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# IMPORT ANALYSIS

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SILVERSKIN ONIONS

JANUARY TO DECEMBER 1984



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada 

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JANUARY TO DECEMBER 1984



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- REFERENCES:
- (1) Customs Tariff: Item 9020-1
  - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
  - (3) Imports by Commodities (Cat. #65-007, Statistics Canada) Commodity Codes 94-99 and 99-25

## SECTION I

### SCOPE OF ANALYSIS

This report is based on a detailed examination of National Revenue customs invoices covering imports of silverskin onions in drums of preservative brine (vinegar) during the period January to December 1984. Only those shipments originating from The Netherlands and Israel were processed.

The following Canadian International Trade Classification (C.I.T.C.) Commodity Codes were examined:

94-99(89) Vegetables, preserved, not canned, not elsewhere specified

99-25(20) Pickles

### Product Description:

Silverskin onions - a small white onion with loose silvery skin; used mainly in the gourmet and pickling trade.

## SECTION II

### CANADIAN PRODUCTION

Although silverskin onions are presently produced in Canada, Statistics Canada does not publish separate data on production or shipments.

SECTION III

ANALYSIS OF IMPORTS

Imports of silverskin onions in drums of preservative brine (vinegar) during the period January to December 1984 amounted to 2,008 drums for a value of \$397,864.

Silverskin onions imported in drums weighing 135 kilograms (net drained weight) accounted for 79 per cent of the total value, with the remaining 21 per cent being imported in drums of 160 or 180 kilograms.

The Netherlands was the major country of origin, accounting for \$333,409 or 84 per cent of the total value. Israel accounted for the remaining \$64,455.

Of the total imported quantity of 611,750 lbs., 77 per cent or 471,200 lbs. entered Canada via ports located in the province of Quebec.

There were 8 importers of silverskin onions in drums of preservative brine (vinegar). The majority of these are manufacturers or processors of food products, the remaining are grocery wholesalers. The importers are located in Quebec and Ontario with each province having the same number.

All shipments included in this analysis are apparently, in Statistics Canada's terminology, "arms-length transactions"; i.e., shipments between non-affiliated firms.

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

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NOTE: Dollar values shown 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.

TABLE I

IMPORTS OF SILVERSKIN ONIONS IN PRESERVATIVE BRINE (VINEGAR) - BY REGION OF ENTRY

JANUARY TO DECEMBER 1984

<u>Drum Size</u> (kg)	<u>Onion Size</u> (mm)	<u>Quantity</u>		<u>Value</u> (\$)	<u>REGION OF ENTRY</u>	
		<u>(No. of Drums)</u>	<u>(lbs.)</u>		<u>Ontario</u> (000 lbs.)	<u>Quebec</u> (000 lbs.)
135	14/16 to 16/18*	406	121,800	82,929	-	122
135	18/21	742	222,600	147,619	)	141*
135 & 160*	21/23	627	188,100	121,086		
135, 160 & 180*	Not Known	233	79,250	46,230		
<b>TOTAL</b>		<b>2,008</b>	<b>611,750</b>	<b>397,864</b>	<b>141</b>	<b>471</b>

NOTES: (1) - Drum sizes indicated are "net drained weight"

\* - Aggregated to preserve confidentiality

TABLE 2

IMPORTS OF SILVERSKIN ONIONS IN PRESERVATIVE BRINE (VINEGAR)

BY MONTH OF ENTRY

LISTED IN DESCENDING ORDER BY QUANTITY (LBS.)

JANUARY TO DECEMBER 1984

<u>Month</u>	<u>Quantity</u> (lbs.)	<u>Value</u> (\$)
April	157,950	109,346
September	101,000	70,597
February )	206,400*	137,490*
June )		
August )		
October )		
November )	146,400*	80,431*
December )		
May )		
July )		
January )		
TOTAL	611,750	397,864

NOTES: \* - Aggregated to preserve confidentiality  
- There were no imports of silverskin onions in March 1984.



SECTION IV

IMPORT MARKET CONCENTRATION

SILVERSKIN ONIONS

JANUARY TO DECEMBER 1984

<u>Value</u> <u>(\$)</u>	<u>MARKET SHARES</u>		
	<u>Top 3</u> <u>Importers</u> ( - % )	<u>Top 5</u> <u>Importers</u> of Value - )	<u>Top 8</u> <u>Importers</u>
397,864	64	85	100

SECTION V

CANADIAN IMPORTERS

Importers of silverskin onions in drums of preservative brine (vinegar) during the period January to December 1984, as indicated in Section III, are listed below in alphabetical order.

<u>NAME</u>	<u>ADDRESS</u>
Aliments Ault Ltée Div. Catelli	St. Hyacinthe, Quebec
Aliments Kouri Inc.	Ste Rose de Laval, Quebec
Aliments Oriental Inc. (Oriental Foods Inc.)	Laval, Quebec
Bicks Pickles Div. of Multi-Foods	Scarborough, Ontario
Canadian Cannery Ltd.	Hamilton, Ontario
Produits Canvin Ltd. Div. Gattuso	Ville St. Laurent, Quebec
Select Food Products Ltd.	Toronto, Ontario
E.D. Smith & Sons Ltd.	Winona, Ontario

SECTION VI

FOREIGN EXPORTERS TO CANADA

Exporters of silverskin onions to Canada for the year 1984, as analyzed in Section III, are as follows in descending order of value.

<u>NAME</u>	<u>ADDRESS</u>	<u>Value</u> <u>(\$,000)</u>
A. Swanenburg & Co.	Etten-Levr	The Netherlands 302
Gilboa Beit-Hashita G.H. Polderman B.V.	Sintmaartensdijk,	Israel ) The Netherlands) 96*

NOTE: \* - Aggregated to preserve confidentiality

SECTION VII

CANADIAN AND FOREIGN TARIFFS

CANADA

Silverskin onions included in this analysis were dutiable under the following most commonly applied tariff item.

<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. &amp; Ireland</u>
9020-1	Vegetables, pickled or preserved in salt, brine, oil, vinegar, acetic acid or liquid mustard, or in sulphur dioxide or other similar preservatives, whether or not in air-tight cans or other air-tight containers; vegetables pickled or preserved in any other manner, n.o.p.	12.5%	12.5%	35%	-	12.5%

The countries of export and their tariff arrangement in this analysis were:

Most Favoured Nation: The Netherlands

Most Favoured Nation or General Preferential: Israel

NOTE: In order to qualify for general preferential tariff treatment, a special certificate of origin is required.

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

Tariff Programs (Tel: (613) 996-9474)  
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:

Trade Information Centre (Tel: (613) 993-6435)  
International Bureaux  
External Affairs  
Ottawa, Ontario  
K1A 0G2

