

HF
3221
.I4
no.
85006-PM

IMPORT ANALYSIS

SILVERSKIN ONIONS

JANUARY TO DECEMBER 1983



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

Canada 

Pub. No. 85006 - PM
I.D. 2510
August 2, 1985

SILVERSKIN ONIONS

JANUARY TO DECEMBER 1983



Further information available from:

Market Information and Analysis Division
Market Development Branch
Regional Industrial Expansion
Ottawa, Canada, K1A 0H5
Tel: (613) 995-8216

© Copyright. 1984

Crown in Right of Canada. No part of this report may be reproduced without the written consent of the Minister of Regional Industrial Expansion.

C O N T E N T S

	<u>PAGE</u>
<u>SECTION I</u> - Scope of Analysis	3
<u>SECTION II</u> - Canadian Production	3
<u>SECTION III</u> - Analysis of Imports of Silverskin Onions	4
TABLE 1 - Summary 1983-1984 including Graph I	5
TABLE 2 - By Region of Entry	6
TABLE 3 - By Month of Entry	7
<u>SECTION IV</u> - Import Market Concentration	8
<u>SECTION V</u> - Canadian Importers	8
<u>SECTION VI</u> - Foreign Exporters to Canada	9
<u>SECTION VII</u> - Canadian and Foreign Tariffs	10

-
- 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 Revenue Canada customs invoices covering imports of silverskin onions in drums of preservative vinegar during the period January to December 1983. 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 vinegar during the period January to December 1983 amounted to 2,704 drums for a value of \$560,834.

All shipments of silverskin onions entering Canada during the period analyzed were in drums of 135 kilograms (net drained weight). The Netherlands was the major country of origin, accounting for \$528,193 or 94 per cent of the total value. Israel accounted for the remaining \$32,641. Of the total imported quantity of 811,200 lbs., 57 per cent or 463,690 lbs. entered Canada via ports located in the province of Ontario; 347,510 lbs. or 43 per cent entered Canada via ports located in Quebec and Nova Scotia.

There were 9 importers of silverskin onions in drums of preservative vinegar during the period analyzed. All importers are manufacturers or processors of food products.

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

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

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 1 - SUMMARY

IMPORTS OF SILVERSKIN ONIONS IN PRESERVATIVE VINEGAR

SEMI-ANNUAL DISTRIBUTION 1983 AND 1984 (1)

	<u>Quantity</u> (Lbs.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
January to June 1983	475,500	335,509	0.71
July to December 1983	<u>335,700</u>	<u>225,325</u>	<u>0.67</u>
	811,200	560,834	0.69
January to June 1984	310,950	192,681	0.62
July to December 1984	<u>300,800</u>	<u>205,183</u>	<u>0.68</u>
	611,720	397,864	0.65

