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IMPORT ANALYSIS

Market Research Support

POLYPROPYLENE PLASTIC STRAPPING

JANUARY TO DECEMBER 1986

Pub. No.: 87017-RR December 1987



Government
of Canada

Regional Industrial
Expansion

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Expansion industrielle
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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

Plastic, Rubber and Chemical
Specialties Division
Resource Processing Industries Branch
Department of Regional Industrial
Expansion
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel: (613) 954-3009

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
III. CANADIAN PRODUCTION	8
 <u>APPENDICES</u>	
A IMPORTS OF POLYPROPYLENE PLASTIC STRAPPING, BY PRICE RANGE PER POUND	9
B CANADIAN IMPORTERS	10
C FOREIGN EXPORTERS TO CANADA	11
D CANADIAN SUPPLIERS	12
E CANADIAN AND FOREIGN TARIFFS	14
F RECONCILIATION	15
 DRIE REGIONAL OFFICES	 16

IMPORT ANALYSIS
POLYPROPYLENE PLASTIC STRAPPING

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.

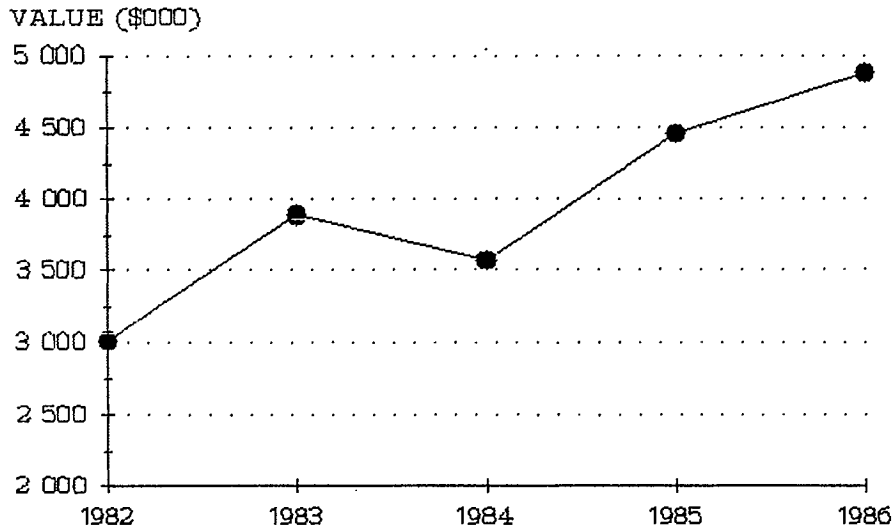
This analysis of imports of polypropylene plastic strapping is based on a detailed examination of Revenue Canada Customs import documents for the period January to December 1986. This strapping is a shippers fastening device used to band cartons, crates and skids of material. The following Canadian International Trade Classification (C.I.T.C.) import commodity code was analysed:

425-99-25 Strapping, Plastic, Polypropylene.

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

II. ANALYSIS OF IMPORTS
IMPORT TRENDS 1982-1986
(Thousands of Dollars)

<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>Average Annual Growth Rate %</u>	<u>% Change 1985-1986</u>
3 010	3 886	3 573	4 458	4 882	12.9	9.5



Between 1982 and 1986 the value of polypropylene plastic strapping increased from \$3 million to \$4.9 million (an average annual growth rate of 12.9 per cent), despite a decrease of 8 per cent in 1984.

II. ANALYSIS OF IMPORTS (CONT'D)

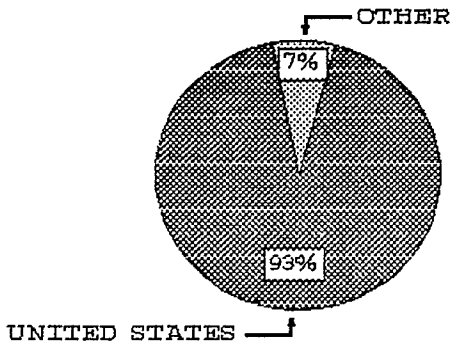
Imports of polypropylene plastic strapping as reported on import documents for the years 1986 were 4.1 million lbs., with a value of \$4.1 million.

Although unit prices ranged from under \$0.20 to over 9 dollars per pound, over 80 per cent of the imports were in the range of \$0.70 to \$1.29 per pound. See Appendix A for details.

