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ANALYSIS OF

ACOUSTIC CEILING TILES AND PANELS

JULY TO DECEMBER 1982

Further information available from Import Analysis, Market
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- REFERENCES:
- (1) Customs Tariff: Items 19200-1,
28410-1 & 71100-1
 - (2) Canadian International Trade
Classification (Cat. #65-502E,
Statistics Canada)
 - (3) Imports by Commodities
(Cat. #65-007, Statistics Canada)
Commodity Codes 494-07 & 494-09

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of acoustic ceiling tiles and panels included in Statistics Canada's import commodity codes 494-07 "Mineral acoustic ceiling tiles and panels" and 494-09 "Acoustic and ceiling tiles and panels, not elsewhere specified". It covers these imports during the period from July 1982 to December 1982.

SECTION II

RECONCILIATION

The value reported in this 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 (Value for duty purpose)	147
Documents not available for analysis (Value for duty purpose)	213
Freight charges included in certain shipments	194
Difference in definition of values (Import Analysis uses selling price F.O.B. Statistics Canada values are for Customs duty purposes)	145
Total values analyzed in this report	<u>6,349</u>
Total values accounted for as above	7,048
Total values published by Statistics Canada	6,936

NOTE: Statistics Canada's figures are subject to revision; changes will be reflected in the normal way: i.e., "pink sheets", which are located in the front section of Catalogue #65-007

SECTION III

ANALYSIS OF IMPORTS

Imports of acoustic ceiling tiles and panels during the period July 1982 to December 1982 were valued at \$6,348,647. All ceiling tiles and panels imported originated in the United States.

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

NOTES: N.F.I. - Not further identified.

* - Less than one per cent.

All percentage figures are rounded.

(1) - Confidential

(2) - Import Concentration, Market Shares (see Table 2).

(3) - Transactions between Affiliated Companies, Distributors and Others (such as Contractors and Applicators); see Table 1.

(4) - Used in mobile homes.

(5) - Aggregated due to confidentiality.

All dollar values shown, other than fair market value, are based on selling price F.O.B. plant, in Canadian dollars.

TABLE 1

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JULY TO DECEMBER 1982

Type	Size (in.)	Unit Price Range (Based on S.P.) (cents/sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (% of quantity)	TRANSPORTATION		TRANSACTIONS (3)			
							Rail	Truck	Affil.	Dist.	Other	
							(% of quantity)		(% of quantity)			
Mineral	1/2 x 6-11/16 x 48)	(5)										
	1/2 x 24 x 48	47 to 120	10,160	7,391	7,391		-	100	-	61	39	
	1/2 x 12 x 12	34 to 44	16,680	6,917	7,446		54	46				
		46 to 50	56,160	26,989	31,089		100	-				
		51 to 53	56,160	29,164	30,755		82	18				
		55 to 107	<u>15,456</u>	<u>10,812</u>	<u>10,812</u>		-	<u>100</u>				
			144,456	73,882	80,102		77	23		100	-	
	5/8 x 12 x 12	35 to 44	22,920	9,495	9,998		74	26				
		45 to 49	52,376	24,559	27,128		35	65				
		50 to 54	109,800	57,267	58,569		17	83				
		55 to 59	77,440	43,051	43,408		-	100				
		60 to 74	7,716	4,836	4,861		61	39				
		75 to 282	<u>8,880</u>	<u>12,683</u>	<u>12,683</u>		<u>23</u>	<u>77</u>				
			279,132	151,891	156,647		21	79		26	71	3
	5/8 x 20 x 60	25 to 34	343,516	95,982	99,375		12	88				
		35 to 38	<u>179,048</u>	<u>63,572</u>	<u>63,718</u>		-	<u>100</u>				
			522,564	159,554	163,093	18	7	93		17	83	-
	5/8 x 24 x 24	24 & 25	46,272	11,123	11,282		6	94				
		26 to 29	99,616	26,196	26,126		-	100				
		30 to 34	134,608	44,119	45,336		54	46				
		35 to 39	142,608	53,563	56,167		36	64				
		40 to 44	19,256	7,971	8,347		58	42				
		45 to 49	36,536	16,892	17,713		27	73				
		50 to 53	6,592	3,414	3,484		-	100				
		78 to 91	<u>12,336</u>	<u>10,698</u>	<u>10,698</u>		<u>2</u>	<u>98</u>				
			497,824	173,986	179,153		30	70		4	93	3

