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MARKET INTELLIGENCE

IMPORT ANALYSIS

SHEAR BLADES

OCTOBER, NOVEMBER AND DECEMBER 1988

Pub. No.: 89007-RR October 1989



Canada



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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

TARIFFS

Enquiries concerning **Canadian** 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) 954-6877

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

EXPLANATORY NOTES

Commodity Classification

Canadian Trade statistics are classified and published according to the International Convention on the Harmonized Commodity and Description Coding System (H.S.), as defined by the Canadian Customs Tariff and Statistical Nomenclature.

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, foreign 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

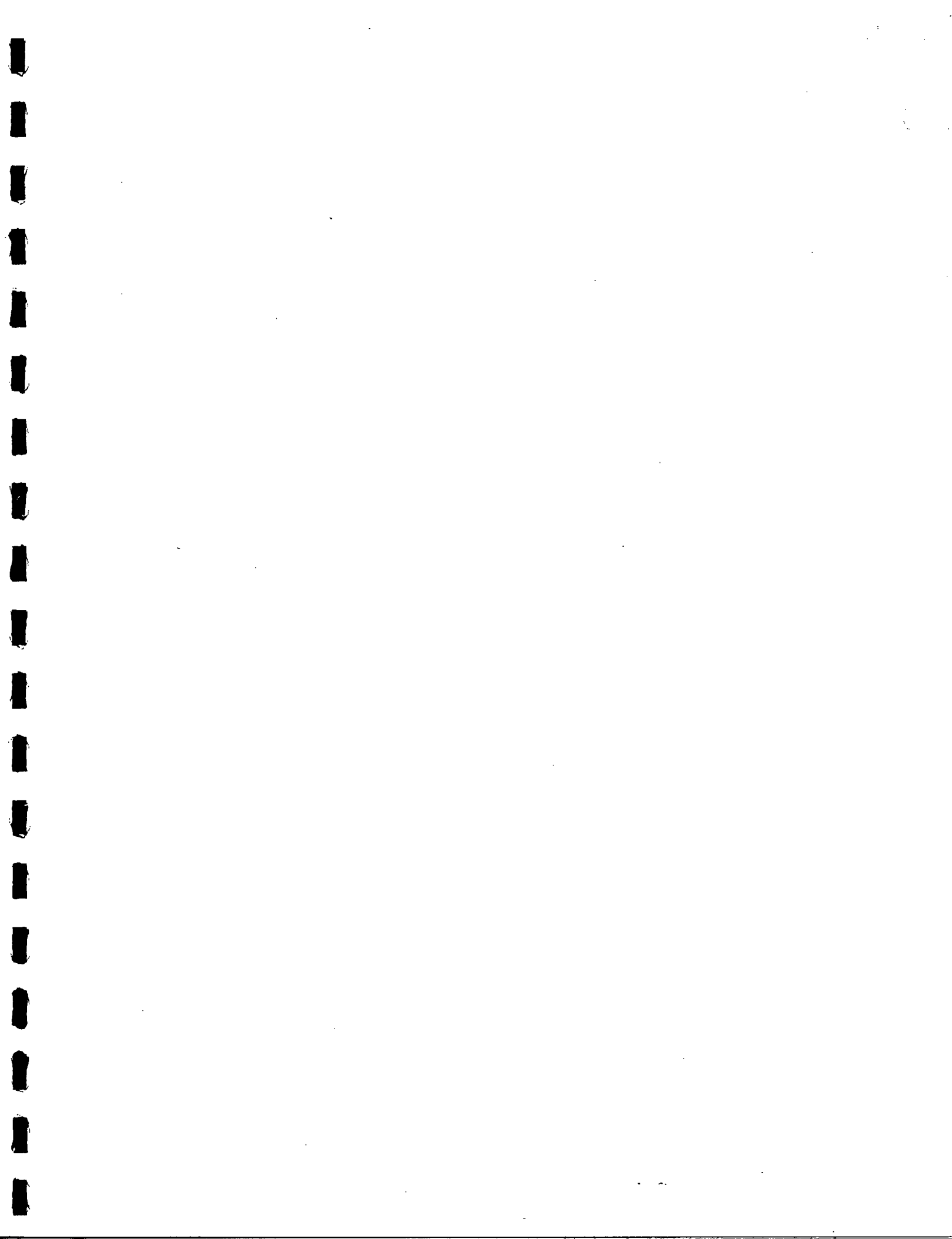
Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

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IMPORT ANALYSIS

IMPORTS OF SHEAR BLADES

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.

