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IMPORT ANALYSIS

COMMUNICATION TYPE WIRE AND CABLE

JANUARY TO DECEMBER 1984

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- REFERENCES:
- (1) Customs Tariff: Items 40103-1, 40103-2, 40113-1, 40122-1, 40123-1 and 44524-1
 - (2) Canadian International Trade Classification (Cat. #65-502E, Statistics Canada)
 - (3) Imports by Commodities (Cat. #65-007, Statistics Canada) Commodity Codes 469-74-19, 469-74-29, 469-74-49 and 469-74-69

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of communication type wire and cable during the period January to December 1984. The following Canadian International Trade Classification (C.I.T.C.) Import Commodity Codes were examined:

- 469-74-19 Cable, communication type, insulated, nes*
- 469-74-29 Cable, coaxial, radio and TV, nes*
- 469-74-49 Telephone wire, nes*
- 469-74-69 Wire and cord, communication type, insulated, nes*

Due to the large volume of import shipments during the period January to December 1984, it was decided that only predetermined import shipments in each of the four commodity codes be examined (see following table). This procedure resulted in providing data which represented 84 per cent of the combined total dollar value of imports during 1984.

<u>Import Commodity Codes</u>	<u>\$ Value of Shipments Examined</u>
469-74-19	4,000 and over
469-74-29	10,000 and over
469-74-49	4,000 and over
469-74-69	7,000 and over

* Not elsewhere specified

SECTION II

ANALYSIS OF IMPORTS

Imports of communication type wire and cable, for the period analyzed, were valued at \$17,056,179.

The analysis shows that coaxial cable accounted for 71 per cent or \$12.2 million of the total value of this report.

Imports from the United States amounted to 99 per cent of the total dollar value. The remaining exporting countries were Austria, West Germany, Hong Kong, The Netherlands, Sweden and Taiwan.

Of every dollar of imports on which this analysis is based, 76 cents entered at ports in the province of Ontario, 12 cents at ports east of Ontario, and 12 cents at ports in the Western Provinces (see Figure I).

The top ten of forty-nine importers accounted for 93 per cent or \$15.8 million of the analyzed value (see Table 2).

Forty-one per cent or \$6.9 million of the total value of imports covered by this report were dutiable under tariff item 40122-1 (see Table 3).

Full details of the analysis are provided in the following tables and figure, pages 5, 6 and 7.

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(a)

IMPORTS OF COMMUNICATION TYPE WIRE AND CABLE - BY TYPE AND VALUEJANUARY TO DECEMBER 1984

<u>Type</u>	<u>Value</u> <u>(\$)</u>	<u>% of Total</u> <u>Value</u>
Cable:		
Coaxial, flexible	4,365,052	25.5
Coaxial, radio and TV nes*	888,958 (1)	5.2
Coaxial, rigid	6,947,913	40.7
Communication type, insulated nes*	518,077 (1)	3.0
Miscellaneous multiconductor nes*	562,496	3.3
Miscellaneous shielded nes*	520,387	3.1
Shielded instrumentation, 19 AWG and smaller, up to 0.15" insulation	<u>485,583</u>	<u>2.8</u>
TOTAL	14,288,466	83.6
Cords	68,212	0.4
Wire:		
Copper, non-insulated	340,259	2.0
Telephone nes*	<u>479,758</u> (1)	<u>2.8</u>
TOTAL	820,017	4.8
Wire and Cable:		
Control, greater than 19 AWG, up to 0.064" insulation	294,687	1.8
Crosslinked PE insulated	46,055	0.3
Fluoropolymer insulated	236,839	1.4
Instrumentation, 19 AWG and smaller, up to 0.15" insulation, non-shielded	298,302	1.8
Rubber insulated	<u>114,774</u>	<u>0.7</u>
TOTAL	990,657	6.0
Wire and Cords:		
Communication type, insulated, nes*	888,827 (1)	5.2
GRAND TOTAL	<u>17,056,179</u>	<u>100.0</u>

(1) Residual values of imports in each of the four Import Commodity Codes which could not be further identified.

* nes - not elsewhere specified

TABLE 1(b)

IMPORTS OF COMMUNICATION TYPE WIRE AND CABLE - BY DESCENDING ORDER OF VALUE

JANUARY TO DECEMBER 1984

<u>Type</u>	<u>Value</u> <u>(\$)</u>	<u>% of Total</u> <u>Value</u>
Coaxial cable, rigid	6,947,913	40.7
Coaxial cable, flexible	4,365,052	25.5
Cable, coaxial, radio and TV, nes*	888,958 (1)	5.2
Wire and cord, communication type, insulated, nes*	888,827 (1)	5.2
Miscellaneous multiconductor cable nes*	562,496	3.3
Miscellaneous shielded cables nes*	520,387	3.1
Cable, communication type, insulated, nes*	518,077 (1)	3.0
Shielded instrumentation cable, 19 AWG and smaller, up to 0.15" insulation	485,583	2.8
Telephone wire nes*	479,758 (1)	2.8
Copper wire, non-insulated	340,259	2.0
Instrumentation wire and cable, 19 AWG and smaller, up to 0.15" insulation, non-shielded	298,302	1.8
Control wire and cable, greater than 19 AWG, up to 0.064" insulation	294,687	1.8
Fluoropolymer insulated wires and cables	236,839	1.4
Rubber insulated wires and cables	114,774	0.7
Cords	68,212	0.4
Crosslinked PE insulated wire and cable	46,055	0.3
TOTAL	17,056,179	100

