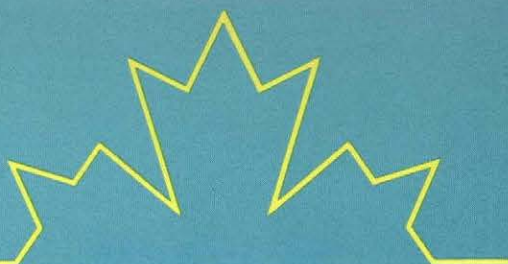


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IMPORT ANALYSIS

Market Research Support

PORCELAIN INSULATORS

JANUARY TO DECEMBER 1986

Pub. No.: 87022-PM January 1988



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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

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Market Information and Analysis Division
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Department of Regional Industrial Expansion
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Ottawa, Ontario
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Surface Transportation and
Machinery Branch
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Expansion
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Ottawa, Ontario
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OR

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

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IMPORT ANALYSIS

PORCELAIN INSULATORS

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

495-05-20 Insulators, High Tension, Porcelain

495-05-30 Porcelain Insulating Fittings for Electrical Equipment

495-05-90 Insulators, Electric, Porcelain Not Elsewhere Specified (NES)

Due to the large volume of documents classified to the aforementioned C.I.T.C. import commodity codes, only those shipments having a value of \$7 000 and over were examined.

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

II. ANALYSIS OF IMPORTS

Imports of porcelain insulators as shown in this report during the period January to December, 1986, were valued at \$17 million with a quantity of 1.6 million units.

The major types of porcelain insulators, and their 1986 import values (in thousands of dollars) were:

Station Post & Bus	3 679
Suspension	3 487
Cap and Pin, Pin-Low, Medium, High Voltage and Not Known	2 952
Linepost, All Types	2 752
Bushings and Entrance Tubes	2 352
Guy Strain & Spool	633
Not Known	1 168

More detail on types is given on the following page, and additional information on types and price ranges is included in Appendices A (Country of Origin) and B (Region of Clearance).

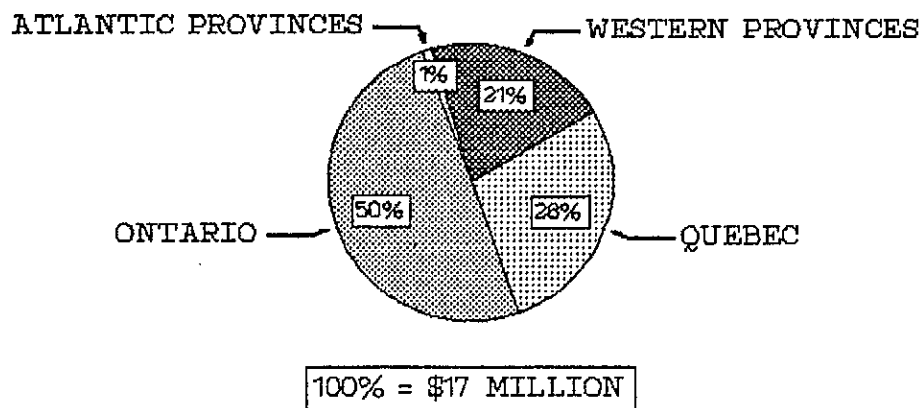
IMPORTS OF PORCELAIN INSULATORS
SUMMARY OF IMPORTS BY TYPE AND UNIT PRICE
JANUARY TO DECEMBER 1986

<u>Type</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$000)	<u>Unit Price</u>		<u>Average</u> <u>Unit Price</u> (\$)
			<u>Low</u> (\$)	<u>High</u> (\$)	
Bus	7 884	112	7.48	72.00	14.16
Station Post	36 591	3 567	8.04	3 700.50	97.48
Linepost:					
Clamp Top	16 751	860	24.53	88.30	51.35
Horizontal Clamp	33 296	965	19.38	334.55	28.98
Tie Top	26 340	562	10.32	88.88	21.33
Other	<u>10 749</u>	<u>365</u>	12.50	1 601.67	33.98
Sub Total - Linepost	87 136	2 752			
Pin:					
Cap & Pin	15 192	818	3.71	321.78	53.82
Pin-Low, Medium and High Voltage	256 929	1 514	1.49	56.64	5.89
Not Known	<u>74 853</u>	<u>620</u>	1.59	26.21	8.28
Sub Total - Pin	346 974	2 952			
Bushing	14 094	718	7.30	20 810.70	50.98
Entrance Tube	3 290	1 634	25.70	12 436.00	496.68
Guy Strain	231 376	354	.33	4.39	1.52
Spool	475 855	279	.27	1.61	.59
Suspension	346 694	3 487	3.76	28.66	10.06
Type Not Known	42 340	1 168	1.60	1 882.00	27.59
TOTAL, All Types	<u>1 592 234</u>	<u>17 023</u>			