Imports of shear blades for 1988 were valued at \$6,253,000 and exports of shear blades for 1988 were valued at \$2,672,000.

The remainder of this analysis refers to imports for October, November and December only.

This analysis of imports on shear blades is based on a detailed examination of Revenue Canada Customs import documents for the period of October to December 1988 for the following:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Knives and cutting blades, for machines or for mechanical appliances (82.08)	
For metal working (8208.10.00)	
° Guillotine knives	8208.10.00.10
° Other	8208.10.00.90

Imports of shear blades for metal working machines have been identified in this report as guillotine, rotary slitter, cut-off blades and other shear blade types such as cutters, section knives and notching blades.

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

II. ANALYSIS OF IMPORTS

IMPORTS OF SHEAR BLADES

OCTOBER, NOVEMBER AND DECEMBER 1988

Imports of shear blades totalled 141 006 units for a value of \$965 260 for the period October to December 1988.

Of the total value of imports, shear blades identified as rotary slitter and guillotine represented 28 and 20 per cent respectively.

A high percentage of shear blades, 36 per cent of the value or 78 per cent of the quantity imported, could not be identified as to type.

For further details on imports of shear blades by type and by price range, refer to Appendix A.

SUMMARY OF IMPORTS

BY TYPE

<u>Type</u>	<u>Value</u>		<u>Quantity</u> (No.)	<u>Average</u> <u>Unit Price</u> (\$/blade)
	<u>\$000s</u>	<u>%</u>		
Rotary Slitter	273	28	3 624	75
Guillotine	190	20	367	518
Cut-off	136	14	26 966	5
Other (cutters, section knives and notching blades)	19	2	300	63
Shear Blades NFI (not further identified)	<u>347</u>	<u>36</u>	<u>109 749</u>	3
TOTAL	965	100	141 006	

BY PRICE RANGE

<u>Price Range</u> (\$/blade)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Percentage of</u> <u>Total Value</u> (\$/blade)
Up to 3	114 382	51 747	5
Over 3 to 10	17 321	89 265	9
Over 10 to 50	6 800	145 339	15
Over 50 to 100	949	66 984	7
Over 100 to 250	801	130 216	14
Over 250 to 500	475	178 078	18
Over 500 to 1 000	150	97 947	11
Over 1 000	<u>128</u>	<u>205 684</u>	<u>21</u>
TOTAL	141 006	965 260	100

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS OF SHEAR BLADES

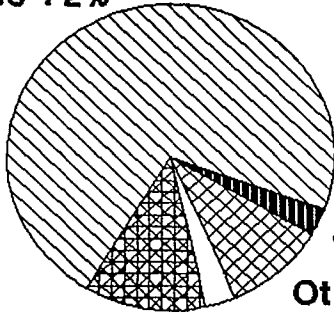
BY COUNTRY OF ORIGIN

OCTOBER, NOVEMBER AND DECEMBER 1988

The United States was the dominant source of imports of shear blades during the period analyzed, accounting for \$694 thousand or 72 per cent of the total import value. Next was the United Kingdom with \$119 thousand or 12 per cent. The Federal Republic of Germany and Japan each accounted for 3 per cent.

For further details refer to Appendix B.

United States 72%



Japan 3%

Other 10%

United Kingdom 12%

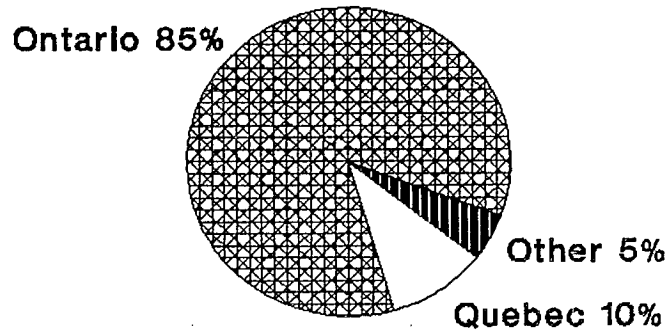
Fed. Rep. of Germany 3%

100% = \$965 000

II. ANALYSIS OF IMPORTS (Cont'd)
IMPORTS OF SHEAR BLADES
BY PROVINCE OF CONSIGNEE
OCTOBER, NOVEMBER AND DECEMBER 1988

Ontario was the major province of consignee, accounting for \$822 thousand or 85 per cent of the total import value, followed by Québec with 10 per cent.

