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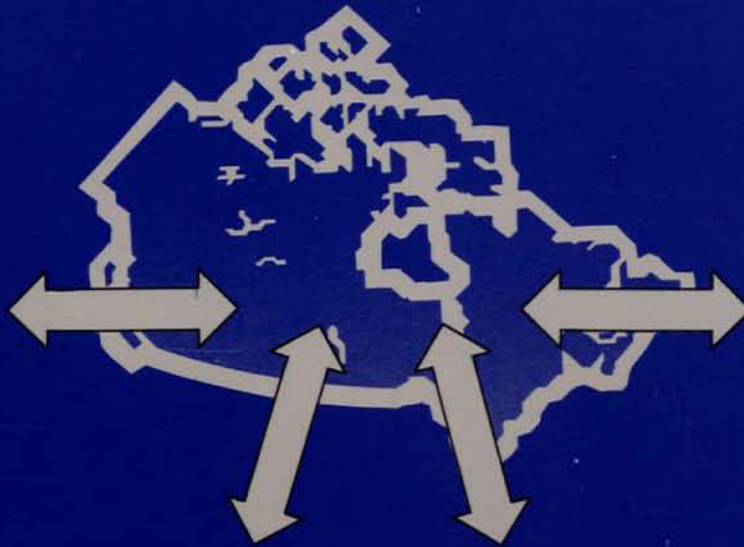
MARKET INTELLIGENCE

NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

October, November and December, 1988

Pub. No.: 89008-PM

November 1989



Canada



I.D. 2738

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OR Textile Division
Service Industries and Consumer Goods Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-2885

REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada
Revenue Canada

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Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario
K1A 0L5
Tel: (613) 954-6904

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, 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

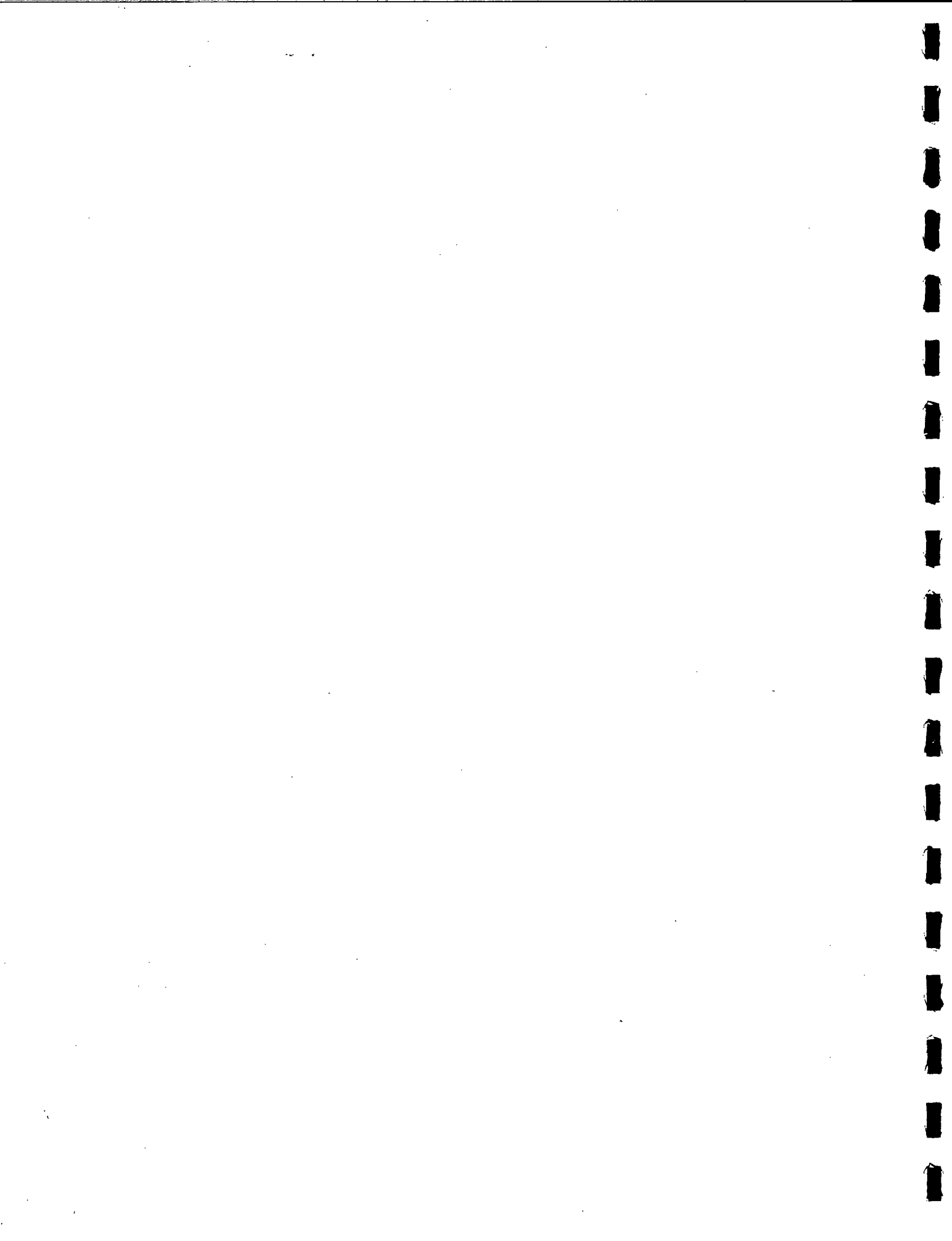
Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