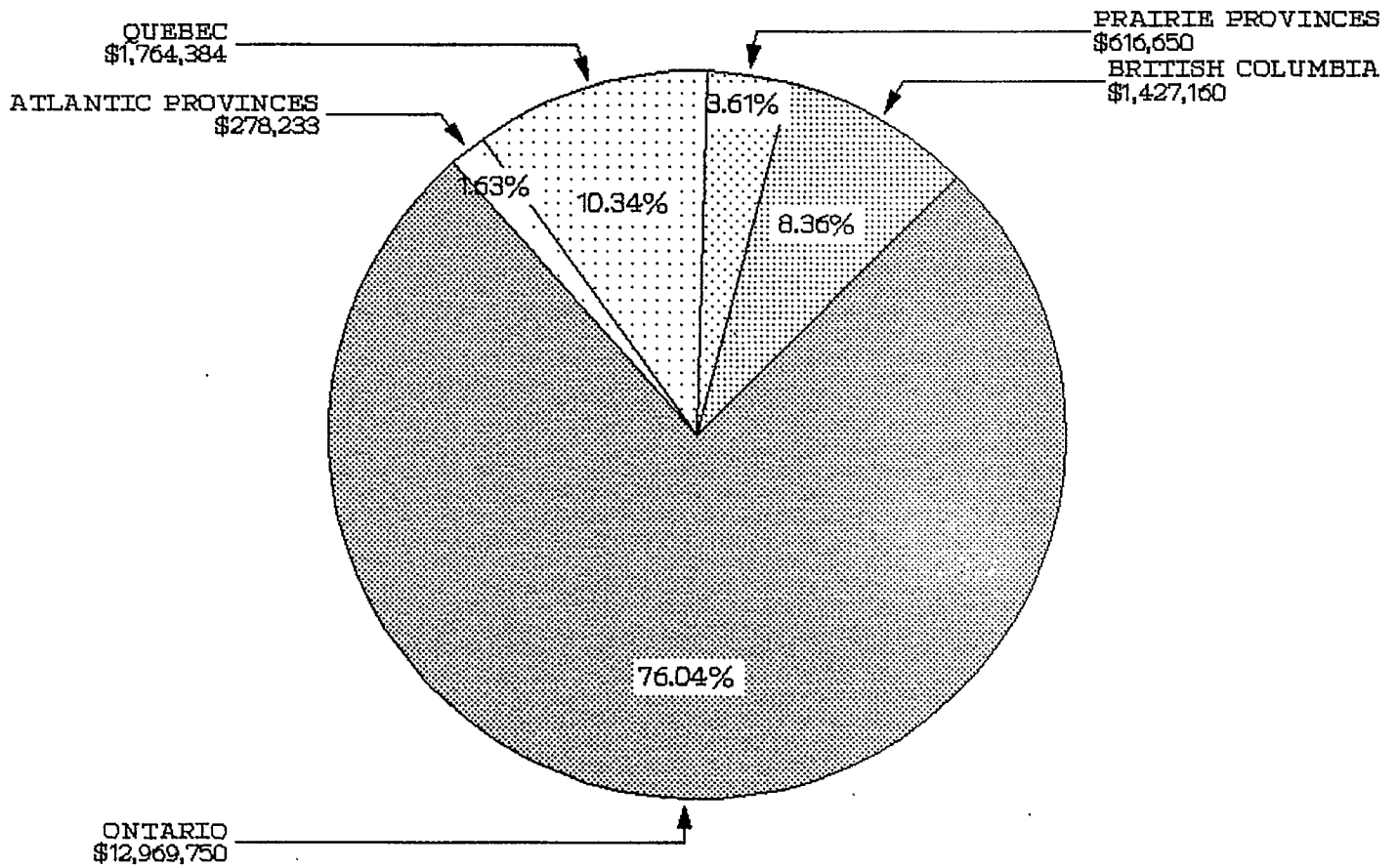
(1) Residual values of imports in each of the four Import Commodity Codes which could not be further identified.

