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MARKET INTELLIGENCE

IMPORT ANALYSIS

PLASTIC HANDLES, KNOBS AND PULLS

JULY, AUGUST AND SEPTEMBER, 1987

Pub. No.:88022-PM June 1989



Industry, Science and
Technology Canada

Industrie, Sciences et
Technologie Canada

Canada

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EXPLANATORY NOTES

Method

The data shown in this analysis are extracted from Revenue Canada Customs documents. These documents provide a description of the products, names of importers, exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers are aggregated.

Valuation

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

FOR MORE INFORMATION PLEASE CONTACT:

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Services to Business Branch
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Ottawa, Ontario
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OR

Plastic, Rubber and Chemical
Specialties Division
Resource Processing Industries Branch
Industry, Science and Technology Canada
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Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3012

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IMPORT ANALYSIS

PLASTIC HANDLES, KNOBS AND PULLS

I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of an import analysis is developed in close consultation with the client, and is tailored to meet those specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This analysis of imports of plastic handles, knobs and pulls is based on a detailed examination of Revenue Canada Customs import documents for the period July, August and September 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analysed:

- 425-62-20 Handles, Plastic
- 425-62-30 Knobs, Plastic
- 425-62-40 Pulls, Furniture, Plastic

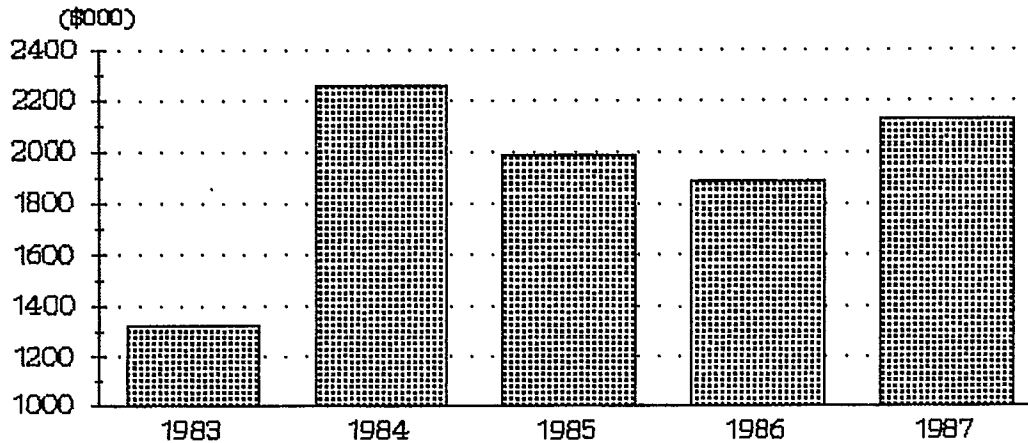
Total figures in this report do not correspond to Statistics Canada published figures. The differences are explained in Appendix H.

II. IMPORT TRENDS - 1983 to 1987

Plastic Handles

Between 1983 and 1987 the value of plastic handle imports increased from \$1.3 million to \$2.1 million, an average annual growth rate of 12.5 per cent.

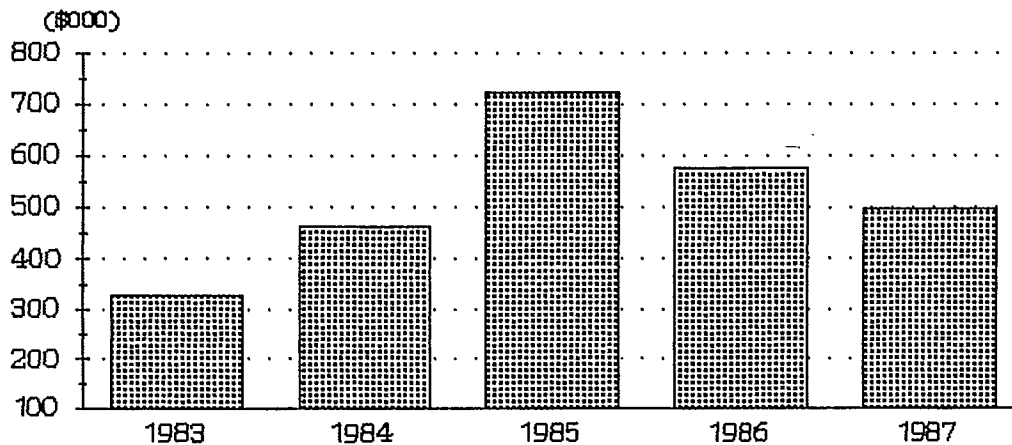
<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>Average Annual Growth Rate</u>	<u>% Change 1986-1987</u>
1 326	2 252	1 990	1 886	2 127	12.5	12.8



Plastic Knobs

Between 1983 and 1987 the value of plastic knob imports increased from \$327 thousand to \$496 thousand, an average annual growth rate of 11.0 per cent.