Imports from Japan accounted for \$8.8 million or 52 per cent of the total value. The United States followed with \$6.1 million or 36 per cent of the total value. For further details by type and country of origin, refer to Appendix A.

Ontario was the major province through which the imports of porcelain insulators were cleared, accounting for \$8.5 million or 50 per cent of the total dollar value. Québec followed with \$4.7 million or 28 per cent. For further details by type and region of clearance, refer to Appendix B.

PROVINCE OF CLEARANCE



IMPORT MARKET CONCENTRATION

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Quantity (No.)</u>	<u>Cumulative % of Total Quantity</u>	<u>Cumulative Value (\$)</u>	<u>Cumulative % of Total Value</u>
3	468 848	29	6 915 643	41
6	668 778	42	9 853 659	58
10	800 127	50	12 030 973	71
15	1 090 951	69	13 580 475	80
20	1 346 475	85	14 617 549	86
25	1 390 658	87	15 376 268	90
30	1 403 448	88	15 934 712	94
All importers (65)	1 592 234	100	17 022 599	100

There are 65 known consignees/importers of porcelain insulators during January to December 1986. The principal 10 consignees/importers accounted for \$12.0 million or 71 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix C.

III. CANADIAN PRODUCTION

Statistics Canada reports shipments for the year 1983* of porcelain insulating fittings for electric equipment by Canadian manufacturers as \$12.4 million. Canadian suppliers are listed in Appendix E.

* Latest year available

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>COUNTRY OF ORIGIN</u>					
				<u>USA</u>		<u>Japan</u>		<u>OTHER</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
Bus	-	7 884	111 676	7 884	111 676	-	-	-	-
Bushing	15.0) 15.5) 34.5)* 69.0) 72.5)	529	27 632	*	*	*	*	-	-
	115.0) 123.0) 138.0) 145.0)* 161.0) 245.0) 300.0)	103	185 136	-	-	103	185 136	-	-
	Not Known	13 462	505 724	13 439	405 167	*	*	*	*
Sub-Total, Bushing		14 094	718 492	*	*	124	205 702	*	*
Cap & Pin	7.5) 13.2) 15.0)* 23.0)	8 120	200 695	*	*	-	-	*	*
	34.5	971	59 330	*	*	-	-	*	*
	46.0) 69.0)*	1 889	178 320	*	*	-	-	*	*

