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Canadian Market Opportunities— Import Profile



Government
of Canada

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Regional Industrial
Expansion

Expansion industrielle
régionale

Canada

THERMOFORMING MOULDING
MACHINES FOR PLASTICS

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These offices are listed on page 8
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 firms, but customs values exceed selling prices for many transactions between affiliated firms. 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.

CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

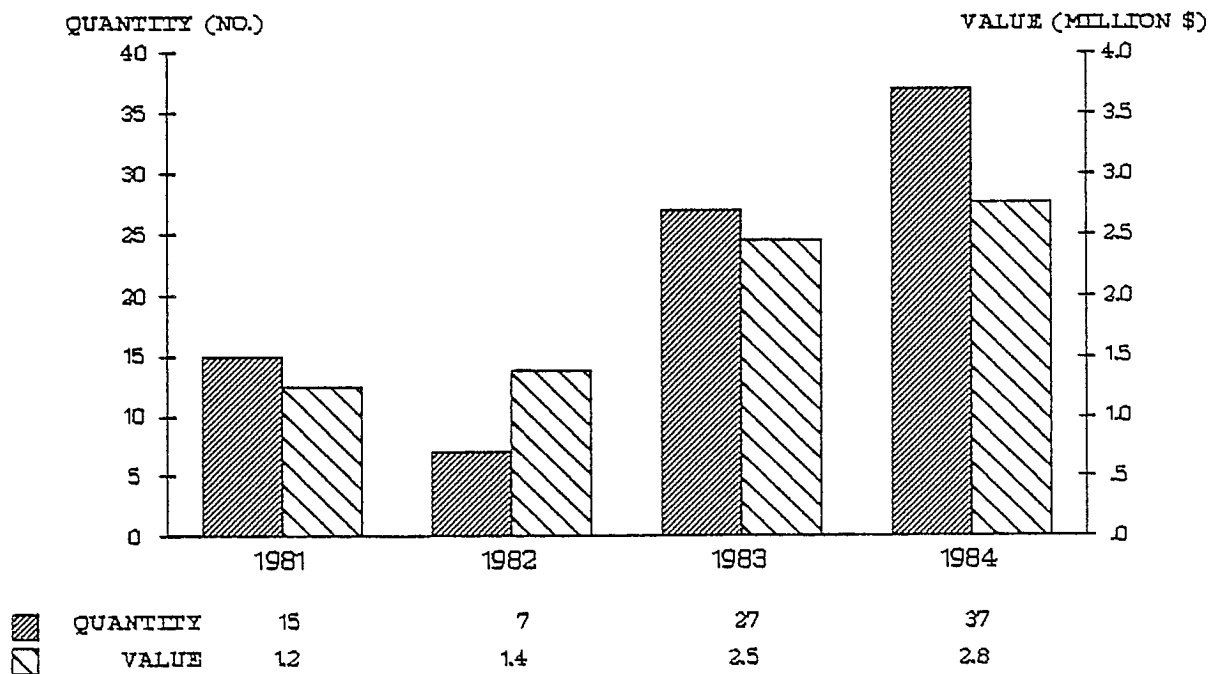
THERMOFORMING MOULDING
MACHINES FOR PLASTICS

INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing in the Canadian marketplace for domestic production and to stimulate Canadian business to explore further potential market opportunities in Canada. 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.

Thermoforming moulding machines for plastic are machines which shape heated thermoplastic sheet or film through forced contact with a mould. The formed parts are then cut from the sheet. Products range from blister packs to automobile panels.

A - IMPORT TRENDS
OF
THERMOFORMING MOULDING
MACHINES FOR PLASTICS



B - IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

(IN DESCENDING ORDER OF 1984 VALUES)

<u>FOREIGN COUNTRY OF EXPORT</u>	<u>1981</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>UNIT PRICE 1984 (\$000)</u>	<u>AVERAGE ANNUAL GROWTH RATE 1981-1984</u>	<u>PER CENT CHANGE 1983-1984</u>
						<u>%</u>	<u>%</u>
UNITED STATES							
QUANTITY (NO.)	12	5	21	31		37	48
VALUE (\$000)	1 012	1 340	1 778	1 943	62.7	24	9
ITALY							
QUANTITY (NO.)	-	1	2	4		N/A	100
VALUE (\$000)	-	10	87	515	128.8	N/A	492
WEST GERMANY							
QUANTITY (NO.)	1	-	2	2		26	0
VALUE (\$000)	47	-	175	302	151.0	86	73
OTHER							
QUANTITY (NO.)	2	1	2	-		-100	-100
VALUE (\$000)	180	30	412	-	N/A	-100	-100
<hr/>							
TOTAL							
QUANTITY (NO.)	15	7	27	37		35	37
VALUE (\$000)	1 239	1 380	2 452	2 761		31	13
UNIT PRICE (\$000)	82.6	197.1	90.8	74.6			

N/A - Not applicable

Thermoplastic moulding machines come in a very wide range of sizes and complexities so unit prices range from ten thousand dollars to some hundreds of thousands of dollars.