<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>Average Annual Growth Rate</u>	<u>% Change 1986-1987</u>
327	463	721	577	496	11.0	-14.0

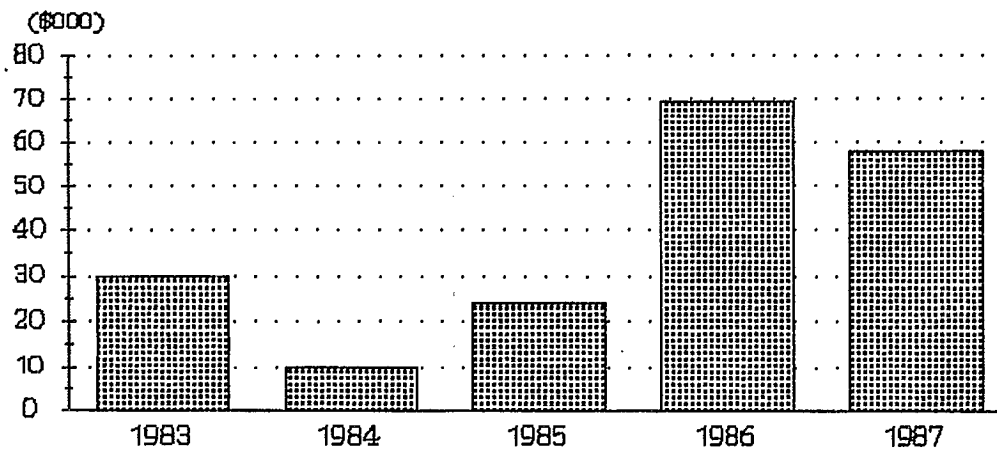


II. IMPORT TRENDS - 1983 TO 1987 (Cont'd)

Plastic Pulls

The value of plastic pull imports increased from \$30 thousand in 1983 to \$58 thousand in 1987, an average annual growth rate of 17.9 per cent.

<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>Average Annual Growth Rate</u>	<u>% Change 1986-1987</u>
30	10	24	69	58	17.9	-15.9



III. ANALYSIS OF IMPORTS
JULY TO SEPTEMBER 1987
SUMMARY OF IMPORTS
BY PRICE RANGE

During the months of July, August and September 1987, imports of plastic handles, knobs and pulls amounted to a quantity of 2.2 million for a value of \$655 thousand.

PLASTIC HANDLES

During the months July, August and September 1987, imports of plastic handles amounted to 1.9 million units for a value of \$551 thousand. Slightly more than half of the total quantity, 1.0 million units (54 per cent) valued at \$190 thousand, were for paint brushes and rollers, the majority of these being consigned to wholesalers. (Refer to Appendix A for further details by apparent end use industry.)

Unit prices for all plastic handles ranged from \$0.05 to \$14.28 with the overall average being \$0.29. Eighty per cent or 1.5 million units valued at \$253 thousand were priced from \$0.05 to \$0.30. (For further details refer to Appendix C.)

<u>Unit Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
0.05 to 0.30	1 531 447	80	253.4	46
0.31 to 0.63	338 101	18	158.5	29
0.82 to 2.99	23 365	1	36.0	7
3.13 to 14.28	<u>26 070</u>	<u>1</u>	<u>103.1</u>	<u>19</u>
TOTAL, HANDLES	1 918 983	100	551.0	100

PLASTIC KNOBS

During the period July to September 1987, imports of plastic knobs amounted to 273 thousand units for a value of \$91 thousand. Apparent end uses for these products were parts for motor vehicles, furniture, cookware, etc., with the largest identifiable apparent end use being for stoves and heating and air conditioning equipment. The total accounted for 55 thousand units for a value of \$19 thousand or 20 per cent of the quantity and 21 per cent of the value. (Refer to Appendix A for further details by apparent end use industry.)

Prices ranged from \$0.10 to \$7.32 with the average unit price being \$0.33. A total of 86 per cent of the total quantity, 235 thousand units valued at \$53 thousand or 58 per cent of the total value were priced from \$0.10 to \$0.50. (For further details refer to Appendix C.)