For further details, refer to Appendix C.



100% = \$965 000

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS OF SHEAR BLADES

IMPORT MARKET CONCENTRATION

OCTOBER, NOVEMBER AND DECEMBER 1988

There were 97 known consignees/importers of shear blades during the period October to December 1988. The top three importers accounted for \$272 thousand or 28 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix D.

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value (\$000)</u>	<u>Cumulative % of Total Value</u>
3	272	28
6	432	45
10	542	56
15	643	67
25	763	79
35	840	87
All Consignees/Importers (97)	965	100

III. CANADIAN PRODUCTION

According to industry sources, shear blades as described in this report are made in Canada. However, for reasons of confidentiality, separate data on production or shipments by Canadian manufacturers are not available.

APPENDIX A

IMPORTS OF SHEAR BLADES
BY TYPE AND PRICE RANGE

OCTOBER, NOVEMBER AND DECEMBER, 1988

<u>Type</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$/blade)
Rotary Slitter	Up to 10	2 143	8 575	4
	Over 10 to 100	810	45 898	57
	Over 100 to 300	363	57 118	157
	Over 300 to 1 000	264	107 153	406
	Over 1 000	44	54 046	1 228
	SUB TOTAL		3 624	272 790
Guillotine	Up to 200	79	8 728	110
	Over 200 to 300	66	14 910	226
	Over 300 to 400	84	31 684	377
	Over 400 to 600	70	32 144	459
	Over 600 to 1 000	24	19 622	818
	Over 1 000 to 2 000	30	40 030	1 334
	Over 2 000	14	42 684	3 049
SUB TOTAL		367	189 803	517
Cut-Off	Up to 10	24 227	68 948	3
	Over 10 to 20	1 688	22 393	13
	Over 20 to 50	908	27 163	30
	Over 50 to 100	92	7 667	83
	Over 100	51	10 022	197
	SUB TOTAL		26 966	136 193
Other Blade Types (Cutters, Section Knives and Notching Blades)	Up to 100	263	6 263	24
	Over 100 to 300	17	2 754	162
	Over 300 to 540	14	6 111	437
	Over 540	6	3 972	662
	SUB TOTAL		300	19 100

APPENDIX A

**IMPORTS OF SHEAR BLADES
BY TYPE AND PRICE RANGE (Cont'd)**

OCTOBER, NOVEMBER AND DECEMBER, 1988

<u>Type</u>	<u>Price Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$/blade)
Shear Blades (Not Further Identified)	Up to 3	99 065	24 533	*
	Over 3 to 10	6 052	37 015	6
	Over 10 to 20	1 960	22 566	12
	Over 20 to 30	1 247	33 988	27
	Over 30 to 50	748	29 647	40
	Over 50 to 100	234	17 942	77
	Over 100 to 200	206	31 123	151
	Over 200 to 300	84	21 407	255
	Over 300 to 400	56	20 318	363
	Over 400 to 500	11	4 824	439
	Over 500 to 600	7	4 112	587
	Over 600 to 720	11	7 542	686
	Over 720 to 800	5	3 747	749
	Over 800 to 900	20	17 252	863
	Over 900 to 1 100	16	16 042	1 003
Over 1 100		<u>27</u>	<u>55 317</u>	<u>2 049</u>
SUB TOTAL		109 749	347 374	3
GRAND TOTAL		<u>141 006</u>	<u>965 260</u>	<u>7</u>

* Less than one dollar

APPENDIX B

IMPORTS OF SHEAR BLADES
BY COUNTRY OF ORIGIN

OCTOBER, NOVEMBER AND DECEMBER, 1988

<u>Country of Origin</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>	<u>Average</u> <u>Unit Price</u> (\$)
United States	33 747	694 170	72	21
United Kingdom	1 198	119 083	12	99
Federal Republic of Germany	1 662	30 789	3	19
Japan	156	28 214	3	181
Israel France	50 819	42 998*	4	1
Poland Italy				
	2 230	28 190*	3	13
The Netherlands Yugoslavia Sweden	936	11 607*	1	12
Ireland China				
Denmark Switzerland Norway				
	50 258	10 209*	1	**
TOTAL	141 006	965 260	100	7

* Aggregated to preserve confidentiality of Canadian importers
** Less than one dollar

APPENDIX C

IMPORTS OF SHEAR BLADES
BY PROVINCE OF CONSIGNEE

OCTOBER, NOVEMBER AND DECEMBER, 1988

<u>Province</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>% of Total</u> <u>Value</u>
Ontario	100 541	822	85
Québec	38 824	92	10
Others*	<u>1 641</u>	<u>965</u>	<u>100</u>
	141 006	965	100

