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IMPORT ANALYSIS

Market Research Support

MINERAL ACOUSTICAL CEILING TILES

JANUARY TO JUNE 1987

Pub. No.: 88001-RR May 1988



Government
of Canada

Gouvernement
du Canada

Regional Industrial
Expansion

Expansion industrielle
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MINERAL ACOUSTICAL CEILING TILES

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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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Fabricated Metal and Construction
Products Division
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IMPORT ANALYSIS

MINERAL ACOUSTICAL CEILING TILES

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 mineral acoustical ceiling tiles is based on a detailed examination of Revenue Canada Customs import documents for the period January to June 1987. Imports classified to the following Canadian International Trade Classification (C.I.T.C.) commodity codes were analysed:

494-07-10 Mineral acoustical ceiling tiles and panels
494-09-90 Acoustical ceiling tiles and panels, n.e.s. (not elsewhere specified)

This analysis excludes imports shipped from Armstrong World Industries Incorporated (Armstrong) of the United States. It also excludes products which were not specifically identified as mineral acoustical ceiling tiles and panels.

Due to industry standards, the sizes and quantities were reported in imperial measure.

II. IMPORT TRENDS

COMPARISON OF THE MOST PROMINENT SIZES: FIRST HALF 1986 VS 1987

<u>Size</u> (in.)	<u>JANUARY TO JUNE 1986</u>			<u>JANUARY TO JUNE 1987</u>		
	<u>Quantity</u> (Sq. ft.)	<u>Value</u> (\$)	<u>Unit Price</u> (¢/sq. ft.)	<u>Quantity</u> (Sq. ft.)	<u>Value</u> (\$)	<u>Unit Price</u> (¢/sq. ft.)
9/16 X 12 X 12)						
9/16 X 24 X 48)*	157 808	40 186	25	323 304	79 655	25
5/8 X 12 X 12	78 808	50 623	64	62 692	39 168	62
5/8 X 24 X 24	704 240	342 886	49	860 107	397 665	46
5/8 X 24 X 48	14 351 129	4 368 358	30	16 040 265	4 158 649	26
5/8 X 24 X 60	406 395	137 385	34	672 353	199 729	30
3/4 X 12 X 12	142 960	130 100	91	41 872	27 526	66
3/4 X 24 X 24	657 368	511 422	78	733 580	539 332	74
3/4 X 24 X 48	108 085	80 344	74	100 928	72 172	72
Other	<u>770 453</u>	<u>304 204</u>	<u>39</u>	<u>1 654 164</u>	<u>630 203</u>	<u>38</u>
TOTAL	17 726 615	6 112 199	34	20 753 278	6 238 829	30

For January to June 1986, refer to Import Analysis publication 86014-RR

* Aggregated in order to preserve confidentiality of Canadian importers.

There was a total increase of 3 million square feet for the period January to June 1987 in comparison to January to June 1986. The dominant size 5/8"X24"X48" showed an increase of 1.7 million square feet. Other significant increases were 0.9 million square feet in the "other" category, and 0.4 million square feet in the other 5/8"X24" sizes. Other sizes have minor increases and decreases.

The value of the United States dollar expressed in Canadian dollar varied from \$1.365 to \$1.44 for the period January to June 1986. During the same period in 1987 it varied from \$1.30 to \$1.385. The difference of 4¢ per square feet between the 1986 and the 1987 period, as shown in the total unit price column, could be attributed in part to the lower exchange rates.

III. ANALYSIS OF IMPORTS

During the period January to June 1987, imports of all types of acoustical ceiling tiles, as reported by Statistics Canada including mineral, totalled 41.3 million square feet. The value of these imports was \$12.8 million.

With the exception of shipments from Armstrong, imports of mineral acoustical ceiling tiles totalled about 20.8 million square feet, with a value of six million dollars.

About 16 million square feet, or 77 per cent of the volume of imports, consisted of 5/8 X 24 X 48-inch ceiling tiles, valued at \$4.2 million during January to June 1987. Average unit price of this size was \$0.26 per square foot.