<u>Unit Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
0.10 to 0.50	234 860	86	53.1	58
0.53 to 7.32	<u>38 582</u>	<u>14</u>	<u>37.8</u>	<u>42</u>
TOTAL, KNOBS	273 442	100	90.9	100

III. ANALYSIS OF IMPORTS (Cont'd)
JULY TO SEPTEMBER 1987
SUMMARY OF IMPORTS BY PRICE RANGE (Cont'd)

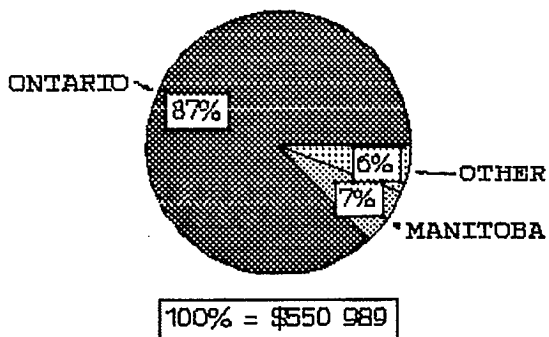
PLASTIC PULLS

During the period of analysis, imports of plastic pulls amounted to a total quantity of 85 thousand units for a value of \$13 thousand. All imports were used for the cabinet furniture industry with 86 per cent of the total value being imported by manufacturers.

Unit prices ranged from \$0.08 to over \$2.50 with an average unit price of \$0.15. The majority of plastic pulls were priced from \$0.08 to \$0.21, with 94 per cent of the total quantity and 74 per cent of the total value being in that price range. (For further details refer to Appendix C.)

<u>Unit Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (<u>\$000</u>)	<u>% of Total</u> <u>Value</u>
0.08 to over 2.50	85 228	100	13.0	100

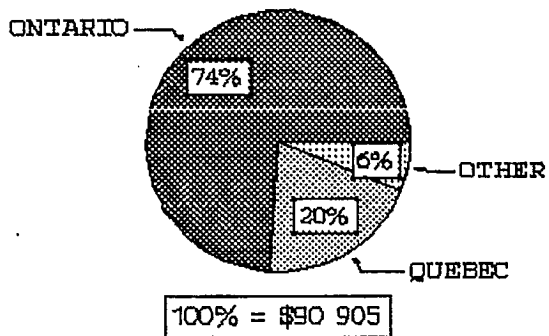
IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY PROVINCE OF CONSIGNEE
JULY, AUGUST AND SEPTEMBER 1987



Plastic Handles

Ontario was the major province of consignee. It accounted for \$480 thousand of the total value of plastic handle imports.

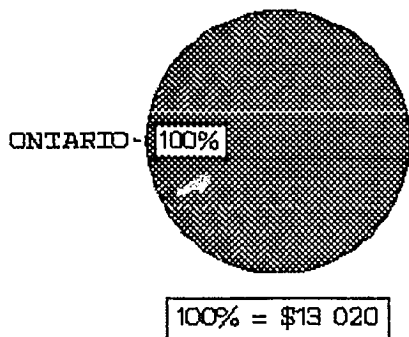
Other includes: Alberta, British Columbia, Quebec and Saskatchewan.



Plastic Knobs

Ontario was the major province of consignee. It accounted for \$67 thousand of the total value of plastic knob imports.

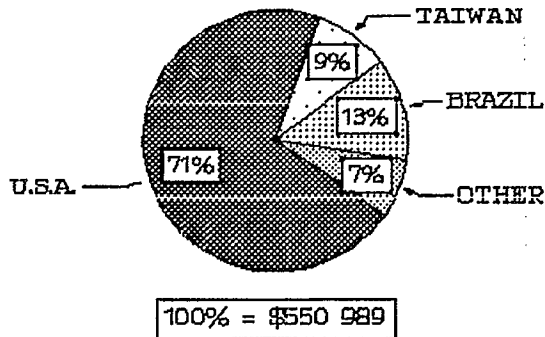
Other includes: Alberta, British Columbia, Manitoba and Nova Scotia.



Plastic Pulls

Ontario was the only province of consignee for the imports of plastic pulls, accounting for \$13 thousand.

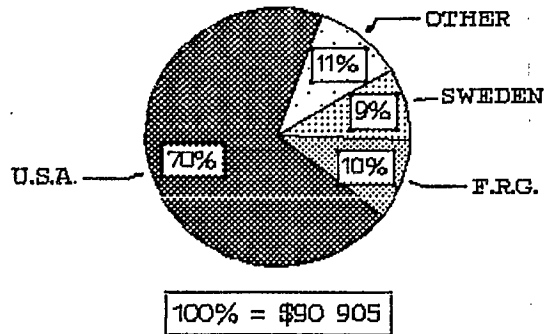
IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY COUNTRY OF ORIGIN
JULY, AUGUST AND SEPTEMBER 1987



Plastic Handles

United States was the dominant country of origin for the imports of plastic handles accounting for \$391 thousand of the total value.

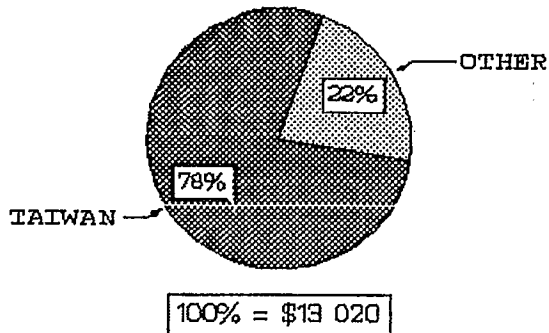
Other includes: Austria, Federal Republic of Germany, Hong Kong, Sweden and United Kingdom.