Rounding

Figures may not add due to rounding.

TABLE OF CONTENTS

	PAGE
I Introduction and scope	5
II Analysis of Imports	6
III Canadian Production	9
 APPENDICES	
A Imports of Nylon Twine for the Commercial Fishing Industry by Twine Size and Price Range	10
B Imports of Nylon Twine for the Commercial Fishing Industry by Country of Origin	11
C Imports of Nylon Twine for the Commercial Fishing Industry by Province of Consignee	12
D Canadian Importers	13
E Foreign Exporters to Canada	14
F Canadian Suppliers	15
G Canadian and Foreign Tariffs	17



IMPORT ANALYSIS

NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

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 on nylon twine for the commercial fishing industry is based on a detailed examination of Revenue Canada Customs import documents for the period October to December 1988 for the following:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
Twine, cordage, rope and cables whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics. (56.07)	
- Of other synthetic fibres (5607.50)	
--- Of a circumference not exceeding 25.4 mm of nylon	5607.50.10.10

II. ANALYSIS OF IMPORTS

IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

OCTOBER, NOVEMBER AND DECEMBER 1988

Of the total \$1.3 million of imports recorded to this H.S. commodity code during the months October to December 1988, Nylon Twine for the Commercial Fishing Industry accounted for 41 thousand kilograms with a value of \$440 000.

Of this \$440 000, twine size number 21 accounted for \$70 000 or 16 per cent of the total value, followed by size numbers 18 and 420 with \$57 000 and \$46 000 (13 % and 10 %) respectively. For further details, refer to Appendix A.

SUMMARY OF IMPORTS

BY TWINE SIZE IN DESCENDING ORDER OF VALUE

<u>Twine Size</u> (Number)	<u>Value</u> (\$000s)	<u>Quantity</u> (Kg)	<u>Average</u> <u>Unit Price</u> (\$ / Kg)
21	70	4 091	17.11
18	57	5 055	11.27
420	46	3 833	12.00
15	34	3 085	11.02
OTHER	82	6 539	12.54
NOT KNOWN	<u>151</u>	<u>18 865</u>	<u>8.00</u>
TOTAL	440	41 468	10.61

