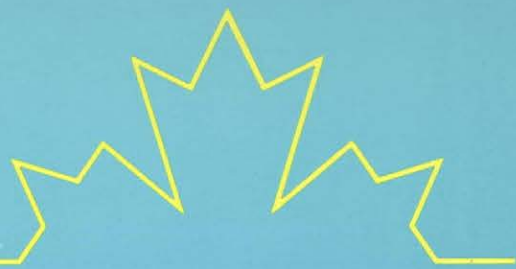


HF  
3221  
.I4  
no.  
88011-  
PM



# IMPORT ANALYSIS

## Market Research Support

PLASTIC SHEETS, REINFORCED

MARCH TO AUGUST 1987

Pub. No.: 88011-PM July 1988



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

I.D. 2662

DEPARTMENT OF REGIONAL  
INDUSTRIAL EXPANSION  
LIBRARY

SEP 13 1988

BIBLIOTHEQUE  
MINISTERE DE L'EXPANSION  
INDUSTRIELLE REGIONALE

PLASTIC SHEETS, REINFORCED

MARCH TO AUGUST 1987

Pub. No.: 88011-PM July 1988

**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) 954-3015

TABLE OF CONTENTS

	<u>PAGE</u>
I. INTRODUCTION AND SCOPE	4
II. ANALYSIS OF IMPORTS	4
III. CANADIAN PRODUCTION	5
 <u>APPENDICES</u>	
A IMPORTS OF PLASTIC SHEETS, REINFORCED, BY WIDTH AND LENGTH	6
B IMPORTS OF PLASTIC SHEETS, REINFORCED, BY PROVINCE OF CONSIGNEE	7
C CANADIAN IMPORTERS	8
D FOREIGN EXPORTERS TO CANADA	8
E CANADIAN SUPPLIERS	9
F CANADIAN AND FOREIGN TARIFFS	12

IMPORT ANALYSIS

PLASTIC SHEETS, REINFORCED

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 reinforced, plastic sheets is based on a detailed examination of Revenue Canada Customs imports documents for the period March to August 1987. The following Canadian International Trade Classification (C.I.T.C.) import commodity codes were analysed:

- 425-55-20 Sheets, Plastic, Glass Reinforced Polyester
- 425-55-40 Sheets, Plastic, Corrugated, Reinforced
- 425-55-90 Plastic Sheets, Reinforced, Except Laminated, Not Elsewhere Specified

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.

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

II. ANALYSIS OF IMPORTS

During the months of March to August 1987, imports of reinforced plastic sheets as analysed in this report totalled 2.6 million square feet for a value of \$1.9 million. The average unit price was \$0.72 per square foot.

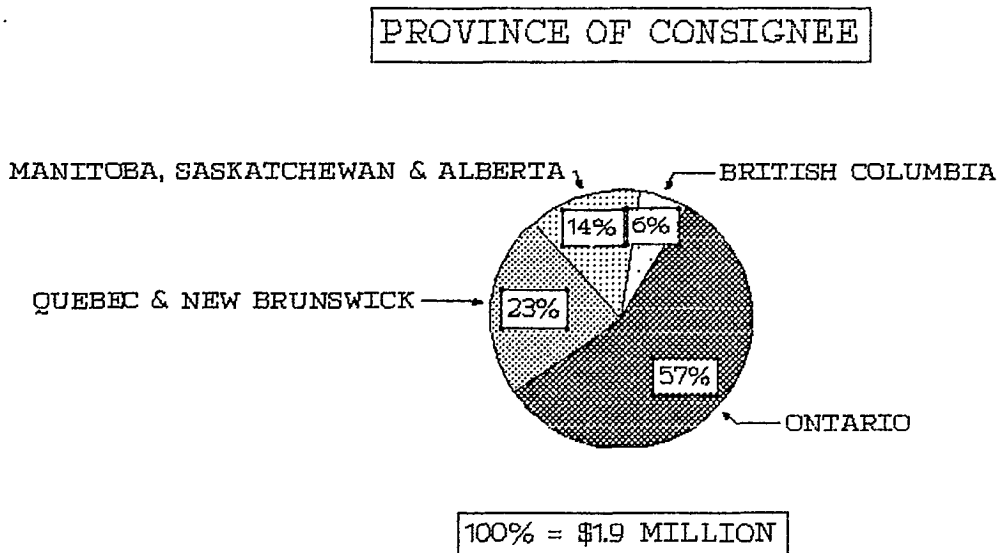
Reinforced plastic sheets having a width of 48 inches were dominant, accounting for 32 per cent of the total import quantity for a value of \$683 000 (37 per cent). The second largest category of imports was 94.5 to 102 inches in width with \$634 000 or 34 per cent of total imports. For further details, refer to Appendix A.