SUMMARY OF IMPORTS
QUANTITY, VALUE AND AVERAGE UNIT PRICE BY SIZE
JANUARY TO JUNE 1987

<u>Size</u> (In.)	<u>Quantity</u> (000 Sq. Ft.)	<u>Value</u> (\$000)	<u>Average</u> <u>Unit Price</u> (¢ per Sq. Ft.)
5/8 X 24 X 48	16 040	4 159	26
5/8 X 24 X 24	860	398	46
3/4 X 24 X 24	734	539	74
5/8 X 24 X 60	672	200	30
5/8 X 20 X 60	264	95	36
Other 3/4)			
Other 5/8)			
Total 9/16)*	2 183	848	-
Total 1/2)			
Not Shown)	_____	_____	
TOTAL	20 753	6 239	

* Aggregated to preserve confidentiality of Canadian importers.

Imports of fire-rated mineral acoustical ceiling tiles amounted to 4.4 million square feet, or 21 per cent of the volume of imports. The bulk of this category of products were also made up of 5/8 X 24 X 48-inch ceiling tiles (see Appendix A).

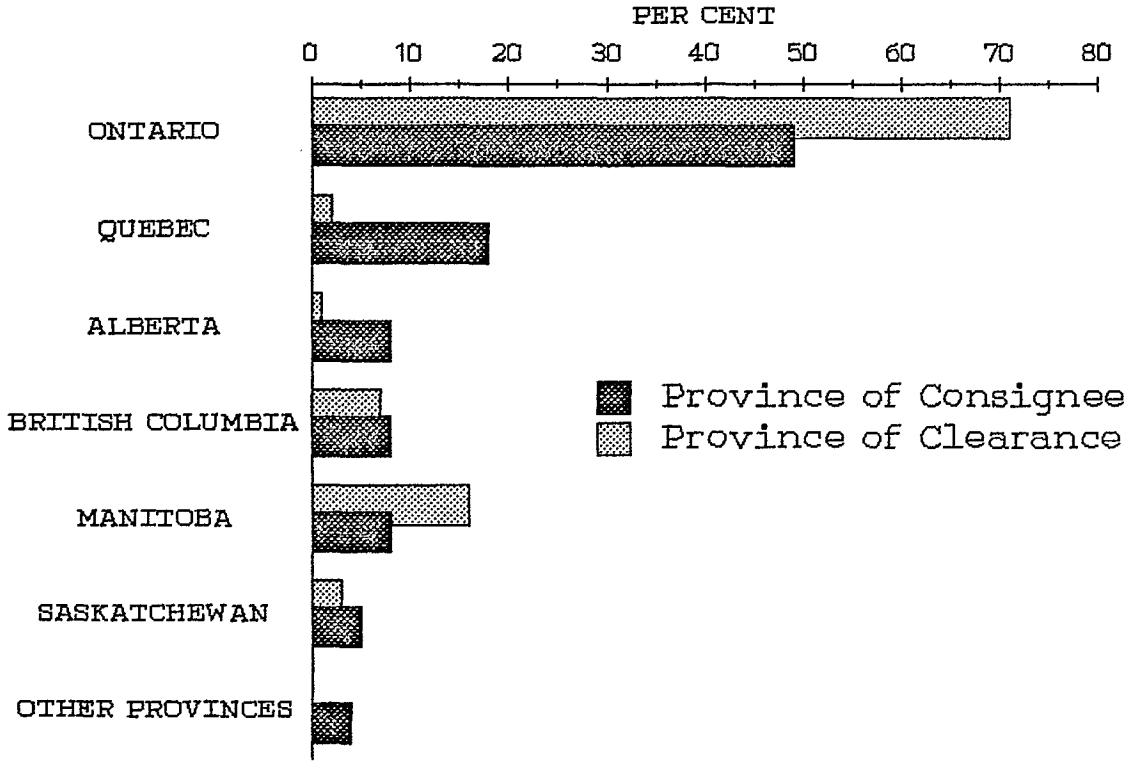
Ceiling tiles transported by truck accounted for 19.8 million square feet, or 95 per cent of the volume of imports. (See Appendix B).