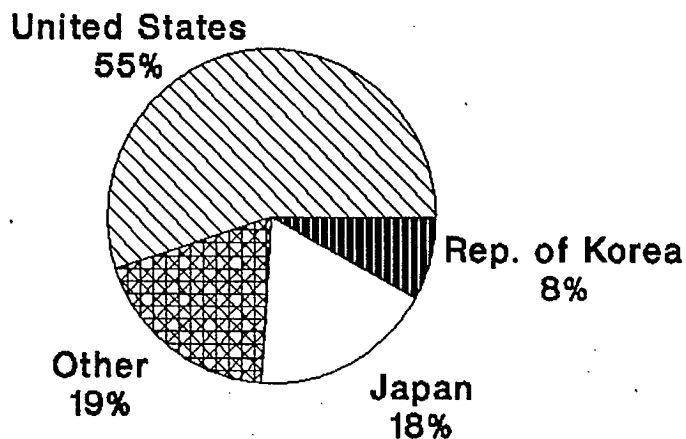
II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

BY COUNTRY OF ORIGIN

OCTOBER, NOVEMBER AND DECEMBER, 1988

Imports originating from the United States accounted for \$243 000 or 55 per cent of the total value of imports for nylon twine for the commercial fishing industry. Japan followed, with \$77 000 or 18 per cent. For further details, refer to graph below and Appendix B.

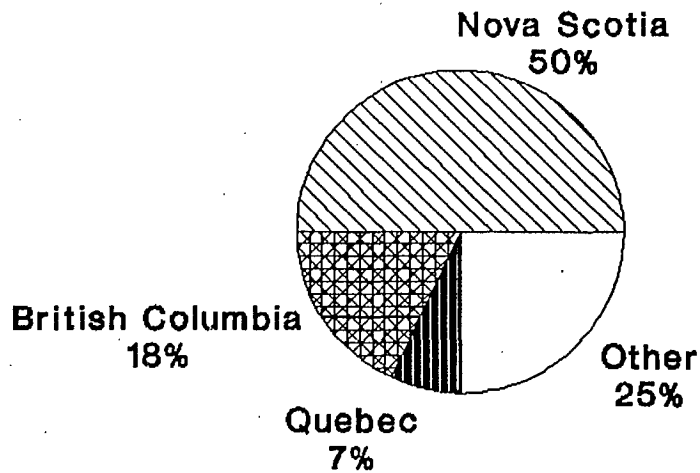


100% = \$440 000

Other countries include: Taiwan, Thailand, Denmark and United Kingdom

II. ANALYSIS OF IMPORTS (Cont'd)
IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY
BY PROVINCE OF CONSIGNEE
OCTOBER, NOVEMBER AND DECEMBER 1988

Nova Scotia was the major province of consignee for the imports analysed, accounting for 50 per cent of the total value of imports. For further details, refer to Appendix C.



100% = \$440 000

Other provinces include: New Brunswick, Prince Edward Island, Ontario, Newfoundland and Manitoba.

II. ANALYSIS OF IMPORTS (Cont'd)

IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

IMPORT MARKET CONCENTRATION

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Principal Consignees/Importers</u> (By Value)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	258	59
6	364	83
10	404	92
All Consignee/Importers (20)	440	100

There were 20 known consignees/importers of nylon twine for the commercial fishing industry during the period October to December 1988. The top three consignees/importers accounted for \$ 258 000 or 59 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix D.

III. CANADIAN PRODUCTION

Nylon twine for the commercial fishing industry is presently manufactured in Canada. However, separate data on production or shipments by Canadian manufacturers is not available.