SUMMARY OF IMPORTS

<u>Width Range (inches)</u>	<u>Quantity (000 Sq. ft.)</u>	<u>%</u>	<u>Value (\$000)</u>	<u>%</u>
12 to 24	149	6	139	7
26 to 36	239	9	86	5
48	834	32	683	37
50.5 to 53.5	133	5	77	4
80 to 86.75	34	1	30	2
94.5 to 102	801	31	643	34
Not Known	409	16	210	11
Total	2 600	100	1 868	100

The United States and Japan were the sources of imports for reinforced plastic sheets. Individual statistics are not shown for reasons of confidentiality.

Ontario was the major province of consignee for the imports analysed. It accounted for \$1 060 000 or 57 per cent of the value of imports. Further details are shown in Appendix B.



There were 18 known consignees/importers of reinforced plastic sheets during the period March to August 1987. The principal 3 consignees/importers accounted for \$1.6 million or 87 per cent of the total dollar value of imports. All consignees/importers are listed in alphabetical order in Appendix C.

IMPORT MARKET CONCENTRATION  
MARCH TO AUGUST 1987

<u>Principal Consignees/Importers (By Value)</u>	<u>Cumulative Value</u>	<u>Cumulative % of Total Value</u>
3	1 624	87
6	1 767	95
10	1 820	97
All Consignees/ Importers (18)	1 868	100

III. CANADIAN PRODUCTION

Reinforced plastic sheets are manufactured in Canada. However, Statistics Canada does not provide separate data on these shipments.

APPENDIX A

IMPORTS OF PLASTIC SHEETS, REINFORCED  
BY WIDTH AND LENGTH  
MARCH TO AUGUST 1987

<u>Width</u> (in.)	<u>Length</u> (ft.)	<u>Quantity</u> (sq. ft.)	<u>Value</u> (\$)	<u>Average</u> <u>Unit Price</u> (\$/sq. ft.)
12 )	4**, 6 )			
16 )	45, 250 )			
18 )*	262, 272 )*	149 214	139 070	.93
24 )	500, 600 )			
26 )	6, 8**, 10** )			
32 )	12, 24, 50 )			
33.5 )*	600 )*	239 218	86 213	.36
36 )	)			
48 )	8,** 9, 10** )			
)	12, 15, 50, )			
)*	236, 250, 300 )*	834 326	683 167	.82
)	452, 500, 518 )			
)	600 )			
50.5 )	9, 10, 12 )			
51.33)	14**, 16**, 18 )			
52.75)*	21, 23, 24 )*	132 540	77 149	.58
53.5 )	44, 288, 518** )			
80 )	26, 28, 31 )			
81 )*	33, 465 )*	33 897	29 770	.88
86.75)	500**, 535 )			
94.5 )	)			
95.5 )	200, 206, 242 )			
96. )	250, 300, 325 )			
96.5 )*	419, 492, 500**)*	801 459	642 731	.80
98.5 )	518 )			
100 )	)			
102 )	)			
Not Known		<u>409 293</u>	<u>209 630</u>	<u>.51</u>
TOTAL		2 599 947	1 867 730	.72

\* Aggregated in order to preserve confidentiality of Canadian importers.

\*\* Lengths accounting for over half the imports of the respective widths.