* Other includes; British Columbia, Alberta, Prince Edward Island, Nova Scotia and Manitoba

APPENDIX D

CANADIAN IMPORTERS

OCTOBER, NOVEMBER, AND DECEMBER 1988

Importers of shear blades during the period of October to December 1988, as indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee (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.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Acier Nova Steel Ltd.	Dorval, Qué.	Americas Inc.)	Cornwall, Ont.
Acme Strapping Inc.	Scarborough, Ont.	Dofasco Inc.	Hamilton, Ont.
Adtek Pipe and Tube Inc.	Mississauga, Ont.	Dominion Saw Sales and Service Ltd.	Mississauga, Ont.
Akhurst Machinery Ltd.	Vancouver, B.C.	Drummond McCall Inc.	Hamilton, Ont.
Amada Promecam Canada Ltd.	Mississauga, Ont.	E.R. Carpenter Co. of Canada	Woodbridge, Ont.
Ampscot Equipment Ltd.	Granby, Qué.	Edward H. Pope Ltd.	Brampton, Ont.
Armstrong Bros. Tool Company	Nisku, Alta.	Emerson Electric Canada Ltd.	Napanee, Ont.
Arrowhead Metals Ltd.	Mississauga, Ont.	Fag Bearings Ltd.	Stratford, Ont.
Atlas Die Supplies Inc.	Toronto, Ont.	Ford Electronics Manufacturing Corp.	Markham, Ont.
Atlas Tube Ltd.	Downsview, Ont.	Fraser Machinery Ltd.	Surrey, B.C.
Aurora Engineering Ind. Ltd.	Harrow, Ont.	General Metal Machine Ltd.	Edmonton, Alta.
Blackstone Industrial Products Ltd.	Brampton, Ont.	General Motors of Canada Ltd.	St. Catharines, Oshawa, Windsor, Ont.
Borg-Warner Automotive (Canada) Ltd.	Stratford, Ont.	Gensco Equipment Co. Ltd.	Toronto, Ont.
Brettwood Machinery Works Ltd.	Simcoe, Ont.	Gibraltar Mines Limited	Vancouver, B.C.
Brunette Machine Works Ltd.	Madoc, Ont.	Goodrich Canada Inc.	Thorold, Ont.
Canadian Knife & Saw Ltd.	New Westminster, B.C.	Hakansson Industries Ltd.	Dartmouth, N.S.
Canadian National Railway Co.	Mississauga, Ont.	Honeywell Ltd.	Scarborough, Ont.
Canrep Morse, Division Emco Ltd.	St. Laurent, Qué.	Hunter Douglas Canada Ltd.	Pointe Claire, Qué.
Carbide Tool Works Ltd.	Moncton, N.B.	I B M Canada Ltée.	Bromont, Qué.
Central Die Supplies Inc.	Lachine, Qué.	Ipsco Inc.	Calgary, Alta.
Cleveland Twist Drill Canada Ltd.	Surrey, B.C.	J & T Machine Knife Inc.	Regina, Sask.
Compagnie De Papier Québec & Ontario Ltée.	St. Laurent, Qué.	Kar Industrial Ltd.	Mississauga, Ont.
Cyclone Diamond Products Ltd.	Rexdale, Ont.		Edmonton, Alta.
Diesel Recon Canada (Cummins)	Baie Comeau, Qué.		Pointe Claire, Qué.
	Vancouver, B.C.		

CANADIAN IMPORTERS (Cont'd)

