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IMPORT PROFILE

Investment Opportunities

PLUMBING FIXTURES AND SANITARY WARE

Pub. No: 8810-IP-6 November 1988



Government
of Canada

Regional Industrial
Expansion

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Expansion industrielle
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PLUMBING FIXTURES AND SANITARY WARE

Pub. No: 8810-IP-6 November 1988

Includes:

- Bath Tubs
- Sinks, Except Service Sinks
- Wash Basins and Fixtures
- Toilet Bowls and Combinations
- Modular Bathrooms, Complete
and Segments
- Plumbing Fixtures and
Sanitary Ware, Not Elsewhere
Specified

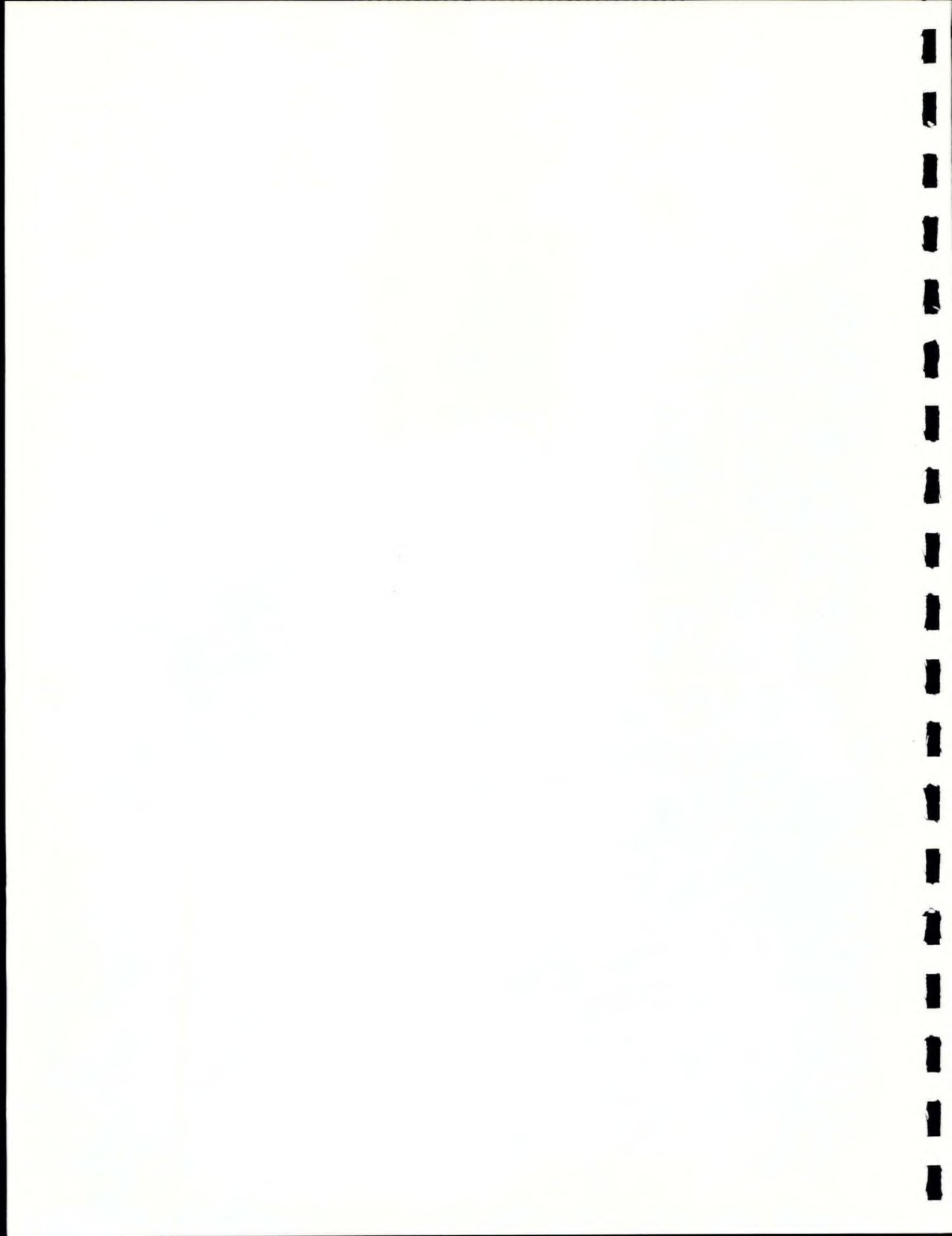


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PLUMBING FIXTURES AND SANITARY WARE

INTRODUCTION

This report is part of a continuing series designed to increase business awareness of the potential existing for production in Canada.

CANADIAN IMPORTS

Import data are given on subsequent pages for the following products:

<u>Part</u>	<u>Description</u>	<u>Commodity Code</u>	<u>TOTAL IMPORTS</u>	
			<u>Quantity</u> (No.)	<u>Value</u> (C\$000)
A -	Bath Tubs	671-09	32 447	4 460
B -	Sinks, Except Service Sinks	671-29	12 853	5 314
C -	Wash Basins and Fixtures	671-60	116 154	3 958
D -	Toilet Bowls and Combinations	671-68	385 605	13 126
E -	Modular Bathrooms: Complete Segments	671-99-11) 671-99-15)	-	1 624
F -	Plumbing Fixtures and Sanitary Ware, Not Elsewhere Specified	671-99-89*	-	14 961

Date on import trends for individual products within the above commodity groups are shown separately on subsequent pages.

Lists of Canadian importers and foreign exporters to Canada are given in Appendices A and B of each section. Exporter list for modular bathrooms is not available.

*Note: Does not include bidets, chemical toilets, incinerating or gas toilets, or self contained toilets, urinal tanks, shower cabinets, drinking fountains, dental sinks, laboratory sinks, medical sinks, laundry tubs or portable wash basins which totalled a further \$8.6 million in 1987. These products are included in other various codes in 671-99.

CANADIAN PRODUCTION

The table below shows that there are at least 23 manufacturers of plumbing fixtures and sanitary ware in the non-metallic mineral products industries and at least 13 manufacturers of plumbing fixtures and sanitary ware in the fabricated metal products industries. The plastics products industries accounts for at least an additional 43 Canadian manufacturers. Statistics Canada reports information on production as follows (1985 is the latest year for which production figures are available):

<u>Non-metallic Mineral Products Industries</u> (incl. sanitary ware of vitreous china)	<u>1984</u>		<u>1985</u>	
	<u>Establishments</u> (No.)	<u>Value</u> (C\$000)	<u>Establishments</u> (No.)	<u>Value</u> (C\$000)
Plumbing Fixtures and Sanitary Ware	10	*	23	*
Bathtubs, cultured marble and cultured onyx	-	-	8	1 874
Lavatories (incl. wash basins and vanity tops with basin), cultured marble and cultured onyx	-	-	13	6 859
 <u>Fabricated Metal Products Industries</u> (metal plumbing fixtures and fittings, includes enamelled)				
Plumbing Fixtures and Sanitary Ware	13	*	13	42 819
Sinks, Stainless Steel	9	*	7	*
Laundry Tubs	3	896	2	*
 <u>Plastics Products Industries</u>				
Plumbing Fixtures and Sanitary Ware	28	*	43	96 222
Bath Tubs	9	*	22	34 300
Toilet Seats, Plastic	4	20 479	3	*
Shower Units, Plastic	13	*	12	13 482

* Aggregated to preserve confidentiality

CANADIAN EXPORTS

Although the Canadian producers of plumbing fixtures and sanitary ware indicate that they export, Statistics Canada does not publish specific data on exports of these products. These data are included in "plumbing fixtures and sanitary ware, not elsewhere specified", which amounted to \$43.1 million in 1987. This figure includes products such as toilet seats, toilet seat covers, grease interceptors, lavatories and legs, sinks, closet tanks, toilet bowls, bath tubs, portable chemical action toilets, etc. The United States accounted for \$39.4 million dollars (91%) of the 1987 Canadian export total for "plumbing fixtures and sanitary ware, not elsewhere specified".

UNITED STATES' IMPORTS

In 1987, the United States' Department of Commerce reported U.S. imports of plumbing fixtures and sanitary ware as listed below.

	<u>TOTAL IMPORTS</u>	
	<u>U.S.A.</u> (C\$000)	<u>Canada's Share</u> (C\$000)
Ceramic water closet bowls and flush tanks, in sets	44 619	133
Flush tanks not in sets	430	86
Ceramic sinks including lavatories	17 478	75
Ceramic plumbing fixtures (Other)	6 173	174
Ceramic sanitary ware and parts, except plumbing fixtures	9 170	104
Cast articles, coated of iron or steel, not enamelled	7 598	9
Toilet and sanitary ware iron or steel, not enamelled	49 982	16 853
Toilet and sanitary ware of iron or steel for use in civil aircraft	11 256	-
Toilet and sanitary ware iron or steel, enamelled or glazed with vitreous glass	7 741	10

Note: Individual figures for plastic products not available.

MARKET SUMMARY

The major market in Canada for plumbing fixtures and sanitary ware is the new housing market. Detailed statistics on housing starts are readily available from Statistics Canada and CMHC (Canada Mortgage & Housing Corporation).

Additional markets also exist in Canada for plumbing fixtures, but are much smaller. The smaller markets for plumbing fixtures include:

- (a) non-residential construction (hotels, hospitals, schools, institutions, office buildings, light commercial units, factories, etc.)
- (b) bathroom upgrades/renovations
- (c) basic replacement units.

Statistics are available for the number of starts and types of new non-residential construction, but are not available for the renovation nor basic replacement markets.

Companies that manufacture plumbing fixtures and sanitary ware in Canada usually pursue only one of the above markets. Very few of the companies in Canada produce products for more than one of these markets.

MARKET SUMMARY (CONT'D)

The Canadian market for plumbing fixtures has peaks and valleys which correspond directly with the number of housing starts. At the beginning of the 1980's, housing starts were well over 175,000 units annually. At that time the Canadian manufacturers were very active and producing plumbing fixtures with plants working at full capacity, often operating on double shifts. The years 1982 to 1984 were depressed years for these manufacturers as annual number of housing starts were only in the 125,000 range. From 1985 to 1988, the Canadian housing industry, and hence the plumbing fixture manufacturers, rebounded with housing starts averaging over 210,000 units annually. Projections from various sources expect the annual level of housing starts in 1989 and 1990 to drop back down to the 165,000 - 175,000 range. Assuming imports are not offered on the Canadian market at lower than normal prices, the Canadian manufacturers should be able to maintain their current levels of production and regain whatever market share was lost to imports during the very high demand periods of the mid 1980's when the Canadian companies, even though operating at full capacity, could not supply the whole market.

In the mid 1980's, the Canadian market experienced a growth in demand for high quality luxurious bathroom fixtures. About this time it became the norm for new houses to have more than one fully equipped bathroom. Also, the bathrooms were very much larger, with bidets being offered as standard features and whirlpool bathtubs featured in the ensuite bathrooms. The Canadian manufacturers of plumbing fixtures responded to these new-style houses by offering luxurious well-designed high quality bathtubs, whirlpools, bidets and colour-coordinated fixtures. At the same time the Canadian manufacturers also offered high quality fixtures and sanitary ware for the renovation market.

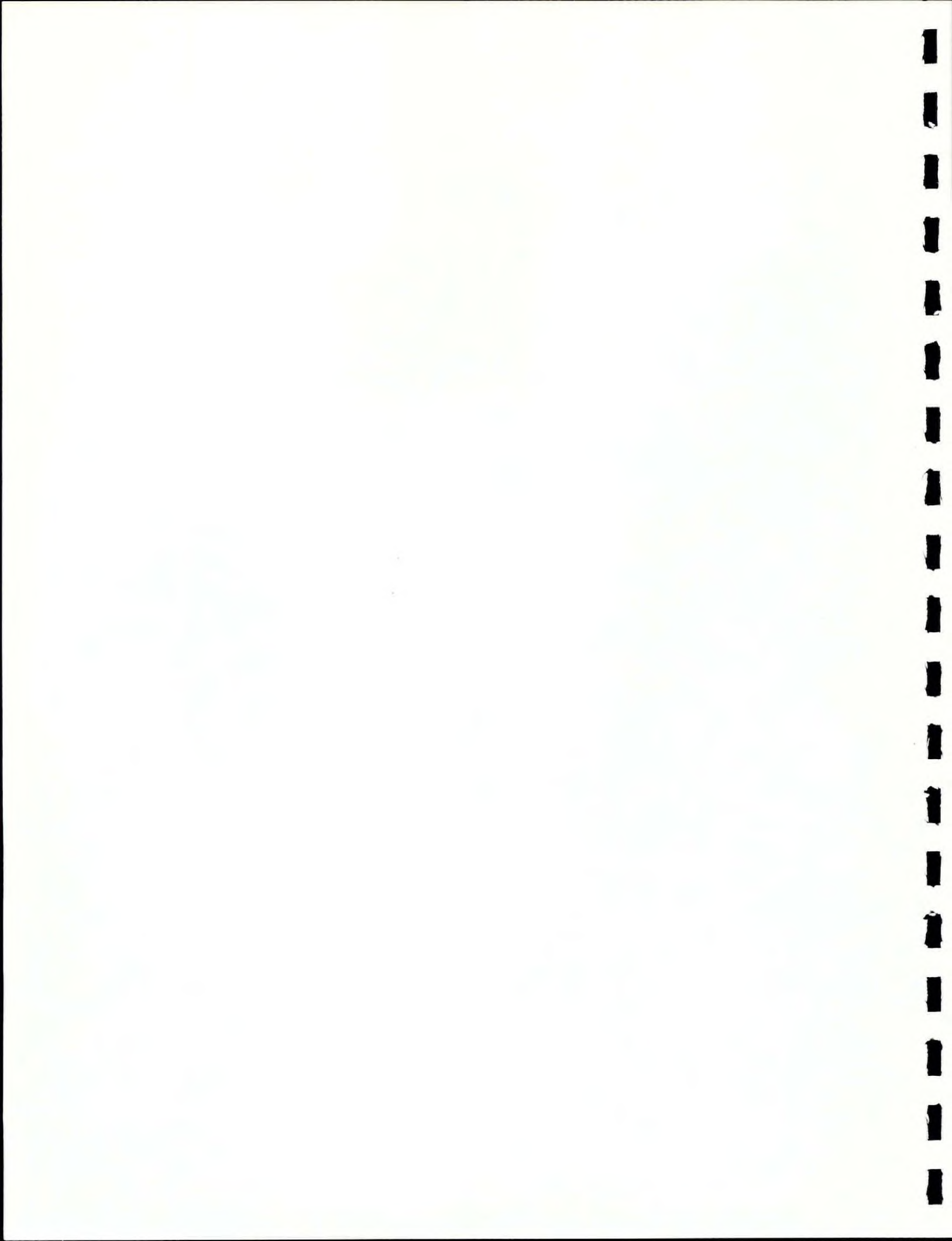
In Canada there are a few very large manufacturing companies (Crane, American Standard, Emco, and Kohler) producing plumbing fixtures and a large number of small companies. The large companies manufacture the products that require a significant initial capital equipment investment. These companies manufacture the ceramic and coated-metal plumbing fixtures. In general, the small companies manufacture acrylic plumbing fixtures (bathtubs, spas and whirlpool bathtubs) because it is considerably less expensive to purchase the equipment required to start production.