IMPORTS OF PLASTIC SHEETS, REINFORCED  
BY PROVINCE OF CONSIGNEE  
MARCH TO AUGUST 1987

<u>Province</u>	<u>Quantity</u> (000 Sq. Ft.)	<u>Percentage</u> <u>of the Total</u> <u>Quantity</u>	<u>Value</u> (\$000)	<u>Percentage</u> <u>of the Total</u> <u>Value</u>
Ontario	1 308	50	1 060	57
Québec )				
New Brunswick )*	644	25	436	23
Manitoba )				
Saskatchewan )*	419	16	260	14
Alberta )				
British Columbia	<u>229</u>	<u>9</u>	<u>112</u>	<u>6</u>
Total	2 600	100	1 868	100

\* Aggregated in order to preserve the confidentiality of Canadian importers.



APPENDIX C

CANADIAN IMPORTERS

Consignees/importers of reinforced plastic sheets during the period March to August 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>
Acrylco Mfg. Ltd.	New Westminster, B.C.
Canassen Ltd.	Huron Park, Ont.
Crystaplex Plastics Ltd.:	Mississauga, Ont.
	Montréal, Qué.
	Moncton, N.B.
Expo Distributeurs Inc.	Pointe-Claire, Qué.
Farwest Chemical Inc.	Surrey, B.C.
Hawker Siddeley Canada Inc.	Rexdale, Ont.
Hunter's Manufacturing Ltd.	North Battleford, Sask.
Leask and Sons Mechanical Ltd.	Kelowna, B.C.
MacMillan Bloedel Ltd.:	Regina, Sask.
	Lachine, Qué.
	Vancouver, B.C.
Meteor Plywoods Ltd.	Mississauga, Ont.
Protective Plastics Ltd.	Scarborough, Ont.
R.V. Greenhouse Mfg. Ltd.	Vineland, Ont.
Sharp, Harry and Son Ltd.	Burnaby, B.C.
Steel Brothers Canada Ltd.	Calgary, Alta.
Triple E Canada Ltd.	Winkler, Man.
Valley Leisure Products Inc.	Summerland, B.C.
Westforms, Div. of Visscher Holding Ltd.	Sardis, B.C.
Zipperlock Industries Ltd.	Calgary, Alta.

APPENDIX D

FOREIGN EXPORTERS TO CANADA

There were a total of 6 exporters to Canada of reinforced plastic sheets, during the period March to August 1987. They are listed below in descending order of dollar value.

<u>Name</u>	<u>Address</u>	<u>Value of Imports</u> (\$000)
Dyrotech Industries Inc.	Joliet, IL      United States	793
Banpo Industries Ltd.	Osaka            Japan      )	
Filon, Div. of Standard Oil Co.	Covington, KY      United States )*	905
	Hawthorne, CA      United States )	
Sequentia Inc.	Kent, WA            United States )	
Lasco, Div. of Philips Industries	Florence, KY      United States )*	170
Glasteel Tennessee Inc.	Duarte, CA          United States )	

\* 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.

425-55-20 Plastic Sheets, Glass Reinforced Polyester

<u>Name</u>	<u>Address</u>
I.C.L. Engineering Ltd.	Richmond, B.C.

425-55-40 Sheets, Plastic, Corrugated, Reinforced

<u>Name</u>	<u>Address</u>
Peregrine Industries Ltd.	Vancouver, B.C.

425-55-90 Plastic Sheet, Reinforced, Exc. Lam., N.E.S.

<u>Name</u>	<u>Address</u>
* Bulldog Bag Ltd.	Richmond, B.C.
* Canbar Inc.	Waterloo, Ont.
* Chemacryl Plastics Ltd.	Rexdale, Ont.
Demco Roofing Systems Inc.	Tecumseh, Ont.
* Emballages Polystar Inc.	Montréal, Qué.
Feuilles de Plastique G.M.	Granby, Qué.
* Morval-Durofoam Ltd.	Kitchener, Ont.
Peregrine Industries Ltd.	Vancouver, B.C.
* Polyfilm Extrusions Ltd.	Montréal, Qué.
* Protective Plastics Ltd.	Scarborough, Ont.
* Recochem Inc.	Montréal, Qué.
Spencer-Lemaire Industries Ltd.	Edmonton, Alta.
* W/S Group Inc.	Markham, 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.