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Kaycan Ltd.	Montréal, Qué.	Samuel Kent	Hamilton, Ont.
Kennametal Ltd.	Toronto, Ont.	Sandvik Canada Inc.	Mississauga, Ont.
Koehring Canada Ltd.	Brantford, Ont.	Scotchman Machinery Canada Inc.	Brampton, Ont.
Mandel Scientific Co. Ltd.	Guelph, Ont.	Sidbec-Dosco Inc.	Longueuil, Contrecoeur, Qué.
Mann Brush Manufacturing Co. Ltd.	Ville St. Laurent, Qué.	Sivaco Québec, Div. of Ivaco Inc.	Marieville, Qué.
McNicholls Machine Tool Inc.	Surrey, B.C.	Sonco Steel Tube Division Ferrum Inc.	Brampton, Ont.
Metal Koting Ltd.	Rexdale, Ont.	Spada Sheet Metal (1985) Limited	Windsor, Ont.
Metals For Industries Ltd.	Mississauga, Ont.	Standard Tube Canada Inc.	Woodstock, Ont.
MTT Div. of Robertson Whitehouse	Mississauga, Ont.	Stelco Inc.	Hamilton, Ont.
Mustad and Son (Canada) Ltd.	Bedford, N.S.		Edmonton, Alta.
Namasco Ltd.	Burlington, Ont.		Welland, Ont.
National Salvage Co. Ltd.	Lethbridge, Alta.		Nanticoke, Ont.
Nelson Steel Co. Ltd.	Stoney Creek, Ont.	Strippit Inc.	Akron, N.Y., USA*
Newman Steel Warehouse Ltd.	Stoney Creek, Ont.	Summit Electric Products Ltd.	Windsor, Ont.
Noranda Metal Industries Ltd.	Fergus, Ont.	T R W Canada Ltd., T.P. Div.	Weston, Ont.
Northern Technologies Ltd.	Markham, Ont.	Taylor Steel Inc.	Stoney Creek, Ont.
Norton Co. of Canada Ltd.	Hamilton, Ont.		
Notting Canada Inc.	Mississauga, Ont.	Temro Automotive Div. (Budd Canada Inc.)	Winnipeg, Man.
Padinox Inc.	Charlottetown, P.E.I.	Toro Steel Tube Inc.	Mississauga, Ont.
Pazner Scrap Metals Co. Ltd.	Windsor, Ont.	Transco Tool & Equip. Ltd.	Vancouver, B.C.
Pinsky Sewing Machines & Supplies Co. Ltd.	Montréal, Qué.	Unifin International, Div. Keeprite Inc.	London, Ont.
Price Daxion, Div. Price Wilson	Mississauga, Ont.	Upton Bradeen & James Ltd.	Don Mills, Ont.
Pro-Eco Ltd.	Mississauga, Ont.		Montréal, Qué.
Procter and Gamble Inc.	Belleville, Ont.	Upward Tool Group Inc.	Woodbridge, Ont.
Ratcliffs (Canada) Limited	Richmond Hill, Ont.	Valenite Modco Ltd.	Windsor, Ont.
Reff Inc.	Weston, Ont.	Vesta Cutting Tools Inc.	St. Catharines, Ont.
Rotem Industrial Products Inc.	Rexdale, Ont.		Oldcastle, Ont.
Rustad Bros. & Co. Inc.	Prince George, B.C.	W.H.E. Process Systems Ltd.	Weston, Ont.
Samuel & Fils Co. Ltée.	Chomedey, Laval, Qué. Mississauga, Ont.	Walter Haas Ltd.	Montréal, Ont.
		Welded Tube of Canada Ltd.	Concord, Ont.
		Wesco Production Tool Imports Ltd.	Pickering, Ont.
		Whitney of Canada Inc.	Etobicoke, Ont.
		Williams and Wilson Ltd.	Montréal, Qué.
		Zalev Brothers Ltd.	Windsor, Ont.

* Non-resident Importer

APPENDIX E

FOREIGN EXPORTERS TO CANADA

OCTOBER, NOVEMBER AND DECEMBER 1988

Major exporters to Canada of shear blades, with total shipments of \$10 000 and over are listed below in descending order of dollar value. Names are as shown on the shipping documents. These exporters accounted for 80 per cent of the total analysed value of \$ 965 260.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> (\$ 000)
American Custom Metals Inc.	Erlanger, KY, USA	119
ASKO Inc.	Homestead, PA, USA) Rock Hill, SC, USA) South Holland, IL, USA)	99
Tempered Tools, Div. of Spring Co. Ltd.	Sheffield, UK	70
Wapakoneta Machine Company	Wapakoneta, OH, USA	66
Gleason Works Norton Company F. Tinker & Sons Co.	Rochester, NY, USA) Worcester, MA, USA) Pittsburgh, PA, USA)	158*
Cumberland Engineering Steelcraft Tool Company	South Attleboro, MA, USA) Livonia, MI, USA)	48*
W.A. Tyzack Machine Knives Ltd. Inter-Vis Co. Ltd. Vargas Ltd.	Sheffield, UK) Warsaw, Poland) Nahariya, Israel)	58*
Cowles Tool Company	Cleveland, OH, USA	16
Ingersoll GmbH AMV S.A. DSW Converting Knives Inc.	Burback, Fed. Rep. of Germany) Yssingeaux, France) Birmingham, AL, USA)	44*
TDK Corporation of America Kimura Knife & Saw Mfg. Co. Ltd. Cleveland Twist Drill (ACME) Co.	Mount Prospect, IL, USA) Nagoya, Japan) Cleveland, OH, USA)	38*
Allied Machine & Engineering Corp. Ratcliffs (Great Bridge) PLC Sandrik Inc. Lemont Tool Co. Kennametal Inc.	Dover, OH, USA) Tipton, West Midlands, U.K.) Sweden) Lincolnwood, IL, USA) Latrobe, PA, USA)	52*