If a manufacturer of plumbing fixtures is looking to concentrate on supplying the new housing market, then the projected drop in the number of housing starts in Canada for the end of the 1980's would not be an encouraging sign. At the same time, the American market has also shown significant drops in the anticipated number of housing starts. The pattern of housing starts in the U.S.A. dropped consistently throughout 1986, 1987 and 1988, starting from an annual rate in January 1986 of 1.8 million to only an average annual rate of 1.3 million in mid 1988. Hence any new plumbing fixture manufacturer in Canada would have to compete against existing Canadian manufacturers who are already experiencing this downturn. In addition a new Canadian producer would also have to compete against any American manufacturer that may be trying to sell its excess production capacity in the Canadian market.

Whenever the number of housing starts drops, there is usually a significant increase in the renovation/upgrading market. Hence, those Canadian manufacturers that aim at the renovation market, both in Canada and the U.S.A. should find this market more receptive during the late 1980's.

The Canadian distribution channels for plumbing products are well structured with domination by a few very large chains of wholesalers. Most plumbing fixtures and sanitary ware products are sold through this system regardless of which market (new housing, renovation, non-residential) the products will be installed.

The Canadian tariff on imports from the United States and other Most Favoured Nations is in the 11 per cent range. With the Canada-U.S. free trade agreement, these rates would drop in ten equal steps to duty free over the next ten years. The American duty for plumbing fixtures and sanitary ware will also drop in ten equal steps from the current rates to duty free. The current rates of duty for plumbing fixtures as exported from Canada to the U.S.A. are in the following ranges: plastic/acrylic 6 per cent, ceramic 7 per cent and iron/steel 3 per cent.



PART A

BATH TUBS



BATH TUBS
COMMODITY CODE 671-09
IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
QUANTITY (NO.)	14805	12534	13253	24142	18
VALUE (C\$000)	2222	2091	2075	2983	10
UNITED KINGDOM					
QUANTITY (NO.)	534	527	2953	1739	48
VALUE (C\$000)	83	146	480	480	79
ITALY					
QUANTITY (NO.)	1060	1332	1880	2150	27
VALUE (C\$000)	141	138	307	449	47
FRANCE					
QUANTITY (NO.)	45	82	88	2249	268
VALUE (C\$000)	18	25	14	302	156
SPAIN					
QUANTITY (NO.)	1544	2021	2647	1947	8
VALUE (C\$000)	129	166	308	210	18
OTHER					
QUANTITY (NO.)	586	493	150	220	-28
VALUE (C\$000)	80	119	85	36	-23
TOTAL					
QUANTITY (NO.)	18574	16989	20951	32447	20
VALUE (C\$000)	2673	2685	3269	4480	19

BATH TUBS - COMMODITY CODE 671-09

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES				
QUANTITY	79.7	73.8	83.3	74.4
VALUE	83.1	77.9	83.5	66.9
UNITED KINGDOM				
QUANTITY	2.9	3.1	14.1	5.4
VALUE	3.1	5.4	14.7	10.8
ITALY				
QUANTITY	5.7	7.8	9.0	6.6
VALUE	5.3	5.1	9.4	10.1
FRANCE				
QUANTITY	0.2	0.5	0.3	6.9
VALUE	0.7	0.9	0.4	6.8
SPAIN				
QUANTITY	8.3	11.9	12.6	6.0
VALUE	4.8	8.2	9.4	4.7
OTHER				
QUANTITY	3.2	2.9	0.7	0.7
VALUE	3.0	4.4	2.6	0.8
TOTAL				
QUANTITY	100.0	100.0	100.0	100.0
VALUE	100.0	100.0	100.0	100.0

UNIT PRICES (C\$)

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
UNITED STATES	150	167	157	124
UNITED KINGDOM	155	277	163	276
ITALY	133	104	163	209
FRANCE	400	305	206	134
SPAIN	84	82	116	108
OTHER	137	241	567	164
ALL COUNTRIES	144	158	156	137

BATH TUBS - COMMODITY CODE 671-09

IMPORT TRENDS BY TYPE

COMMODITY CODE					AVERAGE ANNUAL GROWTH RATE 1984-87 %	MAJOR COUNTRY OF EXPORT	
	1984	1985	1986	1987		1987 VALUE [C\$000]	% OF TOTAL
DESCRIPTION							
671-09-20						UNITED STATES	
BATH TUBS, PORCELAIN ENAMELLED CAST IRON							
QUANTITY (NO.)	2221	4087	4825	6771	45		
VALUE (C\$000)	527	912	706	731	12	556	76
UNIT PRICE (C\$)	237	223	146	108			
671-09-30						UNITED STATES	
BATH TUBS, PORCELAIN ENAMELLED STEEL							
QUANTITY (NO.)	7138	4210	3338	6191	-5		
VALUE (C\$000)	579	393	373	547	-2	399	73
UNIT PRICE (C\$)	81	93	112	88			
671-09-40						UNITED STATES	
BATH TUBS, EXCLUDING ENAMELLED CAST IRON AND STEEL							
QUANTITY (NO.)	9215	8692	12788	19485	28		
VALUE (C\$000)	1567	1380	2189	3181	27	2029	64
UNIT PRICE (C\$)	170	159	171	163			
TOTAL						UNITED STATES	
QUANTITY (NO.)	18574	16989	20951	32447	20		
VALUE (C\$000)	2673	2885	3268	4459	19	2983	67
UNIT PRICE (C\$)	144	158	156	137			

CANADIAN IMPORTERS OF BATHTUBS

The principal 15 importers of bath tubs accounted for 72 per cent of the total import value during 1986.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (c\$000)	<u>Per Cent of Total Value</u>
5	1 351	41
10	1 951	60
15	2 359	72
All Importers (66)	3 269	100

Importers of bath tubs during 1986, 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 bath tubs they are importing as follows: (1) porcelain enamelled, cast iron; (2) porcelain enamelled, steel; (3) bath tubs excluding enamelled cast iron and steel.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Accessoires Pour Fenêtres Cretone Ltée(3)	Montréal, Qué.	Fiat Products Ltd.(3)	Winnipeg, Man. Orillia, Ontario
Almico Plastics Limited(1)(3)	Cornwall, Ont.	Filiault Distribution Ltd.(1)(2)(3)	Montréal, Qué.
American Standard, Div. of Wabco Standard Ltd.(1)(2)(3)	Toronto, Ont.	General Coach, O/B Citair Inc.(3)	Hensall, Ont.
American Sterilizer Canada Inc.(2)	Brampton, Ont.	Gingers Bath & Boudoir Shop Inc.(2)(3)	Toronto, Ont.
B.A. Robinson Co. Ltd.(1)(3)	Winnipeg, Man.	Glendale Recreational Vehicles, O/B Fikan Glendale Corp.(3)	Stathroy, Ont.
B.C. Plumbing Supplies Ltd.(1)(3)	Burnaby, B.C.	Hallmark Pool Corp. (Canada)(3)	Rolling Meadows, Il., USA*
C & C Plumbing & Excavating Ltd.(3)	Thunder Bay, Ont.	Hillcrest Plumbing & Heating (1967) Ltd.(1)	Vancouver, B.C. Guelph, Ont.
C.I. Industries Inc.(1)	Richmond, B.C.	ITT Canada Ltd.(2)	Montréal, Qué.
Carreaux Ramca Ltée, Les(3)	Outremont, Qué.	Ideal Plumbing Supplies Ltd.(3)	Montréal, Qué.
Ceramic Decor Ontario Ltd.(2)(3)	Downsview, Ont.	Importations Ciot Ltée, Les(2)	Vancouver, B.C.
Ceratec Inc.(1)	Quebec, Qué.	Intergulf Investment Corp.(3)	Kitchener, Ont.
Conklin and Garrett Ltd.(2)	Brantford, Ont.	J.B. Allen & Company Limited(3)	Cornwall, Ont.
Crane Canada Inc.(1)	Mont Royal, Qué.	Kohler Ltd.(3)	Edmundston, N.B.
Céramique Décor MSF 1985 Ltd.(1)(2)	Charlesbourg, Qué.	L. James Roy Ltd.(1)(3)	Laval, Qué.
D.B.E. Plumbing Specialties Limited(3)	Scarborough, Ont.	Latin Décor Canada Ltée(1)(3)	
Distributions J.L. Baril Inc., Les(2)	St-Narcisse, Qué.	Main Plumbing & Heating Supplies (Western) Ltd.(3)	Calgary, Alta.
Emco Limited(3)	London, Ont.	Max Goldberg Plumbing Supply Limited(1)	Vancouver, B.C.
Euterpe Inc.(2)	Toronto, Ont.		

CANADIAN IMPORTER OF BATHTUBS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Methot Sales Ltd.(3)	Ottawa, Ont.	Suncity Trading Co. Ltd.(1)(3)	Don Mills, Ont.
Nelco Inc.(1)(3)	Montréal, Qué.	Sunrise Pipe & Supply Ltd.(2)(3)	Kelowna, B.C.
ONeill Bernhardt Ltd.(1)	Windsor, Ont.	Target Importers Inc.(3)	Toronto, Ont.
PSP Plumbing Inc.(3)	Toronto, Ont.	Tom Donaldson Company Ltd.(3)	Vancouver, B.C.
Plastiques M. C. Ltée, Les(3)	St-Hyacinthe, Qué.	Towers Department Stores Inc.(3)	Toronto, Ont.
Power Battery (Iberville) Ltée(3)	Iberville, Qué.	Varese Shoes Ltd.(1)	Weston, Ont.
Power Corp. of Canada Ltd.(1)	Montréal, Qué.	Venco Products Ltd.(3)	Richmond, B.C.
Quincy Mechanical Sales Ltd.(3)	Pickering, Ont.	Waltec Bathware, Div. of Waltec Inc.(3)	Cornwall, Ont.
Regina General Hospital(2)	Regina, Sask.	Waterworks Tub Co. Ltd., The(2)	Edmonton, Alta.
Revelstoke Companies Ltd.(3)	Calgary, Alta.	Wessan Plumbing Manufacturing Ltd.(2)	Mississauga, Ont.
Ruddy Electric Wholesale Co. Ltd.(1)(3)	Oshawa, Ont.	Westburne Industrial Enterprises Ltd.(1)(3)	Montréal, Que.
Sanitary Plumbing & Heating Co. of Windsor Inc.(3)	Windsor, Ont.	Westcott Agencies Ltd.(3)	Winnipeg, Man.
Scotia Farm Services Ltd.(2)	Kentville, N.S.	Western Supplies Ltd.(3)	Edmonton, Alta.

* Non-resident importer.

FOREIGN EXPORTERS TO CANADA OF BATHTUBS

Major exporters to Canada of bath tubs are listed in descending order of dollar value by major country of export. These exporters accounted for 57 per cent of the total value of imports in 1986.

<u>Country</u>	<u>Exporter Name</u>	<u>1986</u> <u>Value of Imports</u> <u>(\$C000)</u>
UNITED STATES:	Owens Corning Fiberglass Corp.	746
	Aqua Glass Corp.)	410*
	American Standard Inc.)	
	Household Mfg. Inc.)	
	Kohler Co.	170
	Briggs Mfg. Co.	108
Eljer Plumbingware	106	
UNITED KINGDOM:	Hepworth Plastics Inc.)	322*
	Quincy)	
	Spring Ram International PLC)	
	Twyfords Ltd.)	

