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Government
of Canada

Gouvernement
du Canada

Industry, Trade
and Commerce

Industrie
et Commerce

Import Analysis

Analyse des importations

Pub. No. 00582 - B

I.D. 12230

June 9, 1982

ANALYSIS OF
SHELL AND TUBE TYPE HEAT EXCHANGERS

JANUARY TO DECEMBER 1981

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Canada

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- REFERENCES: (1) Customs Tariff: Items 42700-1, 44603-1,
49210-1, 49211-1 &
84900-1
- (2) Canadian International Trade Classification
(Cat. #65-502E, Statistics Canada)
- (3) Imports by Commodities
Cat. #65-007, Statistics Canada
Commodity Codes 509-40

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed analysis of imports of shell and tube type heat exchangers with a shell diameter of 25 inches and over during the period January to December 1981. These products are normally included in Statistics Canada Import Commodity Code 509-40 (15) "Heat exchangers, shell and tube type, industrial".

SECTION II

CANADIAN PRODUCTION

According to departmental sources, shell and tube type heat exchangers are manufactured in Canada, however, Statistics Canada does not provide data on production or shipments due to confidentiality restrictions.

SECTION III

ANALYSIS OF IMPORTS

Imports of shell and tube type heat exchangers during the period January to December 1981 amounted to 60 valued at \$10,568,592. United States was the major country of export accounting for 46 per cent of the total value.

Full details of the analysis are provided in the following table.

IMPORTS OF SHELL AND TUBE TYPE HEAT EXCHANGERS

JANUARY TO DECEMBER 1981

<u>Item</u>	<u>Quantity</u> (No.)	<u>Value</u> (\$)	<u>COUNTRY OF ORIGIN</u>			<u>PROVINCE OF ENTRY</u>				
			<u>Italy</u> (% of Value)	<u>Japan</u> (% of Value)	<u>U.S.A.</u> (% of Value)	<u>N.B.</u>	<u>Que.</u> (% of Value)	<u>Ont.</u>	<u>Alta</u>	<u>B.C.</u>
Shell and Tube Type Heat Exchangers, 25" and over Shell Diameter	60	10,568,592	16	38	46	16	3	14	29	38

IMPORT MARKET CONCENTRATION

SHELL AND TUBE TYPE HEAT EXCHANGERS

JANUARY TO DECEMBER 1981

Market Shares

Top 3 Importers
(% of Value)

74

Top 5 Importers
(% of Value)

87

NOTE: Dollar value shown is based on selling price F.O.B. plant, in Canadian dollars.

SECTION IV

FOREIGN EXPORTERS TO CANADA

Exporters of Shell and Tube Type Heat Exchangers to Canada for the period January to December, 1981 as analyzed in Section III, in descending order of value are as follows:

<u>NAME</u>	<u>ADDRESS</u>	
Mitsui and Co. Ltd.	Tokyo	Japan
Industrial Fabricating Co.	Tulsa, OK	U.S.A.
Industrie Meccaniche di Bagnolo	Bagnolo, Gremsco	Italy
Western Supply Div. Therma Technology Inc.	Tulsa, OK	U.S.A.
Deka Co.	Livingston, NJ	U.S.A.
Astro Metallurgical Corp.	Wooster, OH	U.S.A.
Engineers Fabricators Co.	Houston, TX	U.S.A.
The Carborundum Co.	Solon, OH	U.S.A.
Kennecott Corp.	Solon, OH	U.S.A.
Slagle Mfg. Corp.	Tulsa, OK	U.S.A.
Futura Metal Technology	Westlake Village, CA	U.S.A.
Strathers Wells Corp.	Warren, PE	U.S.A.
Deltak Corp.	Minneapolis, MN	U.S.A.

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

Shell and tube type heat exchangers included in this analysis were dutiable under the following most commonly applied tariff items.

<u>Tariff Item</u>	<u>Description</u>	<u>British Preferential Tariff</u>	<u>Most Favoured Nation Tariff</u>	<u>General Tariff</u>	<u>General Preferential Tariff</u>	<u>U.K. & Ireland</u>
42700-1	Machines, n.o.p., and accessories, attachments, control equipment and tools for use therewith; parts of the foregoing . . .	2.5%	13.6%	35%	2.5%	8.5 %
44603-1	Manufacture, articles or wares, of iron or steel or of which iron or steel or both are the component materials of chief value, n.o.p. Machinery and apparatus for use in the distillation or recovery of products from natural gas:	10%	15.7%	35%	10%	10.2%
49210-1	Of a class or kind made in Canada; parts thereof . . .	5%	13.6%	25%	5%	9.2%
49211-1	Of a class or kind not made in Canada; parts thereof . . .	Free	Free	Free	Free	Free
84900-1	Goods which enter into the cost of manufacture of fertilizers when imported for use exclusively in the manufacture of fertilizers.	Free	Free	Free	Free	Free

Tariff items and rates of duty are subject to change, and need to be verified by direct reference to:

Customs Programs Branch, Secretariat
Department of National Revenue
Customs and Excise
Ottawa, Ontario
K1A 0L5

FOREIGN COUNTRIES

Inquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

International Bureaux
Department of Industry, Trade and Commerce
Ottawa, Ontario
K1A 0H5