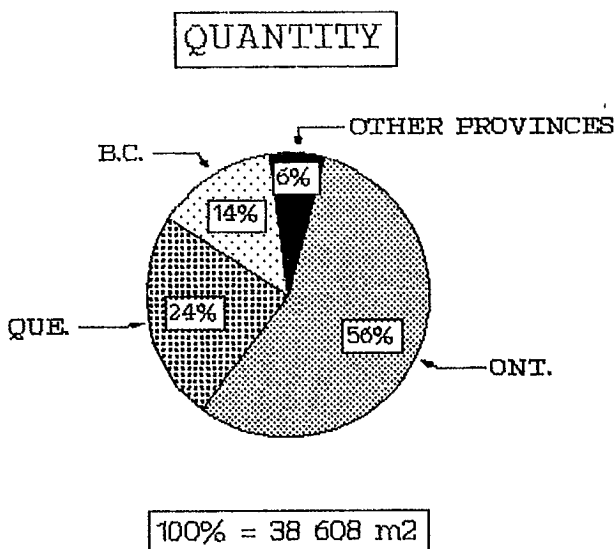
N/A - Not Applicable

The United States was the major exporter to Canada of laminated tempered sheet, plate or float glass. In terms of value, the United States' share of the import market from 1983 to 1985, averaged 98 per cent; in 1986, it declined to 86 per cent. However, the overall volume from the United States increased from 16 052 m<sup>2</sup> in 1985 to 33 274 m<sup>2</sup> in 1986.

During the four-year period, the value of imports increased at an average annual rate of 35 per cent. The United States accounted for 85 per cent of Canadian imports in 1983, 96 per cent in 1984, and 92 per cent of imports in the latter two years. Its value increased by 203 per cent in 1986 when compared to 1985.

Between 1983 and 1986, the average unit price varied from a low of \$20.37 per m<sup>2</sup> in 1985, to a high of \$45.04 per m<sup>2</sup> in 1984. In 1986, the average unit price varied from a low of 7.14 per m<sup>2</sup> for imports from the Federal Republic of Germany to a high of \$110.00 per m<sup>2</sup> for those imported from Belgium, Luxembourg. Exports from the United States averaged \$27.69 per m<sup>2</sup>.

PART CIII: LAMINATED TEMPERED SHEET, PLATE OR FLOAT GLASS  
IMPORTS BY PROVINCE OF CLEARANCE - 1986



Imports of laminated tempered sheet, plate or float glass cleared through the provinces of Ontario, Québec and British Columbia totalled 36 374 m<sup>2</sup>, or 94 per cent of Canadian imports. Ontario was the major province of clearance totalling 21 752 m<sup>2</sup>, or 56 per cent of total imports. Québec came second with 9 092 m<sup>2</sup>, or 24 per cent, followed by British Columbia with 5 530 m<sup>2</sup> or 14 per cent of Canada's imports.

In 1986, \$891 000, or 89 per cent of imports were cleared through the same provinces. Imports through the province of Ontario accounted for \$647 000 (65 per cent) of total imports. British Columbia displaced Québec by value, accounting for \$143 000 (14 per cent) and \$101 thousand (10 per cent) respectively.

NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix CIII, page 53.

**PART CIII: LAMINATED TEMPERED SHEET, PLATE OR FLOAT GLASS  
IMPORT MARKET CONCENTRATION - 1986**

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>All Importers</u>
Value (\$000)	719	884	1 002
Per cent of Total Value	72	88	100

In 1986, the 10 major importers accounted for \$884 000, or 88 per cent of the value of imports of laminated tempered sheet, plate or float glass. Of these 10 companies, five were manufacturers who accounted for \$565 000 (56 per cent) of imports. Four of these 10 importers were located in Ontario, three in Québec, and three in the Western Provinces.

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

**TYPE AND LOCATION OF THE TOP 10 KNOWN IMPORTERS - 1986**  
(88% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>OTHER(1)</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	3		1		4	
Québec	1	565*	2	319*	3	884*
Western Provinces	1		2		3	
Atlantic Provinces	-	-	-	-	-	-
<b>TOTAL</b>	<b>5</b>	<b>565</b>	<b>5</b>	<b>319</b>	<b>10</b>	<b>884</b>
Per cent of 1986 Total Value		56				88

\* Ontario, Québec and Western Provinces aggregated to preserve confidentiality of Canadian importers.  
(1) Includes two importers classified as wholesalers.