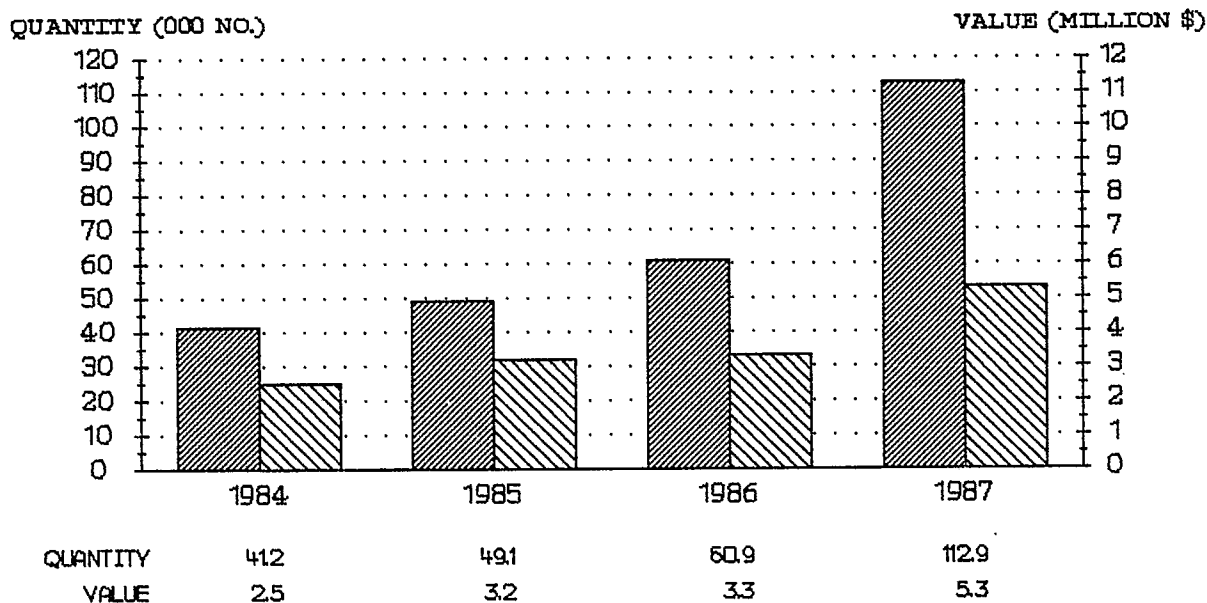
* Aggregated to preserve confidentiality of Canadian importers.

PART B

SINKS, EXCEPT SERVICE SINKS



SINKS, EXCEPT SERVICE SINKS
 COMMODITY CODE 671-29
 IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
QUANTITY (NO.)	38003	37805	37850	75323	28
VALUE (C\$000)	2281	2525	1843	3080	11
ITALY					
QUANTITY (NO.)	1271	4700	14955	17007	137
VALUE (C\$000)	42	191	435	776	164
UNITED KINGDOM					
QUANTITY (NO.)	3	24	3580	7184	1238
VALUE (C\$000)	0	1	393	782	N/A
GERMANY, FED. REP.					
QUANTITY (NO.)	3477	4009	2774	2989	-5
VALUE (C\$000)	218	355	417	349	17
REPUBLIC OF KOREA					
QUANTITY (NO.)	0	0	0	8448	N/A
VALUE (C\$000)	0	0	0	254	N/A
OTHER					
QUANTITY (NO.)	434	2738	1741	1902	64
VALUE (C\$000)	30	126	174	113	58
TOTAL					
QUANTITY (NO.)	41188	49074	80900	112853	40
VALUE (C\$000)	2549	3198	3282	5314	28

N/A - NOT APPLICABLE

SINKS, EXCEPT SERVICE SINKS - COMMODITY CODE 671-29

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES				
QUANTITY	87.4	76.8	82.2	86.7
VALUE	88.7	79.0	56.5	57.8
ITALY				
QUANTITY	3.1	9.6	24.6	15.1
VALUE	1.8	6.0	13.3	14.8
UNITED KINGDOM				
QUANTITY	.0	.0	5.9	8.4
VALUE	0.0	.0	12.0	14.3
GERMANY, FED. REP.				
QUANTITY	8.4	8.2	4.6	2.6
VALUE	8.5	11.1	12.8	8.8
REPUBLIC OF KOREA				
QUANTITY	0.0	0.0	0.0	7.5
VALUE	0.0	0.0	0.0	4.8
OTHER				
QUANTITY	1.1	5.8	2.9	1.7
VALUE	1.2	3.9	5.3	2.1
TOTAL				
QUANTITY	100.0	100.0	100.0	100.0
VALUE	100.0	100.0	100.0	100.0

UNIT PRICES (C\$)

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
UNITED STATES	63	67	49	41
ITALY	33	41	29	48
UNITED KINGDOM	N/A	42	110	106
GERMANY, FED. REP.	62	89	150	117
REPUBLIC OF KOREA	N/A	N/A	N/A	30
OTHER	69	48	100	59
ALL COUNTRIES	62	65	54	47

N/A - NOT APPLICABLE

SINKS, EXCEPT SERVICE SINKS - COMMODITY CODE 671-29

IMPORT TRENDS BY TYPE

COMMODITY CODE					AVERAGE ANNUAL GROWTH RATE 1984-87	MAJOR COUNTRY OF EXPORT	
	1984	1985	1988	1987		1987 VALUE	% OF TOTAL
DESCRIPTION	1984	1985	1988	1987	%	[C\$000]	
671-29-20						UNITED STATES	
KITCHEN SINKS, PORCELAIN ENAMELLED CAST IRON							
QUANTITY (NO.)	8593	8890	5657	5117	-8		
VALUE (C\$000)	918	1301	885	733	-7	703	98
UNIT PRICE (C\$)	139	148	158	143			
671-29-30						GERMANY, FED. REP.	
KITCHEN SINKS, PORCELAIN ENAMELLED STEEL							
QUANTITY (NO.)	1549	2985	4580	3105	28		
VALUE (C\$000)	124	255	391	220	21	93	42
UNIT PRICE (C\$)	80	85	88	71			
671-29-40						UNITED STATES	
KITCHEN SINKS, STAINLESS STEEL							
QUANTITY (NO.)	16080	15497	18344	41581	37		
VALUE (C\$000)	618	550	615	1401	31	1132	81
UNIT PRICE (C\$)	38	35	34	34			
671-29-90						UNITED STATES	
SINKS, EXCEPT SERVICE SINKS, NOT ELSEWHERE SPECIFIED							
QUANTITY (NO.)	16988	21702	32339	63070	55		
VALUE (C\$000)	892	1092	1372	2959	49	1185	39
UNIT PRICE (C\$)	53	50	42	47			
TOTAL						UNITED STATES	
QUANTITY (NO.)	41188	49074	60900	112853	40		
VALUE (C\$000)	2550	3198	3283	5313	28	3060	58
UNIT PRICE (C\$)	82	65	54	47			

CANADIAN IMPORTERS OF SINKS, EXCEPT SERVICE SINKS

The principal 20 importers of sinks, except service sinks accounted for 73 per cent of the total import value during 1986.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (c\$000)	<u>Per Cent of Total Value</u>
5	1 197	37
10	1 736	53
20	2 370	73
All importers (127)	3 262	100

Importers of sinks, except service sinks during 1986, 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 sinks they are importing as follows: (1) Kitchen sinks (KS), porcelain enamelled, cast iron; (2) KS, porcelain enamelled, steel; (3) KS, stainless steel; (4) sinks, except service sinks, not elsewhere specified.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A.G. Rauscher Consulting Ltd.(2)	Plattsville, Ont.	C & C Yachts Limited(4)	Niagara-on-the-Lake, Ont.
A B I Leisure Inc.(4)	Grimsby, Ont.	C.I. Industries Inc.(1)(4)	Richmond, B.C.
Agences Laverdure		Cameras Simon Inc.(4)	Montréal, Qué.
Huppe Ltée, Les(2)(3)	Laval, Qué.	Campeur Gitan Inc.(2)(3)	Blainville, Qué.
Alfa-Laval Ltd.(4)	Scarborough, Ont.	Canoe Cove Manufacturing Ltd.(3)	Sidney, B.C.
Almico Plastics Limited(4)	Cornwall, Ont.	Canwest Wholesale Ltd.(3)	Surrey, B.C.
American Standard, Div. of		Ceramic Decor Ontario Ltd.(3)(4)	Downsview, Ont.
Wabco Standard Ltd.(1)(3)(4)	Toronto, Ont.	Ceramique Decor MSF	
Architectural Metal Ind., Div		1985 Inc.(1)(4)	Charlesbourg, Qué.
of Taman Industries Ltd.(4)	Mississauga, Ont.	Ceratec Inc.(1)(2)(4)	Quebec, Qué.
Atlas Trailer Coach Products		Cie Internationale de Four-	
Ltd.(4)	Calgary, Alta.	iture de Roulottes Ltée, La(3)	St-Hubert, Qué.
B & B Trailer Supplies		Conklin and Garrett Ltd.(4)	Brantford, Ont.
Ltd.(3)(4)	London, Ont.	Cooper Enterprises Ltd.(4)	Maple Ridge, B.C.
B.A. Robinson Co. Ltd.(1)(3)(4)	Winnipeg, Man.	Cooper Yachts Ltd.(3)	Maple Ridge, B.C.
B.C. Plumbing Supplies		Coor 21 of Canada Limited(4)	Concord, Ont.
Ltd.(1)(4)	Burnaby, B.C.	Country Tiles, o/b Robert	
Bartle & Gibson Company Ltd.(2)	Edmonton, Alta.	W. McIntyre Holdings Inc.(4)	Toronto, Ont.
Bat Distribution Enr.(4)	Montréal, Qué.	Crane Canada Inc.(1)(4)	Mount Royal, Qué.
Beaver Lumber Company Ltd.(3)	Markham, Ont.	Cronkrite Companies Ltd.(4)	Calgary, Alta.
Bildon Designs Co.(4)	Burford, Ont.	D.B.E Plumbing Specialties	
Bradley-Aristocrat Ltd.(4)	Menomonee Falls,	Inc.(3)(4)	Scarborough, Ont.
	Wis., USA*		

CANADIAN IMPORTERS OF SINKS, EXCEPT SERVICE SINKS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
DanESCO Inc.(4)	Roxboro, Qué.	Metro Store Equipment Ltd.(3)	Amherst, N.S.
Deschênes & Fils (1969) Ltée(1)	Montréal, Qué.	Metropolitaine Refrigeration	
Distributions J.L. Baril Inc.,		Equipement 1979 Ltée(4)	Montréal, Qué.
Les(2)	St-Narcisse, Qué.	Mirolin Industries Inc.(4)	Toronto, Ont.
Douglas Gill Limited(4)	London, Ont.	Nelco Inc.(1)(4)	Montréal, Qué.
Dundas Sheet Metal Work, Co.		Nieman-Yale Ltd.(1)(2)(3)(4)	Weston, Ont.
Ltd.(4)	Toronto, Ont.	Nortesco Inc.(3)(4)	Dorval, Qué.
Estée Lauder Cosmetic Ltd.(4)	Agincourt, Ont.	O. Browne & Company Ltd.(2)(3)	Markham, Ont.
Euterpe Inc.(4)	Toronto, Ont.	Oneill Bernhardt Ltd.(4)	Windsor, Ont.
Express Yachting Ltd.(4)	Midland, Ont.	P F Manufacturing Ltd.(3)	Edmonton, Alta.
F.E. Bieze Import Canada		P.S.P Plumbing Inc.(4)	Toronto, Ont.
Ltd.(2)(3)(4)	Oakville, Ont.	Perth Machinery Ltd.(4)	Listowel, Ont.
Filiault Distribution Ltd.(1)(4)	Montréal, Qué.	Prowler Industries of Ont.	
Fleming Pedlar Ltd.(3)	Winnipeg, Man.	Ltd.(2)(3)(4)	Lindsay, Ont.
General Coach, O/B		Quest Metal Products Ltd.(3)	Winnipeg, Man.
Citair Inc.(1)(2)(3)(4)	Hensall, Ont.	Quincaillerie Richelieu Ltée(3)	Dorval, Qué.
Gingers Bath & Boudoir		Quincy Mechanical Sales Ltd.(4)	Pickering, Ont.
Shop Inc.(2)(4)	Toronto, Ont.	Raimac Industries Ltd. (1979)(4)	Vancouver, B.C.
Groupe Master Ltée, Le(4)	Montréal, Qué.	Regional Door & Hardware	
Henrys, o/b Cranbrook Glen		(Niagara) Limited(4)	St. Catharines,
Enterprises Limited(4)	Toronto, Ont.	Regis Beauty Salon, c/o Regis	Ont.
Hercules Food Equipment Ltd.(4)	Weston, Ont.	Hairstylists Ltd.(4)	Minneapolis, Mn.,
Hillcrest Plumbing & Heating		Remington Products (Canada)	USA*
(1967) Ltd.(1)(3)	Vancouver, B.C.	Inc.(4)	Mississauga, Ont.
Hinterhoeller Yachts Ltd.(4)	St. Catharines,	Revelstoke Companies Ltd.(2)(4)	Calgary, Alta.
	Ont.	Rocamora Bros Canada, A Div.	
H.P.I. Multi Designs Int'l		of Claibourne Ind. Ltd.(1)(2)	Toronto, Ont.
Inc.(4)	Montréal, Qué.	Rodam Inc.(4)	St-Laurent, Qué.
ITT Canada Limited(2)(3)	Guelph, Ont.	Royale Industries, o/b 558641	
Ideal Plumbing Supplies Ltd.(4)	Montréal, Qué.	Ontario Inc.(3)	Orono, Ont.
Ifes Canada Ltd.(4)	Mississauga, Ont.	Ruddy Electric Wholesale Co.	
Ikea Ltd.(3)	Edmonton, Alta.	Ltd(1)(4)	Oshawa, Ont.
Importations Ciot Ltée, Les(4)	Montréal, Qué.	Russell Food Equipment Ltd.(4)	Vancouver, B.C.
John Peart & Son Ltd.(3)	St. Catharines,	S.L. Awerbuck Plumbing &	
	Ont.	Heating Supply Company	
Johnvince Foods Ltd.(4)	Downsview, Ont.	Ltd.(1)(4)	Windsor, Ont.
Kohler Ltd.(2)(4)	Cornwall, Ont.	Sachs Automotive Components	
L. James Roy Ltd.(1)	Edmundston, N.B.	Inc.(3)	Tillsonburg, Ont.
Latin Decor Canada Ltée(2)(3)(4)	Chomey, Qué.	Sam the Cameraman Ltd.(4)	Winnipeg, Man.
LycO Products Ltd.(3)	Burnaby, B.C.	Scodesign Distribution Inc.(4)	St-Laurent, Qué.
MDI Multi Designs Ltée	Montréal, Qué.	Scotts Restaurants Co. Ltd.(4)	Weston, Ont.
Main Plumbing & Heating		Simpsons-Sears Ltd.(3)	Toronto, Ont.
Supplies (Lachute) Ltd.(1)	Montréal, Qué.	Starcraft Recreational	
Main Plumbing & Heating		Products Limited(4)	Listowel, Ont.
Supplies(Western) Ltd.(4)	Calgary, Alta.	Suncity Trading Co. Ltd.(1)(4)	Don Mills, Ont.
Martina Enterprises Ltd.(1)(2)	Surrey, B.C.	Sunrise Pipe & Supply	
Matériaux de Plomberie Jean		Ltd.(1)(3)(4)	Kelowna, B.C.
Lepine Inc.(4)	St-Hubert, Qué.	Takara Company Canada Ltd.(4)	Mississauga, Ont.
Mayfield Investments Ltd.,		Taps Wholesale Bath Centre	
Op As Mayfield Indoor Tennis		Inc.(2)	Toronto, Ont.
Centre(2)(3)	Edmonton, Alta.	Technigraphic Equipment Ltd.(4)	Willowdale, Ont.