Plastic Knobs

United States was the major country of origin for the imports of plastic knobs accounting for \$64 thousand of the total value.

Other includes: Hong Kong, Italy and Taiwan.



Plastic Pulls

Taiwan was the major country of origin for the imports of plastic pulls accounting for \$10 thousand of the total value.

Other includes: Japan and United States.

III. ANALYSIS OF IMPORTS (Cont'd)
IMPORT MARKET CONCENTRATION
JULY, AUGUST AND SEPTEMBER 1987

Plastic Handles

There were 51 known consignees/importers of plastic handles. The principal 3 consignees/importers accounted for \$300 thousand or 54 per cent of the total dollar value of imports. All consignees/importers for plastic handles, knobs and pulls are listed in alphabetical order in Appendix D.

<u>Principal Consignees/Importers</u> (By Value)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	300	54
6	367	67
10	429	78
15	472	86
All Consignees/ Importers (51)	551	100

Plastic Knobs

There were 22 known consignees/importers of plastic knobs. The principal 3 consignees/importers accounted for \$35 thousand or 38 per cent of the total dollar value of imports.

<u>Principal Consignees/Importers</u> (By Value)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	35	38
6	59	65
10	76	84
All Consignees/ Importers (22)	91	100

Plastic Pulls

There were 7 known consignees/importers of plastic pulls. The principal 3 consignees/importers accounted for \$11 000 or 85 per cent of the total dollar value of imports.

<u>Principal Consignees/Importers</u> (By Value)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	11	85
All Consignees/ Importers (7)	13	100

IV - CANADIAN PRODUCTION

Plastic handles, knobs and pulls are manufactured in Canada. However, Statistics Canada does not provide separate data on these shipments.

IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY APPARENT END USE AND INDUSTRY ACTIVITY
JULY, AUGUST AND SEPTEMBER 1987

<u>Product</u>	<u>Apparent End Use</u>	<u>Quantity</u> (No.,000)	<u>Value</u> (\$)	<u>Industry Activity</u>			
				<u>Manu- facturer</u> (% of End Use by Value)	<u>Whole- saler</u>	<u>Retailer</u>	<u>Not Known</u>
<u>Handles</u>	Paint brush and paint roller (including extensions)	1 026	189 742	16	82	-	2
	Tool, not further identified	80	114 745	25	75	-	-
	Shovel, axe and sledge hammer	142	77 047	99	1	-	-
	Furniture	271	73 541	60	28	6	6
	Packaging (shopping bags, etc.)	225	33 104	100	-	-	-
	File, hammer, handsaw and screwdriver	19	18 157	10	90	-	-
	Cookware (pots and pans)	39	15 359	90	1	9	-
	Toilet Tank	28	10 453	95	5	-	-
	Miscellaneous: includes ice cream scoop, suitcase, toothbrush, umbrellas and whip (dressage)	90	18 841	31	66	-	3
	TOTAL - Handles	1 919	550 989	44	53	*	2

NOTE: Apparent end use was, in the majority of cases, determined by the description contained on the Revenue Canada Customs import documents analyzed.

* Less than 1 per cent

IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY APPARENT END USE AND INDUSTRY ACTIVITY (Cont'd)
JULY, AUGUST AND SEPTEMBER 1987

<u>Product</u>	<u>Apparent End Use</u>	<u>Quantity</u> (No.,000)	<u>Value</u> (\$)	<u>Industry Activity</u>			<u>Not Known</u>
				<u>Manu- facturer</u> (% of End Use by Value)	<u>Whole- saler</u>	<u>Retailer</u>	
<u>Knobs</u>	Stoves and heating and air conditioning equipment	55	19 043	100	-	-	-
	Furniture	14	15 247	25	75	-	-
	Electronic Equipment	45	13 150	42	58	-	-
	Cookware (pots and pans)	24	6 452	86	14	-	-
	Miscellaneous: includes barbecue and motor vehicle	<u>135</u>	<u>37 013</u>	66	26	-	8
	TOTAL - Knobs	273	90 905	64	32	-	4
<u>Pulls</u>	Furniture (cabinet)	<u>85</u>	<u>13 020</u>	86	14	-	-
	TOTAL - Pulls	85	13 020	86	14	-	-
GRAND TOTAL - Handles, Knobs and Pulls		2 277	654 914	48	49	1	2

IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY APPARENT END USE AND PRICE RANGE
JULY, AUGUST AND SEPTEMBER 1987

<u>Product</u>	<u>Apparent End Use</u>	<u>Price Range</u>		<u>Average Unit Price</u> (\$)	<u>Total</u>		<u>% Total</u>	
		<u>Low</u> (\$)	<u>High</u> (\$)		<u>Quantity</u> (No.000)	<u>Value</u> (\$)	<u>Qty.</u>	<u>Value</u>
Handles	Paint brush and paint roller (including extensions)	0.05	11.57	0.18	1 026	189 742	54	35
	Tool not further identified	0.29	14.28	1.43	80	114 745	4	21
	Shovel, axe and sledge hammer	0.52	13.44	0.54	142	77 047	7	14
	Furniture	0.06	6.27	0.27	271	73 541	14	13
	Packaging (shopping bags, etc.)	0.11	0.28	0.15	225	33 104	12	6
	File, hammer handsaw and screwdriver	0.45	12.44	0.96	19	18 157	1	3
	Cookware (pots and pans)	0.20	1.66	0.39	39	15 359	2	3
	Toilet Tank	0.32	0.54	0.37	28	10 453	1	2
	Miscellaneous: includes ice cream scoop, suitcase, tooth-brush, umbrella and whip (dressage)	0.11	2.86	0.21	90	18 841	5	3
	TOTAL - Handles	0.05	14.28	0.29	1 919	550 989	100	100

NOTE: Apparent end use was, in the majority of cases, determined by the description contained on the Revenue Canada Customs import documents analyzed.

IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY APPARENT END USE AND PRICE RANGE
JULY, AUGUST AND SEPTEMBER 1987 (CONT'D)

<u>Product</u>	<u>Apparent End Use</u>	<u>Price Range</u>		<u>Average Unit Price</u> (\$)	<u>Total</u>		<u>% Total</u>	
		<u>Low</u> (\$)	<u>High</u> (\$)		<u>Quantity</u> (No.000)	<u>Value</u> (\$)	<u>Qty.</u>	<u>Value</u>
Knobs	Stoves and heating and air conditioning equipment	0.28	0.76	0.34	55	19 043	20	21
	Furniture	0.11	7.32	1.09	14	15 247	5	17
	Electronic Equipment	0.10	0.87	0.29	45	13 150	16	14
	Cookware (pots and pans)	0.10	2.00	0.27	24	6 452	9	7
	Miscellaneous: includes barbecue and motor vehicle	0.11	4.51	<u>0.27</u>	<u>135</u>	<u>37 013</u>	<u>50</u>	<u>41</u>
	TOTAL - Knobs	0.10	7.32	0.33	273	90 905	100	100
Pulls	Furniture (cabinet)	0.08	10.38	<u>0.15</u>	<u>85</u>	<u>13 028</u>	<u>100</u>	<u>100</u>
	Total - Pulls	0.08	10.38	0.15	85	13 028	100	100
GRAND TOTAL - HANDLES, KNOBS AND PULLS					2 277	654 914		

NOTE: Apparent end use was, in the majority of cases, determined by the description contained on the Revenue Canada Customs import documents analyzed.

IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY UNIT PRICE RANGE
JULY, AUGUST AND SEPTEMBER 1987

<u>Unit Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (<u>\$000</u>)	<u>% of Total</u> <u>Value</u>
HANDLES				
0.05 to 0.07	161 600	8	8.9	2
0.08 to 0.11	143 100	7	14.0	3
0.12	197 898	10	23.3	4
0.13 to 0.17	442 672	23	71.1	13
0.18 to 0.20	89 660	5	16.2	3
0.21	121 808	6	25.6	5
0.22 to 0.23	140 154	7	31.9	6
0.24 to 0.25	60 493	3	14.8	3
0.26 to 0.27	133 965	7	35.7	6
0.28 to 0.30	40 097	2	11.9	2
0.31 to 0.33	82 841	4	27.0	5
0.35 to 0.42	37 737	2	15.6	3
0.43 to 0.45	16 360	1	7.2	1
0.48 to 0.49	6 872	*	3.3	1
0.52 to 0.54	164 014	9	87.6	16
0.55 to 0.60	14 687	1	8.2	1
0.62 to 0.63	15 590	1	9.6	2
0.82 to 1.06	6 307	*	6.5	1
1.11 to 1.31	4 816	*	6.1	1
1.33 to 1.36	2 499	*	3.4	*
1.40 to 1.66	3 682	*	5.9	1
1.68 to 2.50	3 680	*	7.0	1
2.82 to 2.99	2 381	*	7.1	1
3.13 to 3.60	23 996	1	86.1	16
3.81 to 6.27	1 039	*	4.6	1
7.54 to 14.28	1 035	*	12.4	2
TOTAL, HANDLES	1 918 983	100	551.0	100