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JULY TO DECEMBER 1982

Type	Size (in.)	Unit Price Range (Based on S.P.) (cents/sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (% of quantity)	TRANSPORTATION		TRANSACTIONS (3)		
							Rail	Truck	Affil.	Dist.	Other
							(% of quantity)	(% of quantity)			
Mineral(Cont'd)	5/8 x 24 x 48	19 to 24	4,318,440	974,439	1,009,772		32	68			
		25 to 29	3,637,451	948,773	969,720		31	69			
		30 to 34	1,425,494	440,750	440,737		25	75			
		35 to 39	175,440	64,571	63,852		84	16			
		40 to 44	115,728	47,466	51,241		65	35			
		45 to 49	46,352	21,395	21,420		78	22			
		50 to 54	40,320	21,276	21,276		69	31			
		55 to 59	40,960	23,481	23,481		20	80			
		60 to 69	9,920	6,103	6,103		-	100			
		70 to 79	129,944	98,652	98,652		15	85			
		80 to 84	30,464	24,571	24,571		54	46			
		85 to 89	60,352	52,894	52,894		58	42			
		90 to 94	71,768	64,992	64,992		44	56			
		95 & over	14,368	17,981	18,065		16	84			
		10,117,001	2,807,344	2,866,776	*	32	68	7	90	3	
	5/8 x 24 x 60	20 to 24	263,100	57,877	62,506		49	51			
		25 to 29	471,191	120,295	120,404		15	85			
		30 to 42	57,280	21,125	21,125		-	100			
			791,571	199,297	204,035		25	75	1	98	1
	5/8 x 30 x 60	23 to 30	147,450	40,679	40,679		-	100			
		36 to 95	686,385	415,095	420,666		5	95			
		833,835	455,774	461,345		82	4	96	81	18	*

TABLE 1 (Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JULY TO DECEMBER 1982

Type	Size (in.)	Unit Price Range (Based on S.P.) (cents/sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	TRANSPORTATION		TRANSACTIONS (3)				
						Cut to Size (% of quantity)	Rail Truck (% of quantity)	Affil.	Dist.	Other (% of quantity)		
Mineral(Cont'd)	3/4 x 12 x 12	56 to 66	22,596	13,533	13,533		4	96				
		71 to 79	20,520	15,204	15,455		40	60				
		80 to 84	20,572	16,939	17,438		66	34				
		85 to 89	13,084	11,415	10,033		11	89				
		90 to 94	112,928	103,024	103,116		4	96				
		95 to 128	13,776	14,637	14,649		42	58				
			203,476	174,752	174,224		17	83	15	82	3	
		3/4 x 12 x 24	75 to 97	14,680	12,749	12,749		23	77	83	-	17
		3/4 x 20 x 60	39 to 47	41,868	17,961	18,101		40	60	-	100	-
		3/4 x 24 x 24	47 to 59	32,160	18,322	19,135		-	100			
			60 to 64	248,532	155,410	155,451		20	80			
			65 to 69	37,572	25,103	25,103		26	74			
			70 to 74	56,368	40,099	40,099		45	55			
			75 to 79	45,480	35,516	35,596		-	100			
			80 to 84	41,024	33,307	33,588		47	53			
			85 to 89	12,840	11,068	11,159		1	99			
			90 to 94	31,582	29,052	29,184		1	99			
			95 to 104	21,984	21,616	21,616		-	100			
			105 to 114	7,024	7,568	7,568		38	62			
	115 to 119	9,064	10,529	10,529		75	25					
	173 to 190	2,984	5,443	5,443		51	49					
	211 to 395	888	3,017	3,033		5	95					
			547,502	396,050	397,504		22	78	10	88	2	