CANADIAN IMPORTERS OF SINKS, EXCEPT SERVICE SINKS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Tendex-Silko Inc.(2)	Toronto, Ont.	Waltec Sinkware, Div. of	
Toronto Kitchen Equipment		Waltec Inc.(4)	Midland, Ont.
Co. Ltd.(3)	Weston, Ont.	Wespac Products, Div. of	
Trend Millwork & Cabinets		Great West Steel Industries	
Ltd.(4)	Windsor, Ont.	Ltd.(3)(4)	Burnaby, B.C.
United Restaurant Supply Ltd.(3)	Winnipeg, Man.	Western Supplies Ltd.(3)(4)	Edmonton, Alta.
W. Buchanan Products Ltd.(4)	Orillia, Ont.	William Scott Inc.(4)	St-Laurent, Qué.

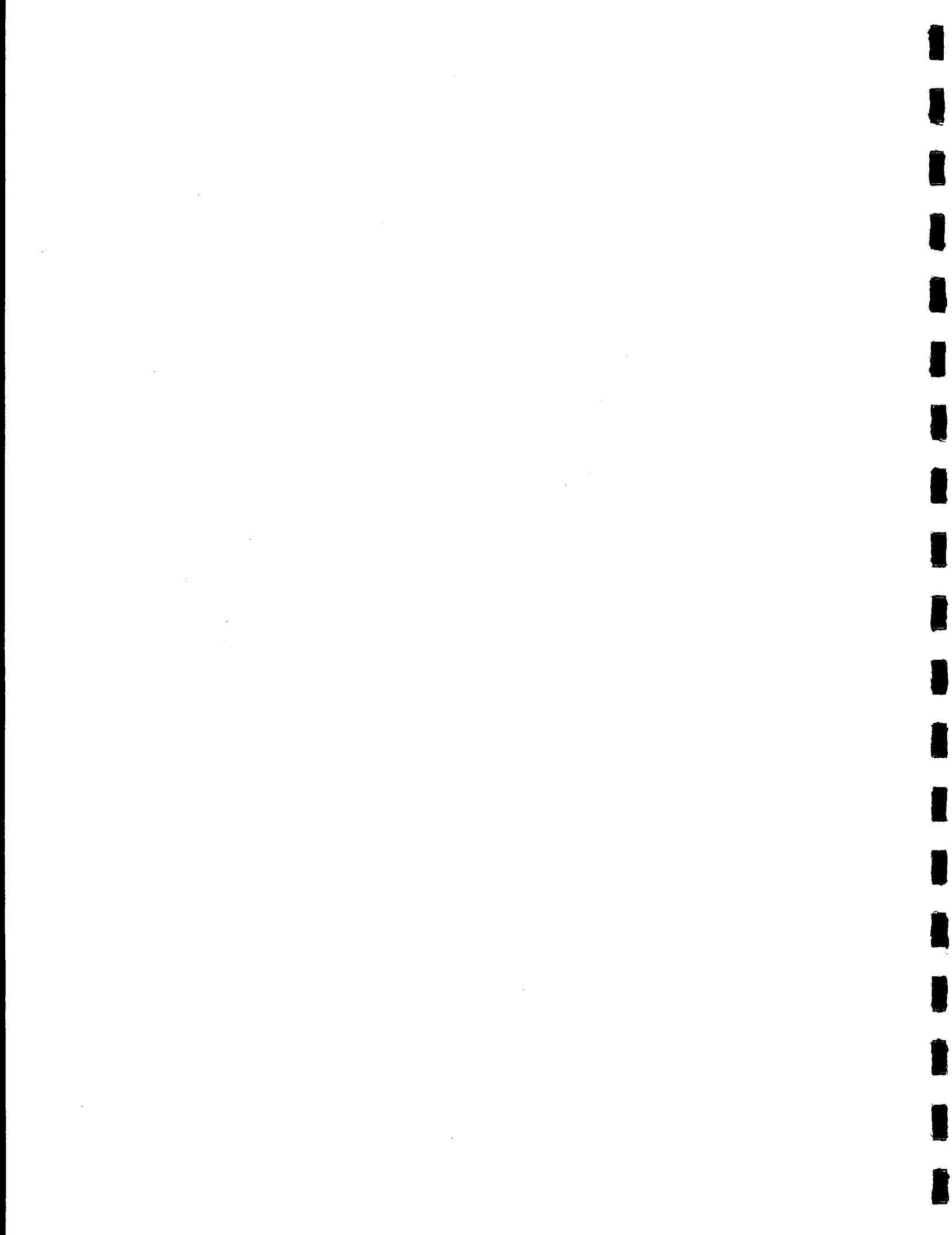
* Non-resident importer.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of sinks, except service sinks are listed in descending order of dollar value by major country of export. These exporters accounted for 71 per cent of the total value of imports in 1986.

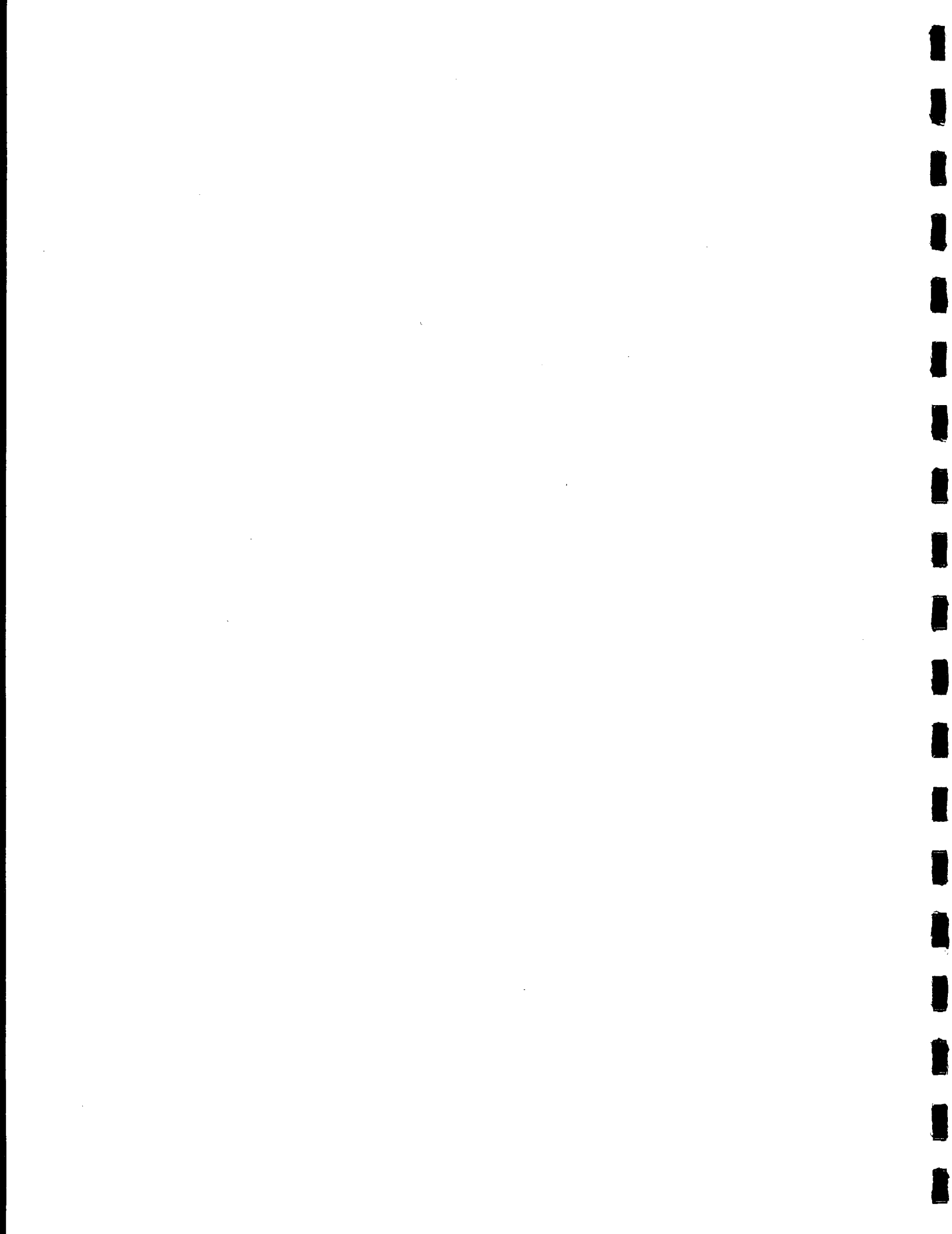
<u>Country</u>	<u>Exporter Name</u>	<u>Value of Imports (\$000)</u>
United States:	Polar Stainless Products Inc.	433
	American Standard Inc.)	574*
	Household Mfg. Inc.)	
	Kevco Inc.)	
	Kohler Co.	225
	Eljer Plumbingware)	101*
Elkay Mfg. Co.)		
Luwa Corp.)		
Italy:	Ceramiche Reatine)	353*
	Ideal Std)	
	Sottini Robinetterie)	
Federal Republic of Germany:	Blanco)	344*
	Uitleroy Bock)	
	Luwa Corp)	
United Kingdom:	Caron Stainless Ltd.)	295*
	Hepworth Plastics Inc.)	
	Spring Ram International PLC)	

* Aggregated to preserve confidentiality of Canadian importers

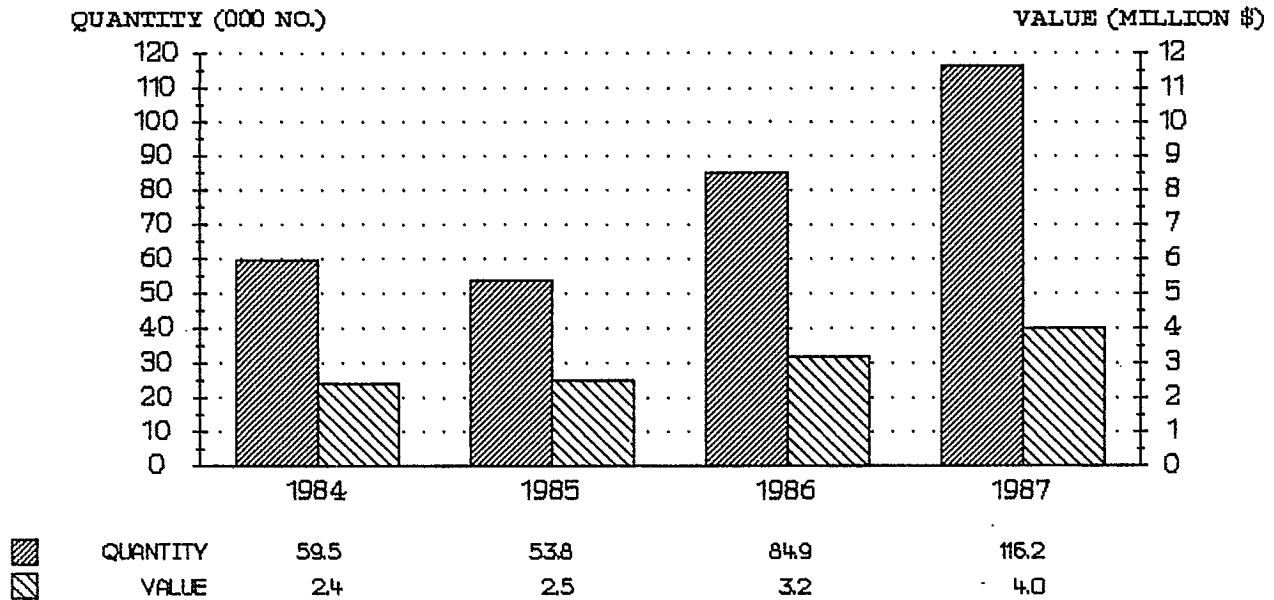


PART C

WASH BASINS AND FIXTURES



WASH BASINS AND FIXTURES
COMMODITY CODE 671-60
IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
QUANTITY (NO.)	26018	24553	21503	40092	18
VALUE (C\$000)	1578	1738	1448	1882	-6
BRAZIL					
QUANTITY (NO.)	15721	15065	35632	35638	31
VALUE (C\$000)	257	298	783	653	36
ITALY					
QUANTITY (NO.)	13149	9104	14176	14802	4
VALUE (C\$000)	357	280	424	549	15
TAIWAN					
QUANTITY (NO.)	0	0	1861	12335	N/A
VALUE (C\$000)	0	0	86	316	N/A
PORTUGAL					
QUANTITY (NO.)	0	919	2904	3456	N/A
VALUE (C\$000)	0	28	89	157	N/A
OTHER					
QUANTITY (NO.)	4585	4197	6810	10031	30
VALUE (C\$000)	167	183	334	401	34
TOTAL					
QUANTITY (NO.)	59453	53838	84886	116154	25
VALUE (C\$000)	2359	2525	3184	3958	19