All shipments of mineral acoustical ceiling tiles examined originated in the United States.

III. ANALYSIS OF IMPORTS (CONT'D)

Import shipments of mineral acoustical ceiling tiles cleared through the province of Ontario accounted for 14.8 million square feet or 71 per cent of the total volume. However, consignees in Ontario accounted for only 10.1 million square feet or 49 per cent of the total. The difference of 4.7 million square feet or 22 per cent was distributed to consignees in the other provinces. Of the dominant size (5/8" X 24" X 48"), 51 per cent was consigned to companies in Ontario. (See Appendices C & D). All Canadian importers are listed in Appendix E.

**PROVINCE OF CLEARANCE VS PROVINCE OF CONSIGNEE
BY QUANTITY**



100% = 20.8 MILLION SQUARE FEET

Other Provinces: New Brunswick, Nova Scotia and Newfoundland

IMPORTS BY TARIFF ITEM
JANUARY TO JUNE 1987

Tariff items applicable to imports of mineral acoustical ceiling tiles, during the period analysed, are listed below in descending order of volume of imports (see Appendix G for individual tariff item descriptions). As can be seen, the bulk of the tiles is imported under tariff 19200-5 with a rate of duty of 9.2 per cent.

<u>Tariff Item</u>	<u>Quantity</u> (sq. ft.)	<u>% of Total</u> <u>Quantity</u>	<u>Value</u> (\$)	<u>% of Total</u> <u>Value</u>
19200-5	18 857 539	91	5 666 845	91
19200-1	1 867 787	9	544 033	9
71100-1	27 952	(1)	27 951	(1)
TOTAL	20 753 278	100	6 238 829	100

(1) Less than one per cent

As shown below, the principal six importers imported 44 per cent of all ceiling tiles. However, the principal six consignees in each region accounted for over 60 per cent of imports of ceiling tiles to that region.

IMPORT MARKET CONCENTRATION
JANUARY TO JUNE 1987

A. <u>Principal Consignees</u>	<u>Cumulative Quantity</u>	
	<u>(sq. ft.)</u>	<u>(%)</u>
Three	6 348 064	31
Six	9 181 908	44
All (89)	20 753 278	100

B. <u>Principal Consignees</u>	<u>Consignees</u>		<u>Consignees</u>		<u>Consignees Québec</u>	
	<u>Western Provinces</u>		<u>Ontario</u>		<u>& Atlantic Provinces</u>	
	<u>Cumulative Qty.</u>		<u>Cumulative Qty.</u>		<u>Cumulative Qty.</u>	
	<u>(sq. ft.)</u>	<u>(%)</u>	<u>(sq. ft.)</u>	<u>(%)</u>	<u>(sq. ft.)</u>	<u>(%)</u>
Principal 3 consignees in each region	2 520 353	42	5 820 396	57	1 915 754	41
Principal 6 consignees in each region	3 777 633	63	6 926 826	68	2 823 514	61
All consignees in each region	5 996 571	100	10 125 233	100	4 631 474	100

IV. CANADIAN PRODUCTION

Mineral acoustical ceiling tiles are manufactured in Canada. However, data on shipments is not available due to confidentiality restrictions.