* Less than 1 per cent

IMPORTS OF PLASTIC HANDLES, KNOBS AND PULLS
BY UNIT PRICE RANGE (Cont'd)
JULY, AUGUST AND SEPTEMBER 1987

<u>Unit Price Range</u> (<u>\$</u>)	<u>Quantity</u> (<u>No.</u>)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (<u>\$000</u>)	<u>% of Total</u> <u>Value</u>
KNOBS				
0.10 to 0.11	86 800	32	9.1	10
0.13 to 0.21	17 175	6	2.9	3
0.22 to 0.28	54 753	20	14.5	16
0.29 to 0.30	37 749	14	11.1	12
0.33 to 0.41	20 685	8	7.3	8
0.43 to 0.50	17 698	6	8.2	9
0.53 to 0.87	22 371	8	14.6	16
0.96 to 1.27	4 540	2	4.5	5
1.28 to 1.83	9 833	4	14.2	16
1.93 to 7.32	<u>1 838</u>	<u>*</u>	<u>4.5</u>	<u>5</u>
TOTAL, KNOBS	273 442	100	90.9	100
PULLS				
0.08 to 0.21	80 162	94	9.6	74
0.27 to 0.84	4 740	6	2.3	18
Over 2.50	<u>326</u>	<u>*</u>	<u>1.1</u>	<u>8</u>
TOTAL, PULLS	85 228	100	13.0	100

* Less than 1 per cent

CANADIAN IMPORTERS

Consignees/importers of plastic handles, knobs and pulls during the period July to September 1987, as indicated in this report, are listed in alphabetical order. Where the importers are not the same as the consignees, (i.e., the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

NAME

ADDRESS

PLASTIC HANDLES

Advantage Entertainment Canada Ltd.	Portage La Prairie, Man.
Androck Inc.	Watford, Ont.
Atlantic Service Co. Ltd.	Scarborough, Ont.
Bennett Brush Company Ltd.	Markham, Ont.
Boblen Enterprises Inc.	Montréal, Qué.
Burrell Bedding Ltd.	Scarborough, Ont.
Bryson Manufacturing Ltd.	Rexdale, Ont.
Canadian Tire Corp. Ltd.	Toronto, Ont.
Coronet Regal Inc.	Orangeville, Ont.
DoCap Corporation Ltd.	Rexdale, Ont.
Dominion Sample Ltd.	St. Leonard, Qué.
Emco-London Factory Ltd.	London, Ont.
Emhart Canada Ltd.	Hamilton, Ont.
Ez Painter Ltd.	Downsview, Ont.
Esdekey Umbrella Co. Ltd.	Vancouver, B.C.
Fernand Belanger Inc.	Montréal, Qué.
Gray Handtool Sales Ltd.	Brampton, Ont.
Haefele Canada Inc.	Mississauga, Ont.
Helko Systems Furniture 1983 Inc.	Cornwall, Ont.
Hettich Canada Inc.	Weston, Ont.
IKEA Canada Ltd.	Richmond, B.C.
J.D. Furniture (Mfg.) Ltd.	Calgary, Alta.
John O. Butler Ltd.	Guelph, Ont.
Karl Gutmann Inc.	Cornwall, Ont.
Martin Hardware Distributors Ltd.	Mississauga, Ont.
Modern Tire Supply Ltd.	Edmonton, Alta.
Moldex Ltd.	Barrie, Ont.
National Sample Card Co. Ltd.	Montréal, Qué.
Neff Kitchen Manufacturers Ltd.	Brampton, Ont.
Nick Kray Sales Ltd.	Toronto, Ont.
Nour Trading House Ltd.	Waterloo, Ont.
Palliser Furniture Ltd.	Winnipeg, Man.
Plumbmaster of Canada Ltd.	Mississauga, Ont.
Regal Bedding (1977) Ltd.	Winnipeg, Man.
Rena-Ware Distributors Ltd.	Mississauga, Ont.
Scanway Corp.	Saint-Jean, Qué.
Scholl-Plough Canada Inc.	Toronto, Ont.

CANADIAN IMPORTERS (Cont'd)

<u>NAME</u>	<u>ADDRESS</u>
<u>PLASTIC HANDLES (Cont'd)</u>	
Sheffield Bronze Inc.	Weston, Ont.
Skyway Luggage Co. Ltd.	Richmond, B.C.
Snap-On Tools of Canada Ltd.	Concord, Ont.
Tai Sang Hong Trading Co.	Calgary, Alta.
The Cooper Tools Group Inc.	Mississauga, Ont.
Tooldienst Ltd.	Elmira, Ont.
Uniflex Packaging of Canada Ltd.	Mississauga, Ont.
Universal Fasteners and Concrete Accessories Ltd.	Saskatoon, Sask.
Upton Bradeen & James Co. Ltd.	Don Mills, Ont.
V.I.P. Industries Ltd.	Brampton, Ont.
Volume Distributors Ltd.	Rexdale, Ont.
Wiens Equipment Ltd.	St. Catharines, Ont.
Wonder Whip (Canada) Ltd.	Winnipeg, Man.
Zion Import Export Ltd.	Port Moody, B.C.

