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IMPORT ANALYSIS

Market Research Support

PRETZELS

JULY 1986 TO JUNE 1987

Pub. No.: 88005-PM May 1988



Government
of Canada

Regional Industrial
Expansion

Gouvernement
du Canada

Expansion industrielle
régionale

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PRETZELS

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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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IMPORT ANALYSIS

PRETZELS

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 pretzels is based on a detailed examination of Revenue Canada Customs import documents for the period July 1986 to June 1987. Imports classified to the following Canadian International Trade Classification (C.I.T.C.) import commodity code were analysed: 064-55-10 Pretzels

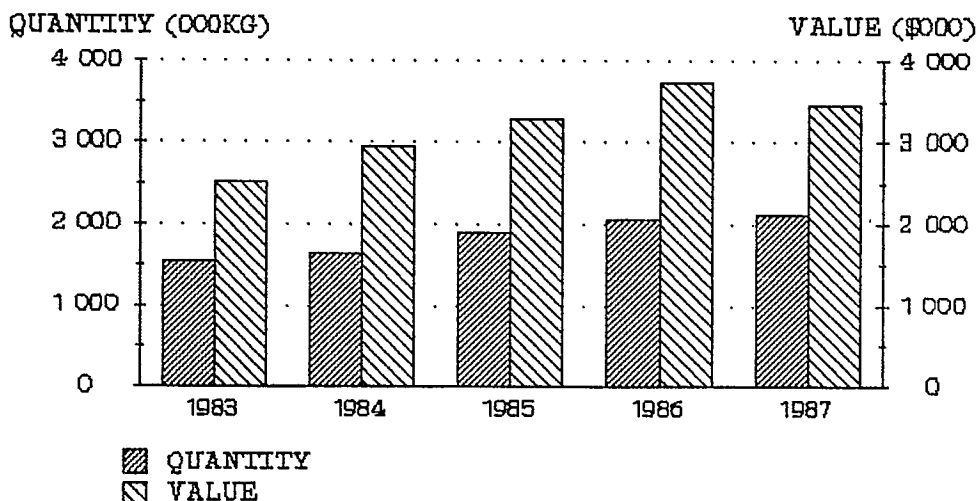
Total figures in this report do not correspond to Statistics Canada published figures. The differences are explained in Appendix H.

II. IMPORT TRENDS - 1983 TO 1987

C.I.T.C. 064-55-10 PRETZELS

	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>1986</u>	<u>1987</u>	<u>Average Annual Growth Rate %</u>	<u>% Change 1986-1987</u>
(\$000)	2 514	2 955	3 284	3 738	3 472	8.4	-7.1
(000LB)	3 403	3 621	4 191	4 539	4 661	8.2	2.7
(000KG)	1 544	1 642	1 901	2 059	2 114	8.2	2.7

Between 1983 and 1987 the value of pretzel imports increased from \$2.5 million in 1983 to \$3.5 million in 1987 (an average annual growth rate of 8.4 per cent), despite a decrease of 7.1 per cent from 1986 to 1987.



III. ANALYSIS OF IMPORTS

Imports of pretzels as shown in this report during the period July 1986 to June 1987 were valued at \$3.1 million with a quantity of 3.9 million lbs. or 1.8 million kg.