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELSJULY TO DECEMBER 1982

<u>Type</u>	<u>Size</u> (in.)	<u>Unit Price</u> <u>Range</u> (Based on S.P.) (cents/sq.ft.)	<u>Quantity</u> (sq.ft.)	<u>Selling</u> <u>Price</u> (<u>\$</u>)	<u>Fair Market</u> <u>Value</u> (<u>\$</u>)	<u>Cut to Size</u> (% of quantity)	<u>TRANSPORTATION</u>		<u>TRANSACTIONS (3)</u>		
							<u>Rail</u> (% of quantity)	<u>Truck</u> (% of quantity)	<u>Affil.</u> (% of quantity)	<u>Dist.</u> (% of quantity)	<u>Other</u> (% of quantity)
Mineral(Cont'd)	3/4 x 24 x 48	39 to 44	93,488	39,732	39,732		38	62			
		45 to 49	37,360	17,879	17,879		2	98			
		50 & 51	14,800	7,436	7,436		6	94			
		55 to 59	41,336	22,994	23,013		4	96			
		60 to 64	53,312	33,291	33,291		18	82			
		65 to 69	25,856	17,058	17,065		68	32			
		72 to 79	65,097	48,217	48,747		3	97			
	80 to 90	8,720	7,082	7,082		-	100				
			339,969	193,689	194,245	7	20	80	8	84	8
	7/8 x 24 x 24	371 to 393	8,005	30,424	30,424		43	57			
		395 to 398	4,520	17,915	17,915		74	26			
		401 to 438	4,410	18,234	18,234		10	90			
			16,935	66,573	66,573		43	57	-	100	-
N.F.I.			419,815	168,290	169,720	23					
	<u>Size</u> (mm)										
Mineral	16 x 600 x 1200	19 to 24	92,529	19,504	22,648		73	27			
		25 to 29	620,696	166,072	195,175		99	1			
		30 to 34	323,319	107,442	108,146		85	15			
		35 to 44	101,133	41,192	45,904		56	44			
		45 to 69	81,609	44,905	46,576		53	47			
		72 to 170	25,074	19,371	19,418		82	18			
				1,244,360	398,486	437,867	21	87	13	-	87

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELSJULY TO DECEMBER 1982

<u>Type</u>	<u>Size</u> (mm)	<u>Unit Price</u> <u>Range</u> (Based on S.P.) (cents/sq.ft.)	<u>Quantity</u> (sq.ft.)	<u>Selling</u> <u>Price</u> ($\$$)	<u>Fair Market</u> <u>Value</u> ($\$$)	<u>TRANSPORTATION</u>		<u>TRANSACTIONS (3)</u>		
						<u>Cut to Size</u> (% of quantity)	<u>Rail Truck</u> (% of quantity)	<u>Affil.</u>	<u>Dist.</u>	<u>Other</u> (% of quantity)
Mineral(Cont'd)	16 x 300 x 300)									
	16 x 500 x 1500)	(5)								
	16 x 600 x 600)	23 to 69	431,384	164,974	165,362	15	7	93	47	53
	16 x 750 x 1500)									
	19 x 600 x 600)									
	16 x 600 x 1500	23 to 101	288,906	94,777	103,873		59	41	-	100
	N.F.I.		33,897	26,747	27,154					
	<u>Size</u> (in.)									
Mineral/Fibre (4)	1 x 23-3/4 x 23-3/4 to 144)									
	1 x 24 x 24 to 109)									
	1 x 47-3/4 x 96 to 144)									
	1 x 48 x 72)									
	1-1/2 x 48 x 109)									
	2 x 23-3/4 x 23-3/4)									
	2 x 31-1/4 x 72 to 103)	(5)								
	2 x 47-3/4 x 60)	56 to 194	120,615	103,790	103,790		-	100	7	91
	2-1/2 x 23-3/4 x 47-3/4)									
	2-1/2 x 30-3/4x118 to 130)									
	3 x 23-3/4 x 47-3/4 to 96)									
	3 x 30-3/4x120 to 152-3/4)									
	3 x 31-1/4 x 95-1/2 to 170)									
	3 x 46-1/2 x 94-7/8 to 108)									

TABLE 1

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELSJULY TO DECEMBER 1982

Type	Size (in.)	Unit Price Range (Based on S.P.) (cents/sq.ft.)	Quantity (sq.ft.)	Selling Price (\$)	Fair Market Value (\$)	Cut to Size (% of quantity)	TRANSPORTATION		TRANSACTIONS (3)		
							Rail	Truck	Affil.	Dist.	Other
							(% of quantity)	(% of quantity)	(% of quantity)	(% of quantity)	(% of quantity)
Fibreglass	1 x 24 x 48	127 to 211	5,432	7,425	7,425		38	62	-	100	-
	1-1/2 x 12 x 12)										
	1-1/2 x 24 x 24)	(5)									
	1-1/2 x 24 x 48)	39 to 216	14,043	13,987	13,987		12	88	56	38	6
	1-1/2 x 60 x 60)										
	N.F.I.		35,331	39,616	39,616						
Gypsum	1/2 x 24 x 48	30 to 39	80,888	25,375	25,375		-	100	2	27	71
	N.F.I.		38,402	19,958	19,958						
Wood Fibre (4)	1/2x48x118 to 164	19 to 28	650,591	128,900	128,900		69	31	-	73	27
	1/2x48x165 to 192	19 to 22	494,112	102,032	102,032		10	90	-	100	-
	N.F.I.		30,064	26,831	26,831						
Wall Panels, Acoustic	N.F.I.	34 to 474	32,525	87,426	87,426		34	66	6	63	30
N.F.I.			190,682	49,140	53,074						
GRAND TOTAL			18,472,020	6,348,647	6,474,328						