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES
BY SIZE, UNIT PRICE RANGE & FIRE RATED TYPE
JANUARY TO JUNE 1987

<u>Size</u> <u>(In.)</u>	<u>Unit Price</u> <u>Range</u> <u>(¢ per sq. ft.)</u>	<u>Quantity</u> <u>(sq. ft.)</u>	<u>Value</u> <u>(\$)</u>	<u>Fire Rated</u> <u>Type</u> <u>(sq. ft.)</u>
1/2 X 24 X 48	21 to 24	397 824	87 243	-
9/16 X 12 X 12) 9/16 X 24 X 48)*	20 to 71	323 304	79 655	-
5/8 X 12 X 12	39 to 99	62 692	39 168	-
5/8 X 20 X 60	28 to 48	264 013	94 730	-
5/8 X 24 X 24	22 to 29	120 064	30 597	23 040
	30 to 39	353 674	128 112	99 520
	40 to 49	82 752	35 737	12 096
	50 to 59	111 249	62 154	-
	60 to 74	140 816	100 124	-
	75 and over	<u>51 552</u>	<u>40 941</u>	<u>144</u>
		860 107	397 665	134 800
5/8 X 24 X 48	16 to 24	9 617 888	2 165 615	113 280
	25 to 29	5 016 421	1 377 462	3 195 713
	30 to 34	490 198	155 711	372 060
	35 to 39	516 288	186 052	245 952
	40 to 49	193 216	85 902	82 432
	59 to 69	79 118	49 303	47 630
	70 to 79	40 704	30 018	26 688
	80 and over	<u>86 432</u>	<u>108 586</u>	<u>38 144</u>
	16 040 265	4 158 649	4 121 899	
5/8 X 24 X 60	23 to 29	537 504	140 427	11 200
	30 and over	<u>134 849</u>	<u>59 302</u>	<u>12 640</u>
		672 353	199 729	23 840
5/8 X 30 X 60	30 to 87	60 977	23 836	1 152
5/8 X 19 1/2 X) 58 3/4)	27 to 54	194 096	69 997	-
5/8 X 23 3/8 X)*				
47)				
5/8 X 30 X 30)				
3/4 X 12 X 12	30 and over	41 872	27 526	3 032

* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX A

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES
BY SIZE, UNIT PRICE RANGE & FIRE RATED TYPE (CONT'D)
JANUARY TO JUNE 1987

<u>Size</u> (In.)	<u>Unit Price</u> <u>Range</u> (¢ per sq. ft.)	<u>Quantity</u> (sq. ft.)	<u>Value</u> (\\$)	<u>Fire Rated</u> <u>Type</u> (sq. ft.)
3/4 X 24 X 24	20 to 49	63 568	24 631	32 496
	50 to 59	186 000	106 479	2 544
	60 to 69	81 404	50 625	11 280
	70 to 79	124 176	92 922	2 400
	80 to 99	236 640	206 678	32 304
	100 and over	41 792	57 997	1 056
		<u>733 580</u>	<u>539 332</u>	<u>82 080</u>
3/4 X 24 X 48	50 to 69	51 552	30 338	3 744
	70 and over	49 376	41 834	10 992
		<u>100 928</u>	<u>72 172</u>	<u>14 736</u>
<u>Sized in millimeters:</u>				
16 X 600 X 1200)				
19 X 750 X 750)*	32 to 97	320 652	177 942	-
Size Not Shown		680 615	271 185	4 704
TOTAL		20 753 278	6 238 829	4 386 243

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES - SHIPPED BY TRUCK
BY SIZE AND PROVINCE OF CONSIGNEE
JANUARY TO JUNE 1987

<u>Size</u> (In.)	<u>Quantity</u> (Sq. Ft.)	<u>B.C.</u>	<u>Alta.</u>	<u>Sask.</u>	<u>Man.</u> (- % of Quantity -)	<u>Ont.</u>	<u>Qué.</u>	<u>N.B., N.S. & Nfld.</u>
1/2 X 24 X 48	397 824	-	-	-	-	7	88	5
9/16 X 12 X 12)								
9/16 X 24 X 48)*	320 304	-	-	4	(1)	89	7	-
5/8 X 12 X 12	62 652	(1)	35	(1)	11	37	16	-
5/8 X 20 X 60	213 763	(1)	14	(1)	-	80	3	3
5/8 X 24 X 24	834 699	4	5	4	5	46	28	8
5/8 X 24 X 48	15 368 521	4	8	4	8	53	19	4
5/8 X 24 X 60	559 433	8	25	3	8	49	7	-
5/8 X 30 X 60	60 977	-	3	-	(1)	92	5	-
5/8 X 19 1/2 X)								
58 3/4)								
5/8 X 23 3/8 X)*	194 096	-	27	2	-	71	-	-
47)								
5/8 X 30 X 30)								
3/4 X 12 X 12	25 856	(1)	-	-	-	72	21	7
3/4 X 24 X 24	690 940	3	11	1	5	65	14	1
3/4 X 24 X 48	100 928	-	1	1	-	48	36	14
Sized in Millimeters								
16 X 600 X 1200)								
19 X 750 X 750)*	320 652	-	(1)	27	-	29	-	44
Size Not Shown	603 395	42	7	5	1	44	1	-
TOTAL	19 753 640	5	8	4	7	52	19	5

