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ANALYSIS OF
ACOUSTIC CEILING TILES AND PANELS

JANUARY TO JUNE 1983

Further information available from Market Development Branch,
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Canada

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- REFERENCES:
- (1) Customs Tariff: Items 19200-1,
28410-1 & 71100-1
 - (2) Canadian International Trade
Classification (Cat. #65-502E,
Statistics Canada)
 - (3) Imports by Commodities
(Cat. #65-007, Statistics Canada)
Commodity Codes: 494-07 & 494-09

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of acoustic ceiling tiles and panels included in Statistics Canada's import commodity codes 494-07 "Mineral acoustic ceiling tiles and panels" and 494-09 "Acoustic ceiling tiles and panels, not elsewhere specified". It covers these imports during the period from January 1983 to June 1983.

SECTION II

RECONCILIATION

The value reported in this analysis does 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>Value</u> <u>(\$,000)</u>
Values reported by Statistic's Canada but not included in this report (e.g. freight and packing charges, missing documents)	566
Difference in definition of values (Import Analysis uses selling price F.O.B.; Statistics Canada values are for Customs duty purposes)	180
Total values analyzed in this report \$7,248	
Less values in other classes \$ 591	<u>6,657</u>
Total values accounted for as above	7,403
Total values published by Statistics Canada for commodity codes 494-07 and 494-09	7,254

NOTE: Statistics Canada's figures are subject to revision; changes will be reflected in the normal way: i.e., "pink sheets", which are located in the front section of Catalogue #65-007

SECTION III

ANALYSIS OF IMPORTS

Imports of acoustic ceiling tiles and panels during the period January to June 1983 were valued at \$7,247,858. All ceiling tiles and panels imported originated in the United States.

Full details of the analysis are provided in the following tables.

NOTES: N.F.I. - Not further identified.

* - Less than one per cent.

All percentage figures are rounded.

(1) - Confidential

(2) - Less than number of firms indicated (see Table 3).

(3) - Used in mobile homes.

(4) - Aggregated due to confidentiality.

All dollar values shown, other than fair market value, are based on selling price F.O.B. plant, in Canadian dollars (excluding Duty, Sales Tax, Insurance, Freight and Packing).

The above notes apply to all tables of information.

TABLE 1

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JANUARY TO JUNE 1983

Type	Size (in.)	Unit Price Range (Based on S.P.) (¢ per sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (sq.ft.)	TRANSPORTATION		Fire Rated (sq.ft.)
							Rail (sq.ft.)	Truck (sq.ft.)	
Mineral	1/2x6-11/16x48	46 to 96	10,560	7,164	7,164		3,600	6,960	
	1/2 x 12 x 12	Up to 50	19,956	9,407	10,643	14,256	5,700		
		51 to 54	36,000	18,626	20,818	35,784	216		
		55 to 59	13,968	7,827	8,021	-	13,968		
		60 to 64	10,872	6,807	6,807	3,200	7,672		
		65 & over	11,240	9,402	9,463	7,400	3,840		
				92,036	52,069	55,752	60,640	31,396	
	1/2 x 24 x 48	31 to 61	11,360	5,296	5,300	4,992	6,368		
	5/8 x 12 x 12	Up to 44	41,560	14,130	15,102	13,312	28,248		
		45 to 49	16,620	7,907	9,158	13,260	3,360		
		50 to 54	43,036	22,852	24,515	32,570	10,466		
		55 to 59	38,592	21,908	22,220	6,120	32,472		
		60 to 64	13,320	8,191	8,191	7,120	7,200		
		65 to 74	20,256	13,997	13,997	2,640	17,616		
		75 & over	31,440	52,440	52,440	23,904	7,536		
			204,824	141,425	145,623	98,926	106,858		
5/8 x 20 x 60	26 to 38	209,983	76,668	81,691	21,613	162,015	47,968		
5/8 x 24 x 24	Up to 24	80,490	18,474	18,615	4,160	76,330			
	25 to 29	120,551	31,572	31,472	12,928	107,623			
	30 to 34	169,024	53,944	57,918	57,024	112,000			
	35 to 39	125,816	46,772	51,611	90,552	35,264			
	40 to 44	69,776	28,440	29,788	13,072	56,704			
	45 to 49	33,060	15,392	17,177	20,032	13,028			