SUMMARY OF IMPORTS - BY TYPE AND PACKAGE SIZE
JULY 1986 TO JUNE 1987

<u>Type</u>	<u>Package Size</u>	<u>Value</u> <u>(\$000)</u>	<u>% of Total Value</u>
Sticks, Regular:	200 gr. to 227 gr.	645	21
	5.4 kg. and 9.0 kg.	148	5
	All Other	<u>233</u>	<u>8</u>
	Total	1 026	34
Sticks, Thin:	42 gr. to 227 gr.	283	9
	1.8 kg. to 3.2 kg.	60	2
	All Other	<u>64</u>	<u>2</u>
	Total	407	13
Sticks, Mini	All Sizes	<u>64</u>	<u>2</u>
Total - Sticks		1 496	49
Twists, Regular:	156 gr. to 200 gr.	210	7
	224 gr. to 227 gr.	168	6
	300 gr. to 454 gr.	83	3
	All Other	<u>55</u>	<u>2</u>
Total	516	17	
Twists, Mini	All Sizes	<u>142</u>	<u>5</u>
Total - Twists		658	22
Rings, Thin and Mini	200 gr. and 227 gr.	64	2
Not Known, Thin:	42 gr. to 255 gr.	113	4
	All Other	<u>6</u>	<u>*</u>
Total - Not Known, Thin		119	4
Not Known, Mini:	28 gr. to 241 gr.	211	7
	2.7 kg. to 9.0 kg.	180	6
	All Other	<u>59</u>	<u>2</u>
Total - Not Known, Mini		450	15
Not Known, Other	All Sizes	267	<u>9</u>
Total - Not Known		837	27
GRAND TOTAL - ALL TYPES		3 056	100

* Less than one per cent

III. ANALYSIS OF IMPORTS (CONT'D)

Imports of pretzels, stick type, amounted to a value of \$1.5 million or 49 per cent of the total imported value. Twist type pretzels amounted to \$658 000 or 22 per cent. A further value of \$836 000 or 27 per cent was not identified by type.

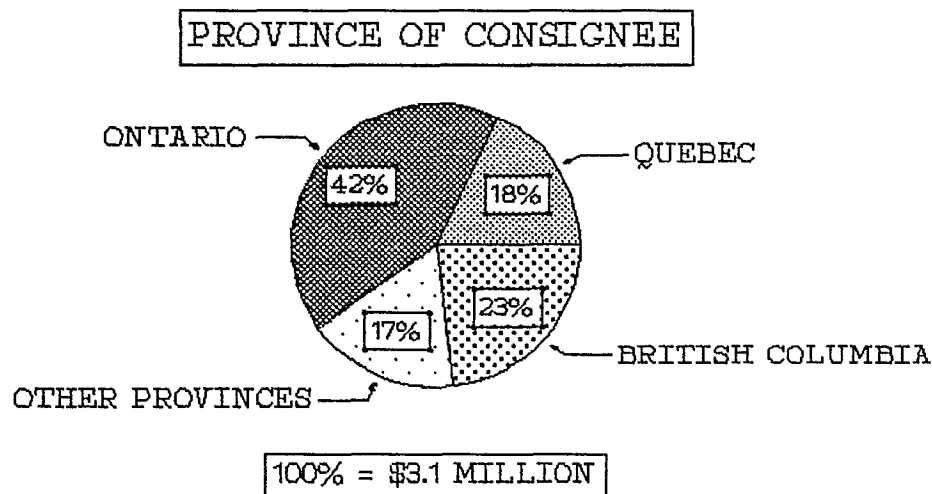
The overall average unit price, of all types of pretzels as shown in this report was \$1.71 per kilogram. There was very little fluctuation of average unit price between the various types of pretzels. Twist type pretzels were the most expensive, averaging \$1.78 per kilogram. Stick type and ring type pretzels averaged \$1.67 and \$1.69 per kilogram, respectively. For further details showing type, package size and average unit price refer to Appendix A.

Shipments of pretzels were imported in both consumer type packages and bulk containers. The consumer type packages amounted to \$2.1 million or 68 per cent of the total value of imports. Bulk containers amounted to \$706 000 or 23 per cent. The remaining imports did not indicate package size on the Customs documents.

The most popular consumer type package size was 200 grams, amounting to \$1.0 million or slightly over 50 per cent of all consumer type packages. They averaged \$1.77 per kilogram. Bulk containers with sizes of 2.3 kg. and 3.2 kg. combined for a total of \$308 000 or 43 per cent of the imports of bulk containers. They averaged \$1.33 per kilogram. For further details by package size and price range refer to Appendix C.

Imports originating from the United States accounted for \$2.9 million or 96 per cent of the value of imports. The Federal Republic of Germany and Israel accounted for the remaining \$125 000 or 4 per cent.

Ontario was the major province of consignee for the imports of pretzels, with \$1.3 million or 42 per cent of the total dollar value. British Columbia followed with \$704 000 or 23 per cent. For further details by type, and province of consignee, refer to Appendix B.



