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# IMPORT ANALYSIS

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SCREWDRIVERS

JANUARY TO DECEMBER 1984



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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SCREWDRIVERS

JANUARY TO DECEMBER 1984



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SECTION I - INTRODUCTION

Scope of Analysis

This analysis of screwdrivers is based on a detailed examination of Revenue Canada, Customs and Excise, import documents for the period January to December 1984. Screwdrivers are classified to International Trade Classification Import commodity code 755-56-90 "Screwdrivers, not elsewhere specified, hand tools, including sets".

Method

The data shown in this analysis were 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.

Due to the large volume of import shipments during the period January to December 1984, only shipments of \$4,000 and over for commodity code 755-56-90 "Screwdrivers, not elsewhere specified, hand tools, including sets" were examined. This resulted in providing data on imports totaling \$3,251,952 or 56 per cent of the dollar value of 1984 imports.

Please note that 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.

References

- (1) Customs Tariff: Item 43120-1
- (2) Canadian International Trade Classification  
(Cat. #65-502E, Statistics Canada)
- (3) Imports by Commodities  
(Cat. #65-007, Statistics Canada)  
Commodity Code 755-56-90

SECTION II - ANALYSIS AND OBSERVATIONS

Analysis of Imports

Imports of screwdrivers as reported on documents examined for the period January to December 1984 were valued at \$3,251,952 (selling price).

The price of individual screwdrivers ranged from 12 cents to \$28, while the screwdrivers sets ranged from 22 cents to \$69.

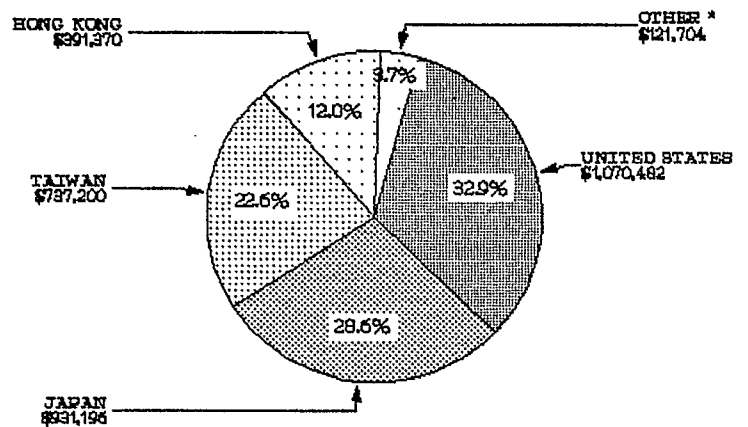
Import Summary - by Price Range

	<u>Price Range</u> ( <u>\$</u> )	<u>Value</u> ( <u>\$</u> )	<u>% of Total</u> <u>Value</u>
Screwdrivers:	Up to 2.00	794,029	24
	2.01 to 5.00	653,993	20
	5.01 to 10.00	67,888	2
	10.01 to 28.00	15,978	*
Screwdrivers: Not Further Identified	-	404,002	12
Screwdrivers Sets:	Up to 2.00	373,288	12
	2.01 to 5.00	469,736	14
	5.01 to 10.00	101,326	3
	10.01 to 20.00	311,313	10
	20.01 to 69.00	<u>60,399</u>	<u>2</u>
		3,251,952	100

Imports totalling \$800,408 or 25 per cent of the analyzed value could not be identified according to type of screwdrivers due to inadequate document description. (See Tables 1 and 2)

\* - Less than one per cent  
- All percentage figures are rounded

FIG.1 - COUNTRY OF ORIGIN



Of the total import market value, the United States accounted for 33 per cent followed by Japan with 28 per cent, Taiwan with 23 per cent and Hong Kong with 12 per cent. The remaining countries accounted for approximately four per cent. (Fig. 1 refers).

