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# IMPORT ANALYSIS

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WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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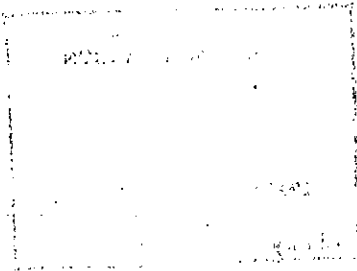
WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985



Further information available from:

Market Information and Analysis Division  
Market Development Branch  
Regional Industrial Expansion  
Ottawa, Canada, K1A 0H5  
Tel: (613) 954-4970



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## SECTION I - INTRODUCTION

### Scope of Analysis

This analysis of imports of wire rope clips is based on a detailed examination of Revenue Canada, Customs import documents for the period July 1984 to June 1985. Wire rope clips are classified to Canadian International Trade Classification import commodity code 465-99-70 "Wire Rope Hardware/Fittings".

### 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 and exporters, quantities, dollar values, unit prices, countries of origin, provinces of entry, tariff applications and rates of exchange.

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 44603-1
- (2) Canadian International Trade Classification  
(Cat. #65-502E, Statistics Canada)
- (3) Imports by Commodities  
(Cat. #65-007, Statistics Canada)  
Commodity Code 465-99-70

SECTION II - ANALYSIS AND OBSERVATIONS

Analysis of Imports

Imports of wire rope clips, as reported on documents examined for the period July 1984 to June 1985, were valued at \$382,772.

Summary of Imports

<u>Type</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
Malleable Iron, Galvanized	1,033,502	145,100	38
Malleable Iron, Other*	<u>103,165</u>	<u>32,175</u>	<u>8</u>
Total Malleable	1,136,667	177,275	46
Drop-Forge, Galvanized	152,660	111,674	29
Drop-Forge, Other*	<u>4,036</u>	<u>39,001</u>	<u>10</u>
Total Drop-Forge	156,696	150,675	39
Stainless Steel	-	29,712	8
Unknown	<u>101,813</u>	<u>25,110</u>	<u>7</u>
GRAND TOTAL	-	382,772	100

Other\*, as used in the Summary Table and elsewhere in this report, indicates malleable iron and drop-forge types of wire rope clips which were not described as galvanized, but instead, were described as painted or lacked further description.

The analysis shows that malleable iron wire rope clips accounted for 46 per cent or \$177,275, and drop-forge types accounted for 39 per cent or \$150,675 of the total value.

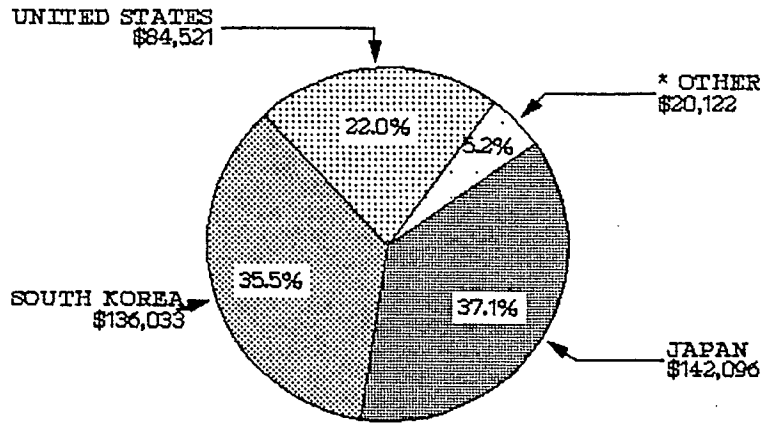
Tables 1(a) and 1(b) show the largest proportion of imports of malleable iron wire rope clips belong in the three-eighth to three-quarter inch size range. These sizes made up \$87,863, or 50 per cent of the total value (\$177,275) with an average unit price of \$.23.

The total value (\$111,674) of imports of galvanized drop-forge wire rope clips (Table 2(a)) was distributed almost equally among the five size groups with an average unit price of \$0.73. The high unit price of other\* drop-forge clips over one inch resulted in the major proportion by value being 85 per cent in this size range.

Regarding import market concentration (Table 4), the top ten (of forty) importers accounted for 90 per cent or \$343,033 of the total imported value. Three importers were responsible for 71 per cent of the value.

FIG.1 - COUNTRY OF ORIGIN

Imports of wire rope clips originating from Japan were 37 per cent of the total imported value, closely followed by South Korea with 35 per cent. The United States accounted for 22 per cent. Other exporting countries, in descending order of value, were West Germany, The Netherlands, Sweden, People's Republic of China, Taiwan, Italy and the United Kingdom.