OTHER PROVINCES WERE NEW BRUNSWICK, MANITOBA & ALBERTA

IMPORTS OF PRETZELS
IMPORT MARKET CONCENTRATION

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Quantity (kg)</u>	<u>Cumulative % of Total Quantity</u>	<u>Cumulative Value (\$)</u>	<u>Cumulative % of Total Value</u>
3	856 672	48	1 599 875	52
6	1 205 290	67	2 161 155	71
10	1 543 628	86	2 595 797	85
15	1 645 717	92	2 779 227	91
20	1 704 474	95	2 886 712	94
25	1 738 402	97	2 954 304	97
All Consignees/ Importers (50)	1 790 200	100	3 055 715	100

There were 50 known consignees/importers of pretzels during July 1986 to June 1987. The principal 10 consignees/importers accounted for \$2.6 million or 85 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix D.

IV. CANADIAN PRODUCTION

Statistics Canada reports that pretzels are presently manufactured in Canada. However, shipment values are not available due to confidentiality restrictions.

IMPORTS OF PRETZELS
BY TYPE, PACKAGE SIZE AND AVERAGE UNIT PRICE
JULY 1986 TO JUNE 1987

Type of Pretzel	Package Size		Quantity		Value (\$)	Average Price Per	
	(lb.)	(kg)	(lb.)	(kg)		lb.	kg
<u>Sticks, Regular</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	1.4)	40)					
	5.0)*	142)*	3 790	1 719	4 454	1.18	2.59
	5.3)	150)					
	7.0	200	585 029	265 365	483 727	.83	1.82
	7.9)	224)					
	8.0)*	227)*	177 745	80 624	161 112	.91	2.00
	8.5)	241)					
	10.5)*	300)*	85 414	38 743	80 542	.94	2.08
	16.0	454	6 576	2 983	7 346	1.12	2.46
	<u>(pounds)</u>	<u>(kilograms)</u>					
	4)*	1.8)					
	5)*	2.3)*	82 632	37 481	58 268	.71	1.55
	6)*	2.7)					
	7)*	3.2)*	66 559	30 191	36 856	.55	1.22
	12)*	5.4)					
	20)*	9.0)*	268 656	121 860	147 652	.55	1.21
	Not Known	Not Known	109 334	49 593	45 940	.42	.93
Sub-Total, Sticks, Regular			1 385 735	628 559	1 025 897	.74	1.63
<u>Sticks, Thin</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	1.5)	42)					
	5.0)	142)					
	7.0)*	200)*	319 038	144 713	282 614	.89	1.95
	8.0)	227)					
	9.0)	255)					
	12.0)*	340)*	63 675	28 882	55 429	.87	1.92
	16.0)	454)					
	<u>(pounds)</u>	<u>(kilograms)</u>					
	4)	1.8)					
	5)*	2.3)*	84 690	38 415	59 502	.70	1.55
	7)	3.2)					
	Not Known	Not Known	20 960	9 507	9 056	.43	.95
Sub-Total, Sticks, Thin			488 363	221 518	406 601	.83	1.84

* Aggregated in order to preserve confidentiality of Canadian importers.