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES
BY SIZE AND PROVINCE OF CONSIGNEE
JANUARY TO JUNE 1987

<u>Size</u> <u>(In.)</u>	<u>Quantity</u> <u>(Sq. Ft.)</u>	<u>B.C.</u>	<u>Alta.</u>	<u>Sask.</u>	<u>Man.</u> <u>(- % of Quantity -)</u>	<u>Ont.</u>	<u>Qué.</u>	<u>N.B., N.S. & Nfld.</u>
1/2 X 24 X 48	397 824	-	-	-	-	7	88	5
9/16 X 12 X 12) 9/16 X 24 X 48)*	323 304	1	-	4	(1)	88	7	-
5/8 X 12 X 12	62 692	(1)	35	2	10	37	16	-
5/8 X 20 X 60	264 013	19	11	(1)	-	65	2	3
5/8 X 24 X 24	860 107	6	5	4	5	45	28	7
5/8 X 24 X 48	16 040 265	7	8	5	8	51	18	3
5/8 X 24 X 60	672 353	21	21	4	7	41	6	-
5/8 X 30 X 60	60 977	-	3	-	(1)	92	5	-
5/8 X 19 1/2 X) 58 3/4)								
5/8 X 23 3/8 X)* 47)	194 096	-	27	2	-	71	-	-
5/8 X 30 X 30)								
3/4 X 12 X 12	41 872	38	-	-	-	45	13	4
3/4 X 24 X 24	733 580	4	14	1	5	62	13	1
3/4 X 24 X 48	100 928	-	1	1	-	48	36	14
<u>Sized in millimeters:</u>								
16 X 600 X 1200) 19 X 750 X 750)*	320 652	-	(1)	27	-	29	-	44
Size Not Shown	680 615	45	6	8	1	39	1	-
TOTAL	20 753 278	8	8	5	8	49	18	4

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF MINERAL ACOUSTICAL CEILING TILES
DISTRIBUTION OF IMPORT SHIPMENTS
BY PROVINCE OF CLEARANCE AND PROVINCE OF CONSIGNEE
JANUARY TO JUNE 1987

<u>Province</u>	<u>PROVINCE OF CLEARANCE</u>		<u>PROVINCE OF CONSIGNEE</u>	
	<u>Quantity</u> <u>(000 sq. ft.)</u>	<u>% of Total</u> <u>Quantity</u>	<u>Quantity</u> <u>(000 sq. ft.)</u>	<u>% of Total</u> <u>Quantity</u>
Ontario	14 795	71	10 125	49
Québec	8	2	3 714	18
Alberta	591	1	1 741	8
British Columbia	1 429	7	1 641	8
Manitoba	3 277	16	1 518	8
Saskatchewan	653	3	1 096	5
Other	-	-	918	4
	<hr/>	<hr/>	<hr/>	<hr/>
	20 753	100	20 753	100

Other: New Brunswick, Nova Scotia and Newfoundland.