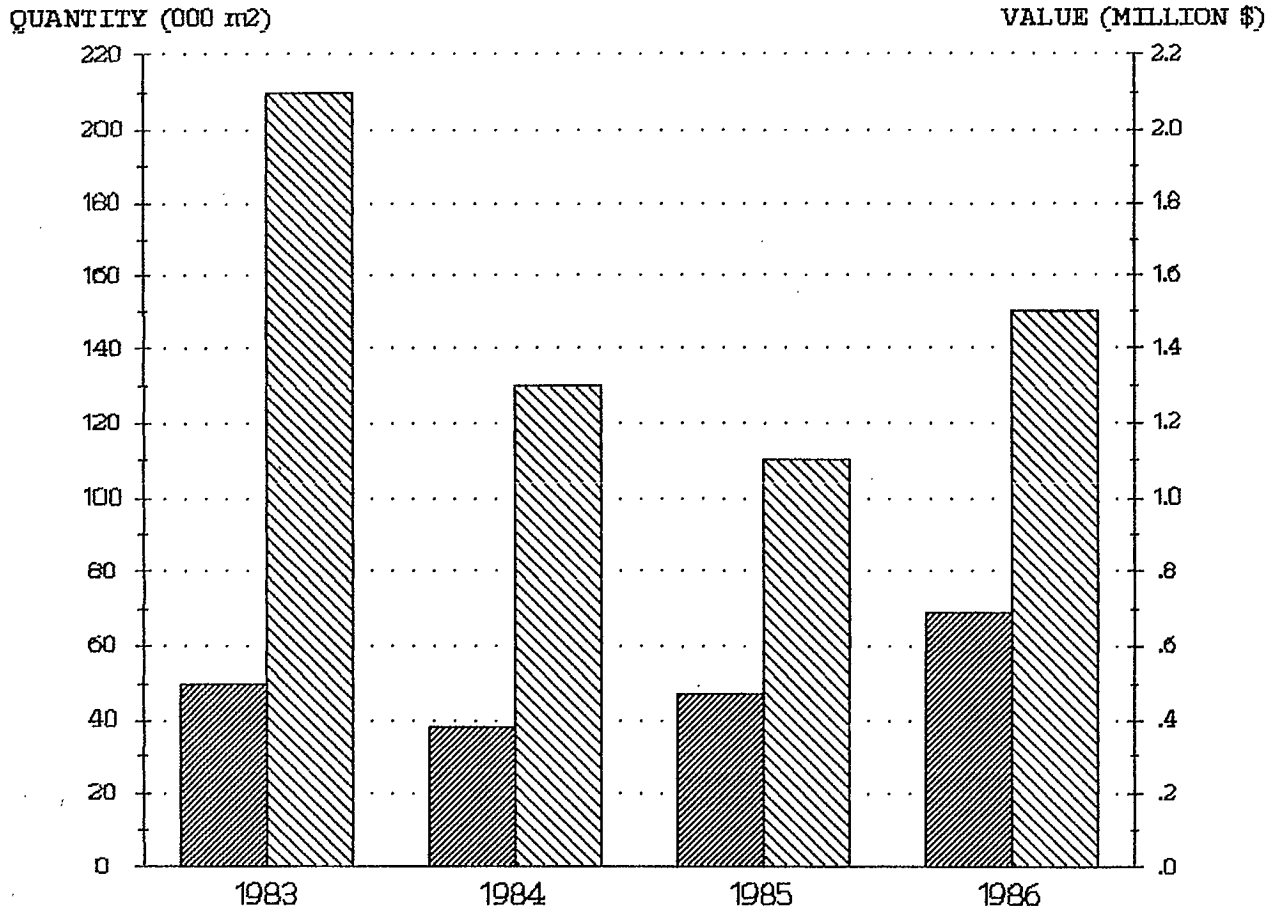
In 1986, there were at least 23 known importers of laminated tempered sheet plate or float glass.

PART CIII: LAMINATED TEMPERED SHEET, PLATE OR FLOAT GLASS  
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE- 1986

Foreign Country Of Export	Canada	Nfld.	N.S.	P.E.I.	N.B.	Qué.	Ont.	Man.	Sask.	Alta.	B.C.
<b>UNITED STATES</b>											
Quantity (000 m <sup>2</sup> )	33.3	0	0	0	0	6.4	19.6	1.2	0	1.0	5.1
Value (\$000)	922	0	0	0	0	60	631	54	0	57	119
<b>THE NETHERLANDS</b>											
Quantity (000 m <sup>2</sup> )	0.5	0	0	0	0	0	*	0	0	0	.5
Value (\$000)	24	0	0	0	0	0	1	0	0	0	23
<b>BELGIUM, LUXEMBOURG</b>											
Quantity (000 m <sup>2</sup> )	0.2	0	0	0	0	0.2	0	0	0	0	0
Value (\$000)	22	0	0	0	0	22	0	0	0	0	0
<b>FRANCE</b>											
Quantity (000 m <sup>2</sup> )	2.5	0	0	0	0	2.5	0	0	0	0	0
Value (\$000)	18	0	0	0	0	18	0	0	0	0	0
<b>FEDERAL REPUBLIC OF GERMANY</b>											
Quantity (000 m <sup>2</sup> )	2.5	0	0	0	0	0	2.5	0	0	0	0
Value (\$000)	15	0	0	0	0	0	15	0	0	0	0
<b>TOTAL</b>											
Quantity (000 m <sup>2</sup> )	38.6	0	0	0	0	9.1	21.8	1.2	0	1.0	5.5
Value (\$000)	1 002	0	0	0	0	101	647	54	0	57	143

\* Less than 100 m<sup>2</sup>

**PART CIV: HEAT ABSORBING AND REFLECTING TEMPERED GLASS**  
**IMPORT TRENDS: OVERVIEW**



■	QUANTITY	50	38	47	69
▨	VALUE	2.1	1.3	1.1	1.5

The volume of imports of heat absorbing and reflecting tempered glass decreased by 24 per cent from 50 191 m<sup>2</sup> to 37 652 m<sup>2</sup> from 1983 to 1984. It increased in 1985 to 46 732 m<sup>2</sup> (24 per cent) and continued to escalate in 1986 to 69 352 m<sup>2</sup> (48 per cent). The variations in the value of imports did not follow a similar pattern to the volume. In 1983, imports totalled \$2.1 million; they decreased the following two years to \$1.3 million and \$1.1 million. In 1986, the value of imports increased to \$1.5 million.