Sheets, Plastic

<u>Name</u>	<u>Address</u>
Able Gasket and Materials Limited	Concord, Ont.
Acrylco Mfg. Ltd.	New Westminster, B.C.
Atlantic Packaging Products Ltd.	Scarborough, Ont.
B & C Packagings Limited	St-Laurent, Qué.
* C.I.L. Inc.	North York, Ont.
Cadillac Plastic, Div. of Day International (Canada) Limited	Rexdale, Ont.
* Canadian General Tower Limited	Cambridge, Ont.
Caristrap International Inc.	Laval, Qué.
Carlew Inc.	Lasalle, Qué.
Cascades Inc.	Kingsey Falls, Qué.
Chemacryl Plastics Limited	Rexdale, Ont.
Cinran Plastics Inc.	London, Ont.
Compass Plastics Limited	Downsview, Ont.
Consumers Packaging Inc.	Etobicoke, Ont.
Crystaplex Plastics Ltd.	Mississauga, Ont.
Custom Concerters-Printers Limited	Mississauga, Ont.
Dynamic Thermoplastics Inc.	Mississauga, Ont.
* Enflo Canada Ltd.	Grand Falls, N.B.
* Engineered Plastics Corporation	Mississauga, Ont.
Farnell-Packaging Limited	Dartmouth, N.S.
* Feuilles de Plastique G.M., Division de Groupe Hamelin Inc.	Granby, Qué.
Flexo Converters Inc.	Concord, Ont.
* Formica Canada Inc.	Mississauga, Ont.
Frontenac Packaging Ltd.	Perth, Ont.
Gemex (Granby) Inc.	Granby, Qué.
Genesta Manufacturing, Division of Pavaco Plastics Inc.	Guelph, Ont.
* Graham Products Limited	Inglewood, Ont.
Hi-Tech Fibre	Winnipeg, Man.
K-S-H Canada Inc.	Mississauga, Ont.
Medallion Plastics Limited	Burlington, Ont.
Miller Plastics Ltd.	Toronto, Ont.
Modern Wrapping Limited	Rexdale, Ont.
* Plastalene Corporation Ltd.	Granby, Qué.
Plastics Maritime Ltd.	Halifax, N.S.
* Poly-Cello, Div. of EPC Industries Limited	Amherst, N.S.
Polyply (Canada) Limited	Ajax, Ont.
Polyson Polyethylene Products 1986 Ltd.	Scarborough, Ont.
Port Royal Packaging (1983) Inc.	Laval, Qué.
Protective Plastics Limited	Scarborough, Ont.
Regency Plastics Company Ltd.	Downsview, Ont.
* Rohm and Haas Canada Inc.	West Hill, Ont.

CANADIAN TRADE INDEX (CONT'D)

Sheets, Plastic

<u>Name</u>	<u>Address</u>
Salerno Transparent Paper Bag Ltd.	Chateauguay, Qué.
Stanley Manufacturing Company Ltd.	Toronto, Ont.
Syncon Products	Cannington, Ont.
Union Carbide Canada Limited	Toronto, Ont.
Vacform Plastics Ltd.	Brantford, Ont.
Vancouver Bookbinding Ltd.	Vancouver, B.C.
Zeus Manufacturing Limited	Toronto, 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

Plastic sheets, reinforced, 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 %	
93901-81	Plates, sheets, film, sheeting, strip; lay-flat or other tubing, blocks, bars, rods, sticks, non-textile monofilament and other profile shapes imported in lengths, all produced in uniform cross-section	1987	13.5	13.5	25	9	13.5

Tariff Arrangements and Foreign Countries of Export:

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Japan and the United States

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

TARIFF PROGRAMS  
REVENUE CANADA  
CUSTOMS AND EXCISE  
OTTAWA, ONTARIO  
K1A 0L5  
TEL: (613) 954-6903

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