PERCENTAGE OF VALUE 100% = \$3,251,952

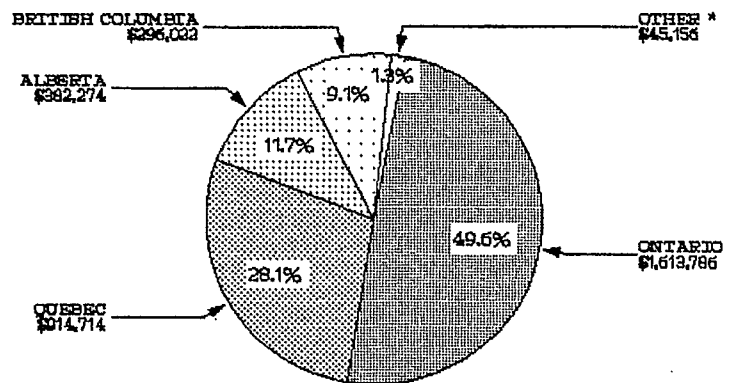
\* OTHER: Includes France, West Germany, Peoples Rep. of China & South Korea

SOURCE Own Survey

Individual screwdrivers, irrespective of unit price, accounted for 35 per cent, and screwdrivers sets irrespective of unit price, accounted for 40 per cent by value of the import market. The top five importers accounted for \$1.6 million or 49 per cent of the total import market value. (See Table 3)

Ontario was the major region of entry accounting for 50 per cent of the total value, followed by Quebec with 28 per cent, Alberta with 12 per cent and British Columbia with nine per cent. (Fig. 2 refers).

FIG.2 - PROVINCE OF ENTRY



PERCENTAGE OF VALUE 100% = \$3,251,952

\* OTHER: Includes Saskatchewan, Manitoba & New Brunswick

SOURCE Own Survey

### Market Overview

In 1984, the Canadian market for hand-held screwdrivers was estimated to be \$16.4 million consisting of \$10.6 million in importations. The trend in Canadian production has been decreasing; two Canadian hand tool manufacturers, with screwdriver production capability, have closed their manufacturing facilities and replaced domestically produced screwdrivers with imported goods from U.S. sources. The principle channels of distribution for screwdrivers are through hardware and department stores, automotive parts suppliers and industrial wholesalers. Some screwdriver sets are sold through franchised tool selling operations. Statistics on Canadian exports of screwdrivers are not available, however, the major export opportunities are for industrial quality screwdrivers and screwdriver sets in the U.S.A.

The most promising area for additional manufacturing of screwdrivers is for standard and open stock screwdriver sets valued at under twenty dollars.

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



SECTION III - RESULTS

Canadian Importers

Importers of screwdrivers during the period January to December 1984, as indicated in Section II, are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>
122337 Canada Inc.	Montréal, Québec
A & A Canada, (Div. Tandy Electronics Ltd.)	Barrie, Ontario
A & S Sales	Montréal, Québec
Acklands Ltd.	Winnipeg, Manitoba
Alliance International Sales Ltd.	Vancouver, British Columbia
Alliance Ro-Na Home Inc.	St-Jacobs, Ontario
Allied Tools Ltd.	Edmonton, Alberta
Anro Sales Agencies	Downsview, Ontario
Armorol Inc.	St-Hyacinthe, Québec
Atlas Electronics Ltd.	Toronto, Ontario
Atlas Product Distributors	St-Laurent, Québec
Barbazon Sales (c/o Advertisers Sales & Distribution Services)	Mississauga, Ontario
Beaver Lumber Co. Ltd.	Willowdale, Ontario
Bouchard Electric Ltd.	Red Deer, Alberta
C.E. Springer & Co. Ltd.	Weston, Ontario
Canadian Tire Corp. Ltd.	Toronto, Ontario
Circle Sales & Import Ltd.	Montréal, Québec
Consumers Distributing Co. Ltd.	Rexdale, Ontario
Demo-Orford	Magog, Québec
Dismat Inc.	Boucherville, Québec
Disston Coastal Inc.	Mississauga, Ontario
Dresser Clark, Div. Dresser Canada Inc.	Lethbridge, Alberta
East-West Distributors Ltd.	Richmond, British Columbia
Eaton Supplier Services	Toronto, Ontario
Electronique Addison Ltée	Montréal, Québec
F.W. Woolworth Co. Ltd.	Toronto, Ontario
Federated Tool Supply Co.	London, Ontario
Forney Welding Equipment & Supplies	Regina, Saskatchewan
Fuller Tool (St. John) Ltd.	Pointe Claire, Québec
G. H. Jukstrom Ltd.	Vancouver, British Columbia
G.P. McEachern Ltd.	Thunder Bay, Ontario
Gray Tool Co.	Brampton, Ontario
Grobet File Co. of Canada	Agincourt, Ontario
Hardcraft Industries Ltd.	Markham, Ontario
Hi-Line Manufacturing Co. Ltd.	Weston, Ontario
Holland Imports Inc.	Burnaby, British Columbia
Ingersoll-Rand Canada Inc.	Sherbrooke, Québec
Irving Corner	Downsview, Ontario
J. Pascal Inc.	Pointe Claire, Québec