* nes - not elsewhere specified

FIGURE I

IMPORTS OF COMMUNICATION TYPE WIRE AND CABLE
BY REGION OF ENTRY

JANUARY TO DECEMBER 1984



PERCENTAGE OF VALUE 100% = \$17,056,179

SOURCE: Own Survey

TABLE 2

IMPORT MARKET CONCENTRATION

<u>Importers</u>	<u>Cumulative Value (\$)</u>	<u>% of Total Value</u>
Top 3	9,183,562	54
Top 6	13,805,394	81
Top 10	15,793,023	93

TABLE 3

IMPORTS BY TARIFF APPLICATION OF COMMUNICATION TYPE WIRE AND CABLE

JANUARY TO DECEMBER 1984

Tariff item applications of imports during the period analyzed are listed below in descending order of dollar value (see Section VII for individual tariff item description).

<u>Tariff Item</u>	<u>Value (\$)</u>	<u>% of Total Value</u>
40122-1	6,899,621	41
40123-1	4,900,166	29
40103-2	1,513,277	9
40103-1	1,508,532	9
40113-1	982,088	6
44524-1	734,179	4
Other Tariffs	<u>518,316</u>	<u>2</u>
TOTAL	17,056,179	100

SECTION III

MARKET OVERVIEW

The total Canadian production of wire and cable was \$1.26 billion in 1984 of which 10 per cent was exported. Communications wire and cable products represented some 20 per cent of total production and 40 per cent of exports. The Canadian market for communications wire and cable products is from \$150 to \$200 million per year. However, this does not include the growing use of optical fibre cables which are increasingly displacing the conventional multipair and coaxial cables in new construction of high traffic density plant.

In 1984 the import penetration of the Canadian market for coaxial cable was some 90 per cent. The apparent lack of demand for major coaxial cable installations in the telecommunications industry would indicate that most of the imports were to satisfy the demands of cable TV distribution systems and regional computer networks. It is likely that these systems will continue to grow but at somewhat slower rates than in the past so that the market for coaxial cable for new systems will decline at about six per cent per year.

SOURCE: Machinery and Electrical Equipment Branch
Department of Regional Industrial Expansion

SECTION IV

CANADIAN IMPORTERS

Importers of communication type wire and cable during the period January to December 1984, as indicated in Section II, are listed below in alphabetical order:

<u>NAME</u>	<u>ADDRESS</u>
ADT Security Systems	Willowdale, Ontario
ASEA Inc.	Mississauga, Ontario
Alltemp Products Co. Ltd.	Pickering, Ontario
Alpha Wire Corporation	Toronto, Ontario
Anixter Communications	Pickering, Ontario
	Lachine, Québec
Associated Telephone Industries	Richmond, British Columbia
B.N. Custom Cables Canada Inc.	St Laurent, Québec
Beck Electric Mfg. Co., Div. of Noma Inds. Ltd.	Downsview, Ontario
Boeing of Canada Ltd.	Arnrior, Ontario
Bombardier Inc.	La Pocatière, Québec
Boston Insulated Wire & Cable Co. Ltd.	Hamilton, Ontario
Braydon Electro Ltd.	Montréal, Québec
Cabletel Communications	Markham, Ontario
Canadian Forces Base Esquimalt	Victoria, British Columbia
Canadian Marconi Company	Montréal, Québec
Cremlab-Bird Air Structures Inc.	Vancouver, British Columbia
Deskin A Sales Corp.	Markham, Ontario
	Montréal, Québec
	Richmond, British Columbia
	Toronto, Ontario
Electralert Limited	
Esso Petroelum Canada, Div. Imperial Oil Ltd.	Toronto, Ontario
Federal Pioneer Limited	Winnipeg, Manitoba
Gencab of Canada Ltd.	Hamilton, Ontario
Gre-Don Electronics Ltd.	Markham, Ontario
Halifax Industries Limited	Halifax, Nova Scotia
International Simultaneous Translation Service	Montréal, Québec
JMC Mobile Cable Products	Vancouver, British Columbia
Leblanc & Royle Communications Inc.	Oakville, Ontario
Lighting Systems Canada Ltd.	Nisku, Alberta
Marie Anne Novelties Inc.	Montréal, Québec
Melotone Audio Products Ltd.	Concord, Ontario
Mesotech Systems Ltd.	Port Coquitlam, British Columbia
Microtel	Brockville, Ontario
Mil-Sted Agencies Ltd.	Richmond, British Columbia
Motorola Canada Limited	Willowdale, Ontario

CANADIAN IMPORTERS (Continued)