N/A - NOT APPLICABLE

WASH BASINS AND FIXTURES - COMMODITY CODE 871-80

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES				
QUANTITY	43.8	45.8	25.3	34.5
VALUE	66.9	66.8	45.8	47.5
BRAZIL				
QUANTITY	26.4	28.0	42.0	30.7
VALUE	10.9	11.7	24.7	18.5
ITALY				
QUANTITY	22.1	18.9	18.7	12.8
VALUE	15.1	11.1	13.4	13.9
TAIWAN				
QUANTITY	0.0	0.0	2.2	10.8
VALUE	0.0	0.0	2.7	8.0
PORTUGAL				
QUANTITY	0.0	1.7	3.4	3.0
VALUE	0.0	1.1	2.8	4.0
OTHER				
QUANTITY	7.7	7.8	10.4	8.8
VALUE	7.1	7.2	10.8	10.1
TOTAL				
QUANTITY	100.0	100.0	100.0	100.0
VALUE	100.0	100.0	100.0	100.0

UNIT PRICES (C\$)

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
UNITED STATES	81	71	87	47
BRAZIL	18	20	22	18
ITALY	27	31	30	38
TAIWAN	N/A	N/A	48	28
PORTUGAL	N/A	30	31	45
OTHER	37	44	38	40
ALL COUNTRIES	40	47	37	34

N/A - NOT APPLICABLE

WASH BASINS AND FIXTURES - COMMODITY CODE 671-60

IMPORT TRENDS BY TYPE

COMMODITY CODE ----- DESCRIPTION	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87 %	MAJOR COUNTRY OF EXPORT -----	
						1987 VALUE [C\$000]	% OF TOTAL
671-80-20 WASH BASINS, PORCELAIN ENAMELLED CAST IRDN						UNITED STATES	
QUANTITY (NO.)	3871	3941	4318	3138	-7		
VALUE [C\$000]	197	238	233	151	-8	105	70
UNIT PRICE [C\$]	51	80	54	48			
671-80-30 WASH BASINS, PORCELAIN ENAMELLED STEEL						UNITED STATES	
QUANTITY (NO.)	858	2257	2988	5593	87		
VALUE [C\$000]	30	157	169	195	87	170	87
UNIT PRICE [C\$]	35	79	57	35			
671-80-40 WASH BASINS STAINLESS STEEL						UNITED STATES	
QUANTITY (NO.)	4453	4019	3001	8172	11		
VALUE [C\$000]	286	293	127	261	-3	223	85
UNIT PRICE [C\$]	64	73	42	42			
671-80-50 WASH BASINS VITREOUS CHINA						UNITED STATES	
QUANTITY (NO.)	26495	25049	55098	86000	36		
VALUE [C\$000]	912	1000	1833	2301	36	925	40
UNIT PRICE [C\$]	34	40	33	35			
671-80-90 WASH BASINS NOT ELSEWHERE SPECIFIED						UNITED STATES	
QUANTITY (NO.)	23778	18572	19507	35251	14		
VALUE [C\$000]	933	839	801	1051	4	460	44
UNIT PRICE [C\$]	39	45	41	30			
TOTAL						UNITED STATES	
QUANTITY (NO.)	59453	53838	84886	118154	25		
VALUE [C\$000]	2358	2525	3183	3959	19	1882	48
UNIT PRICE [C\$]	40	47	37	34			

CANADIAN IMPORTERS OF WASH BASINS AND FIXTURES

The principal 20 importers of wash basins and fixtures accounted for 73 per cent of the total import value during 1986.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$C000)	<u>Per Cent of Total Value</u>
5	1 249	40
10	1 740	55
20	2 307	73
All Importers (93)	3 164	100

Importers of wash basins and fixtures during 1986, 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 wash basins they are importing as follows: (1) porcelain enamelled, cast iron; (2) porcelain enamelled, steel, (3) stainless steel; (4) vitreous china; (5) not elsewhere specified.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A B I Leisure Inc.(5)	Grimsby, Ont.	Cana-Roma Ceramics Importers Ltd.(4)(5)	Downsview, Ont.
Acudor Acorn Limited(3)(5)	Agincourt, Ont.	Canadian Gypsum Co. Ltd.(5)	Toronto, Ont.
Advance Alure Associates Inc.(5)	Toronto, Ont.	Canadian Tire Corp. Ltd.(4)	Toronto, Ont.
American Can Canada Inc.(3)	Rexdale, Ont.	Castel Tina Ltée, Le(5)	Montréal, Qué.
American Standard, Div. of Wabco Standard Ltd.(1)(4)	Toronto, Ont.	Central Supply Co. (1972) Ltd.(5)	Toronto, Ont.
Aristocrat Manufacturing Company Limited(3)	Mississauga, Ont.	Ceramic Decor Ontario Ltd.(4)(5)	Downsview, Ont.
B & B Trailer Supplies Ltd.(5)	London, Ont.	Ceramica Tile Centre Ltd.(1)(4)	Mississauga, Ont.
B C Plumbing Supplies Ltd.(1)(4)(5)	Burnaby, B.C.	Ceramique Decor MSF 1985 Inc.(1)(4)(5)	Charlesbourg, Qué.
B.A. Robinson Co. Ltd.(1)(3)(4)	Winnipeg, Man.	Ceratec Inc.(5)	Quebec, Qué.
Bartle & Gibson Co. Ltd.(5)	Surrey, B.C.	Claude Le Gros Sales Inc.(3)	Toronto, Ont.
Bathtub King Refinishers Ltd.(4)(5)	Mississauga, Ont.	Cooper Yachts Ltd.(5)	Maple Ridge, B.C.
Beaudette Assoc. Design Inc.(4)	Laval, Qué.	Cosmair Canada Inc.(5)	St-Laurent, Qué.
Blueberrys Interiors Inc.(5)	Mississauga, Ont.	Crane Canada Inc.(1)	Mount Royal, Qué.
Bradley Corporation(2)(3)	Mississauga, Ont.	Cronkrite Companies Ltd.(5)	Calgary, Alta.
Bradley-Aristocrat Ltd.(3)(5)	Menomonee Falls, Wi., USA*	Deschenes & Fils (1969) Ltée(4)	Montréal, Qué.
C.I. Industries Inc.(1)(5)	Richmond, B.C.	Dirstein Robertson Ltd.(1)	Toronto, Ont.
Galvanair Industries Ltd.(5)	Strathroy, Ont.	F.E. Bieze Import Canada Ltd.(2)(4)(5)	Oakville, Ont.
Camdo Limitée(5)	St-Laurent, Qué.	Filiault Distribution Ltée(1)(2)(3)(4)(5)	Montréal, Qué.

CANADIAN IMPORTERS OF WASH BASINS AND FIXTURES (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Fran-esse Sales & Agencies Ltd.(5)	Montréal, Qué.	Prowler Industries of Ont. Ltd.(5)	Lindsay, Ont.
G.H. Wood & Company Ltd.(4)	Toronto, Ont.	Quincy Mechanical Sales Ltd.(4)(5)	Pickering, Ont.
General Coach of Citair Inc.(5)	Hensall, Ont.	R.G. Willis & Company Ltd.(5)	Burlington, Ont.
Gingers Bath & Boudoir Shop Inc.(1)(4)(5)	Toronto, Ont.	Raymond Lepine Inc.(4)	St. Leonard, Qué.
Goldberg & Pegg Plumbing Corp.(4)(5)	Vancouver, B.C.	Regional Door & Hardware (Niagara) Limited(5)	St. Catharines, Ont.
Gordon J. Rodger & Son Ltd.(3)	Blenheim, Ont.	Revelstoke Companies Ltd.(4)(5)	Calgary, Alta.
Hillcrest Plumbing & Heating (1967) Ltd.(1)(4)	Vancouver, B.C.	Rodam Inc.(5)	St-Laurent, Qué.
Ian Richards Agencies Ltd.(3)	Port Coquitlam, B.C.	Rubinet Brass Canada Limited(5)	Woodbridge, Ont.
Ideal Plumbing Supplies Ltd.(1)(4)	Montréal, Qué.	Ruddy Electric Wholesale Co. Ltd.(2)(4)	Oshawa, Ont.
International Trade Centre Inc.(4)	Mississauga, Ont.	S.L. Awerbuck Plumbing & Heating Supply Co. Ltd.(4)	Windsor, Ont.
Jacuzzi Canada, Div. of Kidde Canada Limited(4)	Rexdale, Ont.	Sanitary Plumbing & Heating Co. of Windsor Inc.(2)(4)	Windsor, Ont.
John Brooks Company Ltd.(3)	Milton, Ont.	Scotia Farm Services Ltd.(5)	Kentville, N.S.
Kohler Ltd.(1)	Cornwall, Ont.	Seibu (Canada) Limited(5)	Don Mills, Ont.
L. James Roy Ltd.(4)	Edmundston, N.B.	Suncity Trading Co. Ltd.(2)	Don Mills, Ont.
Larry Williams Beauty Supplies Limited(5)	Toronto, Ont.	Sunrise Pipe & Supply Ltd.(2)(5)	Kelowna, B.C.
Latin Decor Canada Ltée(4)	Laval, Qué.	Takara Company Canada Ltd.(4)	Mississauga, Ont.
Ledesco Limitée(5)	Lassomption, Qué.	Taps Wholesale Bath Centre Inc.(1)	Toronto, Ont.
Leopold Co. (Canada) Ltd.(5)	Zelienople, Pa., USA*	Thunderbird Electric & Plumbing Supply Ltd.(5)	Richmond, B.C.
Luceno & Sons Super Discount Ltd.(1)	Inglewood, Ont.	Tom Donaldson Company Ltd.(5)	Vancouver, B.C.
Main Plumbing & Heating Supplies (Western) Ltd.(1)(4)	Calgary, Alta.	Unilux Manufacturing Co. Inc.(4)	Woodridge, Ont.
Marbre Ceramique Crown Ltée(5)	Montréal, Qué.	Upper Canada House Inc.(4)	Toronto, Ont.
Nelco Inc.(1)(2)(4)	Montréal, Qué.	Varese Shoes Ltd.(1)	Weston, Ont.
Orbit Beauty and Office Furniture Inc.(5)	Toronto, Ont.	Waltec Bathware, Div. of Waltec Inc.(5)	Cornwall, Ont.
P.S.P. Plumbing Inc.(1)	Toronto, Ont.	Wespac Products, Div. of Great West Steel Industries Ltd.(5)	Burnaby, B.C.
Power Corp of Canada Ltd.(5)	Montréal, Qué.	Wessan Plumbing Manufacturing Ltd.(2)(3)(5)	Mississauga, Ont.
		Westburne Industrial Enterprises Ltd.(3)	Montréal, Qué.
		Westcott Agencies Ltd.(4)	Winnipeg, Man.