Canadian Importers (Continued)

<u>Name</u>	<u>Address</u>
Jatrem Importation Exportation Inc.	Repentigny, Québec
Jones MacTools Sales Ltd.	Vancouver, British Columbia
K Mart Canada Ltd.	Brampton, Ontario
Kingsway Imports Ltd. (Div. Simpsons Sears Ltd.)	Scarborough, Ontario
Len Finkler & Co., (Div. 116884 Canada Ltd.)	Downsview, Ontario
Les Distributeurs Muralex Inc.	St-Laurent, Québec
Liberty Home Products Corp.	St-Laurent, Québec
Long Island Distributing Co. Ltd.	Downsview, Ontario
Mac Leods, (Div. Mac Leod Stedman Inc.)	Winnipeg, Manitoba
Macanix Tool Sales Ltd.	Winnipeg, Manitoba
Mansfield Importers & Distributors Ltd.	Edmonton, Alberta
Marie Anne Novelties Inc.	Montréal, Québec
Maxicom Liquidation Inc.	Montréal, Québec
Northwest Machinery & Sales Ltd.	Vancouver, British Columbia
O.E. McIntyre Ltd.	Laval, Québec
Oriental Trading Montréal Ltd.	Montréal, Québec
Oscar's Surplus Jobbers Ltd.	Downsview, Ontario
Ottoman Enterprises (Edm) Ltd.	Edmonton, Alberta
Outil Royal Tool Corp.	St-Laurent, Québec
Regal Greeting & Gifts	Toronto, Ontario
Robertson Whitehouse	Milton, Ontario
Semperit Trading Ltd.	Montréal, Québec
Shinco Promotional	Burnaby, British Columbia
Snap-On Tools of Canada Ltd.	Concord, Ontario
Speed & Custom Auto Access Ltd.	Winnipeg, Manitoba
Stanley Tools	Burlington, Ontario
Strongridge Ltd.	Brampton, Ontario
Tele-Ad	Don Mills, Ontario
The Copper Tool Group Ltd.	Barrie, Ontario
The Horizon Co. of Canada Ltd.	Mississauga, Ontario
The Mangat Co.	Don Mills, Ontario
Tradex Ltd.	Edmonton, Alberta
Unisource Technology Inc.	Toronto, Ontario
United Tool Company (Mtl) Ltd.	Montréal, Québec
Wera Tools Canada	Montréal, Québec
Western Canada/Importers/Calgary Ltd.	Clarkson, Ontario
Western Tire, (Div. U.A.P. Inc.)	Calgary, Alberta
Wholesale Warehouse	Montréal, Québec
Will Tools Ltd.	Markham, Ontario
Woodward Stores British Columbia	Mississauga, Ontario
Zellers Inc.	Vancouver, British Columbia
	Montréal, Québec

Foreign Exporters to Canada

Major exporters to Canada of products shown in Section II of this report are listed below in descending order of dollar value. These exporters accounted for 77 per cent of the total analyzed value of \$3,251,952. Shipments by all other exporters represented less than one per cent each of the total value.