CANADIAN IMPORTERS

Importers of mineral acoustical ceiling tiles during the period January to June 1987, 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>
Acoustique Gaetan Gaudet Ltée	Montréal, Qué.
Advance Acoustics Ltd.	Winnipeg, Man.
Alstate Drywall Ltd.	Scarborough, Ont.
Architectural Ceilings Inc.	Ottawa, Ont.
Barrie Building Center	Barrie, Ont.
Beaver Drywall Acoustic Specialty Ltd.	Sydney, N.S.
Beaver Lumber Ltd.	Thunder Bay, Ont.
Benton and Overbury Ltd.	Surrey, B.C.
Bernardi Building Supply Ltd.	Weston, Ont.
Boucher, Roméo et Fils Inc.	Shawinigan, Qué.
Builders Supply Ltd.:	Brampton, Ont.
	Scarborough, Ont.
Builders Warehouse Inc.	Orleans, Ont.
Burke Interior Systems Ltd.	Edmonton, Alta.
Byron Building Supplies Co. Ltd.	North Bay, Ont.
Canadian Gypsum Co. Ltd.:	Burnaby, B.C.
	Toronto, Ont.
	Montréal, Qué.
	Winnipeg, Man.
	Regina, Sask.
	Ottawa, Ont.
Capro Ceilings and Interiors Supply Ltd.	Laval-des-Rapides, Qué.
Carrière et Lefebvre (1978) Ltée	Sherbrooke, Qué.
Centre de Rénovation Dubreuil Ltée	Dartmouth, N.S.
Coastal Drywall and Acoustical Supply Ltd.	Scarborough, Ont.
Commercial Drywall Supply Ltd.	Altona, Man.
Conquest Mfg. Ltd.	Concord, Ont.
Costa Building Supplies Ltd.	Rexdale, Ont.
CWECO Canada Ltd.	Milliken, Ont.
D and M Building Supplies Ltd.	Dartmouth, N.S.
Dartmouth Building Supplies Ltd.	Longueuil, Qué.
Distribution Gypco Inc.	Lethbridge, Alta.
Don Building Supplies Ltd.	Rivière-du-Loup, Qué.
Dumont, Nap 1982 Ltée	St. John, Nfld.
Economy Drywall Supplies Ltd.	Thunder Bay, Ont.
Edway Contractors Ltd.	Toronto, Ont.
Empire Lathing Co. Ltd.	Longueuil, Qué.
Enterprises Vilfor Inc.	Sudbury, Ont.
Evans Lumber and Builders Supply Ltd.	Downsview, Ont.
Florida Drywall Co. Ltd.	Fort Erie, Ont.
Fort Erie Building Supplies Ltd.	Fort Erie, Ont.
Fuller Austin of Canada Ltd.	Calgary, Alta.

CANADIAN IMPORTERS (CONT'D)

Name

Address

Future Building Materials Ltd.
I.B. Acoustics Ltd.
Intercon Acoustics Ltd.
Interior Building Supplies Ltd.
Island Dryco Supply Ltd.
Jones, MF Acoustics Ltd.
Kaun, Ed and Sons Ltd.
Kelly Lake Masonry and Building Supplies Co. Ltd.
Kenroc Building Materials Co. Ltd.:

Weston, Ont.
Vancouver, B.C.
Edmonton, Alta.
Windsor, Ont.
Vancouver, B.C.
Thunder Bay, Ont.
Fort Frances, Ont.
Sudbury, Ont.
Calgary, Alta.
Edmonton, Alta.
Regina, Sask.
Edmonton, Alta.
Scarborough, Ont.
Mississauga, Ont.
Chicoutimi, Qué.
London, Ont.
Woodridge, Ont.
Toronto, Ont.
Windsor, Ont.
Ste-Foy, Qué.
Montréal, Qué.
Granby, Qué.
St-Laurent, Qué.
Nepean, Ont.
Montréal, Qué.
Thunder Bay, Ont.
Chatham, Ont.
Burnaby, B.C.
Belleville, Ont.
Winnipeg, Man.
Hull, Qué.
Sudbury, Ont.
Kingston, Ont.
Guelph, Ont.
Dieppe, N.B.
Sarnia, Ont.
Calgary, Alta.
Sault Ste-Marie, Ont.
Rexdale, Ont.
Calgary, Alta.
Richmond, B.C.
Mississauga, Ont.
Burnaby, B.C.
North Burnaby, B.C.
Barrie, Ont.
North Vancouver, B.C.
Richmond, B.C.
Montréal, Qué.