APPENDIX A

IMPORTS OF PRETZELS
BY TYPE, PACKAGE SIZE AND AVERAGE UNIT PRICE (CONT'D)
JULY 1986 TO JUNE 1987

Type of Pretzel	Package Size		Quantity		Value (\$)	Average Price Per	
	(lb.)	(kg)	(lb.)	(kg)		lb.	kg
<u>Sticks, Mini</u>							
	(ounces)	(grams)					
	1.0)	28)					
	1.5)	42)					
	7.0)*	200)*	16 946	7 687	15 481	.91	2.01
	7.9)	224)					
	8.5)	241)					
	(pounds)	(kilograms)					
	5)	2.3)					
	7)	3.2)					
	10)*	4.5)*	80 890	36 691	48 333	.60	1.32
	20)	9.0)					
Sub-Total, Sticks, Mini			97 836	44 378	63 814	.65	1.44
Total, Sticks, All Types			1 971 934	894 455	1 496 312	.76	1.67
<u>Twists, Regular</u>							
	(ounces)	(grams)					
	1.0)	28)					
	1.2)	34)					
	1.4)*	40)*	7 264	3 295	12 606	1.74	3.83
	1.5)	42)					
	5.5)	156)					
	6.2)*	175)*	255 772	116 016	209 555	.82	1.81
	7.0)	200)					
	7.25)	206)	8 361	3 792	9 439	1.13	2.49
	7.5)	213)					
	7.75)*	220)*	10 416	4 725	10 980	1.05	2.32
	7.9)	224)					
	8.0)*	227)*	177 930	80 708	168 225	.95	2.08
	8.5)	241)					
	9.0)*	255)*	16 162	7 331	15 067	.93	2.06
	10.5)	300)					
	12.0)	340)					
	13.0)*	369)*	85 619	38 836	82 821	.97	2.13
	14.0)	397)					
	16.0)	454)					
	(pounds)	(kilograms)					
	5)	2.3)					
	6)*	2.7)*	20 244	9 183	7 544	.37	.82
	7)	3.2)					
Sub-Total, Twists, Regular			581 768	263 886	516 237	.89	1.96

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PRETZELS
BY TYPE, PACKAGE SIZE AND AVERAGE UNIT PRICE (CONT'D)
JULY 1986 TO JUNE 1987

Type of Pretzel	Package Size		Quantity		Value (\$)	Average Price Per	
	(lb.)	(kg)	(lb.)	(kg)		lb.	kg
<u>Twists, Mini</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	5.5)	156)					
	7.0)	200)					
	7.25)*	206)*	16 835	7 636	14 357	.85	1.88
	7.5)	213)					
	8.0	227	6 800	3 084	5 080	.75	1.65
	10.0)	283)					
	12.0)*	340)*	37 641	17 074	28 945	.77	1.70
	16.0)	454)					
	<u>(pounds)</u>	<u>(kilograms)</u>					
	4.0)	1.8)					
	5.0)*	2.3)*	85 340	38 710	50 527	.59	1.31
	6.0)	2.7)					
	7.0	3.2	7 000	3 175	4 641	.66	1.46
	12.0)	5.4)					
	20.0)*	9.0)*	78 937	35 805	37 741	.48	1.05
	25.0)	11.3)					
	Not Known	Not Known	<u>385</u>	<u>175</u>	<u>391</u>	1.02	2.23
Sub-Total, Twists, Mini			232 938	105 659	141 682	.61	1.34
Total, Twists, All Types			814 706	369 545	657 919	.81	1.78
<u>Rings (Thin and Mini)</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	7.0)	200)					
	8.0)*	227)*	83 802	38 012	64 326	.77	1.69
<u>Not Known, Thin</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	1.5)	42)					
	5.0)	142)					
	7.0)*	200)*	111 274	50 473	112 527	1.01	2.23
	9.0)	255)					
	<u>(pounds)</u>	<u>(kilograms)</u>					
	3.0)	1.4)					
	4.0)*	1.8)*	6 750	3 062	6 441	.95	2.10
	5.0)	2.3)					
	Not Known	Not Known	<u>756</u>	<u>343</u>	<u>515</u>	.68	1.50
Sub-Total, Not Known, Thin			118 780	53 878	119 483	1.01	2.22

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PRETZELS
BY TYPE, PACKAGE SIZE AND AVERAGE UNIT PRICE (CONT'D)
JULY 1986 TO JUNE 1987

