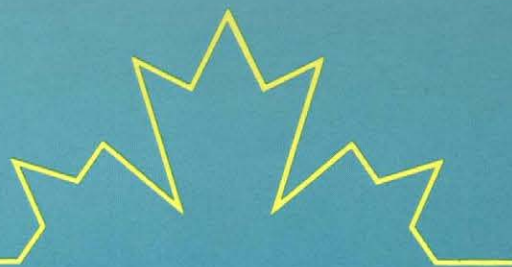


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IMPORT ANALYSIS

Market Research Support

PAPER CORES

JANUARY TO DECEMBER 1986

Pub. No: 87014-PM October 1987



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PAPER CORES

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EXPLANATORY NOTES

Method

The data shown in this analysis is 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.

The information presented in this report is more detailed than that generally available from Statistics Canada or other publications. Data which might reveal information about individual importers is aggregated.

Valuation

Dollar values shown in this report 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.

Rounding

Figures may not add due to rounding.

REFERENCE SOURCES

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada

FOR MORE INFORMATION PLEASE CONTACT:

Market Information and Analysis Division
Market Development Branch
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-4970

OR

Converted Wood and Paper Products
Division
Resource Processing Industries Branch
Department of Regional Industrial
Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3025

OR

The nearest DRIE Regional Office.
These offices are listed on the last
page of this publication.

TABLE OF CONTENTS

	<u>PAGE</u>
I. INTRODUCTION AND SCOPE	4
II. ANALYSIS OF IMPORTS	5
 <u>APPENDICES</u>	
A IMPORTS OF PAPER CORES - BY APPARENT END USE AND PRICE RANGE	7
B IMPORTS OF PAPER CORES - BY PROVINCE OF CLEARANCE	7
C CANADIAN IMPORTERS	8
D FOREIGN EXPORTERS TO CANADA	9
E CANADIAN MANUFACTURERS	10
F CANADIAN AND FOREIGN TARIFFS	12
G RECONCILIATION	13
DRIE REGIONAL OFFICES	14

IMPORT ANALYSIS

PAPER CORES

I. INTRODUCTION AND SCOPE

This Import Analysis is one of a series prepared in order to assist businesses and other organizations in their market research of specific products. The detailed import information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of an import analysis is developed in close consultation with the client, and is tailored to meet those specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This analysis of imports of paper cores is based on a detailed examination of Revenue Canada Customs imports documents for the period January to December 1986. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analysed:

950-47-30 Cores, paperboard, for winding paper
950-47-90 Cores, paperboard for winding, N.E.S.

N.E.S. - Not elsewhere specified

Total figures in this report do not correspond to Statistics Canada published figures. The differences are explained in Appendix F.

II. ANALYSIS OF IMPORTS

During the period of January to December 1986, imports of paper cores as analysed in this report, totalled \$660 thousand.

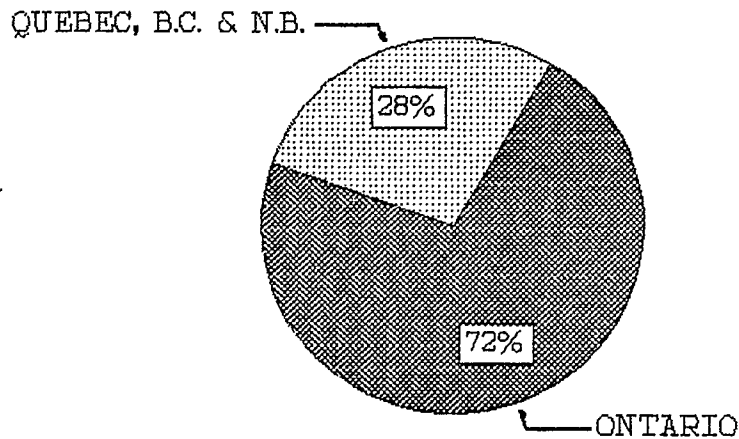
The United States was the dominant exporting country of all paper cores imported into Canada, accounting for \$652 thousand or 99 per cent of the total import value. The remaining imports originated from Finland and Japan.

Imports of paper cores to be used in the "Paper and Allied Products Industry" accounted for \$536 thousand or 81 per cent of the total import dollar value. Forty-eight per cent of this total was imported at \$0.05 or less per paper core. For further details refer to Appendix "A".

Thirty-one per cent of the total import value were transactions between affiliated companies.

Ontario was the major province through which the imports of paper cores were cleared, accounting for \$473 thousand or 72 per cent of the total dollar value. Québec, British Columbia and New Brunswick accounted for the remaining \$187 thousand or 28 per cent. For further details refer to Appendix B.