PART CIV: HEAT ABSORBING AND REFLECTING TEMPERED GLASS  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1983	1984	1985	1986	Unit Price 1986 Per m <sup>2</sup> \$	Average Annual Growth Rate 1983-1986	Per Cent Change 1985-1986	Import Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	45.5	36.1	42.0	65.3		13	56	94
Value (\$000)	2 026	1 272	906	1 469	22.50	-10	62	95
<b>FEDERAL REPUBLIC OF GERMANY</b>								
Quantity (000m <sup>2</sup> )	0	0.06	0.06	3.3		N/A	411	5
Value (\$000)	0	5	43	55	16.67	N/A	28	4
<b>FRANCE</b>								
Quantity (000m <sup>2</sup> )	0	0	0.06	0.3		N/A	336	*
Value (\$000)	0	0	6	11	36.67	N/A	83	*
<b>JAPAN</b>								
Quantity (000m <sup>2</sup> )	0.8	1.3	1.6	0.5		-18	-72	*
Value (\$000)	11	46	33	8	16.00	-10	-76	*
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	3.9	0.2	2.4	0		-100	-100	N/A
Value (\$000)	26	12	98	0	N/A	-100	-100	N/A
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	50.2	37.7	46.7	69.4		11	48	100
Value (\$000)	2 063	1 335	1 086	1 543		-9	42	100
UNIT PRICE (\$/m <sup>2</sup> )	41.10	35.41	23.25	22.23				

N/A - Not Applicable

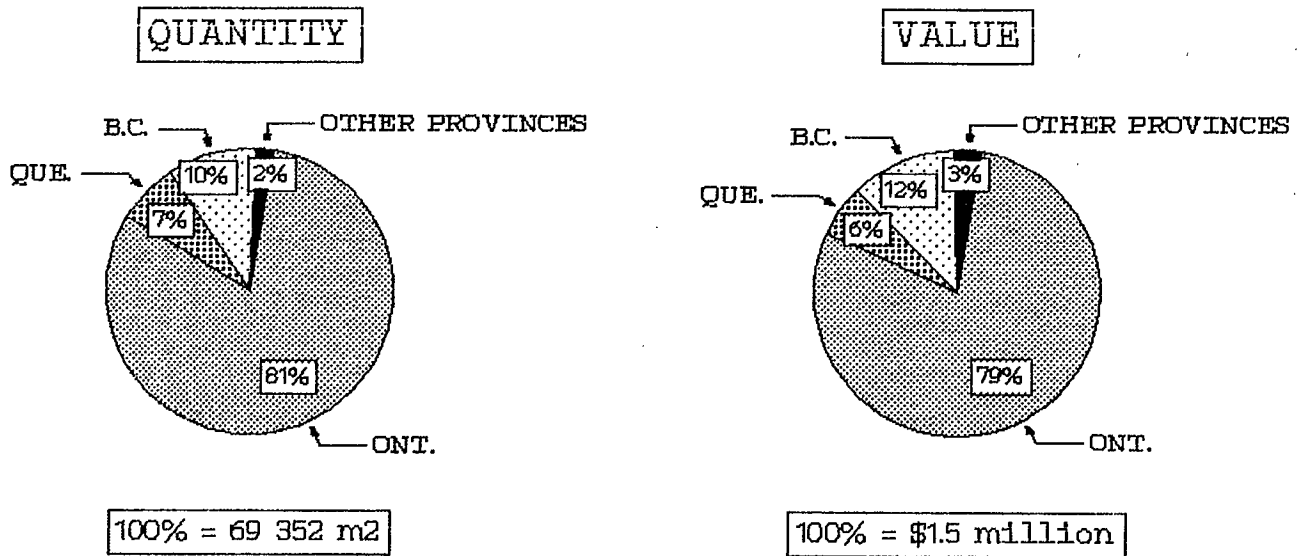
\* Less than one per cent

The United States has consistently been the major country of export to Canada of heat absorbing and reflecting tempered glass. In terms of volume, it captured approximately 90 per cent in 1983 and 1985, and over 94 per cent of the import market in 1984 and 1986. Imports from the United States in terms of value accounted for 83 per cent in 1985, and over 95 per cent in the other years.

During the four-year period, the average unit price declined from \$41.10 per m<sup>2</sup> in 1983 to \$22.23 per m<sup>2</sup> in the final year. Average unit prices in 1986 were \$16.00 per m<sup>2</sup> for imports from Japan to \$36.67 per m<sup>2</sup> for those imported from France.



PART CIV: HEAT ABSORBING AND REFLECTING TEMPERED GLASS  
IMPORTS BY PROVINCE OF CLEARANCE - 1986



In 1986, imports of heat absorbing and reflecting tempered glass cleared through the province of Ontario, British Columbia and Québec totalled 68 395 m<sup>2</sup>, or 99 per cent of Canadian imports. Ontario dominated with 56 313 m<sup>2</sup>, or 81 per cent of total imports. British Columbia followed with 7 147 m<sup>2</sup>, or 10 per cent of imports. Québec was third accounting for 4 935 m<sup>2</sup>, or 7 per cent of Canada's imports.

By value, Ontario was also the main province of clearance with \$1.2 million, or 79 per cent of total imports. British Columbia was second with \$191 000, or 12 per cent, and Québec was third, accounting for \$98 000, or 6 per cent of Canada's imports.

NOTE: For more detailed data, by major foreign country of export and province of clearance, see Appendix CIV, page 58.

PART CIV: HEAT ABSORBING AND REFLECTING TEMPERED GLASS  
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)	1 100	1 341	1 465	1 543
Per cent of Total Value	71	87	95	100

In 1986, the 10 major importers accounted for \$1.3 million, or 87 per cent of the value of imports of heat absorbing and reflecting tempered glass. Of these 10 importers, nine were manufacturers. Five of the nine were manufacturers of flat glass, accounting for \$1.0 million or 68 per cent of total imports. Another three were manufacturers of glass products, made of purchased glass and accounted for \$254 571 of imports. Five of these 10 importers were located in Ontario, four in the Western Provinces, and one in Québec.