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN (CONT'D)
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>COUNTRY OF ORIGIN</u>					
				<u>USA</u>		<u>Japan</u>		<u>OTHER</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
	Not Known	4 212	379 259	*	*	-	-	*	*
Sub-Total, Cap & Pin		15 192	817 604	*	*	-	-	*	*
Entrance Tubes	-	3 290	1 634 077	*	*	3 161	1 575 155	*	*
Guy Strain	-	231 376	353 836	13 018	50 839	-	-	218 358	302 997
Line Post - Clamp Top	25.0) 35.0) 45.0)* 55.0)	3 590	145 607	3 590	145 607	-	-	-	-
	66.0	7 850	476 642	*	*	*	*	-	-
	88.0) Not Known)*	5 311	237 987	*	*	*	*	-	-
Sub-Total, Line Post- Clamp Top		16 751	860 236	10 698	604 633	6 053	255 603	-	-
Line Post - Horizontal Clamp	13.2) 20.0)*	4 940	102 449	*	*	*	*	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	COUNTRY OF ORIGIN					
				USA		Japan		OTHER	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
	23.0) 25.0)*	9 100	206 608	*	*	*	*	-	-
	34.5) 35.0)*	6 876	199 807	*	*	*	*	-	-
	45.0	1 972	73 385	1 972	73 385	-	-	-	-
	46.0	9 430	298 823	*	*	*	*	-	-
	66.0) 115.0)* Not Known)	978	83 906	978	83 906	-	-	-	-
Sub-Total, Line Post-Horizontal Clamp		33 296	964 978	9 666	355 859	23 630	609 119	-	-
Line Post - Tie Top	13.2) 15.0)* 20.0)	5 180	91 954	*	*	*	*	-	-
	23.0	12 194	218 135	*	*	*	*	-	-
	34.5) 46.0) 66.0)* 88.0)	8 966	251 768	*	*	*	*	-	-
Sub Total, Line Post - Tie Top		26 340	561 857	1 326	37 177	25 014	524 680	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	COUNTRY OF ORIGIN					
				USA		Japan		OTHER	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
Line Post-Not Known	13.2)	753	19 819	-	-	*	*	*	*
	15.0)*								
	25.0)								
	34.5)								
Line Post-Not Known	46.0)*	2 698	136 882	*	*	2 095	109 009	*	*
	69.0)								
Line Post-Not Known	Not Known	7 298	208 550	7 298	208 550	-	-	-	-
<hr/>				<hr/>					
Sub Total, Line Post-Not Known		10 749	365 251	*	*	*	*	*	*
Pin-Low, Medium & High Voltage	7.2	6 405	18 099	*	*	-	-	*	*
	13.2)	153 506	724 645	128 959	582 313	*	*	*	*
	14.4)*								
	15.0								
	23.0								
	34.5								
	35.5)								
46.0)*									
69.0)									
Pin-Low, Medium & High Voltage		15 778	127 918	-	-	14 100	116 754	1 678	11 164
Pin-Low, Medium & High Voltage		5 544	83 059	*	*	*	*	*	*
Pin-Low, Medium & High Voltage		2 448	47 921	*	*	*	*	*	*

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	COUNTRY OF ORIGIN					
				USA		Japan		OTHER	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
	Not Known	6 186	296 447	-	-	6 186	296 447	-	-
Sub Total, Pin-Low Medium & High Voltage		256 929	1 514 226	158 003	756 007	57 579	632 827	41 347	125 392
Pin - Not Known	Not Known	74 853	619 608	*	*	-	-	*	*
Spool	-	475 855	278 924	109 449	70 406	-	-	366 406	208 518
Station Post	7.5) 10.0)*	1 448	79 730	*	*	*	*	-	-
	15.0	2 796	111 442	2 796	111 442	-	-	-	-
	23.0	3 297	163 426	3 297	163 426	-	-	-	-
	34.5) 45.0)* 46.0)	2 608	223 608	2 608	223 608	-	-	-	-
	69.0	321	58 322	321	58 322	-	-	-	-
	95.0) 110.0)*	2 563	65 958	*	*	*	*	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	COUNTRY OF ORIGIN					
				USA		Japan		OTHER	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
	115.0	189	45 858	189	45 858	-	-	-	-
	138.0	174	49 456	174	49 456	-	-	-	-
	150.0) 161.0)*	5 510	223 807	181	30 008	5 329	193 799	-	-
	200.0) 210.0)*	1 811	86 475	378	19 500	1 433	66 975	-	-
	250.0	1 160	76 569	320	23 486	840	53 083	-	-
	288.0) 308.0)* 350.0)	2 538	319 547	*	*	*	*	-	-
	550.0	376	78 661	-	-	376	78 661	-	-
	650.0) 765.0)*	946	383 043	-	-	*	*	*	*
	Not Known	10 854	1 600 859	*	*	*	*	*	*
Sub Total, Station Post		36 591	3 566 761	18 653	1 373 452	17 461	1 836 341	477	356 968

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND COUNTRY OF ORIGIN (CONT'D)
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>COUNTRY OF ORIGIN</u>					
				<u>USA</u>		<u>Japan</u>		<u>OTHER</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
Suspension	<u>KIP</u> (1)								
	10	89 204	553 981	82 766	518 879	*	*	*	*
	15	9 831	109 824	*	*	-	-	*	*
	18	129 500	1 419 710	-	-	129 500	1 419 710	-	-
	25)								
	36)								
	50)*	78 920	1 166 355	2 696	38 834	76 224	1 127 521	-	-
	66)								
	Not Known	39 239	236 998	15 166	107 074	-	-	*	*
Sub Total, Suspension		346 694	3 486 868	*	*	*	*	26 541	143 393
Not Known	Not Known	42 340	1 168 205	40 832	543 551	1 089	520 897	419	103 757
GRAND TOTAL		1 592 234	17 022 599	575 169	6 188 877	346 850	8 856 060	670 215	1 977 662

* Aggregated in order to preserve confidentiality of Canadian importers.