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JANUARY TO JUNE 1983

Type	Size (in.)	Unit Price Range (Based on S.P.) (¢ per sq. ft.)	Quantity (sq. ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (sq. ft.)	TRANSPORTATION		Fire Rated (sq. ft.)	
							Rail (sq. ft.)	Truck (sq. ft.)		
Mineral	5/8 x 24 x 24	50 to 54	29,600	15,425	15,708		4,672	24,928		
		55 to 69	18,688	11,280	11,280		6,400	12,288		
		70 to 79	18,560	14,455	14,455		7,680	10,880		
		80 & over	49,496	40,543	40,622		12,960	36,536		
				715,061	276,297	288,646		229,480	485,581	
	5/8 x 24 x 48	Up to 24	6,832,584	1,468,579	1,557,386		2,787,048	4,045,536	746,715	
		25 to 29	4,311,215	1,117,094	1,141,222		1,321,061	2,990,154	1,414,910	
		30 to 34	1,877,590	583,129	580,351		345,165	1,532,425	1,509,882	
		35 to 39	90,448	33,231	34,217		26,016	64,432	25,328	
		40 to 44	48,336	20,589	20,045		6,528	41,808	28,032	
		45 to 49	39,662	18,935	19,045		24,384	15,278	12,224	
		50 to 54	69,101	36,886	36,886		1,024	68,077	33,541	
		55 to 59	36,064	20,349	20,421		4,512	31,552	-	
		60 to 69	9,472	5,977	5,883		96	9,376	832	
		70 to 74	36,632	26,151	26,608		6,760	29,872	2,800	
		75 to 79	39,376	31,117	31,117		10,752	28,624	-	
		80 to 84	32,752	26,647	26,647		27,344	5,408	-	
		85 to 89	55,800	49,230	49,716		29,120	26,680	15,424	
		90 to 94	130,574	119,085	119,085		64,600	65,974	62,720	
		95 & over	15,888	17,039	17,039		3,856	12,032	896	
			13,625,494	3,574,038	3,685,668	15,360	4,658,266	8,967,228	3,853,304	
5/8 x 24 x 60	Up to 24	176,140	39,551	42,906		113,440	62,700			
	25 to 29	226,005	57,660	57,755		48,077	177,928			
	35 to 39	13,040	4,973	6,124		13,040	-			
	40 to 44	22,000	9,104	9,645		8,000	14,000			
	45 & over	23,440	10,779	10,986		8,000	15,440			
		460,625	122,067	127,416		190,557	270,068			

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JANUARY TO JUNE 1983

Type	Size (in.)	Unit Price Range (Based on S.P.) (¢ per sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (sq.ft.)	TRANSPORTATION		Fire Rated (sq.ft.)
							Rail (sq.ft.)	Truck (sq.ft.)	
Mineral	5/8 x 30 x 60	23 to 67	206,075	74,812	76,445	87,122	5,625	200,450	
	3/4 x 12 x 12	Up to 59	49,060	28,284	28,284	-	49,060		
		60 to 64	32,504	20,329	20,329	-	32,504		
		65 to 79	53,856	38,869	39,620	8,064	45,792		
		80 to 84	41,880	34,221	34,256	80	41,800		
		85 to 89	29,716	25,670	25,697	20,200	9,516		
		90 to 94	24,768	22,613	22,613	5,680	19,088		
		95 & over	4,000	3,919	3,919	3,000	1,000		
				235,784	173,905	174,718	37,024	198,760	
	3/4 x 12 x 24	Up to 89	23,850	20,096	20,096	50	23,800		
		90 to 94	61,936	57,980	58,529	10,000	51,936		
		95 & over	10,640	10,373	10,373	8,000	2,640		
				96,426	88,449	88,998	18,050	78,376	
	3/4 x 20 x 60	43 to 46	9,200	4,158	4,158	2,800	6,400		
	3/4 x 24 x 24	Up to 49	39,824	14,972	16,105	23,072	16,752		
		50 to 59	165,386	93,683	93,836	4,800	160,586		
		60 to 64	137,122	86,323	86,323	17,328	119,794		
		65 to 74	41,984	28,048	28,048	10,608	31,376		
		75 to 79	44,976	34,035	34,035	-	44,976		
		80 to 84	75,648	61,248	61,965	13,920	61,728		
		85 to 89	27,896	24,371	24,469	14,064	13,832		
		90 to 94	18,880	17,417	17,417	5,040	13,840		
		95 to 104	40,795	40,610	40,610	20,280	20,515		
105 to 119		20,784	23,968	23,968	1,392	19,392			
120 to 124		37,920	45,613	45,613	24,576	13,344			
125 & over	14,696	29,720	29,720	2,392	12,304				
			665,911	500,008	502,109	137,472	528,439		