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>OTHER</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	9	1 105	-	-	9	1 105
Québec	1	288*	1	83*	2	371*
Western Provinces	3		2		5	
Atlantic Provinces	-	-	-	-	-	-
<hr/> TOTAL	13	1 393	3	83	16	1 476
<hr/>						
Per cent of Total Value		90		5		96

\* Québec and Western Provinces aggregated to preserve confidentiality.

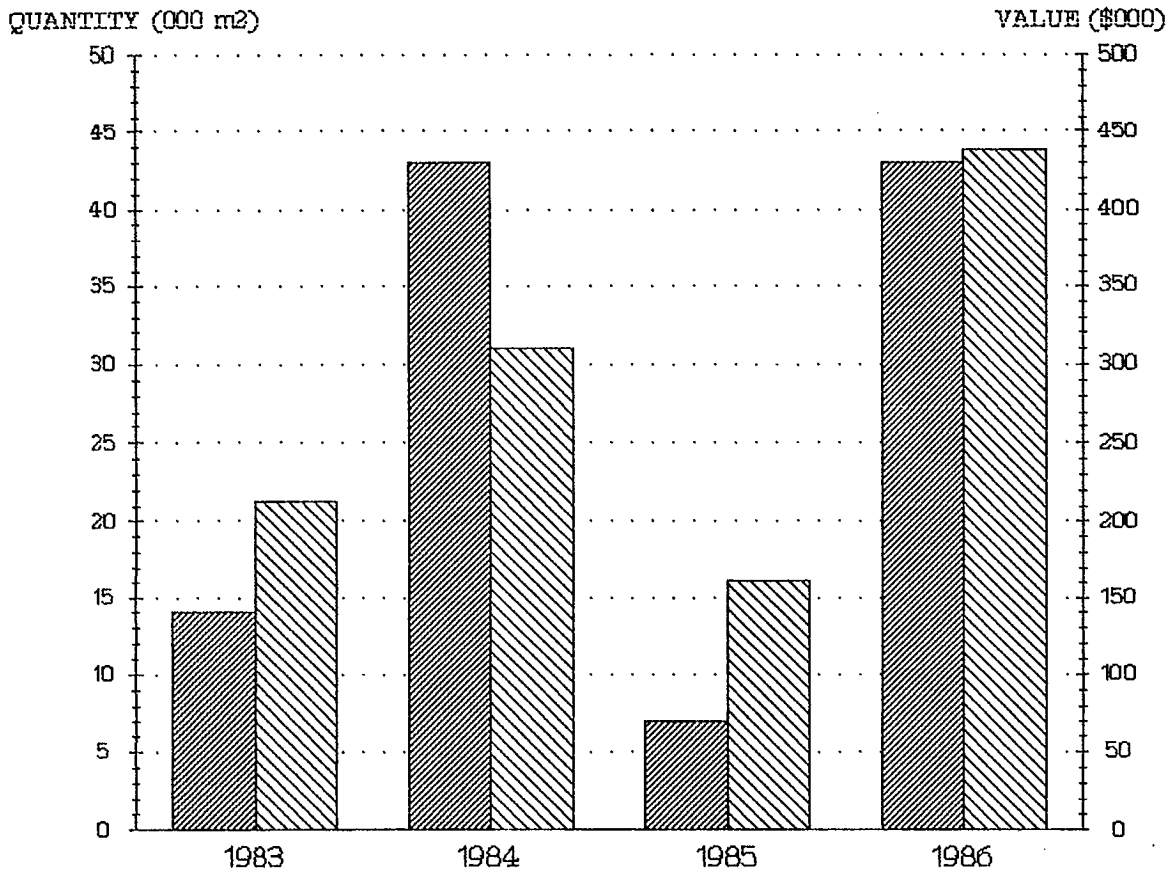
In 1986, there were at least 25 known importers of heat absorbing and reflecting tempered glass. The top 16 importers accounted for \$1.5 million, or 96 per cent of total imports. Of these 16 importers, 13 were manufacturers who accounted for \$1.4 million, or 90 per cent of total imports.

PART CIV: HEAT ABSORBING AND REFLECTING TEMPERED GLASS  
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

Foreign Country Of Export	Canada	Nfld.	N.S.	P.E.I.	N.B.	Qué.	Ont.	Man.	Sask.	Alta.	B.C.
<b>UNITED STATES</b>											
Quantity (000 m <sup>2</sup> )	65.3	0	0	0	*	3.6	54.1	1.0	*	0	6.7
Value (\$000)	1 469	0	0	0	1	75	1 184	25	2	0	183
<b>FEDERAL REPUBLIC OF GERMANY</b>											
Quantity (000 m <sup>2</sup> )	3.3	0	0	0	0	1.3	1.9	0	0	0	0
Value (\$000)	55	0	0	0	0	23	32	0	0	0	0
<b>FRANCE</b>											
Quantity (000 m <sup>2</sup> )	0.3	0	0	0	0	0	0.3	0	0	0	0
Value (\$000)	11	0	0	0	0	0	11	0	0	0	0
<b>JAPAN</b>											
Quantity (000 m <sup>2</sup> )	0.5	0	0	0	0	0	0	0	0	0	0.5
Value (\$000)	8	0	0	0	0	0	0	0	0	0	8
<b>TOTAL</b>											
Quantity (000 m <sup>2</sup> )	69.4	0	0	0	*	4.9	56.3	0.9	*	0	7.1
Value (\$000)	1 543	0	0	0	1	98	1 226	25	2	0	191

\* Less than 100 m<sup>2</sup>

PART CV: COLOURED TEMPERED GLASS, EXCEPT WHITE  
IMPORT TRENDS: OVERVIEW



■	QUANTITY	14	43	7	43
▨	VALUE	213	310	161	438

Between 1983 and 1986, the overall volume of imports of coloured tempered glass, except white increased from 14 172 m<sup>2</sup> to 42 631 m<sup>2</sup>. The value in this period went up from \$213 000 to \$438 000. However, in 1984 the quantity tripled and the value doubled from 1983 to reach 43 157 m<sup>2</sup> and \$310 000. In 1985, it plummeted to a low of 7 416 m<sup>2</sup>, valued at \$161 000.