APPENDIX A

IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

BY TWINE SIZE AND PRICE RANGE

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Twine Size</u> (No.)	<u>Price Range</u> (\$ / Kg)	<u>Quantity</u> (Kg)	<u>Value</u> (\$)	<u>Average Unit Price</u> (\$ / Kg)
15	8.00 to 16.50	3 085	33 860	10.97
18	6.50 to 17.00	5 055	57 376	11.35
21	7.50 to 23.00	4 091	69 539	16.99
24)*	12.00 to 13.00	226	2 794	12.36
30)				
36	11.00 to 13.00	248	3 053	12.31
42)	11.00 to 13.00	1 585	19 464	12.28
48)*				
60)				
72	9.00 to 16.00	490	7 401	15.10
132)	8.00 to 23.00	1 092	12 255	11.22
180)*				
200)				
240)	10.00 to 18.00	1 977	26 451	13.37
280)*				
325)				
420	10.00 to 15.00	3 833	46 090	12.02
550)*	8.00 to 15.00	921	11 045	11.99
750)				
NOT KNOWN	4.50 to 6.00	10 996	59 237	5.38
	6.01 to 10.00	4 711	42 419	9.00
	10.01 to 17.00	2 836	39 481	13.92
	22.00 to 43.00	<u>322</u>	<u>9 383</u>	<u>29.13</u>
TOTAL-NOT KNOWN		18 865	150 520	7.97
GRAND TOTAL		<u>41 468</u>	<u>439 848</u>	<u>10.60</u>

* Aggregated in order to preserve confidentiality of Canadian Importers.

APPENDIX B

IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

BY COUNTRY OF ORIGIN

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Country of Origin</u>	<u>Quantity</u> (Kg)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
United States	21 621	52	243 273	55
Japan	4 990	12	77 156	18
Rep. of Korea	4 059	10	36 854	8
Taiwan)	10 798	26	82 565	19
Thailand)				
Denmark)*				
United Kingdom)				
TOTAL - ALL COUNTRIES	<u>41 468</u>	<u>100</u>	<u>439 848</u>	<u>100</u>

* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX C

IMPORTS OF NYLON TWINE FOR THE COMMERCIAL FISHING INDUSTRY

BY PROVINCE OF CONSIGNEE

OCTOBER, NOVEMBER AND DECEMBER 1988

<u>Province</u>	<u>Quantity</u> (Kg)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
Nova Scotia	23 413	57	220 448	50
British Columbia	4 753	11	79 986	18
Québec	3 283	8	30 737	7
New Brunswick	}*	24	108 677	25
Prince Edward Island				
Ontario				
Manitoba				
TOTAL - ALL PROVINCES	<u>41 468</u>	<u>100</u>	<u>439 848</u>	<u>100</u>

* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX D

CANADIAN IMPORTERS

OCTOBER, NOVEMBER AND DECEMBER 1988

Importers of nylon twine for the commercial fishing industry during the period 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>
Barry and Boulerice Inc.	Dollard-des-Ormeaux, Qué.
Bridport Brownell Ltd.	Dartmouth, N.S.
C.P. Leckie, Ltd.	Richmond, B.C.
Deep Sea Fishing Co.	Vancouver, B.C.
Forsea Ltd.	Moncton, N.B.
Franklin Net and Twine Ltd.	Wheatley, Ont.
Fundy Twine Ltd.	Yarmouth, N.S.
Hopkins Ltd.	Port Morien, N.S.
IMP Dartmouth Marine Ltd.	Dartmouth, N.S.
IMP Group Ltd.	Halifax, N.S.
	Charlottetown, P.E.I.
	Corner Brook, NFLD
Nautilus Equipment Ltd.	Halifax, N.S.
Lakefish Net and Twine Ltd.	Winnipeg, Man.
Redden Net Co. Ltd.	Vancouver, B.C.
Rotrem Products Eng.	Beloeil, Qué.
Smith, Roger H. Fisheries Inc.	Shelburne, N.S.
Steiner Fish Co.	Vancouver, B.C.
V. and R Lobster Traps Co.	South Ohio, N.S.
Vernon D'Eon Lobster Plugs Ltd.	Middle West Pubnico, N.S.
Wire Rope Industries Ltd.	Dartmouth, N.S.
Kenya, William Inc.	Granby, Qué.

APPENDIX E

FOREIGN EXPORTERS TO CANADA

OCTOBER, NOVEMBER AND DECEMBER 1988

There were a total of 21 exporters to Canada of nylon twine for the commercial fishing industry during the period October to December 1988. They are listed below in descending order of dollar value.