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JANUARY TO JUNE 1983

Type	Size (in.)	Unit Price Range (Based on S.P.) (¢ per sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (sq.ft.)	TRANSPORTATION		Fire Rated (sq.ft.)	
							Rail (sq.ft.)	Truck (sq.ft.)		
Mineral	3/4 x 24 x 48	Up to 44	249,296	107,340	107,380		53,280	196,016		
		45 to 49	89,040	41,438	41,438		14,160	74,880		
		50 to 54	32,672	16,731	16,731		15,792	16,880		
		55 to 59	36,900	21,264	21,264		5,048	31,852		
		60 to 64	28,608	17,642	17,642		10,816	17,792		
		65 to 69	56,808	38,294	38,294		34,304	22,504		
		70 to 74	4,816	3,399	3,399		1,600	3,216		
		75 to 79	8,832	6,725	6,725		4,160	4,672		
		80 to 84	33,176	26,653	26,653		12,736	20,440		
		85 & over	9,424	9,460	9,460		1,200	8,224		
			<u>549,572</u>	<u>288,946</u>	<u>288,986</u>		<u>153,096</u>	<u>396,476</u>		
		7/8 x 24 x 24	Up to 394	14,320	55,891	55,885		12,000	2,320	
	395 to 400		17,005	67,203	67,203		16,720	285		
	401 & over		5,680	23,305	23,305		2,960	2,720		
			<u>37,005</u>	<u>146,399</u>	<u>146,393</u>		<u>31,680</u>	<u>5,325</u>		
	N.F.I.		Up to 24	172,128	38,509	39,408		36,640	135,488	
			25 to 29	66,560	17,486	17,465		-	66,560	
			30 to 34	121,098	38,475	38,475		13,248	107,850	
			35 to 39	8,018	2,908	3,112		6,934	1,084	
			40 to 44	96,460	40,022	41,637		6,528	89,932	
45 to 49			95,644	43,714	48,262		62,388	33,256		
50 to 54			10,845	5,526	6,062		10,653	192		
55 to 59			68,282	38,454	40,242		3,936	64,346		
60 to 64			15,584	9,797	10,075		10,400	5,184		
65 to 69			16,848	11,309	11,309		9,264	7,584		
70 to 79			21,249	15,726	16,152		10,862	10,387		
80 to 89			43,306	36,411	37,918		8,700	34,606		
90 to 94			8,976	8,206	8,206		4,848	4,128		
117 & over			15,203	23,041	23,145		13,129	2,074		
				<u>760,201</u>	<u>329,584</u>	<u>341,468</u>	<u>213,244</u>	<u>197,530</u>	<u>562,671</u>	

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELSJANUARY TO JUNE 1983

Type	Size (mm)	Unit Price Range (Based on S.P.) (₹ per sq. ft.)	Quantity (sq. ft.)	Selling Price (₹)	Fair Market Value (₹)	Cut to Size (sq. ft.)	TRANSPORTATION		Fire Rated (sq. ft.)	
							Rail (sq. ft.)	Truck (sq. ft.)		
Mineral	16x600x1200	Up to 24	228,861	50,347	54,531		115,541	113,320		
		25 to 29	120,869	31,435	37,598		118,388	2,481		
		30 to 39	103,718	33,443	34,237		16,233	87,485		
		55 & over	91,983	67,829	67,829		-	91,983		
			545,431	183,054	194,195	83,060	250,162	295,269		
	16x350x1500) 16x500x1500) 16x750x1500) 19x600x600) N.F.I.)	(4) 38 to 58	184,941	78,640	85,540	143,859	-	184,941		
Mineral/ Fibre(3)	Size (in.) 1x23-3/4x23-3/4 to 144) 1x24x24 to 48) 1x47-3/4x96 to 144) 1x48x59-1/2 to 144) 2x23-3/4x23-3/4) 2x31-1/4x80 to 86) 2x47-3/4x96) 2-1/2x23-3/4x48) 2-1/2x30-3/4x117) N.F.I.)	(4) 57 to 135	98,992	67,533	70,807		-	98,992		
			31,082	34,008	34,008	9,360	768	30,314		
Fibreglass	1 x 24 x 48	68 to 138	31,082	34,008	34,008	9,360	768	30,314		