<u>Name</u>	<u>Address</u>
Cooper Hardware Group	Apex, NC, United States
T. Chatani & Co. Ltd.	Osaka, Japan
The F.A. Industries Corporation	Osaka, Japan
Vaco International	Northbrook, IL, United States
Kowling Co. Ltd.	Kowloon, Hong Kong
CHC Hardware Co. Inc.	Taiwan
3D Export Import Corporation	Taipei, Taiwan
Atinbest International Corporation	Taipei, Taiwan
Eng Heng Co. Ltd.	Hong Kong
Indo Pacific International Corp. Ltd.	Taipei, Taiwan
Wera-Werk Hermann	West Germany
Tsusho Nanri Co. Ltd.	Kobe, Japan
Royal Merchandise Co.	College Point, NY, United States
Stanley Tools	New Britain, CT, United States
Edco International	Wanchai, Hong Kong
Miyamoto Trading Co. Ltd.	Osaka, Japan
Test-Rite International (Taiwan) Ltd.	Taipei, Taiwan
K. Onishi & Co. Ltd.	Osaka, Japan
Young Mart Trading Co. Ltd.	Taipei, Taiwan
Shinn Fu Auto Supply Co. Ltd.	Taipei, Taiwan

Canadian Production

During the year 1981 shipments of screwdrivers amounted to \$7,246,000 as reported by Statistics Canada. In 1982 no published data on shipments of screwdrivers by Canadian manufacturers were available due to confidentiality reasons. The data were included with "Other Hand Tools".

Source: Statistics Canada  
Catalogue 41-208

The Canadian Trade Index (1985), issued by the Canadian Manufacturer's Association, indicates that there are at least 13 manufacturers of screwdrivers. These are listed below in alphabetical order.

- |  |                       |
|--|-----------------------|
| * Advanced Automated Equipment Limited         | London, Ontario       |
| Aro Canada Inc.                                | Rexdale, Ontario      |
| * The Geo. Cluthe Mfg. Co. Ltd.                | Waterloo, Ontario     |
| Dixon Canada Inc.                              | Stoney Creek, Ontario |
| Fuller Tool (St. John) Limited                 | Pointe-Claire, Québec |
| * G.M. Tool Corp. (Canada) Ltd.                | Milton, Ontario       |
| * Graytool Company of Canada Ltd.              | Bramalea, Ontario     |
| Herbrand Tools Corporation                     | Toronto, Ontario      |
| * M.I.C. Manufacturing & Machine Works Limited | Waterloo, Ontario     |
| Proto Canada, Div. Ingersoll Rand Canada Inc.  | London, Ontario       |
| Robertson Whitehouse                           | Milton, Ontario       |
| Snap-on Tools of Canada Ltd.                   | Concord, Ontario      |
| Will-Tools Limited                             | Mississauga, Ontario  |

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\* Indicates firms engaged in export trade

TABLE 1

Imports of Screwdrivers (Individual) - by Type and Price Range

January to December 1984

<u>Type</u>	<u>Price Range</u> ( <u>\$</u> )	<u>Quantity</u> ( <u>Piece</u> )	<u>Value</u> ( <u>\$</u> )	<u>Average Unit Price</u> ( <u>\$</u> )
Impact Driver	3 to 5	23,392	77,997	3.33
Magnetic:	Under 1	11,160	6,544	.59
	Over 1 to 2	33,600	48,609	1.45
	Over 2 to 3	34,760	91,569	2.63
	Over 3 to 4	<u>6,895</u>	<u>24,445</u>	3.55
		86,415	171,167	
Offsets	Up to 2	10,119	1,497	.15
Open Stock:	Under 1	336,972	146,771	.44
	1 to 2	187,778	248,370	1.32
	Over 2 to 3	65,225	157,515	2.42
	Over 3 to 4	31,532	118,894	3.77
	Over 5 to 16	<u>5,622</u>	<u>41,015</u>	7.30
		627,129	712,565	
Ratchet:	Up to 2	12,156	15,477	1.27
	Over 2 to 3	24,288	57,631	2.37
	Over 3 to 4	9,120	35,019	3.84
	Over 4 to 12	<u>7,713</u>	<u>36,984</u>	4.80
		53,277	145,111	