PLASTIC KNOBS

Atlas Electronics Ltd.	Toronto, Ont.
Brandon Manufacturing Inc.	Brandon, Ont.
Chromalox Canada Inc.	Rexdale, Ont.
Distributions Quimpex Ltd.	Drummondville, Que.
Matsushita Ind. Canada Ltd.	Toronto, Ont.
Moore Instruments Ltd.	Brampton, Ont.
Neff Kitchen Mfg Ltd.	Brampton, Ont.
Onward Hardware Ltd.	Kitchener, Ont.
Superior Electrics Ltd.	Pembroke, Ont.
Versatile Farm Equipment Co. Ltd.	Winnipeg, Man.

PLASTIC PULLS

Amnicon Corp. Ltd.	Downsview, Ont.
Banner Ind. Div. of Danbel Ind. Inc.	Toronto, Ont.
Berenson Inc.	Toronto, Ont.
C-Tech Ltd.	Cornwall, Ont.
Jaybee Manufacturing Canada Ltd.	Bramalea, Ont.
Martin Hardware Distributors Ltd.	Mississauga, Ont.
Trend Millwork and Cabinets Ltd.	Windsor, Ont.
Wolfedale Engineering Ltd.	Mississauga, Ont.

FOREIGN EXPORTERS TO CANADA

PLASTIC HANDLES

There were a total of 53 exporters to Canada of plastic handles during the period July, August and September 1987. The principal thirteen are listed below in descending order of dollar value. These exporters accounted for \$459 thousand or 83 per cent of the value of imports analyzed.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
Monroe Engineering Products Inc.	Petoskey, MI	United States)	
Paul Marsh Inc.	New York, NY	United States)*	240
Namsco Plastics Ind., Inc.	Arnold, PA	United States)	
The Kelly Co. Inc.	Clinton, MA	United States	69
Snap-On Tools Int'l Ltd.	Kenosha, WI	United States)	
Uniflex Inc.	Westbury, NY	United States)*	68
Tarco Int'l Inc.	Taipei	Taiwan)	
Bruce Plastics Inc.	Pittsburgh, PA	United States	18
Cheng Hsu Taiwan Corp. Ltd.	Taipei	Taiwan)	
Four Winds Mfrs & Supply Ltd.	Taipei	Taiwan)*	42
Regal Ware Inc.	Kewaskum, WI	United States)	
Strothmann Zierbeschlage		Germany)	
John O. Butler Co. Ltd.	Chicago, IL	United States)*	22

PLASTIC KNOBS

There were a total of 23 exporters to Canada of plastic knobs during the period July, August and September 1987. The principal thirteen are listed below in descending order of dollar value. These exporters accounted for \$83 thousand or 91 per cent of the value of imports analyzed.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
Harry Davies Moulding Co. Ltd.	Chicago, IL	United States)	
K.I. Industries Inc.	Berkeley, IL	United States)*	29
IKEA	Almhult	Sweden)	
Eagle Data Products Inc.	Holly, MI	United States)	
Madison Plastics Inc.	Warren, MI	United States)*	19
Regal Ware Inc.	Kewaskum, WI	United States)	
Four Winds Mfrs & Supply Ltd.	Taipei	Taiwan)	
Union Knopf		Fed. Rep. of)*	15
		Germany)	

*Grouped to preserve confidentiality of Canadian Importers.

FOREIGN EXPORTERS TO CANADA (CONT'D)

PLASTIC KNOBS Cont'd)

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> <u>(\$000)</u>
Dimco-Gray Co. Ltd.	Centerville, OH	United States)	11
Rogan Corp.	Chicago, IL	United States)*	
Westmoreland Plastics Co. Ltd.	Latrobe, PA	United States)	9
Knobs Inc.	Berkeley, IL	United States)	
American Cargo Corp.	Dayton, OH	United States)*	
Landmann		Hong Kong)	

PLASTIC PULLS

There were a total of 5 exporters to Canada of plastic pulls during the period July, August and September 1987. They are listed below in descending order of dollar value.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> <u>(\$000)</u>
Four Winds Mfrs & Supply Ltd.	Taipei	Taiwan	10
Trend Millwork Inc.	Detroit, MI	United States)	3
Eagle Data Products Inc.	Holly, MI	United States)	
Kyodo Int'l Co. Ltd.	Tokyo	Japan)*	
C-Tech Inc.	Ogdensburg, NY	United States)	

CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the federal Industry, Science and Technology Canada (ISTC); and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information of Canadian products supplied is as given by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity codes.