Other Countries Include: United Kingdom, Austria, Federal Republic of Germany, Sweden, Democratic Republic of Germany, Yugoslavia, Taiwan and Brazil.

(1) KIP Unit of weight equal to 1 000 pounds used to express dead weight load.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>REGION OF CLEARANCE</u>							
				<u>Western Provinces</u>		<u>Ontario</u>		<u>Québec</u>		<u>Atlantic Provinces</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
Bus	-	7 884	111 676	-	-	7 884	111 676	-	-	-	-
Bushing	15.0)										
	15.5)										
	34.5)*	529	27 632	-	-	*	*	*	*	-	-
	69.0)										
	72.5)										
	115.0)										
	123.0)										
	138.0)										
	145.0)*	103	185 136	*	*	*	*	*	*	-	-
	161.0)										
	245.0)										
	300.0)										
	Not Known	13 462	505 724	*	*	*	*	*	*	-	-
Sub total, Bushing		14 094	718 492	*	*	*	*	*	*	-	-
Cap & Pin	7.5)										
	13.2)										
	15.0)*	8 120	200 695	*	*	*	*	7 866	184 527	-	-
	23.0)										
	34.5	971	59 330	-	-	*	*	*	*	-	-
	46.0)										
	69.0)*	1 889	178 320	-	-	*	*	*	*	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	REGION OF CLEARANCE							
				Western Provinces		Ontario		Québec		Atlantic Provinces	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
	Not Known	4 212	379 259	-	-	736	123 074	3 476	256 185	-	-
Sub Total, Cap & Pin		15 192	817 604	*	*	*	*	*	*	-	-
Entrance Tubes	-	3 290	1 634 077	*	*	*	*	*	*	-	-
Guy Strain	-	231 376	353 836	-	-	*	*	*	*	-	-
Line Post - Clamp Top	25.0) 35.0) 45.0)* 55.0)	3 590	145 607	-	-	3 590	145 607	-	-	-	-
	66.0	7 850	476 642	*	*	*	*	-	-	-	-
	88.0) Not Known)*	5 311	237 987	*	*	*	*	*	*	-	-
Sub Total, Line Post - Clamp Top		16 751	860 236	*	*	*	*	*	*	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	REGION OF CLEARANCE									
				Western Provinces		Ontario		Québec		Atlantic Provinces			
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)		
Line Post - Horizontal Clamp	13.2)	4 940	102 449	-	-	4 940	102 449	-	-	-	-		
	20.0)*			-	-	-	-	-	-	-			
	23.0)			9 100	206 608	-	-	9 100	206 608	-	-	-	-
	25.0)*					-	-	-	-	-	-		
	34.5)					6 876	199 807	-	-	6 876	199 807	-	-
	35.0)*			-	-			-	-	-	-		
45.0	1 972	73 385	-	-	1 972	73 385	-	-	-	-			
46.0	9 430	298 823	-	-	*	*	*	*	-	-			
66.0) 115.0)*) Not Known)	978	83 906	*	*	*	*	-	-	-	-			
Sub Total, Line Post-Horizontal Clamp		33 296	964 978	*	*	31 816	877 341	*	*	-	-		
Line Post - Tie Top	13.2)	5 180	91 954	-	-	5 180	91 954	-	-	-	-		
	15.0)*			-	-	-	-	-	-				
	20.0)			-	-	-	-	-	-				

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)

JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	REGION OF CLEARANCE							
				Western Provinces		Ontario		Québec		Atlantic Provinces	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
	23.0	12 194	218 135	-	-	*	*	*	*	-	-
	34.5) 46.0) 66.0)* 88.0)	8 966	251 768	-	-	8 966	251 768	-	-	-	-
Sub Total, Line Post - Tie Top		26 340	561 857	-	-	*	*	*	*	-	-
Line Post - Not Known	13.2) 15.0)*	753	19 819	-	-	753	19 819	-	-	-	-
	25.0) 34.5) 46.0)* 69.0)	2 698	136 882	*	*	*	*	-	-	-	-
	Not Known	7 298	208 550	-	-	7 298	208 550	-	-	-	-
Sub Total, Line Post - Not Known		10 749	365 251	*	*	*	*	-	-	-	-
Pin-Low, Medium & High Voltage	7.2	6 405	18 099	-	-	*	*	*	*	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>REGION OF CLEARANCE</u>							
				<u>Western Provinces</u>		<u>Ontario</u>		<u>Québec</u>		<u>Atlantic Provinces</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
	13.2)			*	*	82 519	430 859	41 947	220 041	*	*
	14.4)*	153 506	724 645								
	15.0	67 062	216 137	*	*	8 974	34 145	35 988	97 753	*	*
	23.0	15 778	127 918	*	*	*	*	*	*	*	*
	34.5	5 544	83 059	-	-	*	*	*	*	-	-
	35.5)										
	46.0)*	2 448	47 921	*	*	*	*	*	*	-	-
	69.0)										
	Not Known	6 186	296 447	*	*	-	-	*	*	-	-
Sub Total, Pin-Low, Medium & High Voltage		256 929	1 514 226	39 502	173 571	115 303	670 610	86 736	607 300	15 388	62 745
Pin - Not Known	Not Known	74 853	619 608	-	-	69 933	562 688	*	*	*	*
Spool	-	475 855	278 924	-	-	*	*	*	*	*	*
Station Post	7.5)										
	10.0)*	1 448	79 730	-	-	*	*	-	-	*	*
	15.0	2 796	111 442	*	*	*	*	-	-	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)
JANUARY TO DECEMBER 1986

Type of Insulator	Voltage Rating (KV)	Quantity (No.)	Value (\$)	REGION OF CLEARANCE							
				Western Provinces		Ontario		Québec		Atlantic Provinces	
				Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)	Quantity (No.)	Value (\$)
	23.0	3 297	163 426	*	*	*	*	-	-	-	-
	34.5) 45.0)* 46.0)	2 608	223 608	-	-	2 608	223 608	-	-	-	-
	69.0	321	58 322	-	-	321	58 322	-	-	-	-
	95.0) 110.0)*	2 563	65 958	*	*	2 148	51 309	*	*	*	*
	115.0	189	45 858	-	-	189	45 858	-	-	-	-
	138.0	174	49 456	-	-	174	49 456	-	-	-	-
	150.0) 161.0)*	5 510	223 807	-	-	*	*	*	*	-	-
	200.0) 210.0)*	1 811	86 475	*	*	1 567	74 577	*	*	-	-
	250.0	1 160	76 569	-	-	*	*	*	*	-	-
	288.0) 308.0)* 350.0)	2 538	319 547	1 667	221 120	*	*	*	*	*	*
	550.0	376	78 661	*	*	*	*	-	-	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>REGION OF CLEARANCE</u>							
				<u>Western Provinces</u>		<u>Ontario</u>		<u>Québec</u>		<u>Atlantic Provinces</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
	650.0) 765.0)*	946	383 043	*	*	93	19 232	*	*	-	-
	Not Known	10 854	1 600 859	*	*	*	*	*	*	*	*
<hr/>											
Sub Total, Station Post		36 591	3 566 761	6 409	899 841	25 892	1 724 788	3 481	822 297	809	119 835
Suspension	<u>KIP</u> ⁽¹⁾										
	10	89 204	553 981	*	*	*	*	-	-	-	-
	15	9 831	109 824	*	*	5 631	63 304	*	*	-	-
	18	129 500	1 419 710	117 260	1 296 155	*	*	*	*	-	-
	25) 36) 50)* 66)	78 920	1 166 355	*	*	*	*	*	*	-	-
	Not Known	39 239	236 998	*	*	*	*	*	*	-	-
<hr/>											
Sub Total, Suspension		346 694	3 486 868	169 246	1 708 195	93 822	812 338	83 626	966 335	-	-

* Aggregated in order to preserve confidentiality of Canadian importers.