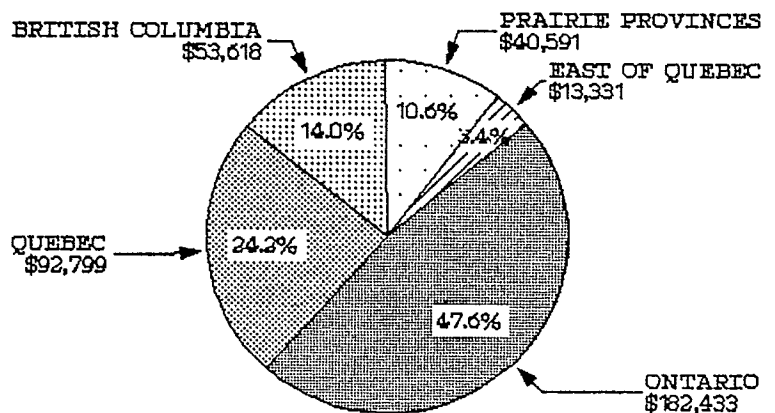
PERCENTAGE OF VALUE 100% = \$386,772

\* OTHER INCLUDES WEST GERMANY, NETHERLANDS, SWEDEN, PEOPLE'S REPUBLIC OF CHINA, TAIWAN, ITALY & UNITED KINGDOM

SOURCE: OWN SURVEY

FIG.2 - PROVINCE OF ENTRY

Ontario was the major province of entry accounting for 48 per cent of the total dollar value, followed by Québec (24 per cent), British Columbia (14 per cent), Prairie Provinces (11 per cent) and Provinces East of Québec (3 per cent).



PERCENTAGE OF VALUE 100% = \$382,772

PROVINCES EAST OF QUEBEC INCLUDES:

NEWFOUNDLAND & NOVA SCOTIA

PRAIRIE PROVINCES INCLUDES: MANITOBA & ALBERTA

SOURCE: OWN SURVEY

SECTION III - RESULTS

Canadian Importers

Importers of wire rope clips during the period July 1984 to June 1985, as indicated in this report, are listed below in alphabetical order.

<u>Name</u>	<u>Address</u>
Alliance Ro-Na Home Inc.	St. Jacobs, Ontario
Amca Wire Rope & Supply (Amca Int'l Ltd.)	North Vancouver, British Columbia
American Hoist of Canada Ltd.	Brampton, Ontario
Atlas Alloys, Div. of Rio Algom Limited	Etobicoke, Ontario
Canada Europe Hardware Import Ltée	Montréal, Québec
Canadian Tire Corporation Limited	Toronto, Ontario
Coastal Equipment Agencies Ltd.	Dartmouth, Nova Scotia
Comor Supplies Ltd.	Surrey, British Columbia
Dominion Chain, Div. of Dominion Chain Inc.	Stratford, Ontario
Dominion Oilfields Supply Co. Ltd.	St. John's, Newfoundland
Doorlec Corporation	Pointe-Claire, Québec
Empire Stevedoring Co. Ltd.	Montréal, Québec
Fesco Offshore Limited	Halifax, Nova Scotia
Forsea Ltd.	Moncton, New Brunswick
Greening Donald Co. Ltd.	Hamilton, Ontario
Home Hardware Stores Limited	St. Jacobs, Ontario
Keystone Supplies Company	Richmond, British Columbia
M & M Mine & Mill Fabricators Ltd.	Richmond, British Columbia
Madison Products (1985) Inc.	Ville LaSalle, Québec
Maple Leaf Mills Limited	Sarnia, Ontario
Metal Coleraine Inc.	Coleraine, Québec
Mibro Products Limited	Weston, Ontario
Miller Safety Ltd.	Trenton, Ontario
Modern Houseware Imports Inc.	Vancouver, British Columbia
Nor Van Cable and Marine Supplies (1979) Ltd.	Surrey, British Columbia
North Atlantic Service & Supply Ltd.	Dartmouth, Nova Scotia
Northwest Machinery & Sales (Noran Enterprises Ltd.)	Vancouver, British Columbia
Outils Royal Tools Corp.	St-Laurent, Québec
Ouyang Boat Works Ltd.	Whitby, Ontario
Pearce Industries Ltd.	Richmond, British Columbia



Canadian Importers (cont'd)

<u>Name</u>	<u>Address</u>
Seagulf Marine Industries Inc.	Montréal, Québec
Steel Plast Canada Inc.	Granby, Québec
Stoddard Fisheries Ltd.	Shag Harbour, Nova Scotia
Unalloy Steel of Canada Ltd.	Mississauga, Ontario
Unirope Limited	Mississauga, Ontario
Vanguard Steel Limited	Toronto, Ontario
	Pointe-Claire, Québec
	Winnipeg, Manitoba
	Edmonton, Alberta
	Burnaby, British Columbia
	Halifax, Nova Scotia
W & A Moir Limited	
Wiens Equipment & Supplies Ltd.	St. Catharines, Ontario
Wire Rope Industries Ltd.	Vancouver, British Columbia
Wolff Marine Supply Ltd.	Vancouver, British Columbia

Foreign Exporters to Canada

Major exporters to Canada of wire rope clips as shown in this report are listed in descending order of dollar value. These exporters accounted for 90 per cent or \$344,727 of the total value covered by this report.