<u>Name</u>	<u>Address</u>
<u>425-62-20 Handles, Plastic</u>	
Amerock Inc.	Meaford, Ont.
*B.C.H. Unique Inc.	Saint-Martin, Qué.
Cords Canada Ltd.	Toronto, Ont.
*Hammond Manufacturing Co. Ltd.	Guelph, Ont.
*Industries Unicor Inc.	Montreal, Qué.
M.B.E. Plastics Ltd.	Edmonton, Alta.
Maple Leaf Plastics Corp., Moulding Div.	Scarborough, Ont.
Melet Plastics Inc.	Winnipeg, Man.
N&W Precision Ltd.	Winnipeg, Man.
*Nicolet Plastique Ltée	Nicolet, Qué.
*Vanguard Plastics Ltd.	Surrey, B.C.
White Mop Wringer Co. of Canada Ltd.	Paris, Ont.

<u>425-62-30 Knobs, Plastic</u>	
Amerock Inc.	Meaford, Ont.
*B&K Industries Inc.	Montreal, Qué.
Cords Canada Ltd.	Toronto, Ont.
Maple Leaf Plastics Corp., Moulding Div.	Scarborough, Ont.
*Nicolet Plastique Ltée	Nicolet, Qué.
*The Geo. Cluthe Mfg. Co. Ltd.	Waterloo, Ont.
*Thermoset Plastics Inc.	Belleville, Ont.
Vacuum Platers Inc.	Montreal, Qué.

<u>425-62-40 Pulls, Furniture, Plastic</u>	
Amerock Inc.	Meaford, Ont.
*ITW Plastiglide Ltd.	Concord, Ont.
*Nicolet Plastique Ltée	Nicolet, Qué.
*The Geo. Cluthe Mfg. Co. Ltd.	Waterloo, Ont.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel: (613) 954-5031 - Telex: 053-4123

* Company engaged in export trade

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
<u>Plastic Handles</u>	
Bennett Fleet Inc.	Ville De Vanier, Qué.
Bow Plastics Ltd.	Montreal, Qué.
The Geo. Cluthe Mfg. Co. Ltd.	Waterloo, Ont.
Die Plast Div. RCR Int'l (1983) Inc.	Montreal, Qué.
Fuller Tool (St. John) Ltd.	Pointe Claire, Qué.
Grab Bag Plastics (Canada) Ltd., The	Weston, Ont.
Mitchell Plastics Ltd.	Kitchener, Ont.
Unicor Industries Inc.	Montreal, Qué.
Vanguard Plastics Ltd.	Surrey, B.C.
<u>Plastic Knobs</u>	
B&K Industries Ltd.	Montreal, Qué.
The Geo. Cluthe Mfg. Co. Ltd.	Waterloo, Ont.
Elka Sales & Supplies Ltd.	Scarborough, Ont.
*ITW Plastiglidle Ltd.	Concord, Ont.
Mitchell Plastics Ltd.	Kitchener, Ont.
<u>Plastic Pulls</u>	
The Geo. Cluthe Mfg. Co. Ltd.	Waterloo, Ont.
ITW Plastiglidle Ltd.	Concord, Ont.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
One Yonge Street
Toronto, Ontario M5E 1J9
Tel: (416) 363-7261 - Telex: 065-24693

CANADIAN AND FOREIGN TARIFFS

Plastic handles, knobs and pulls included in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	1987 Tariff Treatment				
		British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
93907	Articles of materials of the kinds described in headings 93901 to 93906 inclusive, n.o.p.:	13.6	13.6	30	9	13.6

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Austria, The United Kingdom, Federal Republic of Germany, Iceland, Italy, Japan, Norway, Portugal, Sweden, Taiwan and the United States.

Exporting countries which benefit from the Most Favoured Nation tariff treatment or General System of Preference*: Hong Kong

* 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)

Foreign Countries

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

INFO EXPORT
EXTERNAL AFFAIRS
OTTAWA, ONTARIO
K1A 0G2
TEL: (613) 993-6435 OR 1-800-267-8376

* Company engaged in export trade

RECONCILIATION

Plastic handle, knobs and pulls imports during July to September 1987, as reported by Statistics Canada, amounted to \$749 000, \$109 000 and \$13 000, respectively.

The values reported in this import analysis do not correspond to official Statistics Canada figures for various reasons.

Reconciliation of the two total figures is explained as follows:

<u>Values Accounted For</u>	<u>Handles</u> (\$000)	<u>Knobs</u> (\$000)	<u>Pulls</u> (\$000)
Documents referring to products which should have been classified elsewhere	125	18	0
Values reported by Statistics Canada but not included in this report (e.g., documents not available for processing)	73	0	0
Total values reported in this import analysis	<u>551</u>	<u>91</u>	<u>13</u>
Total values accounted for as above	749	109	13
Total values published by Statistics Canada	749	109	13