(1) KIP Unit of weight equal to 1 000 pounds used to express deadweight load

IMPORTS OF PORCELAIN INSULATORS BY TYPE AND REGION OF CLEARANCE (CONT'D)
JANUARY TO DECEMBER 1986

<u>Type of Insulator</u>	<u>Voltage Rating (KV)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>REGION OF CLEARANCE</u>							
				<u>Western Provinces</u>		<u>Ontario</u>		<u>Québec</u>		<u>Atlantic Provinces</u>	
				<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>	<u>Quantity (No.)</u>	<u>Value (\$)</u>
Not Known	Not Known	42 340	1 168 205	-	-	31 021	357 706	11 319	810 499	-	-
GRAND TOTAL		1 592 234	17 022 599	222 798	3 584 126	1 037 687	8 500 875	288 577	4 711 741	43 172	225 857

CANADIAN IMPORTERS

Importers of porcelain insulators during the period January to December 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>
A.B. Chance Co. of Canada Ltd. Alberta Power Ltd.	Scarborough, Ont. Therien, Alta. Edmonton, Alta. Grand Prairie, Alta.
Aluminum Co. of Canada Ltd. (Alcan)	Kitimat, B.C. Kemano, B.C.
Arno Electric Asae Electric Inc. Asea Inc.	Windsor, Ont. St-Lambert, Qué. Winnipeg, Man. Varenes, Qué.
BBC Brown Boveri Canada Inc.	Pointe-Claire, Qué. Mississauga, Ont.
Bel Volt Sales Ltd. Blackburn Electrique Canada Inc. Brampton Hydro British Columbia Hydro & Power Authority	Scarborough, Ont. Lachine, Qué. Brampton, Ont. Surrey, B.C. Prince George, B.C.
C-K Composites of Canada Inc. Camco Inc. Canada Wire & Cable Ltd. Canadian General Electric Co. Ltd.	Mississauga, Ont. Hamilton, Ont. Toronto, Ont. Peterborough, Ont. St-Augustin, Qué. Guelph, Ont. Longueuil, Qué.
Cégelec Industries Inc.	Laprairie, Qué.
Churchill Falls (Labrador) Corp. Ltd.	Churchill Falls, Nfld. Labrador, Nfld.
City of Calgary Electric System Consolidated Bathurst Inc. Distributions PTS Ltée Edmonton Power Ltd. F.J. Abbass & Assoc. Ltd. Federal Pioneer Ltd.	Calgary, Alta. Grand-Mère, Qué. Montréal, Qué. Edmonton, Alta. Halifax, N.S. Winnipeg, Man. Regina, Sask.
Ferranti-Packard Ltd.	St. Catharines, Ont. Toronto, Ont.
Grafton Utility Supply Hoechst Canada Inc. Hydel Engineering Ltd.	Grafton, Ont. Montréal, Qué. Welland, Ont.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Hydro Québec	Rimouski, Qué. Anjou, Qué. Valleyfield, Qué. Trois-Rivières, Qué. Varenes, Qué. Québec, Qué. Sept-Iles, Qué. Beauport, Qué. Lévis, Qué. Victoriaville, Qué. Montréal, Qué. St-Jérôme, Qué. Beloeil, Qué. Baie-Comeau, Qué. Pointe-aux-Trembles, Qué. Kamouraska, Qué. Manicouagan, Qué. Whitby, Ont. Lachine, Qué. Kitchener, Ont. Newmarket, Ont. St-Léonard, Qué. Hamilton, Ont. St-Léonard, Qué. Scarborough, Ont. Winnipeg, Man. West Royalty, P.E.I. Charlottetown, P.E.I. Dartmouth, N.S. Markham, Ont. Willowdale, Ont. Edmonton, Alta. Boucherville, Qué. Mississauga, Ont. Fergus, Ont. Fredericton, N.B. Bishops Falls, Nfld. St. Johns, Nfld. Stellarton, N.S. Halifax, N.S. Lakeside, N.S. Pickering, Ont. Toronto, Ont. Surrey, B.C. Montréal, Qué. Mississauga, Ont. Rexdale, Ont. Regina, Sask. Saskatoon, Sask. Halifax, N.S. Genesee, Alta. Cornwall, Ont.
ITT Cannon Can. Div. O8ITT Ind.	
Joslyn Industries Canada Ltd.	
Joy Manufacturing Co. Canada Ltd.	
Kabar Industries Ltd.	
Kearney National Canada Ltd.	
Lapp Insulator Inc.	
Les Appareillages Électriques Kearney Inc.	
Livingston Distribution Centre	
Manitoba Hydro	
Maritime Electric Co. Ltd.	
Maritime Warehousing Transfer Co.	
Markham Electric Ltd.	
McGraw-Edison of Canada	
McGregor Construction Ltd.	
Merlin Gerin (Canada) Ltd.	
N.G.K. Insulators of Canada Ltd.	
Nepco Canada Ltd.	
New Brunswick Electric Power Comm.	
Newfoundland & Labrador Hydro	
Newfoundland Light & Power Co.	
Nova Scotia Power Corp.	
Ontario Hydro	
Patton & Cooke Ltd.	
Poltec Industries Ltd.	
Prelco Electronics Ltd.	
S & C Electric Canada Ltd.	
Saskatchewan Power Corp.	
Siemens Electric Ltd.	
Sprecher & Schuh Ltd.	
St. Lawrence Power Co.	