SUMMARY OF IMPORTS - BY UNIT PRICE RANGE

<u>Unit Price Range</u> (\$/lb.)	<u>Quantity</u> (000 lb)	<u>% of</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>% of</u> <u>Value</u>
.18 to .68	148	4	64	2
.70 to .89	1 088	27	912	22
.90 to .99	1 690	42	1 597	39
1.00 to 1.29	787	19	883	22
1.30 to 1.99	278	7	417	10
2.00 and Over	<u>81</u>	<u>2</u>	<u>226</u>	<u>6</u>
TOTAL	4 072	100	4 097	100

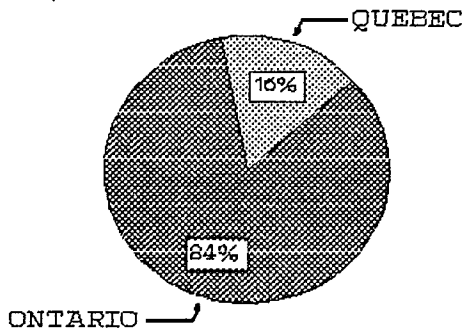
COUNTRY OF ORIGIN



100% = \$4.1 MILLION

The United States was the dominant source of imports of polypropylene plastic strapping during the period analysed, accounting for \$3.8 million, or 93 per cent of the total import value. Other countries exporting to Canada include the following, in order of value: Federal Republic of Germany, the Netherlands, Taiwan and Japan. A detailed list of major foreign exporters to Canada is shown in Appendix C.

PROVINCE OF CONSIGNEE



100% = \$4.1 MILLION

Imports valued at \$3.4 million or 84 per cent of the total value, were to consignees in Ontario. Québec was the second province with \$663 thousand, or 16 per cent. The remaining \$2 776, or less than 1 per cent was to consignees in other provinces.

IMPORT MARKET CONCENTRATION

<u>Principal Consignees</u> (By Value)	<u>Cumulative Value</u> (\$)	<u>% of Total Value</u>
3	4 047 482	98
6	4 084 900	99
All 13	4 097 104	100

III. CANADIAN PRODUCTION

According to industry sources, polypropylene plastic strapping, as described in this report, is made in Canada. However, for reasons of confidentiality, data on production or shipments by Canadian manufacturers are not available.

APPENDIX A

IMPORTS OF STRAPPING, PLASTIC, POLYPROPYLENE
BY PRICE RANGE PER POUND

<u>Price Range</u> <u>Per Pound</u> (<u>\$</u>)	<u>Quantity</u> (<u>lb.</u>)	<u>Value</u> (<u>\$</u>)
0.18 to 0.37	69 958	15 565
0.56 to 0.61	16 450	9 682
0.62 to 0.68	61 163	39 152
0.70 to 0.82	391 017	314 203
0.83 to 0.86	405 312	341 811
0.87 to 0.89	291 707	256 124
0.90 to 0.95	1 122 518	1 042 786
0.96 to 0.99	567 009	552 160
1.00 to 1.05	204 699	209 981
1.06 to 1.10	162 845	176 077
1.11 to 1.15	180 850	205 038
1.16 to 1.24	133 610	158 495
1.25 to 1.29	105 278	133 177
1.30 to 1.35	61 183	80 747
1.36 to 1.39	37 493	51 505
1.41 to 1.45	42 209	60 473
1.46 to 1.69	91 753	141 008
1.72 to 1.77	18 990	32 825
1.81 to 1.99	26 665	50 545
2.00 to 3.22	71 598	175 616
4.22 to 4.92	6 759	31 085
5.17 to 9.13	<u>3 036</u>	<u>19 049</u>
TOTAL	4 072 102	4 097 104

CANADIAN IMPORTERS

Importers of polypropylene plastic strapping 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>
Acme Strapping Inc.	Scarborough, Ont.
Boxcraft Ltd.	St-Laurent, Qué.
Can Aqua Int'l Inc.	Laval, Qué.
Cyklop (Canada) Ltd.	Ville d'Anjou, Qué.
	Agincourt, Ont.
Dover Pad Ltd.	St-Laurent, Qué.
Electrolux Canada, a Div. of Dura Lee Corporation of Canada Ltd.	Brockville, Ont.
General Fasteners Ltd.	Richmond, Ont.
Iveys Inc.	Port Dover, Ont.
Montreal Gazette, The	Montréal, Qué.
Postalia Postage Meters Ltd.	Markham, Ont.
Prince Albert Foundry Ltd.	Prince Albert, Alta.
Signode Canada Inc.	Montréal, Qué.
	Scarborough, Ont.
Wild Loc Systems of Canada Ltd.	Cobourg, Ont.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of polypropylene plastic strapping with total shipments of \$100 000 and over are listed below in descending order of dollar value. These exporters accounted for 95 per cent of the total analysed value of \$4 097 104.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> <u>(\$000)</u>
Signode Overseas Co.	Glenview, IL)	
Intape Inc.	Fountain Inn, SC)	3 356*
Cyklop Strapping Corp.	Downingtown, PA)	
Dynaric Inc.	Virginia Beach, VA)	
Polychem Corporation	Mentor, OH)	
Cyklop International	Koln, Fed. Rep. of Germany)	555*
Signode System GmbH	Dinslaken, Fed. Rep. of Germany)	