Labbe Interiors Ltd.
Lansing Building Supply Ltd.
Lansing Lumber Dundas Ltd.
Lapointe, Laurent Ltée
London Acoustics Ltd.
Lou's Drywall, 407404 Ont. Ltd.
MacCallum and Associates Inc.
Malec Building Products Ltd.
Manugypse Inc.
Matériaux Acoustique Ravary Ltée
Matériaux Granby Inc.
Matériaux de Construction Lacroix Inc.
Morin Bros. Building Supplies Ltd.
Métal R.L. Ltée
Nor-Ont Supply Ltd.
Oldershaw Builders Supply Co. Ltd.
Pacific West Systems Supply Ltd.
Peacock Drywall Ltd.
Phillips D. Acoustic Services Ltd.
Pilon Ltée
Prosperi Plastering Co. Ltd.
Rigney Building Supplies Ltd.
Ross Drywall and Acoustics Ltd.
Roy's Drywall Supplies Ltd.
Sarnia Drywall Supply Ltd.
Shoemaker Drywall Supplies Ltd.
Soo Mill and Lumber Co. Ltd.
Sound Solutions Canada Ltd.
Soundtex Interiors Ltd.
Specialty Interior Building Supply Ltd.
Standard Drywall Ltd.
Tad Distributors Ltd.
Tempo Building Supplies Ltd.
Torino Drywall Barrie Ltd.
Total Distributors Ltd.
VFB Acoustics Ltd.
Val Royal Ltd.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Welwood of Canada Ltd.:	Québec, Qué. Montréal, Qué. Sherbrooke, Qué. Brampton, Ont. London, Ont. Vancouver, B.C. Dartmouth, N.S.
Western Ceiling and Interiors Ltd.	Calgary, Alta.
William Clark Interiors Ltd.	Regina, Sask.
Windsor Building Supplies Ltd.	Surrey, B.C.
Windsor Drywall Co.	Windsor, Ont.
Wood Cogger Ltd.	Regina, Sask.

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of mineral acoustical ceiling tiles, during the period January to June 1987, shown in this report, are listed in descending order of dollar value. These exporters accounted for \$6.2 million, or 99 per cent of the value of imports analysed. (Note: exports by the U.S. Company, Armstrong World Industries are not included).

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
U.S.G. Acoustical Products Co.	Cloquet, MN	United States)	
	Greenville, MS	United States)	3 999
Celotex Corporation	L'Anse, MI	United States	1 913
Emert and Zednik Co. Inc.	Portland, OR	United States)	
Acoustical Distributor Inc.	MT. Clements, MI	United States)	222*
M.A.S.H. Inc.	Rochester Hills, MI	United States)	
Ceiling and Interior Systems)	
Supply Inc.	Seattle, WA	United States)	64*
Transco Products Inc.	Chicago, IL	United States)	
			<u>6 198</u>

* Aggregated in order to preserve confidentiality of Canadian importers.

CANADIAN AND FOREIGN TARIFFS

Imports of mineral acoustical ceiling tiles covered in this analysis were dutiable under the following most commonly applied tariff items.

Tariff Item	Description	Tariff Treatment				
		British Preferential Tariff	Most Favoured Nation Tariff	General Tariff	General Preferential Tariff	U.K. and Ireland
		%	%	%	%	%
19200-1	Tarred paper and prepared roofings (including shingles), tiles and lay-in panels for ceilings, fibreboard, strawboard, sheathing and insulation, manufactured wholly or in part of vegetable fibres, n.o.p.; blotting paper, not printed nor illustrated: 1987	9.2	9.2	35	Free	9.2
19200-5	Tiles and lay-in panels, other than hardboard, for ceilings, n.o.p. 1987	9.2	9.2	35	6	9.2
71100-1	All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited 1987	10.2	10.2	25	6.5	10.2

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

Exporting country which qualifies for the Most Favoured Nation tariff treatment: 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) 954-6919

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