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELSJANUARY TO JUNE 1983

Type	Size (in.)	Unit Price Range (Based on S.P.) (¢ per sq.ft.)	Quantity (sq.ft.)	Selling Price (\\$)	Fair Market Value (\\$)	Cut to Size (sq.ft.)	TRANSPORTATION		Fire Rated (sq.ft.)
							Rail (sq.ft.)	Truck (sq.ft.)	
Fibreglass	1 x 24 x 24)	30 to 259 ⁽⁴⁾	78,346	54,961	54,959	43,200	43,200	35,146	
	1 x 24 x 60)								
	1 x 24 x 72)								
	1 x 24 x 84)								
	1 x 30 x 60)								
	1 x 48 x 48)								
	1 x 48 x 96)								
	1 x 60 x 60)								
	1-1/2x24x48	52 to 372	51,696	54,287	58,069	21,840	4,864	46,832	
	N.F.I.	21 to 131	195,786	65,668	65,668	33,972	21,108	174,678	
Gypsum	1/2 x 24 x 48	29 to 66	169,940	66,932	66,932		31,680	138,260	
	N.F.I.	51 to 76	3,504	1,941	1,941		-	3,504	
Wood Fibre (3)	1/2x48x82-1/2 to 164	19 & 20	1,405,420	281,828	277,111		263,248	1,142,172	
	1/2x48x165 to 192	12 to 23	1,757,326	363,886	363,886		201,048	1,556,278	
Wallpanels, Acoustic	N.F.I.	38 to 605	29,039	79,895	79,979		18,185	10,854	
	N.F.I.	-	100,708	53,940	54,555		11,885	88,823	
GRAND TOTAL			22,542,328	7,247,858	7,428,185				

TABLE 2 (Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

PROVINCE OF CONSIGNEE AND MONTH OF ENTRY

JANUARY TO JUNE 1983

Size (mm)	Quantity (sq.ft.)	BC	Alta (	Sask -	Man %	Ont of	Que Quantity	NB	NS -	NFLD)	Jan. (	Feb. -	March of	April Quantity	May -	June)
<u>Mineral</u>																
16 x 600 x 1200	545,431	3	43	8	-	38	2	6	*	-	32	4	28	14	4	19
16 x 350 x 1500)																
16 x 500 x 1500)																
16 x 750 x 1500)	(4)															
19 x 600 x 600)	184,941	-	27	-	-	73	-	-	-	-	33	20	45	-	2	-
N.F.I.)																
	<u>730,372</u>															

Size
(in)

Mineral/Fibre(3)

1x23-3/4x23-3/4 to 144)																
1 x 24 x 24 to 48)																
1 x 47-3/4 x 96 to 144)																
1 x 48 x 59-1/2 to 144)																
2 x 23-3/4 x 23-3/4)	(4)															
2 x 31-1/4 x 80 to 86)	98,992	14	-	-	-	86	-	-	-	-	3	25	45	-	3	23
2 x 47-3/4 x 96)																
2-1/2 x 23-3/4 x 48)																
2-1/2 x 30-3/4 x 117)																
N.F.I.)																

TABLE 2 (Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

PROVINCE OF CONSIGNEE AND MONTH OF ENTRY

JANUARY TO JUNE 1983

Size (in.)	Quantity (sq.ft.)	BC	Alta (	Sask -	Man % of	Ont Quantity	Que -	NB)	NS	NFLD	Jan. (	Feb. -%	March of	April Quantity	May -	June)
<u>Fibreglass</u>																
1 x 24 x 48	31,082	-	-	-	-	98	2	-	-	-	30	6	*	-	28	36
1 x 24 x 24)																
1 x 24 x 60)																
1 x 24 x 72)																
1 x 24 x 84)	(4)															
1 x 30 x 60)	78,346	13	-	-	-	87	-	-	*	-	59	8	10	*	*	22
1 x 48 x 48)																
1 x 48 x 96)																
1 x 60 x 60)																
1-1/2 x 24 x 48	51,696	3	2	-	-	90	5	-	-	-	5	2	4	65	1	24
N.F.I.	195,786	-	43	-	47	10	-	-	-	-	10	18	11	32	29	1
	356,910															
<u>Gypsum</u>																
1/2 x 24 x 48	169,940	19	-	-	-	81	-	-	-	-	8	10	21	9	13	40
N.F.I.	3,504	-	-	-	-	100	-	-	-	-	-	84	16	-	-	-
	173,444															