**PART CV: COLOURED TEMPERED GLASS, EXCEPT WHITE  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT**

Foreign Country of Export	1983	1984	1985	1986	Average Annual		Per Cent Change 1985-1986	Import Market Share 1986
					Unit Price 1986 \$	Growth Rate 1983-1986 %		
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	8.1	37.2	6.0	40.4		71	576	95
Value (\$000)	107	275	147	391	9.68	54	166	89
<b>THE NETHERLANDS</b>								
Quantity (000m <sup>2</sup> )	0	0	0	0.4		N/A	N/A	1
Value (\$000)	0	0	0	32	77.67	N/A	N/A	7
<b>FEDERAL REPUBLIC OF GERMANY</b>								
Quantity (000m <sup>2</sup> )	3.1	0	0	1.7		-17	N/A	4
Value (\$000)	67	0	0	13	7.65	-42	N/A	3
<b>FRANCE</b>								
Quantity (000m <sup>2</sup> )	1.8	0	0	0.03		-74	N/A	*
Value (\$000)	31	0	0	1	31.25	-68	N/A	*
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	1.2	6.0	1.4	0		-100	-100	0
Value (\$000)	8	35	14	0	N/A	-100	-100	0
<hr/>								
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	14.2	43.2	7.4	42.6		44	475	100
Value (\$000)	213	310	161	438		27	172	100
<b>UNIT PRICE (\$/m<sup>2</sup>)</b>	15.00	7.18	21.76	10.28				

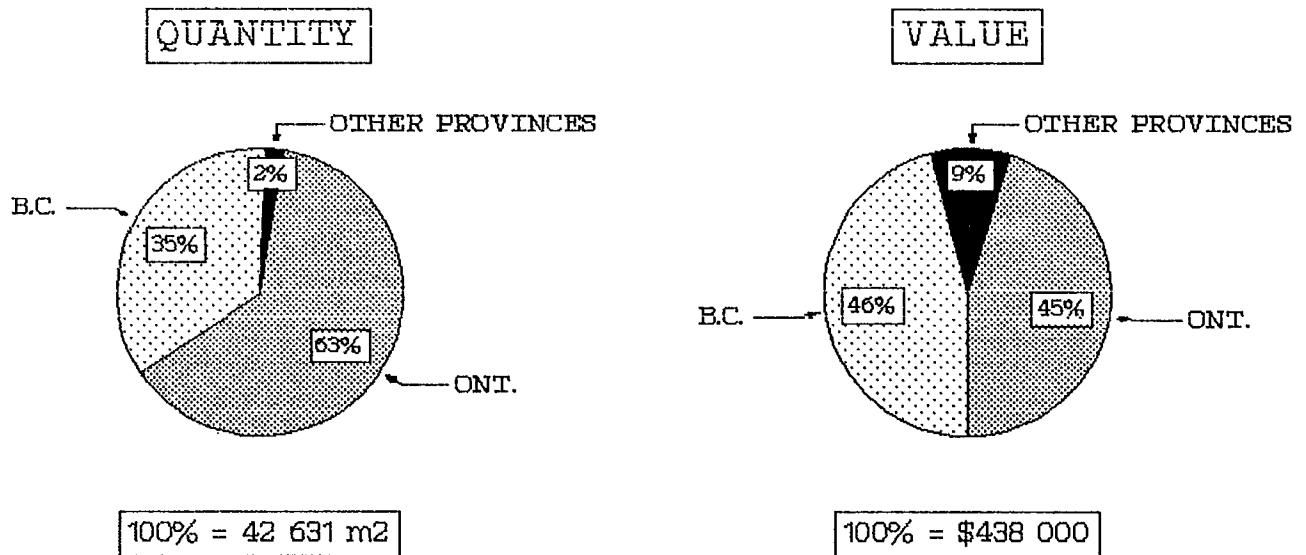
N/A - Not applicable

\* Less than 1 per cent

During the period 1983 to 1986, the United States was the major exporter to Canada of coloured tempered glass, except white, accounting for at least 57 per cent of the volume and 50 per cent of the value. The Federal Republic of Germany has decreased its share of the import market from 22 per cent of the volume and 32 per cent of the value in 1983, to 4 per cent and 3 per cent respectively. Imports from France have also declined from 13 per cent of the volume and 15 per cent of the value of imports in 1983 to be almost non-existent in 1986. As a result, the United States' share of the import market in 1986 averaged 95 per cent of the volume and 89 per cent of the value.

In 1985, the average unit price of imports from all countries was 21.76 per m<sup>2</sup>; but it declined to \$10.28 per m<sup>2</sup> in 1986. The main country of export, the United States, averaged \$9.68 per m<sup>2</sup>.

PART CV: COLOURED TEMPERED GLASS, EXCEPT WHITE  
IMPORTS BY PROVINCE OF CLEARANCE - 1986



Imports of coloured tempered glass, except white, cleared through the provinces of Ontario and British Columbia totalled 41 656 m<sup>2</sup>, or 98 per cent of the volume of Canadian imports. Ontario was the main province of clearance with 26 949 m<sup>2</sup>, or 63 per cent of total imports. British Columbia imported 14 707 m<sup>2</sup>, or 35 per cent of the total imports.

