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ANALYSIS OF
LAMINATED INSULATION FOIL

JUNE 1981 TO MAY 1982

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Canada

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- REFERENCES:
- (1) Customs Tariff: Items 35306-1
& 35400-1
 - (2) Canadian International Trade
Classification (Cat. #65-502E,
Statistics Canada)
 - (3) Imports by Commodities
(Cat. #65-007, Statistics Canada)
Commodity Code 469-04

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed examination of documents covering imports of laminated insulation foil during the twelve month period June 1981 to May 1982. This product is included in Statistics Canada Import Commodity Code 469-04 "Converted aluminum foil".

SECTION II

CANADIAN PRODUCTION

According to industry sources, laminated insulation foil is manufactured in Canada; however, Statistics Canada does not provide separate data on production or shipments by Canadian manufacturers.

SECTION III

ANALYSIS OF IMPORTS

Imports of laminated insulation foil during the period June 1981 to May 1982 amounted to \$3,177,406.

Almost all shipments (approximately 99%) included in this analysis are apparently, in Statistics Canada terminology, "arms-length transactions".

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

IMPORTS OF LAMINATED INSULATION FOIL

JUNE 1981 TO MAY 1982

Price per 1,000 Sq.Ft. (\$)	Quantity		Value (\$)	REGION OF ENTRY			Import Market Concentration Market Shares		
	(1b.)	(000's Sq.Ft.)		West of Ontario (- % of Value -)	Ontario	East of Ontario	Top 3 Importers (- % of Value -)	Top 5 Importers	Top 10 Importers
Up to 30	106,730	3,719	88,108	-	95	5			
Over 30 to 40	72,720	3,133	113,630						
	-	1,272	45,121						
		<u>4,405</u>	<u>158,751</u>	24	50	26			
Over 40 to 50	424,998	14,629	652,595						
	-	5,625	247,568						
		<u>20,254</u>	<u>900,163</u>	60	27	13			
Over 50 to 80	568,039	18,084	1,232,781						
	-	1,867	137,638						
		<u>19,951</u>	<u>1,370,419</u>	35	45	20			
Over 80 to 90	149,550	4,579	383,303						
	-	703	59,766						
		<u>5,282</u>	<u>443,069</u>	24	70	6			
Over 90	6,591	239	23,883						
	-	431	42,946						
		<u>670</u>	<u>66,829</u>						
-	87,954	-	150,067	10*	34*	56*			
			<u>3,177,406</u>	<u>37</u>	<u>44</u>	<u>19</u>	<u>55</u>	<u>70</u>	<u>85</u>

NOTES: *Aggregated in order to preserve confidentiality.

Dollar values shown are based on selling price F.O.B. plant, in Canadian dollars.

SECTION IV

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of products shown in Section III are listed below. They accounted for 94 per cent of the total value shown in Section III.

<u>UNITED STATES</u>		<u>Value</u> <u>(\$,000)</u>
Compac Corp.	Netcong, NJ	943
Lamtec Corp.	Danville, NJ	778
Lamotite Products	Cleveland, OH	590
Alpha Associates Inc.	Woodbridge, NJ	300
Stauffer Chemical Co.	Anderson, SC	206
Denny Corp.	Caldwell, OH	<u>170</u>
		2,986

SECTION V

CANADIAN AND FOREIGN TARIFFS

CANADA

During the period analyzed, laminated insulation foil was 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>
35306-1	Leaf, n.o.p. or foil, less than .005 inch in thickness, plain or embossed, with or without backing.					
	1981	Free	13.6%	30%	Free	6.1%
	1982	Free	12.8%	30%	Free	9.2%
35400-1	Manufacturers of aluminum n.o.p.....					
	1981	15%	15.7%	30%	10%	15%
	1982	14.8%	14.8%	30%	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, 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