PROVINCE OF CLEARANCE



100% = \$660 402

There were 27 known consignees or importers of paper cores in 1986. The top ten consignees/importers accounted for \$624 thousand or 94.5 per cent of the dollar value of imports. (All consignees/importers are listed in alphabetical order in Appendix C.)

IMPORT MARKET CONCENTRATION

<u>Top Consignees/Importers</u>	<u>Value</u>	
	<u>(\$000)</u>	<u>(%)</u>
Top three consignees/importers	304	46
Top six consignees/importers	479	72.5
Top ten consignees/importers	624	94.5
All consignees/importers (27)	660	100

APPENDIX A

IMPORTS OF PAPER CORES, 1986
BY APPARENT END USE AND PRICE RANGE

<u>Apparent</u> <u>End Use Industry</u>	<u>Price</u> <u>Unit Range</u> (\$)	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>Average</u> <u>Price</u> (\$)
Paper and Allied Products:	.01 to .05	17 512 344	258 028	.015
	.06 to .10	697 318	53 593	.08
	.11 to .15	433 744	55 549	.13
	.16 to .25	161 822	32 709	.20
	.26 to .50	192 227	59 262	.31
	.51 and over	<u>44 223</u>	<u>77 449</u>	<u>1.75</u>
		19 041 678	536 449	.03
Textile Products	.01 to 2.50	88 785	13 782	.16
Electrical and Electronic Products	.01 to 2.30	220 256	5 760	.03
Not Known	.09 to 11.25	<u>361 254</u>	<u>104 411</u>	<u>.29</u>
TOTAL		19 711 973	660 402	.03

APPENDIX B

IMPORTS OF PAPER CORES, 1986
BY PROVINCE OF CLEARANCE

	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>% of Total</u>	
			<u>Quantity</u>	<u>Value</u>
Ontario	11 032 441	472 631	56	72
Québec) British Columbia)* New Brunswick)	8 679 532	187 771	44	28
	<u>19 711 973</u>	<u>660 402</u>	<u>100</u>	<u>100</u>

* Aggregated to preserve confidentiality.

CANADIAN IMPORTERS

Consignees or importers of paper cores during 1986, as indicated in this report, are listed below in alphabetical order. Where the importer is not the same as the consignee, (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all importers except individuals.

<u>Name</u>	<u>Address</u>
3M Canada Inc.	London, Ont.
Another Tech Corp.	Cap de la Madeleine, Qué.
Arden, Elizabeth of Canada Ltd.	Agincourt, Ont.
Bay Mills Ltd.	St. Catharines, Ont.
Boise Cascade Canada Ltd.	Kenora, Ont.
Calko (Canada) Inc.	Montréal, Qué.
Central Estates Canada Ltd.	Downsview, Ont.
Cleyn and Tinker Ltd.	Huntingdon, Qué.
Cuttings (B.C.) Ltd.	Richmond, B.C.
Delux Embroidery Co.	Montréal, Qué.
Dupont of Canada Ltd.	Maitland, Ont.
Fuji Photo Film Canada Inc.	Dorval, Qué.
Graphic Control Canada Ltd.	Gananoque, Ont.
I.B.M. Canada Ltd.	Don Mills, Ont.
Kodak Canada Inc.	Toronto, Ont.
Les Appareillages Électriques Kearney Ltée	Montréal, Qué.
McDermid, Earl C. Ltd.	Downsview, Ont.
Mediaccoat Inc.	Mississauga, Ont.
Monarch Marking Systems Ltd.	Pickering, Ont.
National Standard Co. of Canada Ltd.	Guelph, Ont.
Neptco Inc.	Mississauga, Ont.
Offray Ribbon Canada Inc.	Valleyfield, Qué.
Premdor Inc.	Scarborough, Ont.
Simms, T.S. and Co. Ltd.	Saint John, N.B.
Smith and Nephew Inc.	Lachine, Qué.
Smurfit Papertube Ltd.	Kingston, Ont.
Spinrite Yarns and Dyers Ltd.	Listowel, Ont.