* Aggregated to preserve confidentiality of Canadian importers.

CANADIAN SUPPLIERS

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 (DRIE) and b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or for the Canadian Trade Index. In both cases, information of Canadian products supplied is given by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the Canadian International Trade Classification (C.I.T.C.) commodity code, 425-99-25 Strapping, Plastic, Polypropylene.

<u>Name</u>	<u>Address</u>
Bow Plastiques Ltée	Granby, Qué.
Gerrard Ovalstrapping Ltd.	Montréal, Qué.
Weld-Lac Systems of Canada Limited	Cobourg, Ont.

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.

Tape and Cords, Strapping

<u>Name</u>	<u>Address</u>
Burlington Canada Inc.	Dorval, Qué.
Canadian Technical Tape Ltd.	Montréal, Qué.
Caristrap International Inc.	Chomedey, Qué.
* Crila Plastic Industries Limited	Bolton, Ont.
Dahl Brothers (Canada) Ltd.	Mississauga, Ont.
Embalex Ltd.	Strathroy, Ont.
Gerrard-Ovalstrapping Limited	Burlington, Ont.
Kenyon, William, Inc.	Granby, Qué.
Paisley Products of Canada Incorporated	Scarborough, Ont.
Samuel Strapping Systems, Division of Samuel Manu-Tech Inc.	Mississauga, Ont.
* Signode Canada Inc.	Scaborough, Ont.
Tape Specialties Limited	Concord, Ont.
3M Canada Inc.	London, Ont.
Weld-Loc Systems of Canada Limited	Cobourg, Ont.

* Indicates firms engaged in export trade

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

Polypropylene plastic strapping included in this analysis was dutiable under the following most commonly applied tariff item.

Tariff Item	Description	Tariff Treatment				
		British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
93902-84	Polypropylene type strapping 1986 on and after January 1, 1987	14 13.5	14 13.5	25 25	9 9	14 13.5

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Federal Republic of Germany, Japan, Taiwan, The Netherlands 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) 954-6903

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 OR 1-800-267-8376

RECONCILIATION

The value reported in this analysis does not correspond to official Statistics Canada figures for various reasons.

Imports of polypropylene plastic strapping during the calendar year 1986, as reported on documents analysed in this report, amounted to \$4 097 million. Reconciliation of the two total figures is as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Total values reported in this import analysis	4 097
Documents not available for analysis	208
Documents referring to products which should have been classified elsewhere	<u>577</u>
Total values accounted for as above	4 882
Total values published by Statistics Canada	4 882

DRIE REGIONAL OFFICES

Newfoundland
P.O. Box 8950
Parsons Building
90 O'Leary Avenue
St. John's, Newfoundland
A1B 3R9
Tel: (709) 772-4884

Prince Edward Island
P.O. Box 1115
Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, Prince Edward Island
C1A 7M8
Tel: (902) 566-7400

Nova Scotia
P.O. Box 940, Station M
1496 Lower Water Street
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-2018

New Brunswick
P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel: (506) 857-6400

Québec
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Tour de la Bourse
800, Place Victoria, Suite 3800
Montréal, Québec
H4Z 1E8
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Ontario
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Dominion Public Building
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M5J 1A4
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Manitoba
P.O. Box 981
330 Portage Avenue
Room 608
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 983-4090

Saskatchewan
Canada Building
6th Floor, 105-21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-4400

Alberta
Cornerpoint Building
10179 - 105th Street, Suite 505
Edmonton, Alberta
T5J 3S3
Tel: (403) 420-2944

British Columbia
P.O. Box 49178
Bentall Postal Station
Bentall Tower IV
1101 - 1055 Dunsmuir Street
Vancouver, British Columbia
V7X 1K8
Tel: (604) 666-0434

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Whitehorse, Yukon
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Northwest Territories
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Precambrian Building
Yellowknife, Northwest Territories
X1A 1C0
Tel: (403) 920-8571