<u>Name</u>	<u>Address</u>
Kondo Iron Works Co. Ltd.	Osaka Japan
Han Yeong Metal Ind. Co. Ltd.	Pusan South Korea
Crosby International	Ft. Wayne, IN United States
Weisner Steel Products	Orinda, CA United States
Loos & Company Inc.	Pomfret, CT United States
Sammi Corp.	Seoul South Korea
Doosan Industrial Co. Ltd.	Seoul South Korea
KYO-EI Industrial Corp.	Osaka Japan
Gerro AB	Frolunda Sweden
Yutoku & Co. Ltd.	Osaka Japan
Sunkyong Limited	Seoul South Korea

Canadian Production

According to Statistics Canada wire rope clips are made in Canada. However, separate data on production or shipments by Canadian manufacturers are not available.

TABLE 1(a)

IMPORTS OF MALLEABLE IRON/GALVANIZED WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985

<u>Size</u> (In.)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
.125	213,900	10,051	.05
.1875	216,740	14,665	.07
.25	176,950	16,857	.10
.3125	69,300	21,597	.11
.375 and .4375	140,800	7,828	.15
.5 and .5625	104,112	26,723	.26
.625	51,300	15,892	.31
.75	50,000	22,930	.46
.875 and 1.0	<u>10,400</u>	<u>8,557</u>	<u>.82</u>
TOTAL	1,033,502	145,100	.14

TABLE 1(b)

IMPORTS OF MALLEABLE IRON/OTHER\* WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985

<u>Size</u> (In.)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
.125	30,511	4,981	.16
.1875	23,900	4,298	.18
.25	14,000	5,159	.37
.3125	5,975	1,596	.27
.375 and .4375	9,426	3,531	.37
.5	6,000	2,127	.35
.625	4,700	2,494	.53
.75	7,748	6,338	.82
.875 and 1.0	810	1,198	1.48
1.125 to 1.5	<u>95</u>	<u>453</u>	<u>4.77</u>
TOTAL	103,165	32,175	.31
GRAND TOTAL MALLEABLE	1,136,667	177,275	.16

\* Indicates malleable iron wire rope clips which were not described as galvanized, but instead, were described as painted or lacked further description.

TABLE 2(a)

IMPORTS OF DROP-FORGE/GALVANIZED WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985

<u>Size</u> (In.)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
.125 to .375	62,700	24,494	.39
.5	33,310	21,552	.65
.625	24,500	20,577	.84
.75	20,700	22,918	1.11
.875 to 1.125	<u>11,450</u>	<u>22,133</u>	<u>1.93</u>
TOTAL	152,660	111,674	.73

TABLE 2(b)

IMPORTS OF DROP-FORGE/OTHER\* WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985

<u>Size</u> (In.)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
.25 to 1.0	2,650	5,967	2.25
1.5 to 3.0	<u>1,386</u>	<u>33,034</u>	<u>23.83</u>
TOTAL	4,036	39,001	9.66
GRAND TOTAL DROP-FORGE	156,696	150,675	.96

\* Indicates drop-forge wire rope clips not described as galvanized, but instead, were described as painted or lacked further description.

TABLE 3

IMPORTS OF STAINLESS STEEL AND UNKNOWN - WIRE ROPE CLIPS

JULY 1984 TO JUNE 1985

<u>Type</u>	<u>Size</u> (In.)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$)
Stainless Steel	.125 to .625	584	29,712	50.87
Unknown	-	55,552	12,283	.22
	.125 to .4375	36,025	3,233	.09
	.5 to .75	10,155	6,260	.62
	2.0 to 3.0	<u>81</u>	<u>3,334</u>	<u>41.16</u>
TOTAL		101,813	25,110	.25

TABLE 4

IMPORT MARKET CONCENTRATION

<u>Importers</u>	<u>Cumulative Value</u> (\$)	<u>% of Total Value</u>
Top 3	273,578	71
Top 6	316,162	83
Top 10	343,033	90

value. Top importers are importers with the largest imports by dollar

Canadian and Foreign Tariffs

Canada

Wire rope clips 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>
44603-1	Manufactures, articles or wares, of iron or steel or of which iron or steel or both are the component materials of chief value,					
	n.o.p.....1984	10%	10.2%	12.9%	35%	8.5%
	.....1985	10.1%	10.2%	12.1%	35%	8%

Tariff Arrangements and Foreign Countries of Export:

Most Favoured Nation: Japan, United States, West Germany, The Netherlands, Sweden, Taiwan and Italy

Most Favoured Nation or General Preferential\*: South Korea and People's Republic of China

Most Favoured Nation or U.K. and Ireland: United Kingdom

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) 992-5798

Foreign Countries

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

Info Export  
Export Programs and Services Bureau  
External Affairs Canada  
Ottawa, Ontario  
K1A 0G2  
Tel: (613) 993-6435

\*NOTE: In order to qualify for General Preferential Tariff treatment, a special certificate of origin is required.