For the value of imports, British Columbia accounted for \$200 000, or 46 per cent of the imports. Ontario reverted to second accounting for \$197 000, or 45 per cent of Canada's imports.

Note: For more detailed data, by major foreign country of export and province of clearance, see Appendix CV, page 63.

**PART CV: COLOURED TEMPERED GLASS, EXCEPT WHITE**  
**IMPORT MARKET CONCENTRATION - 1986**

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 13 Importers</u>	<u>All Importers</u>
Value (\$000)	295	314	318	438
Per cent of Total Value	67	72	73	100

The top 10 importers of coloured tempered glass, except white, accounted for \$314 000, or 72 per cent of total imports. Of these companies, nine were manufacturers. Five of the ten were located in Ontario, four in the Western Provinces, and one in Québec.

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

**TYPE AND LOCATION OF THE TOP 13 KNOWN IMPORTERS - 1986**  
**(73% OF TOTAL IMPORT VALUE)**

	<u>MANUFACTURERS(1)</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	7	161*
Québec	1	
Western Provinces	5	158
Atlantic Provinces	-	-
<hr/>		
TOTAL	13	319
<hr/>		
Per cent of Total Value		73

\* Ontario and Québec aggregated to preserve confidentiality.

(1) Includes one retailer.

In 1986, there were 13 known importers of coloured tempered glass, except white. The top 13 importers accounted for \$319 000, or 73 per cent of Canadian imports. Twelve of these importers were manufacturers. Five of the manufacturers produced flat glass or glass products made of purchased glass with 56 per cent, or \$246 000 of total imports. Another five produced metal doors, sash, frames moulding and trim, with 17 per cent, or \$74 000 of total imports.

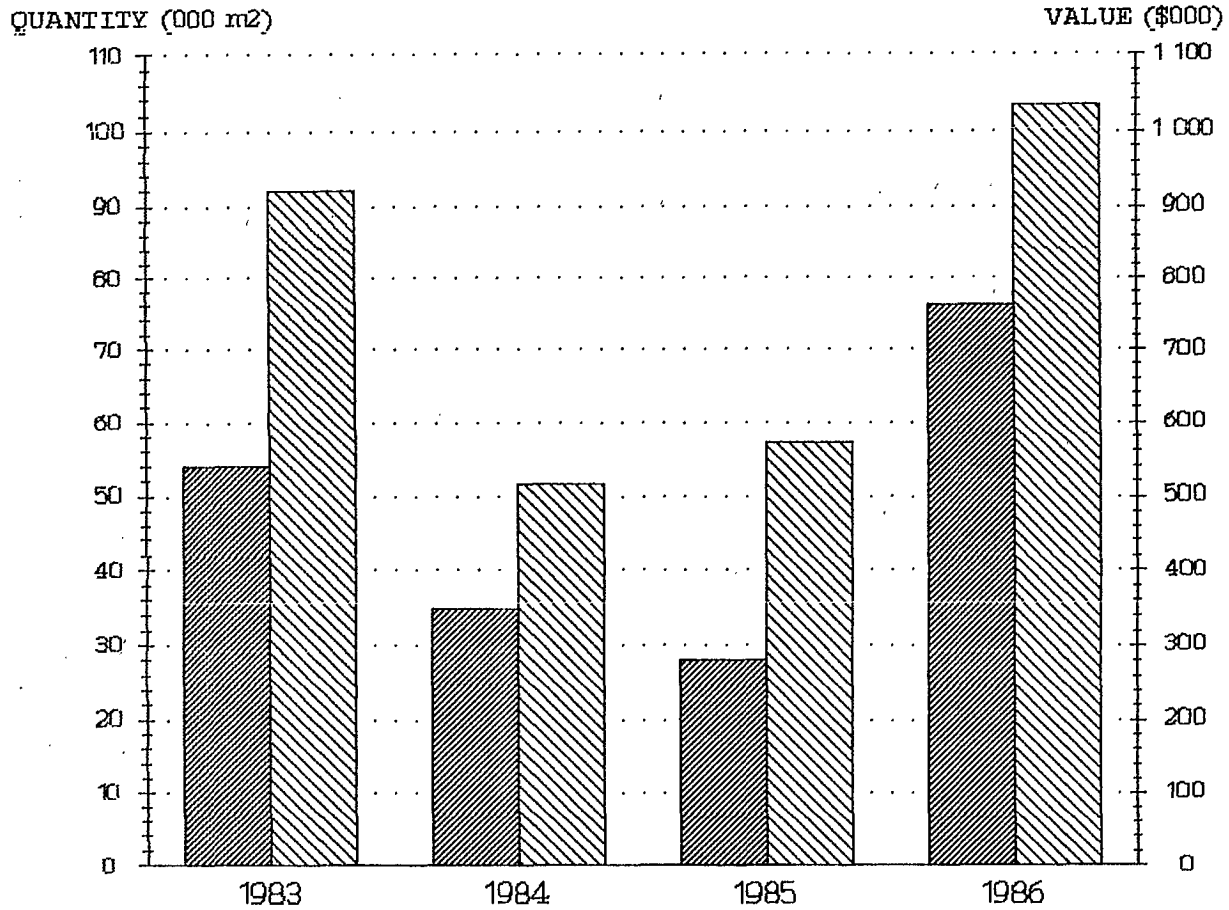
PART CV: COLOURED TEMPERED GLASS, EXCEPT WHITE  
IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE- 1986