TABLE 1 (Continued)

Imports of Screwdrivers (Individual) - by Type and Price Range

January to December 1984

<u>Type</u>	<u>Price Range</u> ( <u>\$</u> )	<u>Quantity</u> ( <u>Piece</u> )	<u>Value</u> ( <u>\$</u> )	<u>Average</u> <u>Unit Price</u> ( <u>\$</u> )
Torque:	Up to 3	13,176	18,491	1.40
	Over 3 to 28	<u>1,290</u>	<u>8,654</u>	6.71
		14,466	27,145	
Total - (Individual) Screwdrivers			1,135,482	
Screwdrivers Not Further Identified:	Under 1	86,064	48,704	.57
	Over 1 to 2	174,284	269,084	1.54
	Over 2 to 3	27,420	57,376	2.09
	Over 5 to 9	2,856	21,242	7.44
	-	-	<u>404,002</u>	-
			800,408	

TABLE 2

Imports of Screwdrivers Sets - by Type and Price RangeJanuary to December 1984

<u>Type</u>	<u>Price Range</u> ( <u>\$</u> )	<u>Quantity</u> ( <u>Sets</u> )	<u>Value</u> ( <u>\$</u> )	<u>Average</u> <u>Unit Price</u> ( <u>\$</u> )
Jewellers (Precision) Sets:	Under 1	59,460	41,056	.69
	Over 1 to 2	24,952	33,846	1.36
	Over 2 to 3	44,058	96,051	2.18
	Over 3 to 5	<u>13,812</u>	<u>51,275</u>	3.71
		142,282	222,228	
Nut Driver (Socket Driver) Sets:	Up to 2	8,681	11,737	1.35
	Over 2 to 3	24,442	60,672	2.48
	Over 3 to 6	9,930	42,904	4.32
	Over 6 to 8	5,203	34,666	6.66
	Over 10 to 42	<u>1,357</u>	<u>20,535</u>	15.13
		49,613	170,514	
Standard or Open Stock Sets:	Under 1	311,848	151,138	.48
	Over 1 to 2	84,116	135,511	1.61
	Over 2 to 3	42,716	103,297	2.42
	Over 3 to 4	14,607	49,418	3.38
	Over 4 to 6	26,578	124,780	4.69
	Over 8 to 11	2,176	21,732	9.99
	Over 11 to 15	12,155	179,329	14.75
	Over 16 to 20	6,064	105,543	17.40
	Over 20 to 25	1,040	24,062	23.14
	Over 30 to 69	<u>556</u>	<u>28,510</u>	51.28
	501,856	923,320		
Total - Screwdrivers Sets			1,316,062	

TABLE 3

Import Market Concentration

<u>Importers</u>	<u>Cumulative Value (\$)</u>	<u>% of Total Value</u>
Top 5	1,580,511	49
Top 10	2,114,031	65
Top 15	2,414,070	74
Top 20	2,649,926	81

Note: All percentage figures are rounded



Canadian and Foreign Tariffs

Canada

Screwdrivers 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>U.K. &amp; Ireland</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>
43120-1	Non-powered, hand-operated tools, implements or devices, namely: adzes, anvils, vises, cleavers, hatchets, saws, augers, drills, screwdrivers, planes, spokeshaves, chisels, mallets, metal wedges, wrenches, sledges, hammers, crowbars, cantdogs, track tools, picks, mattocks, and eyes or polls for the same.....1984	10%	11.3%	14.6%	35%	9.5%
	.....1985	10%	11.3%	13.5%	35%	9%

Tariff Arrangements and Foreign Countries of Export:

Most Favoured Nation: France, West Germany, Japan, Taiwan and United States

Most Favoured Nation or General Preferential: China, Hong Kong and Korea South

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) 992-8589

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