TABLE 2 (Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

PROVINCE OF CONSIGNEE AND MONTH OF ENTRY

JANUARY TO JUNE 1983

<u>Size</u> (in.)	<u>Quantity</u> (sq. ft.)	<u>BC</u>	<u>Alta</u> (	<u>Sask</u> -	<u>Man</u> %	<u>Ont</u> of	<u>Que</u> Quantity	<u>NB</u>	<u>NS</u> -	<u>NFLD</u>)	<u>Jan.</u> (	<u>Feb.</u> -	<u>March</u> of	<u>April</u> Quantity	<u>May</u> -	<u>June</u>)
<u>Wood Fibre(3)</u>																
1/2x48x82-1/2 to 164	1,405,420	56	23	-	6	7	7	1	-	-	7	14	25	10	15	29
1/2x48x165 to 192	<u>1,757,326</u>	44	22	-	1	3	12	9	8	-	13	10	8	17	21	31
	3,162,746															
<u>Wall Panels</u>																
N.F.I.	29,039	21	10	26	-	14	24	-	4	-	21	4	2	16	21	36
<u>N.F.I.</u>																
-	100,708	11	1	-	7	78	3	-	-	-	21	1	*	14	45	7
<u>GRAND TOTAL</u>	<u>22,542,328</u>															

TABLE 3

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

IMPORT MARKET CONCENTRATION BY TYPE AND PROVINCE OF CONSIGNEE

JANUARY TO JUNE 1983

<u>Type</u>	<u>Quantity</u> (sq.ft.)	<u>WEST OF ONTARIO</u>		<u>ONTARIO</u>		<u>EAST OF ONTARIO</u>	
		<u>Top 3 Firms</u> (% of Quantity)	<u>Top 5 Firms</u> (% of Quantity)	<u>Top 3 Firms</u> (% of Quantity)	<u>Top 5 Firms</u> (% of Quantity)	<u>Top 3 Firms</u> (% of Quantity)	<u>Top 5 Firms</u> (% of Quantity)
Mineral (in.)	17,890,117	17	22	33	35	12	16
Mineral (mm)	730,372	40	46	47	(2)	(2)	(2)
Mineral/Fibre	98,992	(2)	(2)	(2)	(2)	-	-
Fibreglass	356,910	49	53	40	44	1	(2)
Gypsum	173,444	(2)	(2)	(2)	(2)	-	-
Wood Fibre	3,162,746	75	(2)	(2)	(2)	19	(2)
Wall Panels	29,039	57	(2)	(2)	(2)	19	27
N.F.I.	<u>100,708</u>	19	19	71	77	(2)	(2)
	22,542,328						

SECTION IV

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of products shown in Section III of this report with total analyzed shipments of \$62,000 and over are listed below. These dollar values accounted for 96 per cent of the total analyzed value of \$7,247,858.

<u>UNITED STATES</u>		Value (\$,000)
Armstrong World Industries Inc.	Lancaster, PA	4,381
United States Gypsum Co.	Greenville, MS)	1,152
	Chicago, IL)	
Jim Walter Int'l Sales/Celotex Corp.	L'Anse, MI)	1,022
	Lagra, ID)	
	Tampa, FL)	
	Pittson, PA)	
Acoustiflex Corp.	Hagerstown, MD	177
Gold Bond Building Products Div. of National Gypsum Co.	Mobile, AL	89
Tectum Inc.	Newark, OH	84
Interior Bldg. Supply/Int'l.	Detroit, MI	<u>62</u>
		6,967

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

Acoustic ceiling tiles and panels included in this analysis were dutiable under the following most commonly applied tariff items.

<u>Tariff Item</u>	<u>Description</u>	<u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. & Ireland</u>
	Tarred paper and prepared roofings (including shingles), fibreboard, strawboard, sheating and insulation, manufactured wholly or in part of vegetable fibres, n.o.p.; blotting paper, not printed nor illustrated:					
19200-1	Other than the following....1983	12.8%	12.1%	35%	8%	12.8%
28410-1	Gypsum Tiles.....1983	12.8%	12.1%	25%	8%	12.8%
71100-1	All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by Law prohibited.....1983	14.8%	13.9%	25%	9%	14.8%

Tariff items and rates of duty are subject to change, and need to be verified by direct reference to:

Customs Programs Branch
Department of Revenue Canada
Customs and Excise
Ottawa, Ontario
K1A 0L5

FOREIGN COUNTRIES

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

International Bureaux
Department of External Affairs Canada
Ottawa, Ontario
K1A 0G2