Type of Pretzel	Package Size		Quantity		Value (\$)	Average Price Per	
	(lb.)	(kg)	(lb.)	(kg)		lb. (\$)	kg
<u>Not Known, Mini</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	1.0)	28)					
	1.5)	42)					
	7.0)*	200)*	218 405	99 067	210 746	.96	2.13
	7.9)	224)					
	8.5)	241)					
	<u>(pounds)</u>	<u>(kilograms)</u>					
	4.0)	1.8)					
	5.0)*	2.3)*	92 000	41 730	57 263	.62	1.37
	6.0)	2.7)					
	7.0)*	3.2)*	310 204	140 706	180 079	.58	1.28
	20.0)	9.0)					
	Not Known	Not Known	<u>2 530</u>	<u>1 148</u>	<u>2 245</u>	.89	1.96
Sub-Total, Not Known, Mini			623 139	282 651	450 333	.72	1.59
<u>Not Known</u>							
	<u>(ounces)</u>	<u>(grams)</u>					
	3.5)	100)					
	6.2)	175)					
	7.0)*	200)*	3 574	1 621	3 733	1.04	2.30
	8.0)	227)					
	16.0)	454)					
	24.0)*	680)*	15 240	6 913	10 594	.70	1.53
	<u>(pounds)</u>	<u>(kilograms)</u>					
	7.0)	3.2)					
	8.0)	3.6)					
	12.0)*	5.4)*	16 610	7 534	11 582	.70	1.54
	20.0)	9.0)					
	35.0)	15.9)					
	Not Known	Not Known	<u>298 931</u>	<u>135 593</u>	<u>241 433</u>	.81	1.78
Sub-Total, Not Known			334 355	151 661	267 342	.80	1.76
Total, Not Known			1 076 274	488 190	837 158	.78	1.71
GRAND TOTAL, ALL TYPES			3 946 716	1 790 202	3 055 715	.77	1.71

* Aggregated in order to preserve confidentiality of Canadian importers.

IMPORTS OF PRETZELS
BY TYPE AND PROVINCE OF CONSIGNEE
JULY 1986 TO JUNE 1987

<u>Type of Pretzel</u>	<u>Quantity (kg)</u>	<u>Value (\$000)</u>	<u>PROVINCE OF CONSIGNEE</u>			
			<u>B.C.</u>	<u>Ontario</u>	<u>Québec</u>	<u>Other*</u>
			(- % of Quantity -)			
Sticks, Regular	628 559	1 026	29	30	30	11
Sticks, Thin	221 518	407	1	60	33	6
Sticks, Mini	44 378	64	74	26	-	-
Twists, Regular	263 886	516	33	45	3	19
Twists, Mini	105 659	142	10	70	20	-
Rings, Thin & Mini	38 012	64	-	48	52	-
Not Known, Thin	53 878	119	-	100	-	-
Not Known, Mini	282 651	450	38	23	-	39
Not Known	<u>151 661</u>	<u>267</u>	<u>6</u>	<u>59</u>	<u>20</u>	<u>15</u>
GRAND TOTAL	1 790 202	3 055	24	42	19	15

* Other consists of New Brunswick, Manitoba and Alberta

IMPORTS OF PRETZELS
BY PACKAGE SIZE AND PRICE RANGE
JULY 1986 TO JUNE 1987

Package Size		Quantity		Value	Price Range		
(Ounces)	(Grams)	(lb)	(kg)	(\$)	Low	High (\$ per kg)	Average
1.0)	28)						
1.2)	34)						
1.4)*	40)*	101 132	45 873	123 563	1.00	6.20	2.69
1.5)	42)						
3.5)	100)						
5.0)	142)						
5.3)	150)						
5.5)*	156)*	26 977	12 237	24 727	1.75	3.14	2.02
6.2)	175)						
7.0	200	1 262 162	572 507	1 044 618	1.26	5.12	1.77
7.25	206	8 633	3 916	9 791	1.48	2.89	2.50
7.5	213	9 324	4 229	10 224	1.43	2.80	2.42
7.75)	220)						
7.9)*	224)*	499 844	226 725	461 201	.97	2.51	2.03
8.0)	227)						
8.5	241	6 572	2 981	6 148	1.06	2.20	2.06
9.0	255	166 008	75 300	158 866	1.12	3.79	2.11
10.0)	283)						
10.5)*	300)*	170 986	77 558	159 231	1.74	2.20	2.05
12.0)	340)						
13.0)*	369)*	26 502	12 021	22 962	1.68	10.93	1.91
14.0)	397)						
16.0)	454)						
24.0)*	680)*	<u>35 168</u>	<u>15 952</u>	<u>28 375</u>	<u>1.19</u>	<u>5.80</u>	<u>1.78</u>
Total-Ounces & Grams		2 313 308	1 049 299	2 049 706	.97	10.93	1.95
<u>(Pounds)</u> <u>(Kilograms)</u>							
3)	1.4)						
4)*	1.8)*	77 662	35 227	64 057	1.50	10.10	1.82
5	2.3	273 965	124 268	165 363	.22	1.83	1.33
6	2.7	106 524	48 318	58 531	1.10	4.14	1.21
7	3.2	237 348	107 659	143 135	1.21	2.51	1.33
8)	3.6)						
10)*	4.5)*	50 078	22 715	24 142	.95	1.94	1.06
12)	5.4)						
20)	9.0)						
25)*	11.3)*	<u>454 935</u>	<u>206 355</u>	<u>251 201</u>	<u>1.04</u>	<u>4.12</u>	<u>1.22</u>
35)	15.9)						
Total-Pounds & Kilograms		1 200 512	544 543	706 429	.22	10.10	1.30
Not Known	Not Known	432 896	196 360	299 580	.77	8.71	1.53
GRAND TOTAL, ALL SIZES		3 946 716	1 790 202	3 055 715	.22	10.93	1.71