Foreign Country Of Export	Canada	Nfld.	N.S.	P.E.I.	N.B.	Qué.	Ont.	Man.	Sask.	Alta.	B.C.
<b>UNITED STATES</b>											
Quantity (000 m <sup>2</sup> )	40.4	0	0	0	0	0.5	26.9	0	0	*	13.0
Value (\$000)	391	0	0	0	0	6	197	0	0	1	187
<b>THE NETHERLANDS</b>											
Quantity (000 m <sup>2</sup> )	5 0.4	0	0.4	0	0	0	0	0	0	0	0
Value (\$000)	32	0	32	0	0	0	0	0	0	0	0
<b>FEDERAL REPUBLIC OF GERMANY</b>											
Quantity (000 m <sup>2</sup> )	1.7	0	0	0	0	0	0	0	0	0	1.7
Value (\$000)	13	0	0	0	0	0	0	0	0	0	13
<b>FRANCE</b>											
Quantity (000 m <sup>2</sup> )	*	0	0	0	0	*	0	0	0	0	0
Value (\$000)	1	0	0	0	0	1	0	0	0	0	0
<hr/>											
<b>TOTAL</b>											
Quantity (000 m <sup>2</sup> )	42.6	0	0.4	0	0	0.5	26.9	0	0	*	14.7
Value (\$000)	438	0	32	0	0	8	197	0	0	1	200

\* Less than 100 m<sup>2</sup>



**PART CVI: TEMPERED GLASS, NOT ELSEWHERE SPECIFIED**  
**IMPORT TRENDS: OVERVIEW**



■	QUANTITY	54	35	28	76
▨	VALUE	920	515	571	1 033

The volume of imports of tempered glass, not elsewhere specified, increased from 53 831 m<sup>2</sup> in 1983 to 76 323 m<sup>2</sup> in 1986. The middle years declined by 35 per cent in 1984, and a further 21 per cent in 1985, before almost tripling in the latter year.

The value of imports decreased from \$920 000 in 1983 to \$515 000 in 1984. It then increased by 11 per cent to \$571 000 in 1985. In 1986, it peaked at \$1 million or an 81 per cent increase compared to 1985.

PART CVI: TEMPERED GLASS, NOT ELSEWHERE SPECIFIED  
IMPORTS TO CANADA BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1983	1984	1985	1986	Unit Price 1986 Per m <sup>2</sup> \$	Average Annual Growth Rate 1983-1986 %	Per Cent Change 1985-1986	Import Market Share 1986 %
<b>UNITED STATES</b>								
Quantity (000m <sup>2</sup> )	52.9	23.2	23.9	63.8		6	167	84
Value (\$000)	904	358	483	897	14.06	0	86	87
<b>UNITED KINGDOM</b>								
Quantity (000m <sup>2</sup> )	0.7	3.5	0	1.6		29	N/A	2
Value (\$000)	5	60	0	76	47.50	148	N/A	7
<b>TAIWAN</b>								
Quantity (000m <sup>2</sup> )	0	0	0	5.2		N/A	N/A	7
Value (\$000)	0	0	0	27	5.19	N/A	N/A	3
<b>JAPAN</b>								
Quantity (000m <sup>2</sup> )	0.08	0	2.1	5.0		305	137	7
Value (\$000)	7	0	45	24	4.80	51	-47	2
<b>FRANCE</b>								
Quantity (000m <sup>2</sup> )	0.09	0.09	0	0.6		85	N/A	*
Value (\$000)	4	5	0	8	13.33	26	N/A	*
<b>OTHER</b>								
Quantity (000m <sup>2</sup> )	0.01	8.6	1.9	0.2		156	-91	*
Value (\$000)	0	92	43	1	5.00	N/A	-98	*
<b>TOTAL</b>								
Quantity (000m <sup>2</sup> )	53.8	35.4	28.0	76.3		12	173	100
Value (\$000)	920	515	571	1 033		4	81	100
UNIT PRICE (\$/m <sup>2</sup> )	17.10	14.55	20.39	13.54				

