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Canadian Market Opportunities— Import Profile



Government
of Canada

Regional Industrial
Expansion

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Expansion industrielle
régionale

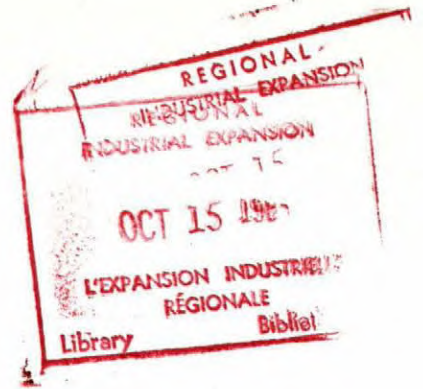
Canada

TWIN SCREW DEVOLATILIZING
EXTRUDERS FOR PLASTICS

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FOR MORE INFORMATION PLEASE CONTACT:

Market Information and Analysis Division
Market Development Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 992-4446

OR

The nearest DRIE Regional Office.
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.

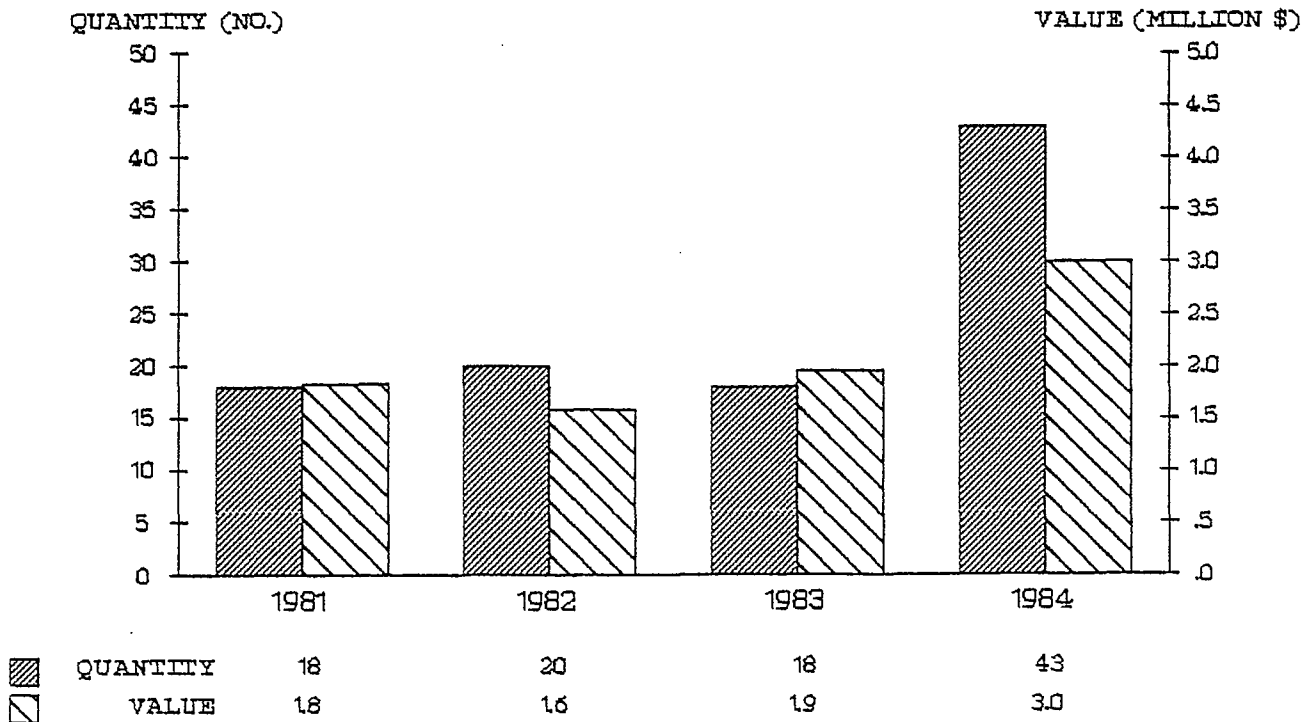
CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

TWIN SCREW DEVOLATILIZING
EXTRUDERS FOR PLASTICS

INTRODUCTION

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.