* Non-resident importer

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of wash basins and fixtures are listed in descending order of dollar value by major country of export. These exporters accounted for 58 per cent of the total value of imports in 1986.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of 1986 Imports (\$000)</u>
United States:	Eljer Plumbingware	361
	American Standard Inc.) E.I. Dupont Co.)	293*
	Kohler Co.	211
	Bradley Corp.	108
	Briggs Mfg. Co.) Household Mfg. Inc.)	100*
	Brazil:	Cidamar S.A. Industria E. Comercio
Icasa Indceramica) Imeco Int'L Marketing Co. Inc.)		243

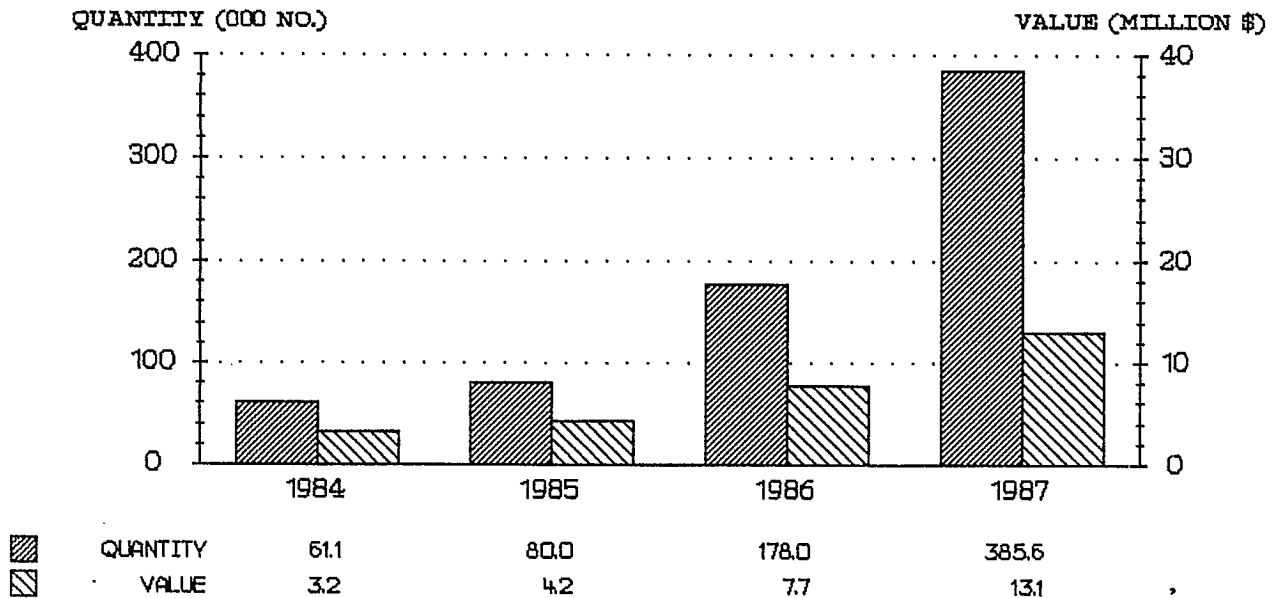
* Aggregated to preserve confidentiality of Canadian importers

PART D

TOILET BOWLS AND COMBINATIONS



TOILET BOWLS AND COMBINATIONS
 COMMODITY CODE 671-68
 IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
QUANTITY (NO.)	28183	24584	45282	158082	78
VALUE (C\$000)	2144	2287	3883	7883	54
MEXICO					
QUANTITY (NO.)	28199	47227	112219	174771	88
VALUE (C\$000)	730	1520	2978	3646	71
COSTA RICA					
QUANTITY (NO.)	805	0	0	17934	181
VALUE (C\$000)	32	0	0	396	131
BRAZIL					
QUANTITY (NO.)	430	1471	5220	10194	187
VALUE (C\$000)	38	58	185	300	103
TAIWAN					
QUANTITY (NO.)	0	0	7448	8509	N/A
VALUE (C\$000)	0	0	234	286	N/A
OTHER					
QUANTITY (NO.)	5525	6811	7898	18135	43
VALUE (C\$000)	245	290	425	635	37
TOTAL					
QUANTITY (NO.)	61122	79893	178045	385605	85
VALUE (C\$000)	3187	4153	7883	13126	60

N/A - NOT APPLICABLE

TOILET BOWLS AND COMBINATIONS - COMMODITY CODE 871-88
 =====

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
	%	%	%	%
UNITED STATES				
QUANTITY	48.1	30.8	25.4	41.0
VALUE	67.3	55.1	50.5	60.1
MEXICO				
QUANTITY	42.9	59.1	63.0	45.3
VALUE	22.9	36.6	36.7	27.8
COSTA RICA				
QUANTITY	1.3	0.0	0.0	4.7
VALUE	1.0	0.0	0.0	3.0
BRAZIL				
QUANTITY	0.7	1.8	2.9	2.6
VALUE	1.1	1.3	2.1	2.3
TAIWAN				
QUANTITY	0.0	0.0	4.2	2.2
VALUE	0.0	0.0	3.0	2.0
OTHER				
QUANTITY	9.0	8.3	4.4	4.2
VALUE	7.7	7.0	5.5	4.8
TOTAL				
QUANTITY	100.0	100.0	100.0	100.0
VALUE	100.0	100.0	100.0	100.0

UNIT PRICES [C#]

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
UNITED STATES	76	93	86	50
MEXICO	28	32	27	21
COSTA RICA	40	N/A	N/A	22
BRAZIL	84	38	32	29
TAIWAN	N/A	N/A	31	31
OTHER	44	44	54	39
ALL COUNTRIES	52	52	43	34

N/A - NOT APPLICABLE

TOILET BOWLS AND COMBINATIONS - COMMODITY CODE 671-68

IMPORT TRENDS BY TYPE

COMMODITY CODE ----- DESCRIPTION	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87 ----- %	MAJOR COUNTRY OF EXPORT ----- 1987 VALUE OF TOTAL	
						1987 VALUE ----- [C\$000]	% OF TOTAL
671-68-20 TOILET BOWLS						UNITED STATES	
QUANTITY (NO.)	9183	8276	31310	62425	89		
VALUE (C\$000)	432	315	847	1532	52	713	47
UNIT PRICE (C\$)	47	38	27	25			
671-68-30 TOILET TANKS						UNITED STATES	
QUANTITY (NO.)	8094	8398	35101	90487	146		
VALUE (C\$000)	154	215	834	2232	144	1541	89
UNIT PRICE (C\$)	25	26	24	25			
671-68-40 TOILET BOWL-TANK COMBINATIONS						UNITED STATES	
QUANTITY (NO.)	45845	63219	111634	232693	72		
VALUE (C\$000)	2602	3823	6002	9362	53	5628	60
UNIT PRICE (C\$)	57	57	54	40			
TOTAL						UNITED STATES	
QUANTITY (NO.)	61122	79893	178045	385605	85		
VALUE (C\$000)	3188	4153	7683	13126	60	7883	60
UNIT PRICE (C\$)	52	52	43	34			

CANADIAN IMPORTERS OF TOILET BOWLS AND COMBINATIONS

The principal 15 importers of toilet bowls and combinations accounted for 74 per cent of the total import value during 1986.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (C\$000)	<u>Per Cent of Total Value</u>
5	3 841	50
10	5 202	68
15	5 692	74
All importers (106)	7 683	100

Importers of toilet bowls and combinations during 1986, 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 toilet bowls and combinations they are importing as follows: (1) toilet bowls; (2) toilet tanks; (3) toilet bowl-tank combinations.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A.L. Leblanc Limited(3)	Wedgeport, N.S.	Can-Aqua Int'l Ltée(1)	Laval, Qué.
Acudor Acorn Limited(3)	Agincourt, Ont.	Cana-Roma Ceramics Importers Ltd.(3)	Downsview, Ont.
Alliance Ro-Na Home Inc.(3)	St. Jacobs, Ont.	Canadian Aqualine Products Ltd.(2)	Vancouver, B.C.
American Standard, Div. of Wabco Standard Ltd.(1)(3)	Toronto, Ont.	Canadian Tire Corp. Ltd.(1)(2)(3)	Toronto, Ont.
Atlas Trailer Coach Products Ltd.(3)	Calgary, Alta.	Canoe Cove Manufacturing Ltd.(3)	Sidney, B.C.
B & B Trailer Supplies Ltd.(3)	London, Ont.	Centura Québec Ltée(3)	Montréal, Qué.
B.A. Robinson Co. Ltd.(1)(3)	Winnipeg, Man.	Ceramic Decor Ontario Ltd.(1)(2)(3)	Downsview, Ont.
B.C. Plumbing Supplies Ltd.(1)(2)(3)	Burnaby, B.C.	Ceramica Tile Centre Ltd.(1)(2)	Mississauga, Ont.
Beaver Lumber Company Ltd.(1)(2)	Markham, Ont.	Ceramique Decor MSF 1985 Inc.(1)(2)(3)	Charlesbourg, Qué.
Best Plumbing Supplies Ltd.(1)(2)(3)	Vancouver, B.C.	Ceratec Inc.(1)(2)	Quebec, Qué.
Bradley-Aristocrat Ltd.(3)	Menomonee Falls, Wi., USA*	Cie Internationale de Fourriture de Roulottes Ltée, La(1)	St-Hubert, Qué.
C.I. Industries Inc.(1)(2)(3)	Richmond, B.C.	Cochrane-Dunlop Hardware Ltd.(1)(2)(3)	Etobicoke, Ont.
Camdo Limitée(3)	St-Laurent, Qué.	Conklin and Garrett Ltd.(3)	Brantford, Ont.

CANADIAN IMPORTERS OF TOILET BOWLS AND COMBINATIONS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Conquest Mfg. Ltd.(3)	Altona, Man.	P.J. Hannah Equipment Sales Corp.(1)(3)	Burnaby, B.C.
Cooper Yachts Ltd.(3)	Maple Ridge, B.C.	Perth Machinery Ltd.(3)	Listowel, Ont.
Crane Canada Inc.(1)(2)	Mount Royal, Qué.	Port Weller Dry Dock Ltd.(3)	St. Catharines, Ont.
Dero Enterprises Ltd.(3)	Montréal, Qué.	Power Corp. of Canada Ltd.(1)	Montréal, Que.
Euterpe Inc.(3)	Toronto, Ont.	Prowler Industries of Ont. Ltd.(3)	Lindsay, Ont.
Express Yachting Ltd.(1)	Midland, Ont.	Qunicy Mechanical Sales Ltd.(3)	Pickering, Ont.
F.E. Bieze Import Ltd.(3)	Oakville, Ont.	R.G. Willis & Company Limited(1)	Burlington, Ont.
Gingers Bath & Boudoir Shop Inc.(1)(2)(3)	Toronto, Ont.	Railtech Ltd.(2)	Dorval, Qué.
Goldberg & Pegg Plumbing Corp.(1)(2)(3)	Vancouver, B.C.	Raymond Lepine Inc.(3)	St-Leonard, Qué.
H.D. Fowler Co. Inc.(1)(3)	Bellevue, Wa., USA*	Revelstoke Companies Ltd.(1)(2)(3)	Calgary, Alta.
Hillcrest Plumbing & Heating (1967) Ltd.(3)	Vancouver, B.C.	Ruddy Electric Wholesale Co. Ltd.(3)	Oshawa, Ont.
Hinterhoeller Yachts Ltd.(2)(3)	St. Catharines, Ont.	S.L. Awerbuck Plumbing & Heating Supply Company Ltd.(3)	Windsor, Ont.
Home Hardware Stores Ltd.(3)	St. Jacobs, Ont.	Scotia Farm Services Limited(3)	Kentville, N.S.
Homtronix Industries Ltd.(3)	Vancouver, B.C.	Service Sanitaire Mon Oncle Inc.(2)	Pointe-aux-Trembles, Qué.
I M P Group Ltd.(3)	Halifax, N.S.	Suncity Trading Co. Ltd.(3)	Don Mills, Ont.
ITT Canada Limited(3)	Guelph, Ont.	Sunrise Pipe & Supply Ltd.(1)(2)(3)	Kelowna, B.C.
Ideal Plumbing Supplies Ltd.(3)	Montréal, Qué.	Thetford Sanitation Ltd.(1)(2)(3)	Mississauga, Ont.
Importations Ciot Ltée, Les(1)(2)	Montréal, Qué.	Three Crowns Agency Ltd.(3)	Vancouver, B.C.
Int'l Trade Centre Inc.(2)(3)	Mississauga, Ont.	Thunderbird Electric & Plumbing Supply Ltd.(3)	Richmond, B.C.
Italceramica Tile Ltd.(3)	Toronto, Ont.	Totem Building Supplies Ltd.(3)	Calgary, Alta.
Jacuzzi Canada, Div. of Kidde Canada Limited(1)(2)(3)	Rexdale, Ont.	U-Do It Electrical Supplies Ltd.(3)	Edmonton, Alta.
John Peart & Son Ltd.(2)	St. Catharines, Ont.	Upper Canada House Inc.(3)	Toronto, Ont.
K Mart Canada Limited(3)	Brampton, Ont.	Vacusan Systems Ltd.(1)	Vancouver, B.C.
Kaycom Inc.(3)	St-Pierre, Qué.	Vapor Canada Inc.(2)(3)	St-Laurent, Qué.
Kohler Ltd.(1)(2)	Cornwall, Ont.	Varese Shoes Ltd.(2)(3)	Weston, Ont.
L. James Roy Ltd.(3)	Edmundston, N.B.	Vick Investments Ltd.(3)	Vancouver, B.C.
Latin Decor Canada Ltée(3)	Laval, Qué.	W M I Waste Mgmt. of Canada Inc.(3)	Weston, Ont.
Lehndorff Property Mgmt Ltd.(1)	Toronto, Ont.	Wessan Plumbing Manufacturing Limited(2)(3)	Mississauga, Ont.
Lumberland Building Materials Ltd.(3)	Burnaby, B.C.	Westburne Industrial Enterprises Ltd.(3)	Montréal, Qué.
Lyc0 Products Ltd.(3)	Burnaby, B.C.	Westcott Agencies Ltd.(3)	Winnipeg, Man.
M. Filiault Distribution Ltd.(1)(2)(3)	Montréal, Qué.	Western Supplies Ltd.(2)	Edmonton, Alta.
Main Plumbing & Heating Supplies (Western) Ltd.(3)	Calgary, Alta.	Westfalia Systemat, Div. of Centrico Inc.(2)	Lachine, Qué.
Marine Dubois Inc.(1)	Laval, Qué.	William A. Reynolds Associates Ltd.(3)	St. Catharines, Ont.
Martina Enterprises Ltd.(3)	Surrey, B.C.		
Mitchell Distributors Ltd.(1)	Winnipeg, Man.		
Nelco Inc.(1)(2)(3)	Montréal, Qué.		
Newlin Pastics (1984) Ltd.(3)	Edmonton, Alta.		
Ontario Northland Railway(3)	North Bay, Ont.		