* Aggregated to preserve confidentiality of Canadian importers

APPENDIX F

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 Department of Industry, Science and Technology Canada; 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.

BLADES/Knives, Shear

<u>Name</u>	<u>Address</u>
Aurora Engineering Industries Ltd.	Brampton, Ont.
C.M.K. Industries Ltd.	Mississauga, Ont.
*Central Welding Company Limited	Hamilton, Ont.
Galt Knife Co. Ltd.	Cambridge, Ont.
*Les Outils I.C.T. Ltée.	Montréal-Nord, Qué.
*Punchmaster Ltd.	Mississauga, Ont.
Scies de la Rive-Sud Inc. (Les)	Laprairie, Qué.
*Thames Machine & Tool Ltd.	Chatham, Ont.
*Valenite-Modco Limited	Windsor, Ont.
Waltec Engineering, Div. of Waltec Inc.	Wallaceburg, Ont.
Wood-Miller Saw & Knife Ltd.	Mississauga, Ont.

* Company engaged in export trade

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

Business Opportunities Sourcing System (BOSS)
Department of Industry, Science and Technology Canada
235 Queen Street, 01 East
Ottawa, Ontario
K1A 0H5
Tel.:(613) 954-5031
Telex: 053-4123

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Machine Knife

<u>Name</u>	<u>Address</u>
C.M.K. Industries Limited, Canada Machine Knife Division	Mississauga, Ont.
*Deloro Stellite Inc.	Belleville, Ont.
Galt Knife Co. Ltd.	Cambridge, Ont.
*Machine Knife Company, The Rudolph Industries	Hamilton, Ont. Mississauga, Ont.
*Simonds Cuttings Tools Vic Bussieres Inc.	Granby, Qué. Amos, Qué.

Shears and Shear Blades

*Barer Engineering Company	Montréal, Qué.
*Brown Boggs Foundry & Machine Co. Ltd. C.M.K. Industries Limited, Canada Machine Knife Division	Hamilton, Ont. Mississauga, Ont.
*Deloro Stellite Inc. Galt Knife Co. Limited	Belleville, Ont. Cambridge, Ont.
*Gensco Equipment Co. Ltd. Hay, Peter, Knife (1985) Limited IKS Canadian Knife & Saw Ltd.	Toronto, Ont. Cambridge, Ont. Mississauga, Ont.
*International Scissor Limited	Perth, Ont.
*Machine Knife Company, The Machine & Tool Products, A Division of NIK Manufacturing Ltd. Promecam Canadian Ltd. Punchmaster Ltd.	Hamilton, Ont. Oshawa, Ont. Granby, Qué. Montréal, Qué.
*Vicroc Inc.	Victoriaville, Qué.
*White Eagle Tool & Die Co. Limited	Oldcastle, Ont.

* Indicates firms engaged in export trade

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

APPENDIX G

CANADIAN AND FOREIGN TARIFFS

Shear blades included in this analysis were dutiable under the following Canadian tariff items.

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
	Knives and cutting blades, for machines or for mechanical appliances, for metalworking	9.2%	2.5%	7.3%
	On and after January 1, 1990			5.5%
	On and after January 1, 1991			3.6%
8208.10.00	---Guillotine knives			
	---Other			

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) 954-6927

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

RECONCILIATION

Imports of shear blades during the months of October, November and December, 1988 as reported on documents analysed in this report, amounted to \$965 260. The value reported in this import analysis does not correspond to the official Statistics Canada figure of \$1.7 million for various reasons. Reconciliation of the two total figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$ 000)</u>
Documents referring to products which should have been classified elsewhere	409
Values reported by Statistics Canada but not included in this report (e.g., documents not available)	282
Total values reported in this import analysis	<u>965</u>
Total values accounted for as above	1 656
Total values published by Statistics Canada	1 656