A - IMPORT TRENDS
OF
TWIN SCREW DEVOLATILIZING
EXTRUDERS 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 \$</u>	<u>AVERAGE ANNUAL GROWTH RATE 1981-1984 %</u>	<u>PER CENT CHANGE 1983-1984 %</u>
ITALY							
QUANTITY (NO.)	6	4	10	30		71	200
VALUE (\$000)	722	422	1 191	2 048	68 267	42	72
UNITED STATES							
QUANTITY (NO.)	10	14	5	12		6	140
VALUE (\$000)	872	1 017	266	929	77 417	2	249
WEST GERMANY							
QUANTITY (NO.)	2	2	3	1		-21	-67
VALUE (\$000)	230	137	489	17	17 000	-58	-97
<hr/>							
TOTAL							
QUANTITY (NO.)	18	20	18	43		34	139
VALUE (\$000)	1 824	1 576	1 947	2 995		18	54
UNIT PRICE (\$)	101 333	78 800	108 167	69 651			

Between 1981 and 1983 imports of twin screw devolatilizing extruders for plastics were stable at 18 to 20 units, valued at \$1.6 to \$1.9 million. Then in 1984 imports jumped to 43 units, valued at \$3 million. These 1984 increases were 139 per cent in terms of quantity and 54 per cent in terms of dollar value from 1983. They reflect the economic recovery.

Average unit prices tend to range between \$60 000 to \$120 000, but occasionally unit prices are outside this range. These variations reflect different mixes of size and complexity of machines.

The United States had been the major exporter to Canada, but since 1983 Italy has become Canada's largest supplier. In 1984 Italy's exports accounted for 70 per cent of the quantity and 68 per cent of the value of Canada's total imports.

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

<u>TOP 3</u> <u>IMPORTERS</u>	<u>TOP 7</u> <u>IMPORTERS</u>	<u>TOP 10</u> <u>IMPORTERS</u>	<u>TOP 14</u> <u>IMPORTERS</u>
41	77	95	100

D - TYPE AND LOCATION OF THE 14 IMPORTERS - 1984

	<u>MANUFACTURERS</u>	
	<u>NO. OF</u> <u>IMPORTERS</u>	<u>VALUE</u> <u>(\$000)</u>
Ontario	9	2 048
Quebec	5*	547*
Western Provinces		
Atlantic Provinces	-	-
TOTAL	14	2 995
<hr/>		
Per Cent of 1984 Total Value		100%

(*) Quebec and Western Provinces aggregated to preserve confidentiality.

There were 14 importers of twin screw devolatilizing extruders for plastics during 1984. All importers were manufacturers with total imports of \$3 million. Nine of these firms, representing 68 per cent of the total import value, are located in Ontario. Six of the 14 importers were manufacturers of miscellaneous plastics products.

E - CANADIAN PRODUCTION

There are no known manufacturers of twin screw devolatilizing extruders 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 twin screw extruders 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 export data are not available for exports of twin screw extruders. However, since none are manufactured in Canada, exports are unlikely.

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	99.7	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. Canadian manufacturers of single screw extruders have developed extensive capabilities in the production of extruders for blown-film and the extrusion of PVC pipe and profiles. Recent improvements in output rates (via larger ratios of length to diameter, more drive capacity, etc.) are expected to keep the single screw machines competitive. In the extrusion of PVC pipe and profiles there has been a pronounced swing to the use of twin extruders. This presents an opportunity for Canadian manufacturers to develop their own lines of twin extruders or to obtain the technology through licensing or joint venture arrangements with foreign manufacturers of twin screw extruders.

This report was prepared by:

The Market Development Branch of
the Department of Regional Industrial Expansion
in collaboration with the Department's
Machinery and Electrical Equipment Branch

For more information please contact nearest DRIE Regional Office

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

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

Ontario

P.O. Box 98
1 First Canadian Place, Suite 4840
Toronto, Ontario
M5X 1B1
Tel: (416) 365-3737

Manitoba

P.O. Box 981
400-3 Lakeview Square
185 Carlton Street
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 949-6163

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) 920-8568 or 8571