FOREIGN EXPORTERS TO CANADA

There were a total of 24 exporters to Canada of paper cores during 1986. They are listed below in descending order of dollar value. These exporters accounted for \$660 thousand.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> ((\$000))
Sonoco Products Inc.	Menasha, WI	United States	161
Graphic Controls Corp.	Buffalo, NY	United States)	
Consolidated Papers Inc.	Wisconsin Rapids, NY	United States)*	198
Monarch Marking Systems Inc.	Dayton, OH	United States)	
Friesen Products Inc.	Dallas, TX	United States)*	197
Faulkner Fabricators Inc.	Berrien Spring, MI	United States)	
Crescent Paper Tube Co. Inc.	Florence, KY	United States)	
Newkor Inc.	Cleveland, OH	United States)*	64
Union Camp Corp.	Monroe, MI	United States)	
New England Paper Tube Co.	Pawtucket, RI	United States)*	26
Fuji Photo Film Co. Ltd.	Tokyo	Japan)	
Ahlstrom, A. Corp.	Kymi	Finland)	
Eastman Kodak Co.	Rochester, NY	United States)*	8
Neptco Inc.	Pawtucket, RI	United States)	
Jefferson Smurfit Corp.	Columbus, OH	United States)	
Stone Industrial, Div. J.L.			
Clark Mfg. Co.	College Park, MD	United States)*	3
C.M. Offray and Sons Inc.	Hagerstown, MD	United States)	
Eli Lilly Interamerica Inc.	Indianapolis, IN	United States)	
Union Container Corp.	Newark, NJ	United States)	
Decora, Div. of UM & M Inc.	Ft. Edward, NY	United States)	
Bayex Inc.	Albion, NY	United States)*	3
Plastic Monofil Co. Ltd.	Milton, VT	United States)	
DRTEC Inc.	Conley, GA	United States)	
Enamel Products & Plating Co.	McKeesport, PA	United States)	—
			660

* Aggregated to preserve confidentiality

CANADIAN MANUFACTURERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the federal Department of Regional Industrial Expansion and b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all manufacturers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products manufactured is as supplied by the companies.

BOSS

Canadian companies listed under Canadian International Trade Classification (C.I.T.C.) commodity codes 950-47-30 and 950-47-90 are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
Contenants En Fibre Dominion Canada Ltée (Les)	Pointe-aux-Trembles, Qué
Crown Fibre Tube Inc.	Kentville, N.S.
* Greif Containers Inc.	Niagara Falls, Ont.
Mayers Fibre Tube and Core	Winnipeg, Man.
Newfont Ltd.	Stephenville, Nfld.
Sonoco Ltd.	Moncton, N.B.

* Company engaged in export trade

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System (ABOS)
Department of Regional Industrial Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Telephone: (613) 954-5031
Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

<u>Name</u>	<u>Address</u>
Atlantic Packaging Products Ltd.	Scarborough, Ont.
Crown Fibre Tube Inc.	Kentville, N.S.
Easterntube Products (1985) Inc.	Drummondville, Qué.
Greif Containers Inc.	Niagara Falls, Ont.
Kraft Paper Products Limited	St-Jean-sur-Richelieu, Qué.
Mayers Fibre Tube & Core 57151 Manitoba Ltd.	Winnipeg, Man.
Newfont Limited	Stephenville, Nfld.
Perma Tubes Ltd.	Richmond, B.C.
Sonoco Limited	Brantford, Ont.
Trend-Pak of Canada Ltd.	Scarborough, Ont.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
One Yonge Street
Toronto, Ontario
M5E 1J9
Telephone: (416) 363-7261
Telex: 065-24693

CANADIAN AND FOREIGN TARIFFS

Paper cores included in this analysis were dutiable under the following most commonly applied tariff item.

Tariff Item	Description	Tariff Treatment				
		British Preferential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Preferential Tariff %	U.K. and Ireland %
19900-1	Papeteries, envelopes, and all manufactures of paper,	11.1	11.1	35	7	11.1
	n.o.p. on and after January 1, 1987	10.2	10.2	35	6.5	10.2

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Countries which benefit from the Most Favoured Nation tariff treatment: Finland, Japan and the United States

Enquiries concerning tariffs should be directed to the nearest Customs and Excise office or to:

TARIFF PROGRAMS
REVENUE CANADA
CUSTOMS AND EXCISE
OTTAWA, ONTARIO
K1A 0L5
TEL: (613) 954-9491

Foreign Countries

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

INFO EXPORT
EXTERNAL AFFAIRS
OTTAWA, ONTARIO
K1A 0G2
Tel: (613) 993-6435

RECONCILIATION

Imports of paper cores during 1986, as covered in this report, amounted to \$660 402.

The value indicated in this analysis does not correspond to official Statistics Canada figures for various reasons. Reconciliation of the two figures is explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents referring to products which should have been classified elsewhere	73
Values reported by Statistics Canada but not included in this report (e.g. missing documents, Canadian goods returned)	56
Total value reported in this analysis	<u>660</u>
Total values accounted for as above	789
Total values published by Statistics Canada	789

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