(1) See Pub. No. 85004-PM

GRAPH I

SEMI-ANNUAL DISTRIBUTION 1983 AND 1984

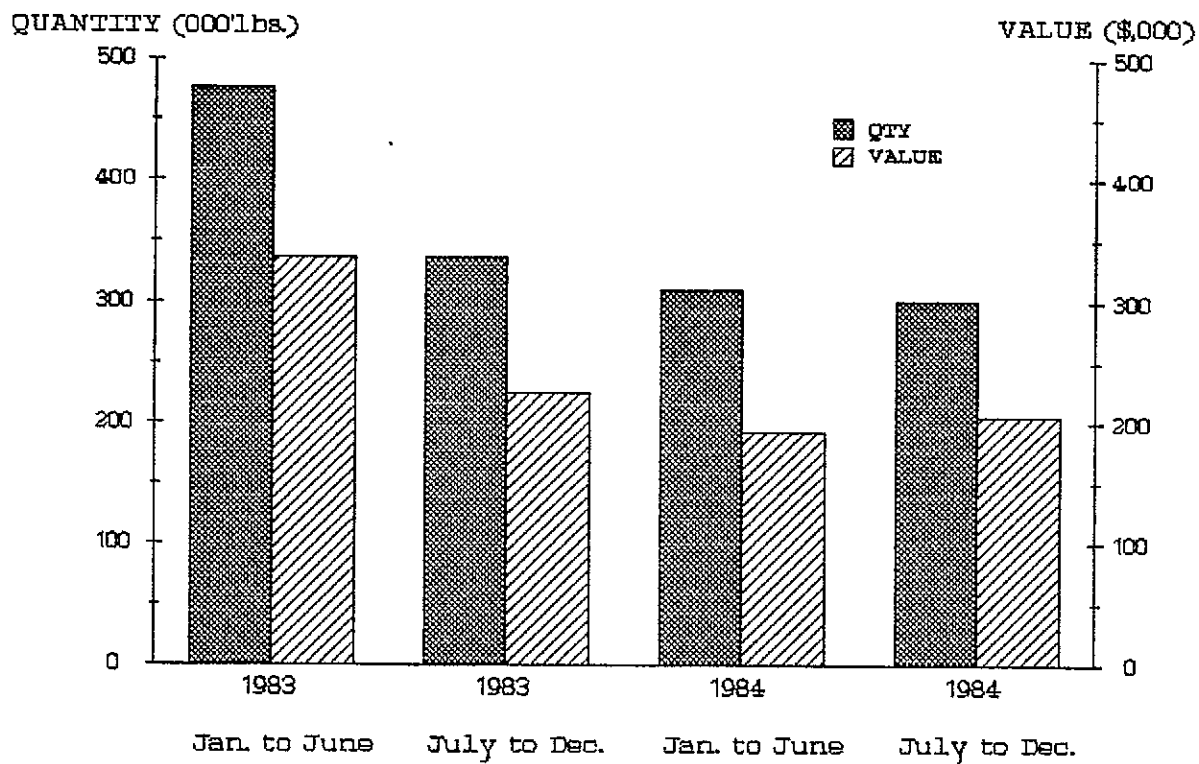


TABLE 2

IMPORTS OF SILVERSKIN ONIONS IN PRESERVATIVE VINEGAR - BY REGION OF ENTRYJANUARY TO DECEMBER 1983

<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>	<u>Quebec & Nova Scotia</u> (000 lbs.)
135	14/16 to 16/18*	448	134,400	102,246		
	18/21	1,390	417,000	287,176		
	21/23	606	181,800	118,587		
	23/25	89	26,700	16,604		
	Not Known	171	51,300	36,221		
		<hr/>	<hr/>	<hr/>	<hr/>	<hr/>
TOTAL		2,704	811,200	560,834	463*	348*

NOTES: (1) - Drum size indicated is "net drained weight" (300 lbs. net)

* - Aggregated to preserve confidentiality

TABLE 3

IMPORTS OF SILVERSKIN ONIONS IN PRESERVATIVE VINEGAR

BY MONTH OF ENTRY

LISTED IN DESCENDING ORDER BY QUANTITY (LBS.)

JANUARY TO DECEMBER 1983

<u>Month</u>	<u>Quantity</u> (lbs.)	<u>Value</u> (\$)
April	142,500	99,243
August	107,100	80,893
May)	239,700*	177,956*
June)		
November)	202,800*	124,649*
October)		
December)		
March)	119,100*	78,093*
February)		
January)		
September)		
TOTAL	811,200	560,834

NOTES: * - Aggregated to preserve confidentiality

- There were no imports of silverskin onions in July 1983.

SECTION IV

IMPORT MARKET CONCENTRATION

SILVERSKIN ONIONS

JANUARY TO DECEMBER 1983

<u>Value</u> (\$)	<u>MARKET SHARES</u>		
	<u>Top 3</u> <u>Importers</u> (- %)	<u>Top 5</u> <u>Importers</u> of Value -	<u>Top 9</u> <u>Importers</u>)
560,834	70	88	100

SECTION V

CANADIAN IMPORTERS

Importers of silverskin onions in drums of preservative vinegar during the period January to December 1983, 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
M.W. Graves & Co. Ltd.	Berwick, Nova Scotia
Miller & Smith Food	Toronto, Ontario
E.D. Smith & Sons Ltd.	Winona, Ontario

SECTION VI

FOREIGN EXPORTERS TO CANADA

Exporters of silverskin onions to Canada from The Netherlands and Israel for the year 1983, as analyzed in Section III, are listed below in descending order of dollar value.

<u>NAME</u>	<u>ADDRESS</u>	<u>Value</u> <u>(\$,000)</u>
A. Swanenburg & Co.	Etten-Levr	The Netherlands 457
Gilboa Beit-Hashita G.H. Polderman B.V.	Sintmaartensdijk,	Israel) The Netherlands) 104*

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. & 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...1983	12.5%	15%	35%	-	15%
1984	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) 996-9480)
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