* Non-resident importer

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of toilet bowls and combinations are listed in descending order of dollar value. These exporters accounted for 78 per cent of the total value of imports in 1986.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of 1986 Imports (\$000)</u>
United States:	Kohler Co.	1 652
	Eljer Plumbingware	793
	American Standard Inc.) Thetford Corp.)	567
	Titan Industriels Inc.)	
	Household Mfg. Inc.	142
Mexico:	Carlyle Atlantic) Ideal Standard SA DECV)	1 546
	Vitromex SA De C.V.)	
	Sanitarios Azteca	1 329

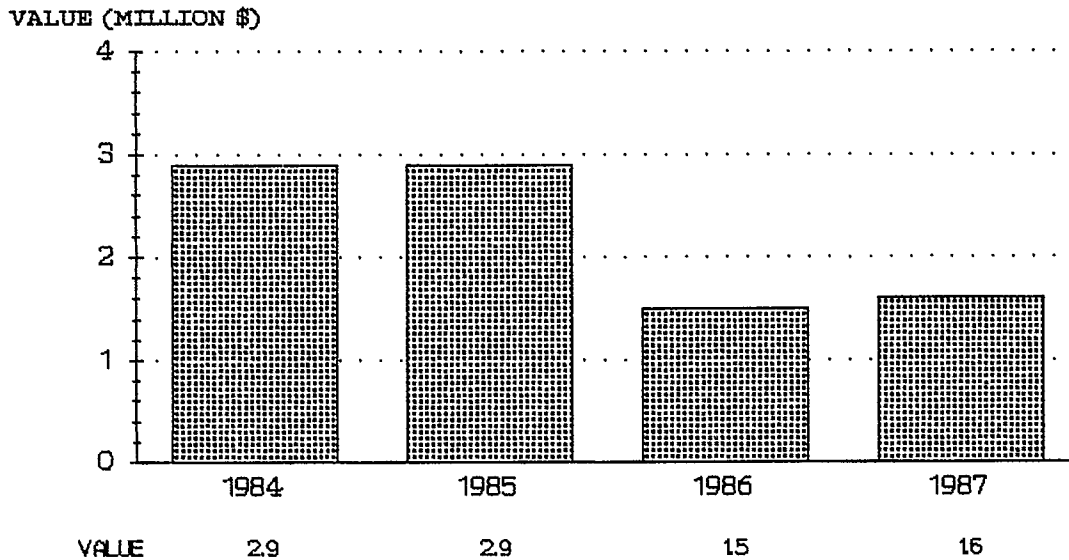
* Aggregated to preserve confidentiality of Canadian importers

PART E

MODULAR BATHROOMS, COMPLETE AND SEGMENTS



MODULAR BATHROOMS, COMPLETE & SEGMENTS
 COMMODITY CODES 671-99-11 & 671-99-15
 IMPORT TRENDS



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
VALUE (C\$000)	2335	2580	1149	973	-25
ITALY					
VALUE (C\$000)	49	74	227	544	123
GERMANY, FED. REP.					
VALUE (C\$000)	163	116	106	47	-34
UNITED KINGDOM					
VALUE (C\$000)	0	0	0	34	N/A
PORTUGAL					
VALUE (C\$000)	0	0	0	21	N/A
OTHER					
VALUE (C\$000)	380	91	55	5	-76
TOTAL					
VALUE (C\$000)	2927	2861	1537	1624	-18

N/A - NOT APPLICABLE

MODULAR BATHROOMS, COMPLETE & SEGMENTS
COMMODITY CODES 671-99-11 & 671-99-15
=====

IMPORT MARKET SHARES

<u>FOREIGN COUNTRY OF EXPORT</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>
	<u>%</u>	<u>%</u>	<u>%</u>	<u>%</u>
UNITED STATES VALUE	79.8	90.2	74.8	59.9
ITALY VALUE	1.7	2.8	14.8	33.5
GERMANY, FED. REP. VALUE	5.6	4.1	6.9	2.9
UNITED KINGDOM VALUE	0.0	0.0	0.0	2.1
PORTUGAL VALUE	0.0	0.0	0.0	1.3
OTHER VALUE	13.0	3.2	3.6	0.3
<u>TOTAL VALUE</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>	<u>100.0</u>

CANADIAN IMPORTERS OF MODULAR BATHROOMS, COMPLETE AND SEGMENTS

The principal 5 importers of modular bathrooms, complete, accounted for 86 per cent of the total import value during 1986 of the complete type. The principal 10 importers for modular bathroom segments accounted for 50 per cent of the total import value during 1986 for segments.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (C\$000)		<u>Per Cent of Total Value</u>	
	<u>Complete</u>	<u>Segments</u>	<u>Complete</u>	<u>Segments</u>
5	226	513	86	40
10	263	632	100	50
All Importers (11 complete and 19 segments)	263	1 274	100	100

Importers of modular bathrooms (complete and segments) during 1986, 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 modular bathrooms they are importing as follows: (1) complete; (2) segments.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Armstrong Baum Plumbing & Heating Ltd.(1)	Toronto, Ont.	Martina Enterprises Ltd.(1)	Surrey, B.C.
Bobrick Washroom Equipment of Canada Ltd.(1)(2)	Hollywood, Ca., USA*	Plaskolite Inc.(2)	Columbus, Oh., USA*
Bradley-Aristocrat Ltd.(2)	Menomonee Falls, Wi., USA*	R.G. Willis & Company Ltd.(2)	Burlington, Ont.
City Glass & Supply Ltd.(2)	Edmonton, Alta.	Rodam Inc.(2)	St-Laurent, Qué.
Conklin and Garrett Ltd.(1)	Brantford, Ont.	Ruddy Electric Wholesale Co. Ltd.(1)	Oshawa, Ont.
Conquest Mfg Ltd.(2)	Altona, Man.	Safety Supply Canada Ltd.(2)	Richmond Hill, Ont.
D.H. Howden & Co. Limited(1)	London, Ont.	Showerlux Canada Ltd.(2)	Scarborough, Ont.
Emco Limited(2)	London, Ont.	Sun-Maker Distributors Ltd.(2)	Langley, B.C.
Fiat Products Ltd.(1)(2)	Orillia, Ont.	Sunrise Pipe & Supply Ltd.(2)	Kelowna, B.C.
Filiault Distribution(1)	Montréal, Qué.	Waltec Bathware, Div of Waltec Ltd.(2)	Cornwall, Ont.
Gingers Bath & Boudoir Shop Inc.(2)	Toronto, Ont.	Waltec Inc.(1)	Cambridge, Ont.
Halsey Taylor, Div. Household Manufacturing Inc.(1)	Prospect Heights, Il., USA*	Waterline Products Company Ltd.(2)	Rexdale, Ont.
Ideal Plumbing Supplies Ltd.(2)	Montréal, Qué.	Westburne Industrial Enterprises Ltd.(2)	Montréal, Qué.
Marbre Ceramique Crown Ltée(1)	Montréal, Qué.	Western Supplies Ltd.(2)	Edmonton, Alta.

* Non-resident importer



PART F

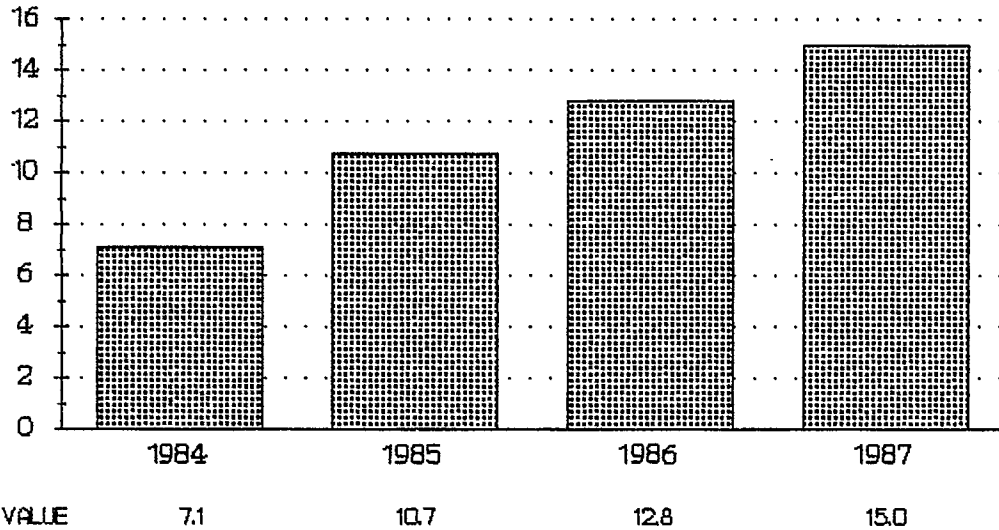
PLUMBING FIXTURES AND SANITARY WARE

NOT ELSEWHERE SPECIFIED



PLUMBING FIXTURES AND SANITARY WARE, NOT ELSEWHERE SPECIFIED
 COMMODITY CODE 671-99-89
 IMPORT TRENDS

VALUE (MILLION \$)



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987	AVERAGE ANNUAL GROWTH RATE 1984-87
					%
UNITED STATES					
VALUE (C\$000)	5775	8197	8680	10331	21
TAIWAN					
VALUE (C\$000)	662	1121	1472	1982	44
GERMANY, FED. REP.					
VALUE (C\$000)	69	360	822	961	141
ITALY					
VALUE (C\$000)	368	501	893	851	32
SWITZERLAND					
VALUE (C\$000)	22	177	469	391	161
OTHER					
VALUE (C\$000)	179	313	446	445	35
TOTAL					
VALUE (C\$000)	7075	10669	12782	14961	28

PLUMBING FIXTURES AND SANITARY WARE, NOT ELSEWHERE SPECIFIED
COMMOITY CODE 871-99-89
=====

IMPORT MARKET SHARES

FOREIGN COUNTRY OF EXPORT	1984	1985	1986	1987
-----	-----	-----	-----	-----
	%	%	%	%
UNITED STATES				
VALUE	81.8	78.8	67.9	69.1
TAIWAN				
VALUE	9.4	10.5	11.5	13.2
GERMANY, FED. REP.				
VALUE	1.0	3.4	6.4	6.4
ITALY				
VALUE	5.2	4.7	7.0	5.7
SWITZERLAND				
VALUE	0.3	1.7	3.7	2.6
OTHER				
VALUE	2.5	2.9	3.5	3.0
-----	-----	-----	-----	-----
TOTAL				
VALUE	100.0	100.0	100.0	100.0

CANADIAN IMPORTERS OF PLUMBING FIXTURES AND SANITARY WARE, NOT ELSEWHERE SPECIFIED

The principal 20 importers of plumbing fixtures and sanitary ware, not elsewhere specified accounted for 66 per cent of the total import value during 1986.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (C\$000)	<u>Per Cent of Total Value</u>
5	5 768	45
10	7 059	55
20	8 453	66
All Importers (245)	12 782	100

Importers of plumbing fixtures and sanitary ware, not elsewhere specified, during 1986, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
A-1 Auto Glass Ltd.	Calgary, Alta.	Andrew Sheret Limited	Victoria, B.C.
A-Line Sales Limited	Mississauga, Ont.	Aqualine Inc.	Mississauga, Ont.
Accessoires de Plomberie H. Belanger Ltée	Montréal, Qué.	Aristocrat Manufacturing Co. Ltd.	Mississauga, Ont.
Acriform Engineering Inc.	Newmarket, Ont.	Associated Mills Inc.	Toronto, Ont.
Acudor Acorn Limited	Agincourt, Ont.	Atco Structures Ltd.	Calgary, Alta.
Adventures in Bathing Ltd.	Calgary, Alta.	Atlas Trailer Coach Products Ltd.	Calgary, Alta.
Agences Robin-Neron Ltée	Laval, Qué.	Attree Manufacturing Corp.	Mississauga, Ont.
Alberta Marble & Tile Co. Ltd.	Calgary, Alta.	B & B Trailer Supplies Ltd.	London, Ont.
Allan Forrest Sales Ltd.	Calgary, Alta.	B & N Flooring Supplies Ltd.	St. John, N.B.
Alliance Ro-Na Home Inc.	St. Jacobs, Ont.	B.A. Robinson Co. Ltd.	Winnipeg, Man.
Almar Plumbing & Heating Supplies, Div. of Delta Faucets of Canada Ltd.	Downsview, Ont.	B.C. Medical Equipment Ltd.	Vancouver, B.C.
Almico Plastics Limited	Cornwall, Ont.	B.C. Plumbing Supplies Ltd.	Burnaby, B.C.
American Standard, Div. of Wabco Standard Ltd	Toronto, Ont.	Bartle & Gibson Co. Ltd.	Surrey, B.C.
Amstan Distributors Ltd.	St-Pierre, Qué.	Beaver Lumber Co. Ltd.	Markham, Ont.
		Belcourt Construction Co. Ltd.	St-Laurent, Qué.
		Bismar Inc.	Boucherville, Qué.