TABLE 2
IMPORTS OF ACOUSTIC CEILING TILES AND PANELS
JULY TO DECEMBER 1982

Type	Size (in.)	Quantity (sq.ft.)	REGION OF ENTRY										MONTH OF ENTRY						
			West of Ontario					Ontario		East of Ontario			1 9 8 2						
			BC	Alta	Sask	Man	(2) Top 3 Firms % of	Ont	(2) Top 3 Firms quantity	Que	NB	NS	(2) Top 3 Firms	Jul	Aug	Sep	Oct	Nov	Dec
(- % of quantity -)																			
Mineral	1/2 x 6-11/16 x 48)	(5)																	
	1/2 x 24 x 48)	10,160	-	-	-	10	(1)	90	(1)	-	-	-	-	-	16	31	43	10	
	1/2 x 12 x 12	144,456	20	21	11	1	88	38	98	2	-	7	(1)	6	20	10	32	15	17
	5/8 x 12 x 12	279,132	4	8	3	2	71	72	98	9	-	3	76	26	35	15	9	9	5
	5/8 x 20 x 60	522,564	-	-	-	-	-	97	46	3	-	-	(1)	3	-	16	17	14	50
	5/8 x 24 x 24	497,824	10	17	2	*	83	41	84	29	-	1	73	15	16	21	9	19	21
	5/8 x 24 x 48	10,117,001	12	15	3	1	63	50	82	17	-	2	46	14	22	17	12	17	18
	5/8 x 24 x 60	791,571	8	9	*	1	73	67	65	6	-	9	95	6	12	17	46	15	5
	5/8 x 30 x 60	833,835	*	-	-	*	*	99	100	-	-	-	-	*	3	4	21	64	8
	3/4 x 12 x 12	203,476	13	5	-	-	92	43	74	39	-	1	99	6	7	8	2	36	40
	3/4 x 12 x 24	14,680	23	-	-	-	(1)	77	100	-	-	-	-	-	-	66	2	23	9
	3/4 x 20 x 60	41,868	-	-	-	9	(1)	60	(1)	31	-	-	(1)	-	33	67	-	-	-
	3/4 x 24 x 24	547,502	5	10	11	3	87	50	73	20	-	1	66	16	10	16	19	18	21
	3/4 x 24 x 48	339,969	2	12	-	2	97	42	76	42	-	*	95	16	32	18	10	4	21
	7/8 x 24 x 24	16,935	24	12	-	7	100	23	2	30	-	3	90	24	41	14	-	9	11

TABLE 2 (Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELS

JULY TO DECEMBER 1982

Type	Size (mm)	Quantity (sq.ft.)	REGION OF ENTRY										MONTH OF ENTRY						
			West of Ontario					Ontario		East of Ontario									
			BC	Alta	Sask	Man	(2) Top 3 Firms % of	Ont	(2) Top 3 Firms quantity	Que	NB	NS	(2) Top 3 Firms	Jul	Aug	Sep	Oct	Nov	Dec
										1 9 8 2									
										(- % of quantity -)									
Mineral	16 x 600 x 1200	1,244,360	-	60	-	7	73	10	(1)	22	-	1	97	23	2	7	12	20	37
	16 x 300 x 300) 16 x 500 x 1500) 16 x 600 x 600) 16 x 750 x 1500) 19 x 600 x 600)	431,384	(5)	-	69	-	-	(1)	31	(1)	-	-	-	-	-	-	-	87	13
	16 x 600 x 1500	288,906	-	94	-	-	100	-	-	6	-	-	(1)	-	4	22	18	47	9
Mineral/Fibre (4)	1x23-3/4x23-3/4 to 144) 1 x 24 x 24 to 109) 1 x 47-3/4 x 96 to 144) 1 x 48 x 72) 1-1/2 x 48 x 109) 2 x 23-3/4 x 23-3/4) 2 x 31-1/4 x 72 to 103) 2 x 47-3/4 x 60) 2-1/2x23-3/4x47-3/4) 2-1/2x30-3/4x118 to 130) 3x23-3/4x47-3/4 to 96) 3x30-3/4x120 to 152-3/4) 3x31-1/4x95-1/2 to 170) 3x46-1/2x94-7/8 to 108)	120,615	(5)	4	-	-	-	(1)	96	(1)	-	-	-	30	38	4	8	6	13