CANADIAN IMPORTERS

Consignees or importers of pretzels during the period July 1986 to June 1987 as indicated in this report, are listed below in alphabetical order. When 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.S. May & Co. Ltd.	Don Mills, Ont.
Allied Food Dist. Inc.	Montréal, Qué.
Alpha Basics Corp.	Markham, Ont.
Anderson Watts Ltd.	Burnaby, B.C.
Avondale Stores Ltd.	St. Catherines, Ont.
B.L. Marks Sales Co. Ltd.	Concord, Ont.
Bob Ushers Sales Ltd.	Downsview, Ont.
Empress Foods Ltd.	Richmond, B.C.
European Specialties Importers Ltd.	Vancouver, B.C.
Exclusive Candy & Novelty Distributing Ltd.	Toronto, Ont.
Frito-Lay Canada Ltd.	Kitchener, Ont.
Grafton Fraser Dist. Centre	Mississauga, Ont.
Hahamovitch Kosher Imports Inc.	Montréal, Qué.
Humpty Dumpty Foods Ltd.:	Burlington, Ont.
	Ottawa, Ont.
	St-Hubert, Qué.
	Hartland, N.B.
	Lachine, Qué.
	St-Romuald, Qué.
	Montréal, Qué.
Dom Foods Visa Inc.	
Intersave Buying & Merchandising (Div. of Loblaws Co. Ltd.)	Toronto, Ont.
Jelian Distributors Inc.	Downsview, Ont.
John L. Norget & Co. Ltd.	Winnipeg, Man.
Johnvince Foods Ltd.	Downsview, Ont.
KML Food & Confectionery Brokers Ltd.	Milton, Ont.
Kavanaugh Foods Ltd.	Coquitlam, B.C.
Kirkland & Rose Ltd.	Vancouver, B.C.
Knight Bros. Distributors Inc.	Winnipeg, Man.
Koffman Barenholtz Foods Ltd.	Concord, Ont.
Lifestream Natural Foods	Markham, Ont.
MacDonalds Consolidated Ltd.	Edmonton, Alta.
Maple Leaf Potato Chips (Div. of Humpty Dumpty Foods Ltd.)	Lachine, Qué.
Midlon Foods Inc.	St-Laurent, Qué.
Murphy Distributing Inc.	Brantford, Ont.
Nalleys Ltd.	New Westminster, B.C.
National Importers Canada Ltd.:	Brampton, Ont.
	North Vancouver, B.C.
National Spice Ltd.	Vancouver, B.C.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
Old Dutch Foods Ltd.:	Winnipeg, Man. Calgary, Alta. Burnaby, B.C. Toronto, Ont.
Oshawa Foods Ltd.	Peterborough, Ont.
Peterborough Wholesale Ltd.	Port Moody, B.C.
Rill Foods Services Ltd.	Concord, Ont.
S & F Food Importers (See 340532 Ontario Ltd.)	Vancouver, B.C.
Scott-Bathgate Ltd.	Burnaby, B.C.
Specialty Foods Ltd.	Woodbridge, Ont.
Supreme Foods (Ontario) Ltd.:	Weston, Ont.
Thomas J. Lipton Inc.:	New Westminster, B.C. Toronto, Ont.
U-Buy Discount Foods Ltd.	Hamilton, Ont.
Weidman Foods Inc.	Winnipeg, Man.
Western Foods (Div. of F.B.I. Brands Ltd.)	Coquitlam, B.C.