The unit imports followed the pattern of many other products: decline from 1981 to 1982 and sharp recovery in 1983 and 1984 as the economy revived. Dollar values of imports showed much more moderate movements, because of the wide variations in unit prices.

The United States has consistently been the major exporter to Canada, accounting for 84 per cent of the quantity and 70 per cent of the value in 1984. All the major exporting countries shipped some high-priced and some low-priced units to Canada.

C - IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1984 VALUE)

<u>TOP 5 IMPORTERS</u>	<u>TOP 10 IMPORTERS</u>	<u>TOP 15 IMPORTERS</u>
90	98	100

The ten major importers accounted for 98 per cent of the total imports for 1984. Of these, eight were manufacturers.

D - TYPE AND LOCATION OF THE 15 IMPORTERS - 1984

	<u>MANUFACTURERS</u>		<u>WHOLESALE AND 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	5	687	1	35	6	723
Quebec	3	1 570	-	-	3	1 570
Western Provinces	3	384	3	84	6	468
Atlantic Provinces	-	-	-	-	-	-
TOTAL	11	2 641	4	119	15	2 761
Per Cent of 1984 Total Value		96%		4%		100%

There were 15 importers of thermoforming moulding machines for plastics during 1984. Virtually all (96 per cent by value) of the imports were brought in by the 11 manufacturers. Four of the manufacturers were manufacturers of miscellaneous plastic products.

E - CANADIAN PRODUCTION

There are at least three manufacturers of thermoforming moulding machines for plastics in Canada. Statistics Canada reports that shipments of plastic industries machinery were \$57 million in 1982, the latest year for which information is available. Separate data for thermoforming moulding machines are not available.

F - EXPORTS

Statistics Canada reports that exports of plastics industry machinery and parts, not elsewhere specified, amounted to \$90 million during 1984. Separate data are not available for exports of thermoforming moulding machines.

G - CANADIAN TARIFFS, 1985

TARIFF ITEM	DESCRIPTION	% OF TOTAL IMPORT VALUE (1984)	TARIFF TREATMENT				
			BRITISH PREFER- ENTIAL TARIFF(1) %	MOST FAVOURED NATION TARIFF %	GENERAL TARIFF %	GENERAL PREFER- ENTIAL TARIFF %	U.K. AND IRELAND %
42700-01	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing	93	2.5	10.7	35	2.5	9.2
	01/01/86			9.9			
	01/01/87			9.2			

(1) Excludes U.K. and Ireland
N.O.P. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION: UNITED STATES, ITALY, WEST GERMANY

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) 996-6595

H - MARKET SUMMARY

1. Plastics Machinery consists of machines that make plastics as such, and those that make products out of plastic (by injection moulding, moulding, or extrusion), together with parts for these machines, and dies and moulds.

Canadian activity in Plastics Machinery products (excluding moulds and dies) is given by the following summary for 1982:

	<u>\$ million</u>
Canadian production	57
Imports	<u>90</u>
Total available	147
Exports	<u>44</u>
Apparent Canadian market	103

Plastics Machinery products manufactured in Canada, in general, consist of machines for ingredient weighing and blending, single screw extruders and co-extruders, injection and blow moulding machines and hot stamp decorating machines. In parts and auxiliary equipment Canadian firms make material feed screws, temperature control instruments, dual and multiple layer cool air rings and plastics thickness sensors. Moulds and dies are also made in Canada.

2. Thermoforming Machines for the packaging of food and non-food products are currently manufactured in Canada by at least four companies.

Excellent opportunities exist in domestic and foreign markets for thermoforming moulding machines. These opportunities could be exploited by Canadian companies through the development of new products and/or obtaining technology through licensing or joint ventures with firms in the United States, Japan, West Germany, the United Kingdom, or Italy.

This report was prepared by:

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in collaboration with the Department's
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