CANADIAN IMPORTERS OF PLUMBING FIXTURES AND SANITARY WARE, NOT ELSEWHERE SPECIFIED (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Bouthillette Marketing Inc.	St-Laurent, Qué.	Electroline Manufacturing Company Ltd.	Windsor, Ont.
Bow Plastics Limited	Montréal, Qué.	Ener-Tech Industries	
Bradley Corporation	Mississauga, Ont.	Edmonton Ltd.	Edmonton, Alta.
Bradley-Aristocrat Ltd.	Menomonee Falls, Wi., USA*	Enpoco Limited	Scarborough, Ont.
Brass Craft Canada Ltd.	St. Thomas, Ont.	Entreprises Sa-Lum Ltée, Les	St-Lambert, Qué.
Brymer & Sons Ltd.	Toronto, Ont.	Entretien Planifié Multi Ltée	Laval, Qué.
Butt & Bowes Food Equipment Ltd.	Vancouver, B.C.	Everest & Jennings Canadian Ltd.	
C.I. Industries Inc.	Richmond, B.C.	Express Yachting Ltd.	Concord, Ont.
Calgon Carbon Corp.	Pittsburgh, Pa., USA*	F.B. Stevens Inc.	Midland, Ont.
Can-Aqua Int'l Ltée	Laval, Qué.	F.E. Bieze Import Canada Ltd.	Winnipeg, Man.
Can-Aqua Universal Ltd.	Don Mills, Ont.	Fairway Products Inc.	Oakville, Ont.
Cana-Roma Ceramics Importers Ltd.	Downsview, Ont.	Fiat Products of Canada Ltd.	Richmond, B.C.
Canadian Apollo Water Filter Inc.	Calgary, Alta.	Fisher Scientific Co. Ltd.	Orillia, Ont.
Canadian Belvedere Products Ltd.	Kitchener, Ont.	Fleck Bros, Div. of Steetley Dist. Inc.	Ottawa, Ont.
Canadian Gypsum Company Limited	Toronto, Ont.	G.H. Wood & Company Ltd.	Burnaby, B.C.
Canadian Leisure Travel Co. Ltd.	Calgary, Alta.	Gingers Bath & Boudoir Shop Ltd.	Toronto, Ont.
Canadian National Railways	Montréal, Qué.	Giovanni Management Canada Ltd.	Montréal, Qué.
Canadian Standards Association	Rexdale, Ont.	Global Agricultural Products Company Inc.	Oakville, Ont.
Canadian Tire Corp. Ltd.	Toronto, Ont.	Global Medical Products Inc.	Oakville, Ont.
Canron Inc.	Toronto, Ont.	Goldberg & Pegg Plumbing Corp.	Vancouver, B.C.
Caschem Chemicals Manufacturing Inc.	Mississauga, Ont.	Gordon G. Brown & Co. Ltd.	Scarborough, Ont.
Ceramique Decor MSF 1985 Inc.	Charlesbourg, Qué.	H & K Manufacturing Ltd.	Cobourg, Ont.
Cie Int'l de Fourniture de Roulottes Ltée, La	St-Hubert, Qué.	Hadrian Manufacturing Inc.	Oakville, Ont.
Cochrane-Dunlop Hardware Ltd.	Etobicoke, Ont.	Hill Machine & Asbestos Products Inc.	Downsview, Ont.
Conklin & Garrett Ltd.	Brantford, Ont.	Hillcrest Plumbing & Heating (1967) Ltd.	Vancouver, B.C.
Consolidated Metals Corp.	Markham, Ont.	Home Care & Surgical, o/b 218838 Pharmacy Ltd.	Edmonton, Alta.
Consumers Distributing Co. Ltd.	Rexdale, Ont.	Hycroft China Ltd.	Medicine Hat, Alta.
Cooper Yachts Ltd.	Maple Ridge, B.C.	Hytex Manufacturing Ltd.	Armstrong, B.C.
Cordex Marketing Ltd.	Vancouver, B.C.	Ideal Distributors Ltd.	Vancouver, B.C.
Crane Canada Inc.	New Westminster, B.C.	Ideal Plumbing Supplies Ltd.	Montréal, Qué.
Cronkrite Companies Ltd.	Mount Royal, Qué.	Interbath of Canada Ltd.	Mississauga, Ont.
Cypress Home Recreation Centre Ltd.	Calgary, Alta.	Intermann Marine Marketing Ltd.	Vancouver, B.C.
D.B.E. Plumbing Specialties Inc.	Surrey, B.C.	Ironco Iron Works Ltd.	Edmonton, Alta.
D.H. Howden & Co. Ltd.	Scarborough, Ont.	Irvings Plumbing Supplies, Div. of Lumberland Plus Ltd.	Toronto, Ont.
Delta Glass & Mirror Co. Ltd.	London, Ont.	J-Tak Limited	Winnipeg, Man.
Deschenes & Fils (1969) Ltée	Delta, B.C.	J. Pascal Inc.	Montréal, Qué.
Distribution Vaillancourt Inc.	Montréal, Qué.	Jamaica Manufacturing (Canada) Company Limited	Prescott, Ont.
Durable Equipment Ltd.	Rock Forest, Qué.		
	Scarborough, Ont.		

CANADIAN IMPORTERS OF PLUMBING FIXTURES AND SANITARY WARE, NOT ELSEWHERE SPECIFIED (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
James B. McGregor, Div. of Toby Industries Limited	Toronto, Ont.	Perth Machinery Ltd.	Listowel, Ont.
Jeffery Group Inc., The	Winnipeg, Man.	Plastiques M.C. Ltée, Les	St-Hyacinthe, Qué.
John Brooks Co. Ltd.	Milton, Ont.	Plumbers Quality Mfg Ltd.	Concord, Ont.
John L. Schultz Ltd.	Lachine, Qué.	Polarco Inc.	Willowdale, Ont.
Kaddy Enterprises Ltd.	Winnipeg, Man.	Ponderosa Food Equipment Ltd.	Kelowna, B.C.
Kelly Wayne Kitchens Ltd.	Edmonton, Alta.	Power Corp of Canada Ltd.	Montréal, Qué.
Kohler Ltd.	Cornwall, Ont.	Prowler Industries of Ont. Ltd.	Lindsay, Ont.
Larry Williams Beauty Supplies Limited	Toronto, Ont.	Purewater Canada Inc.	Innisfail, Alta.
Latin Decor Canada Ltée	Laval, Qué.	Quality Craft Importers Ltd.	Vancouver, B.C.
Levitt Safety Eastern Ltd.	Toronto, Ont.	Quincaillerie Richelieu Ltée	Dorval, Qué.
M S A Canada Inc.	Downsview, Ont.	R. Woodard & Company Ltd.	Toronto, Ont.
MCC Powers, A Unit of Mark Controls Limited	Mississauga, Ont.	R.G. Willis & Co. Ltd.	Burlington, Ont.
MacKenzie Mechanical Sales Ltd.	Saskatoon, Sask.	Radiator Specialty Co. of Canada Ltd.	Mississauga, Ont.
Main Plumbing & Heating Supplies (Western) Ltd.	Calgary, Alta.	Raymond Lepine Inc.	St-Leonard, Qué.
Maronyx Inc.	St-Lambert, Qué.	Reggin Industries Ltd.	Calgary, Alta.
Master Plumber Products Ltd.	Hamilton, Ont.	Research Products Blankenship of Canada Ltd.	Mississauga, Ont.
Materiaux de Plomberie Jean Lepine Inc.	St-Hubert, Qué.	Revelstoke Companies Ltd.	Calgary, Alta.
Max Goldberg Plumbing Supply Ltd.	Vancouver, B.C.	Rivett Architectural Hardware Ltd.	Whitby, Ont.
McQueens Boat Works Ltd.	Vancouver, B.C.	Robert M. Ledingham Inc.	Vancouver, B.C.
Mediterranean Trading Co.Ltd.	Lachine, Qué.	Rocamora Bros Canada, Div. of Claibourne Ind Ltd.	Toronto, Ont.
Meteor Plywoods Ltd.	Mississauga, Ont.	Rocky Mountain Food Eqpt. Ltd.	Calgary, Alta.
Mirolin Industries Inc.	Toronto, Ont.	Romag Controles Inc.	Laval, Qué.
Mitchell Distributors Ltd.	Winnipeg, Man.	Ronsco Supply Co. Ltd.	Montréal, Qué.
Mitsui & Co. (Canada) Ltd.	Vancouver, B.C.	Rubinet Brass Canada Limited	Woodbridge, Ont.
Moldex Limited	Barrie, Ont.	Ruddy Electric Wholesale Co. Ltd.	Oshawa, Ont.
Nelson Industrial Fabricating Limited	Agincourt, Ont.	Russell Food Equipment Ltd.	Vancouver, B.C.
Nieman-Yale Limited	Weston, Ont.	S. Breda Plumbing Ltd.	Winnipeg, Man.
Nortesco Inc.	Dorval, Qué.	S. Feldman Wholesale Hardware Ltd.	Downsview, Ont.
O. Browne & Company Ltd.	Markham, Ont.	S.L. Awerbuck Plumbing & Heating Supply Company Ltd.	Toronto, Ont.
Orbit Beauty and Office Furniture Inc.	Toronto, Ont.	Safety Supply Canada Ltd.	Windsor, Ont.
P S P Plumbing Inc.	Toronto, Ont.	Saint John Shipbuilding Ltd.	Richmond Hill, Ont.
P.J. Hannah Eqpt. Sales Corp.	Burnaby, B.C.	Sani Metal Inc.	Saint John, N.B.
Pacific Oil Ltd.	Toronto, Ont.	Sargon Export-Import Inc.	Québec, Qué.
Pacific Pool Water Products Ltd.	Langley, B.C.	Scepter Manufacturing Co. Ltd.	Montréal, Qué.
Packard Medical Supply Centre Ltd.	Lethbridge, Alta.	Seaboard Shipping Co. Ltd.	Don Mills, Ont.
Pascal Hotel Supplies Inc.	Montréal, Qué.	Service Sanitaire Mon Oncle Inc.	Vancouver, B.C.
Paynes Marine Supply Inc.	Victoria, B.C.	Sexauer Ltd.	Pointe-aux- Tembles, Qué.
Pegasus Plumbing Products Int'l	Montréal, Qué.	Showerlux Canada Ltd.	Oakville, Ont.
			Scarborough, Ont.

CANADIAN IMPORTERS OF PLUMBING FIXTURES AND SANITARY WARE, NOT ELSEWHERE SPECIFIED (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Simon Johnson Food Eqpt Ltd.	St. Thomas, Ont.	U-Haul Co. of Canada Ltd.	Stoney Creek, Ont.
Southeastern Commonwealth Drilling Ltd.	St. Johns, Nfld.	Ultra Jet Canada Inc.	Brantford, Ont.
Southern Alberta Broadcasting Ltd.	Lethbridge, Alta.	Unitec Tiles Inc.	Montréal, Qué.
Southport Board Products Inc.	Downsview, Ont.	Vacusan Systems Ltd.	Vancouver, B.C.
Spartan of Canada, Div. of Shostal Ltd.	Montréal, Qué.	Varese Shoes Ltd.	Weston, Ont.
Stanadyne Inc.	Mississauga, Ont.	Vollrath of Canada Ltd.	Sheboygan, Wi., USA*
Standard Metal Products Ltd.	Calgary, Alta.	W. Buchanan Products Ltd.	Orillia, Ont.
Storburn Limited	Grimsby, Ont.	Waco Western Hardware Ltd.	Winnipeg, Man.
Sunrise Medical Canada Inc.	Midland, Ont.	Waltec Bathware, Div. of Waltec Inc.	Cornwall, Ont.
Sunrise Pipe & Supply Ltd.	Kelowna, B.C.	Waltec Components, Div. of Waltec Inc.	Wallaceburg, Ont.
Swish Maintenance Limited	Peterborough, Ont.	Waltec Faucets, Div. of Waltec Inc.	Wallaceburg, Ont.
T C L Chemicals Ltd.	Edmonton, Alta.	Waltec Inc.	Cambridge, Ont.
Takara Company Canada Ltd.	Mississauga, Ont.	Waterline Products Company Ltd.	Rexdale, Ont.
Taman Industries Ltd.	Mississauga, Ont.	Watrous Sales Inc.	Scarborough, Ont.
Taymor Industries Ltd.	Vancouver, B.C.	Westburne Industrial Enterprises Ltd.	Montréal, Qué.
Teledyne Water Pik Canada, Div. of Teledyne Industries Canada Ltd.	Toronto, Ont.	Westcott Agencies Ltd.	Winnipeg, Man.
Thermco Distributors Ltd.	Calgary, Alta.	Western Supplies Ltd.	Edmonton, Alta.
Thetford Sanitation Ltd.	Mississauga, Ont.	Williams Restaurant Supply Ltd.	Winnipeg, Man.
Tom Donaldson Co. Ltd.	Vancouver, B.C.	Woodward Stores Ltd.	Vancouver, B.C.
Trans Atlantic Import Co. Ltd.	Wetaskiwin, Alta.	Advance Alure Associates Inc.	Toronto, Ont.
Treck Photographic of Cda Ltd.	Toronto, Ont.	Wyant & Company Limited	St-Laurent, Qué.
Tubular Industries of Canada Limited	Coaticook, Qué.	Zin Plas Corp.	Grand Rapids, Mn., USA*
Twin-Cee Ltd.	Georgetown, Ont.	Zurn Drainage & Control Systems Ltd.	Weston, Ont.

* Non-resident importer

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of plumbing fixtures and sanitary ware, not elsewhere specified, are listed in descending order of dollar value by major country of export. These exporters accounted for 52 per cent of the total value of imports in 1986.

<u>Country</u>	<u>Exporter Name</u>	<u>Value of 1986 Imports (\$C000)</u>	
United States:	American Standard Inc.)	4 052*	
	U.S. Brass Corp.)		
	U.S. Gypsum Co.)		
	Belvedere Company)	802*	
	Thetford Corp.)		
	Zin Plas Corporation)		
	Household Mfg. Inc.)	453*	
	Sondik Supply Company)		
	Water Fitter Corp.)		
	Eljer Plumbingware)	241*	
	Fisher Mfg. Co.)		
	Hydro Air Industries)		
	Inter Bath Inc.)		
	Taiwan:	Chui Co.)	803*
		Lote International Co. Ltd.)	
Simmons International Ltd.)		279*	
State Metals Inc.)			
Tempered Products Inc.)			
Weltak Casting Corp.)			

* Aggregated to preserve confidentiality of Canadian importers

FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

OR

Secondary and Service Industries Division
Surface Transportation and Machinery Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3250

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

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) 954-6930

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.