<u>Name</u>	<u>Address</u>	<u>Value of Exports to Canada (\$000)</u>
Brownell Co. Inc.	Moodus, CT, U.S.A.	175.6
Nichimen Corp.	Osaka, Japan	131.5*
King Chou Fish Net Mfg. Co. Ltd.	Pinctung, Taiwan	
Nam Yang Fishing Net and Gear Mfg. Corp.	Pusan, Rep. of Korea	
Monoï Fishing Nets Mfg. Co.	Ako, Japan	52.5*
Taito Seiko Co. Ltd.	Tokyo, Japan	
Siam Bros. Corp.	Bangkru, Thailand	
Crowe Rope Co.	Warren, ME, USA	37.3*
New England Fishing Gear Inc.	Portsmouth, N.H. USA	
LFS Inc.	Bellingham, WA, USA	
Ross Mathews Corp.	Fall River, MA, USA	23.1*
Amikan Fishing Net Mfg. Co. Ltd.	Yokkaichi-Kita, Japan	
Industrial MKT	Union, ME, USA	
Wire Rope Industries Ltd.,	Seattle, WA, USA	14.7*
Powers Twines, Inc.	Everson, WA, USA	
Gladding Braided Products, Inc.	South Otselic, NY, USA	
First Washington Net Factory Inc.	Blaine, WA, USA	
Iver Christensens Voadbinden	Skagen, Denmark	5.1*
W. and J. Knox Ltd.	Kilbirnie, U.K.	
Brim Hwa Industrial Co. Ltd.	Busan, Rep. of Korea	
Wellington Puritan Mills Inc.	Madison, GA, USA	
		439.8

* Aggregated in order 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 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

Twine, Commercial Fishing, Man-Made Fibres

<u>Name</u>	<u>Address</u>
* Herzoq Rope Ltd.	Richmond, B.C.

* Company engaged in export trade

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

Business Opportunities Sourcing Systems (ABOS)
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel: (613) 954-5031
Telex: 053-4123
Fax: (613) 954-1894

CANADIAN SUPPLIERS (Cont'd)

Canadian Trade Index

Canadian companies are arranged in alphabetical order.

Rope and Twine, Nylon*

Name

Address

Atlantic Braids Ltd.	Chute-à-Blondeau, Ont.
Belding-Corticelli (1982) Inc.	Montréal, Qué.
Canada Cordage Inc.	Kitchener, Ont.
Cancord Inc.	Hamilton, Ont.
Caristrap International Inc.	Chomedey-Laval, Qué.
Embalex Ltd.	Strathroy, Ont.
Guelph Twines Ltd.	Guelph, Ont.
Hollandia Sports Net Manufacturers Ltd.	St. Laurent, Qué.
Kenyon, William, Inc.	Granby, Qué.
North Star Ropes (1971) Ltd.,	Edmonton, Alta.
Novastran Ltd.,	Saint John, N.B.
Stanbel Ltd.,	Montréal, Qué.

* This list may or may not include twine for commercial fishing.

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
Fax: (416) 363-3779

APPENDIX G

CANADIAN AND FOREIGN TARIFFS

Nylon twine for the commercial fishing industry included in this analysis were dutiable under the following Canadian tariff item.

<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>
	Twine, cordage, rope and cables whether or not plaited or braided and whether or not impregnated, coated, covered or sheathed with rubber or plastics.			
	-Of other synthetic fibres			
	---Of a circumference not exceeding 25.4 mm			
5607.50.10.10	-----Of nylon	10% and 11¢/kg	X	9% and 9.9¢/kg
	On and after January 1, 1990			8% and 8.8¢/kg
	On and after January 1, 1991			7% and 7.7¢/kg

Where the symbol "X" appears in the column "General Preferential Tariff" the rate of customs duty that applies to those goods is the rate set out with respect to those goods in the column "Most-Favoured-Nation Tariff" of that Schedule.

APPENDIX G

CANADIAN AND FOREIGN TARIFFS (Cont'd)

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) 954-6904

FOREIGN COUNTRIES

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

Info Export
External Affairs
Ottawa, Ontario
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Tel.: (613) 993-6435 OR
1-800-267-8376