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Transa-Alta Utilities Corp.	Calgary, Alta. Edmonton, Alta.
Trench Electric Ltd.	Scarborough, Ont.
Trydor Sales Ltd.	Vancouver, B.C.
Volcano Inc.	St-Hyacinthe, Qué.
W.C. Pursley Dominion Cutout Division	Mississauga, Ont.
West Kootenay Power	Grand Forks, B.C.
Westinghouse Canada Inc.	Hamilton, Ont. London, Ont.

FOREIGN EXPORTERS TO CANADA

There were a total of 31 exporters to Canada of porcelain insulators during the period January to December 1986. They are listed in descending order of dollar value.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> ((\$000))
Mitsubishi Corp.	Tokyo	Japan	7 548
Victor Insulators Inc.	Victor, NY	United States	2 458
Lapp Insulator Co.	Leroy, NY	United States	1 893
NGK Insulators Ltd.	Tokyo	Japan	1 149
Ceramica Sao Sebastiao Industria E. Comercia S/A Locke Insulators Inc.	Pedreira Baltimore, MD	Brazil) United States)*	1 236
Invest Import A.B. Chance Co.	Belgrade Parkesburg, WA Centralia, MO	Yugoslavia) United States)* United States)	735
Industrial Ceramics Inc.	Lima, NY Derry, PA	United States) United States)	328
Hoechst Ceram Tec AG.	Wunsiedel	Fed. Rep. Germany	312
Cotia Comerico Exportacao E. Importacao S.A.	Sao Paulo) Brazil)*	527
BBC Brown Boveri Co. Ltd. General Electric Co.	Baden Pittsfield, MA	Switzerland) United States)	
McGraw Edison Co.	Olean, NY Macomb, IL	United States) United States)	127
Sprecher & Schuh GmbH Ceramica Santana S.A.	Linz Sao Paulo	Austria) Brazil)*	195
Coors Porcelain Co. Asea Transformers, a Div. of Asea AB	Golden, CO Gothenburg	United States))* Sweden)	172
Lorenzetti Porcelana Industrial Parana, S.A.	Parana	Brazil)	
Knox Porcelain Corp. Reliable Electric Co.	Knoxville, TN Franklin Park, IL	United States)* United States)	150
Porzellan Fabrik Frauenthal GmbH	Wien	Austria))	
Ohio Brass Co. Heim Electric	Aiken, SC Berlin	United States)* Dem. Rep. Germany)	89

* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX D

FOREIGN EXPORTERS TO CANADA (CONT'D)

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> <u>(\$000)</u>
Pirelli General	Southampton	United Kingdom)
Total Industriail Ltd.	Taipei	Taiwan)* 62
Porcelain Products Co.	Carey, OH	United States)
The Akron Porcelain & Plastics Co.	Akron, OH	United States)
Blackburn, Div. of FL Industries Inc.	St. Louis, MO	United States)* 42
H.K. Porter Co. Inc.	Lynchburg, VA	United States)
Ceradyne Inc.	Santa Anna, CA	United States)
TOTAL			17 023

* Aggregated in order 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 the Canadian Trade Index. In both cases, information of Canadian products supplied is as given by the companies.

