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Industry, Trade
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Import Analysis

Analyse des importations

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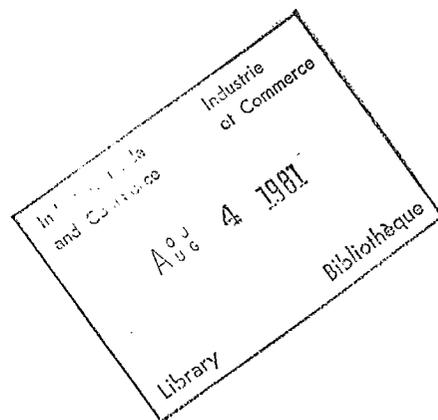
GRAND PIANOS

JANUARY TO DECEMBER 1979

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NOT BE REPRINTED WITHOUT PRIOR PERMISSION FROM THE
IMPORT ANALYSIS**

Further information available from Import
Analysis, Corporate Systems Branch,
Industry, Trade & Commerce, Ottawa Canada,
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Pour plus amples renseignements s'adresser à
l'Analyse des importations, Direction des
systèmes intégrés, Industrie et Commerce,
Ottawa Canada, K1A 0H5



C O N T E N T S

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REFERENCES: (1) Customs Tariff: Item 59705-1

(2) Trade of Canada Imports:
Import Classes 921-24-22, 921-24-23
and 921-24-27

SECTION I

SCOPE OF ANALYSIS

This report is based on a detailed analysis of imports of grand pianos during the period January to December 1979. Grand pianos are included in the following Statistics Canada Import Classes:

921-24-22 Pianos, baby grand, new
921-24-23 Pianos, grand, new
921-24-27 Pianos, grand or baby grand, used

SECTION II

ANALYSIS OF IMPORTS

Imports of grand pianos during the period January to December 1979 amounted to 886 in number valued at \$2,994,451.

The analysis indicates that new grand pianos were valued at \$2,890,236 or 96.5 per cent of the total value of imports. The remaining \$104,215 or 3.5 per cent consists of used grand pianos.

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

IMPORTS OF GRAND PIANOS

JANUARY TO DECEMBER 1979

	Unit Price (\$)	Quantity (No.)	Value (\$)	COUNTRY OF ORIGIN			Import Market Concentration (Market Shares)	
				United States (% of Value)	Japan & South Korea (% of Value)	Other*	Top 3 Firms (% of Value)	Top 5 Firms (% of Value)
<u>Grand Pianos (New)</u>	Up to 2,000	104	199,208					
	2,001 to 2,500	293	644,715					
	2,501 to 3,000	91	244,599					
	3,001 to 3,500	131	438,112					
	3,501 to 4,000	47	173,971					
	4,001 to 4,500	35	146,886					
	4,501 to 5,000	29	138,125					
	5,001 to 6,000	29	159,901					
	6,001 to 7,000	36	238,121					
	7,001 to 8,000	17	127,302					
	8,001 to 9,000	16	134,726					
	9,001 to 15,000	9	100,261					
	15,001 to 26,000	8	144,309					
TOTAL		845	2,890,236	41	51	8	51	58
<u>Grand Pianos (Used)</u>	Up to 2,000	21	23,793					
	2,001 to 2,500	5	11,822					
	2,501 to 3,000	3	8,573					
	3,001 & over	12	60,027					
TOTAL		41	104,215	100	-	-	51	68
GRAND TOTAL		886	2,994,451	43	49	8	49	56

NOTES: * - Other Countries includes Austria, Czechoslovakia, East Germany and West Germany.
 - Dollar values shown are based on selling price F.O.B. plant, in Canadian dollars.
 - All percentage figures are rounded.

SECTION III

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada of products shown in Section II are listed below; they accounted for 82 per cent of the total value.

United States

Aeolian American Division	East Rochester, NY
Baldwin Piano and Organ Co.	Cincinnati, OH
Kimball Piano and Organ Co.	Jasper, IN
Kimball World Inc.	Jasper, IN
Steinway and Sons	Long Island City, NY

Japan

Marubeni Corp.	Tokyo
Nippon Gakki Co. Ltd.	Hamamatsu

South Korea

Sam Ick Instruments Mfg. Co. Ltd.	Seoul
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SECTION IV

CANADIAN AND FOREIGN TARIFFS

CANADA

During the period analyzed, grand pianos included in this analysis were dutiable under the following most commonly applied tariff item.

<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>
59705-1	Pianofortes and Organs, n.o.p.	17-1/2%	20%	30%	13%

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 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 K1A 0H5

Import Analysis
Corporate Systems Branch
Department of Industry, Trade and Commerce
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