FOREIGN EXPORTERS TO CANADA

There were a total of 26 exporters to Canada of pretzels during the period July 1986 to June 1987. They are listed below in descending order of dollar value.

<u>Name</u>	<u>Address</u>		<u>Value of Imports</u> (\$000)
California Pretzel Co. Inc.	Visalia, CA	United States	1 160
Anderson Bakery Co. Inc.	Lancaster, PA	United States	978
Frito-Lay Inc.	Canton, OH	United States)	
	Allen Park, MI	United States)*	411
Keystone Pretzel Bakery Inc.	Lancaster, PA	United States)	
The Bachman Co.	Reading, PA	United States)	
Shultz Foods Co.	Hanover, PA	United States)*	239
Hultsch GmbH	Weilburg	Fed. Rep. of) Germany)	
Quinlan Pretzel Co.	Denver, PA	United States)*	138
Benzel Bretzel Bakery Inc.	Altoona, PA	United States)	
Triflo Wholesale	Buffalo, NY	United States	25
Danenberg Export (1971) Ltd.	Tel Aviv	Israel)	
Huober-Brezel GmbH	Erdmannhausen	Fed. Rep. of)* Germany)	50
Tzetzso Bros. Inc.	Buffalo, NY	United States	14
Paszesz Candy Co.	Brooklyn, NY	United States)	
Miller & Co.	Hamburg	Fed. Rep. of)* Germany)	19
Prepco	Commerce, CA	United States)	
Liebers Chocolate & Food)*	10
Products Co. Inc.	Brooklyn, NY	United States)	
I. Rokeach & Sons Inc.	Englewood Cliffs, NJ	United States)	
Kitov Products	Brooklyn, NY	United States)*	5
Madanim Chocolate & Biscuits Corp.	Brooklyn, NY	United States	2
Barbara's Bakery Inc.	Novato, CA	United States)	
Keebler Inc.	Batavia, NY	United States)	
Lieber's Kosher Food)*	4
Specialties	Brooklyn, NY	United States)	
Lantev Distributing Corp.	Brooklyn, NY	United States)	
Rill Foods Services Ltd.	Portland, OR	United States)*	1
Health Valley Natural Foods	Montebello, CA	United States)	
TOTAL			3 056

* Aggregated in order to preserve confidentiality of Canadian importers

CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the federal Department of Regional Industrial Expansion (DRIE). This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. 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 code.

064-55-10 Pretzels

<u>Name</u>	<u>Address</u>
Able Bagel Corp.	Coquitlam, B.C.
Boulangerie Centrale Inc.	La Sarre, Qué.
Carrie's Bakery Inc.	Winnipeg, Man.
General Foods Div. de Phillip Morris	Lasalle, Qué.
Guenter Engel's Bakeries Ltd.	Calgary, Alta.
Kavanaugh Foods Ltd.	Coquitlam, B.C.
Lange's Pastry Shop Ltd.	Winnipeg, Man.
Nabisco Brands Ltd./Nabisco Brands Ltée	Toronto, 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
Tel: (613) 954-5031 - Telex: 053-4123

CANADIAN AND FOREIGN TARIFFS

Pretzels 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 %
6610-1	Pretzels on and after January 1, 1987	Free	5.9	30	Free	5
		Free	5	30	Free	5

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Federal Republic of Germany and the United States

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Israel

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

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) 954-6947

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 pretzels during the period July 1986 to June 1987, as reported on documents analysed in this report, amounted to \$3 055 715.

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 explained as follows:

<u>Values Accounted For</u>	<u>Value</u> <u>(\$000)</u>
Documents referring to products which should have been classified elsewhere	499
Values reported by Statistics Canada but not included in this report (e.g. documents not available for processing)	121
Total values reported in this import analysis	<u>3 056</u>
Total values accounted for as above	3 676
Total values published by Statistics Canada	3 676