TABLE 2

(Continued)

IMPORTS OF ACOUSTIC CEILING TILES AND PANELSJULY TO DECEMBER 1982

<u>Type</u>	<u>Size</u> (in.)	<u>Quantity</u> (sq.ft.)	<u>REGION OF ENTRY</u>											<u>MONTH OF ENTRY</u>					
			<u>West of Ontario</u>					<u>Ontario</u>		<u>East of Ontario</u>				<u>1</u>	<u>9</u>	<u>8</u>	<u>2</u>		
			<u>BC</u>	<u>Alta</u>	<u>Sask</u>	<u>Man</u>	<u>(2)</u> <u>Top 3</u> <u>Firms</u> <u>% of</u>	<u>Ont</u>	<u>(2)</u> <u>Top 3</u> <u>Firms</u> <u>quantity</u>	<u>Que</u>	<u>NB</u>	<u>NS</u>	<u>(2)</u> <u>Top 3</u> <u>Firms</u>	<u>Jul</u>	<u>Aug</u>	<u>Sep</u>	<u>Oct</u>	<u>Nov</u>	<u>Dec</u>
Fibreglass	1 x 24 x 48	5,432	-	34	4	-	(1)	51	(1)	12	-	-	(1)	-	11	40	-	4	46
	1-1/2 x 12 x 12)																		
	1-1/2 x 24 x 24)	(5)																	
	1-1/2 x 24 x 48)	14,043	1	5	7	-	100	10	(1)	76	-	-	100	1	-	5	*	7	87
	1-1/2 x 60 x 60)																		
Gypsum	1/2 x 24 x 48	80,888	14	-	-	-	(1)	40	(1)	46	-	-	(1)	-	47	28	-	25	-
Wood Fibre (4)	1/2 x 48 x 118 to 164	650,591	56	25	-	-	98	14	(1)	4	-	-	(1)	49	6	8	-	28	10
	1/2 x 48 x 165 to 192	494,112	63	8	-	-	(1)	-	-	29	-	-	(1)	11	21	16	12	13	26
Wall Panels	N.F.I.	32,525	1	12	11	10	71	42	100	20	2	2	86	6	13	9	6	36	29

SECTION IV

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of products shown in Section III of this report with total analyzed shipments of \$58,000 and over are listed below. These dollar values accounted for 94 per cent of the total analyzed value of \$6,348,647.

<u>UNITED STATES</u>		<u>Value</u> <u>(\$,000)</u>
Armstrong World Industries Inc.	Lancaster, PA	3,845
Jim Walter Int'l Sales/Celotex Corp.	Lance, MI)	
	Lagra, ID)	
	Tampa, FL)	1,148
	Pittson, PA)	
United States Gypsum Co.	Greenville, MS)	
	Chicago, Il)	493
Grefco Inc. (Bldg Product Div.)	Los Angeles, CA	209
Tectum Inc.	Newark, OH	95
Acoustiflex Corp.	Hagerstown, MD	79
Conwed Corp.	Cloquet, MI	68
Interior Building Supply Int'l	Detroit, MI	<u>58</u>
		5,995

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

Acoustic ceiling tiles and panels 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>
	Tarred paper and prepared roofings (including shingles), fibreboard, strawboard, sheathing and insulation, manufactured wholly or in part of vegetable fibres, n.o.p.; blotting paper, not printed nor illustrated:					
19200-1	Other than the following. 1982	12.8%	12.8%	35%	8.5%	12.8%
28410-1	Gypsum Tiles..... 1982	12.8%	12.8%	25%	8.5%	12.8%
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..... 1982	14.8%	14.8%	25%	9.5%	14.8%

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

Customs Programs Branch
Department of Revenue Canada
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 External Affairs Canada
Ottawa, Ontario
K1A 0G2