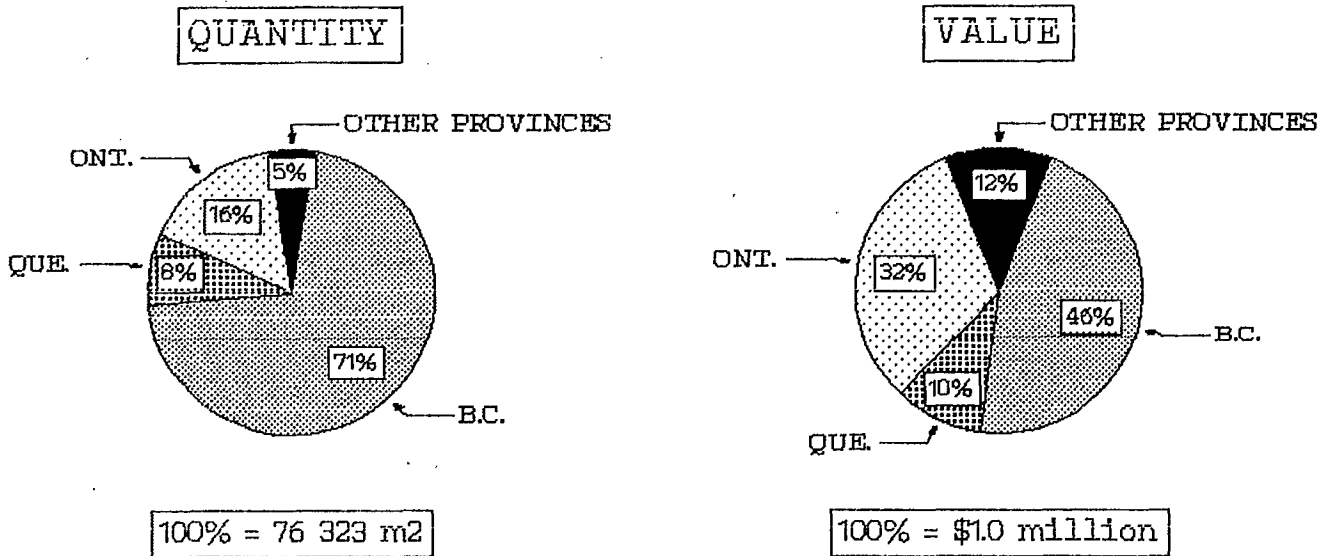
N/A - Not Applicable

\* Less than one per cent

Between 1983 and 1986, the United States was the major exporter to Canada of tempered glass, not elsewhere specified, in terms of volume and value. However, its share of Canadian imports dropped from a high of 98 per cent to 84 per cent of the volume. Taiwan's share rose from nil to 7 per cent of the volume in 1986, displacing imports from the United Kingdom.

In 1986, the average unit price of tempered glass, not elsewhere specified, varied from a low of \$4.80 m<sup>2</sup> for imports from Japan to \$47.50 per m<sup>2</sup> for those imported from the United Kingdom.

PART CVI: TEMPERED GLASS, NOT ELSEWHERE SPECIFIED  
IMPORTS BY PROVINCE OF CLEARANCE - 1986



Imports of tempered glass, not elsewhere specified, cleared through the provinces of British Columbia, Ontario and Québec, totalled 72 600 m<sup>2</sup>, or 95 per cent of the volume of imports. British Columbia accounted for 54 282 m<sup>2</sup>, or 71 per cent of total imports. Ontario was second with 11 884 m<sup>2</sup>, or 16 per cent of imports. Québec was third with 6 437 m<sup>2</sup>, or 8 per cent of the total imports.

The provinces of entry for the value remained the same, but the percentage varied. British Columbia accounted for \$479 000, or 46 per cent of the imports. Ontario was next, accounting for \$332 000, or 32 per cent of imports. Québec was third, accounting for \$100 000, or 10 per cent of Canada's imports.

NOTE: For more detailed data, by major foreign country of export and province of clearance, see Appendix CVI, page 68.

PART CVI: TEMPERED GLASS, NOT ELSEWHERE SPECIFIED  
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)	338	507	576	1 033
Per cent of Total Value	33	49	56	100

The top 10 importers of tempered glass, not elsewhere specified, accounted for \$338 000, or 33 per cent of total imports. Of these 10 companies, nine were manufacturers and accounted for \$487 000, or 47 per cent of total imports. Five of the ten companies were located in Ontario, four in the Western Provinces, and one in Québec.

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  
(59 % OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>OTHER</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	5	263	2	81**	7	
Western Provinces	7		4		1	612***
Québec	1	268*	-	-	1	
Atlantic Provinces	1		-	-	1	
<b>TOTAL</b>	<b>14</b>	<b>531</b>	<b>6</b>	<b>81</b>	<b>20</b>	<b>612</b>

Per cent of Total Value		51		8		59
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\* Québec, Western Provinces and Atlantic Provinces aggregated to preserve confidentiality of Canadian importers.

\*\* Ontario and Western Provinces aggregated to preserve confidentiality of Canadian importers.

\*\*\* All provinces aggregated to preserve confidentiality of Canadian importers.

In 1986, there were at least 40 known importers of tempered glass, not elsewhere specified. Fourteen importers were manufacturers and accounted for \$531 000, or 51 per cent of total imports. Of the fourteen manufacturers, seven were manufacturers of flat glass or glass products made of purchased glass and accounted for \$325 000, or 31 per cent of total imports.

PART CVI: TEMPERED GLASS, NOT ELSEWHERE SPECIFIED  
 IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE - 1986

Foreign Country Of Export	Canada	Nfld.	N.S.	P.E.I.	N.B.	Qué.	Ont.	Man.	Sask.	Alta.	B.C.
<b>UNITED STATES</b>											
Quantity (000 m <sup>2</sup> )	63.8	0	*	0	0.2	5.6	9.0	2.4	*	0.8	45.6
Value (\$000)	897	0	5	0	9	51	293	87	1	19	432
<b>UNITED KINGDOM</b>											
Quantity (000 m <sup>2</sup> )	1.6	0	0	0	0	0.8	0.8	0	0	0	0
Value (\$000)	76	0	0	0	0	48	27	0	0	0	0
<b>TAIWAN</b>											
Quantity (000 m <sup>2</sup> )	5.2	0	0	0	0	0	0	0	0	0	5.2
Value (\$000)	27	0	0	0	0	0	0	0	00	0	27
<b>JAPAN</b>											
Quantity (000 m <sup>2</sup> )	5.0	0	0	0	0	0	1.6	0	0	0	3.5
Value (\$000)	24	0	0	0	0	0	4	0	0	0	20
<b>FRANCE</b>											
Quantity (000 m <sup>2</sup> )	0.6	0	0	0	0	0	0.6	0	0	0	0
Value (\$000)	8	0	0	0	0	0	8	0	0	0	0
<b>OTHER</b>											
Quantity (000 m <sup>2</sup> )	*	0	0	0	0	0	*	0	0	0	0
Value (\$000)	1	0	0	0	0	0	1	0	0	0	0
<b>TOTAL</b>											
Quantity (000 m <sup>2</sup> )	76.3	0	*	0	0.2	6.4	11.9	2.4	*	0.8	54.3
Value (\$000)	1 033	0	5	0	9	100	332	87	1	19	479

\* Less than 100 m<sup>2</sup>

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