<u>NAME</u>	<u>ADDRESS</u>
Northern Telecom Limited	Lachine, Québec
Nutone Electrical Limited	Toronto, Ontario
Ohm-Rite Electrical, Div. of Danbel Inds. Inc.	Toronto, Ontario
Philco Ford of Canada	Don Mills, Ontario
Radio Shack, Div. of Tandy Electronics of Canada Ltd.	Barrie, Ontario
Rova Products Canada Inc.	Mississauga, Ontario
Source Communications, Div. of Sotelcom Communications Inc.	Rexdale, Ontario
Sparton of Canada Limited	London, Ontario
TIE/Communications Canada Inc.	Downsview, Ontario
Texcan Cables Ltd.	Richmond, British Columbia
Thomas & Betts/Ansley Electronics Ltd.	Iberville, Québec
Times Electronics Corporation	Mississauga, Ontario
Transport Canada	Moncton, New Brunswick
Westburne Industrial Enterprise	Montréal, Québec
White Radio Ltd.	Burlington, Ontario
Zenith Radio Corp. of Canada	Toronto, Ontario

SECTION V

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of communication type wire and cable during the period January to December 1984, as shown in Section II, are listed below in descending order of dollar value. These exporters accounted for 94 per cent or \$16 million of the total value covered by this report.

UNITED STATES

Comm/Scope Co. (M/A Com)	Catawba, NC
Belden Corp.	Geneva, IL
Alpha Wire Corp.	Elizabeth, NJ
Times Fiber Communications	Phoenix, AZ Chatham, VA
ITT Surprenant Division	Leominster, MA
Tandy Corp.	Fort Worth, TX
Cablewave Systems Inc.	North Haven, CT
General Cable Export Corp.	Various, USA
Waterbury Rolling Mills Inc.	Waterbury, CT
CCS Cable	Phoenix, AZ
Seacoast Electric Supply Corp. (Int'l Div.)	Passaic, NJ

SECTION VI

CANADIAN PRODUCTION

Communication type wire and cable as described in this report are made in Canada according to Statistics Canada. However, separate data on production or shipments of these products by Canadian manufacturers are not available.

The Canadian Trade Index, issued by the Canadian Manufacturers' Association, indicates that there are at least nineteen manufacturers of communication type wire and cable in Canada:

Alcan Canada Products Limited	Toronto, Ontario
* Amphenol Canada, Div. of Allied Canada Inc.	Scarborough, Ontario
* Andrew Antenna Company Limited	Whitby, Ontario
* Boston Insulated Wire and Cable Co. Limited	Hamilton, Ontario
Cable Tech Company Limited	Stouffville, Ontario
* Canada Wire and Cable Limited	Don Mills, Ontario
Compucable Inc.	Scarborough, Ontario
Domtech Company Limited	Trenton, Ontario
Electralert Limited	Markham, Ontario
Gencab of Canada Limited	Hamilton, Ontario
General Wire & Cable, Div. of Cooper Industries (Canada) Inc.	Cobourg, Ontario
Harbour Industries (Canada) Ltd.	Farnham, Québec
* National-Standard Co. of Canada Limited	Guelph, Ontario
* Noma Inc.	Scarborough, Ontario
* Northern Telecom Limited	Mississauga, Ontario
Phillips Cables Limited	Brockville, Ontario
* Pirelli Cables, Inc.	Montréal, Québec
3NI Corporation	Hamilton, Ontario
Tree Island Steel Co. Ltd.	Richmond, British Columbia

* Indicates firms engaged in export trade.

SECTION VII

CANADIAN AND FOREIGN TARIFFS

CANADA

Communication type wire and cable 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>
	Wire of iron or steel, single: coated or covered:					
40103-1	Alloy.....1984	5%	8.9%	20%	Free	7.8%
	.....1985	5%	8.5%	20%	Free	7.8%
40103-2	Other.....1984	5%	8.4%	20%	Free	6.8%
	.....1985	5%	7.9%	20%	Free	6.8%
	Products of wire of iron or steel:					
40113-1	Wire rope and strand, n.o.p.; wires, twisted, braided, bunched or otherwise conjoined, n.o.p.....1984	10%	11.4%	25%	Free	6.8%
	.....1985	10%	10.7%	25%	7%	10%
	Wire of all metals or alloys thereof, n.o.p.:					
40122-1	Single, coated or covered..1984	10%	13.8%	25%	9%	10.2%
	.....1985	10%	11.4%	25%	7.5%	10.2%
40123-1	Twisted, braided, bunched or otherwise conjoined, whether or not reinforced with steel, coated or covered or not, including cable, rope and strand.....1984	12.5%	15.7%	25%	10%	12.5%
	.....1985	12%	12%	25%	8%	12%
44524-1	Electric apparatus and complete parts thereof n.o.p.....1984	12.9%	12.9%	30%	8.5%	12.9%
	.....1985	12.2%	12.2%	30%	8%	12.2%

The United States was the principal country of export included in this analysis, and its tariff arrangement was Most Favoured Nation.

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

Tariff Programs
Revenue Canada
Customs and Excise
Ottawa, Ontario
K1A 0L5
Tel: (613) 996-9474

FOREIGN COUNTRIES

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

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