BOSS

Canadian companies are arranged in alphabetical order within the following Canadian International Trade Classification (C.I.T.C.) commodity codes.

495-05-20 Insulators, High Tension, Porcelain

<u>Name</u>	<u>Address</u>
* Cegelec Industrie Inc.	Laprairie, Qué.
Independent Porcelain Co. Ltd.	Medicine Hat, Alta.
Lapp Insulators Inc.	Hamilton, Ont.
PCG Switchgear Ltd.	Scarborough, Ont.
Poltec Industries Ltd.	Montréal, Qué.
* Racal-Decca Canada Inc. Insulators Div.	Brampton, Ont.

495-05-30 Porcelain Insulating Fittings for Electrical Equipment

<u>Name</u>	<u>Address</u>
Independent Porcelain Co. Ltd.	Medicine Hat, Alta.

495-05-90 Insulators, Electric, Porcelain NES

<u>Name</u>	<u>Address</u>
* Hamilton Porcelains Ltd.	Brantford, Ont.
Independent Porcelain Co. Ltd.	Medicine Hat, Alta.
PCG Switchgear Ltd.	Scarborough, Ont.
Smith & Stone (1982) Inc.	Georgetown, Ont.

* 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
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN TRADE INDEX

Canadian companies are arranged in alphabetical order.

Insulators, Porcelain

<u>Name</u>	<u>Address</u>
Cegelec Industrie Inc.	Laprairie, Qué.
Electro Porcelain Co. Ltd.	Waterloo, Ont.
* Hamilton Porcelains Ltd.	Brantford, Ont.
* Independent Porcelain Co. Ltd.	Medicine Hat, Alta.
* Lapp Insulators Inc.	Hamilton, Ont.
* Racal-Decca Canada Inc. Insulators Div.	Brampton, Ont.
Smith & Stone (1982) Inc.	Georgetown, 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
Tel: (416) 363-7261 - Telex: 065-24693

CANADIAN AND FOREIGN TARIFFS

Porcelain insulators included in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	Tariff Treatment				
		British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
44515-1	Porcelains, all of one piece, over eighty-six inches in length or having an outside diameter greater than twenty-four inches, with or without metal flanges attached, for use in the manufacture of electric instrument and power transformers	Free	Free	37.5	Free	Free
44518-1	Electric insulators of all kinds, n.o.p., and complete parts thereof on and after January 1, 1987	9.9	9.9	27.5	6.5	9.9
		9.2	9.2	27.5	6	9.2
44518-3	Porcelain or ceramic insulators, n.o.p., and complete parts thereof	15	15	27.5	10	15
44582-1	Parts for use in the manufacture of alternating current capacitors (Temporary tariff item: See Appendix 1)	Free	Free	27.5	Free	Free

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Austria, Democratic Republic of Germany, Federal Republic of Germany, Japan, Sweden, Taiwan, United Kingdom and the United States.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Brazil and Yugoslavia

* NOTE: In order to qualify for the General System of Preference, a special certificate of origin is required.

CANADIAN AND FOREIGN TARIFFS (CONT'D)

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) 954-6890

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

Imports of porcelain insulators during the calendar year 1986, as reported on documents analysed in this report, amounted to \$17 022 599.

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

Reconciliation of the two total figures is as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents referring to products which should have been classified elsewhere	2 249
Values reported by Statistics Canada but not included in this report (e.g. documents not available for processing)	1 424
Documents covering individual shipments valued at <u>less</u> than \$7 000 not included in this analysis	4 403
Porcelain components not assembled	1 033
Packing and Freight	7
Total values reported in this import analysis	<u>17 023</u>
Total values accounted for as above	26 139
Total values published by Statistics Canada	26 139

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
P.O. Box 247
Tour de la Bourse
800, Place Victoria, Suite 3800
Montréal, Québec
H4Z 1E8
Tel: (514) 283-8185

Ontario
4th Floor
Dominion Public Building
1 Front Street West
Toronto, Ontario
M5J 1A4
Tel: (416) 973-5000

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

Yukon
Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
Tel: (403) 668-4655

Northwest Territories
P.O. Bag 6100
Precambrian Building
Yellowknife, Northwest Territories
X1A 1C0
Tel: (403) 920-8571

