

**Best Export Markets
For
U.S. Building Products, 2006**

Best Export Markets for U.S Building Products was compiled by Daniel Lavaee, under the supervision of Maurice Kogon, Director of the El Camino College Center for International Trade Development (CITD) in Hawthorne, California. The report is based largely on 2006 Country Commercial Guides (CCGs) prepared by United States Commercial Service (USCS) posts abroad. All CCGs include a standard chapter "Leading Sectors for U.S. Exports." This report drew from those CCGs which specifically recommended **Building Products** as a best prospect for U.S. exports.

The entire report is also available as a Word document, in print or electronically, for \$25.00. To order, contact the El Camino College CITD at: 310-973-3173 or **mkogon@elcamino.edu**.

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**Best Export Markets
Building Products and Materials, 2005**

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I. Export Market Overview

A. Building Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware -- HS 68

This Market Brief provides an overview of the world market for Building Products falling within the HS 68-category, based on an analysis of the latest trade statistics and market research.

Export growth: U.S. exports of Building Products in the HS-68 category rose from \$1.25 billion in 2002 to \$1.97 billion in 2005, an increase of 57.8% over the four-year period.

Leading Export Markets: Canada is by far the leading market for U.S. exports of products in the HS-68 category (\$647.6 million in 2005, or 32.8% of total). Other top markets (all valued above \$49 million were: Mexico (9.4% of total), Japan (5.5%), United Kingdom (4.7%), China (4.4%), Germany (3.9%), Korea (3.3%), France (2.6%), and Netherlands (2.5%). Other significant markets (above \$29 million were: Italy (2.3%), Singapore (1.7%), Taiwan (1.5%), Australia (1.4%).

Fastest Growing Export Markets: The leading markets with both high and sustained growth rates for U.S. exports of HS-68 products over the latest four years (2002-05 and 2004-05) were: Japan, Italy, United Kingdom, Taiwan, Singapore, Korea, and Germany. Other significant growth markets over the 2002-05 period were Canada, Netherlands, Mexico, and China.

Leading Importing Countries: The top foreign importers of Building HS-68 Products in 2005 were Germany (\$1.91 billion, or 8.8% of total, France (7.0%), United Kingdom (5.9%), Japan (5.7%), and Italy (4.2%). Other significant importers (all above \$ 624 million) were Canada (4.2%), Republic of Korea (3.8%), Belgium (3.2%), and Switzerland (2.9%).

World Market Size & U.S. Share: Total world exports of HS-68 products by all countries reached \$21.1 billion in 2005, up from \$16.5 billion in 2002 (+27.0%). The U.S. had a 9.4% share of the total world market in 2005, topped by Italy (15.1%), Germany (13.5%), and China (13.2%). Other world suppliers with significant market shares were Japan (6.6%), Belgium (5.8%), United Kingdom (5.4%) and France (5.0%).

Best Market Prospects: The markets listed below appear to be particularly promising for U.S. exports of Building Products over the next two years, based on recommendations of in-country USCS industry specialists. Specific U.S. export statistics on products in this category are available from the CITD for all countries, including those listed below (Source: U.S. Census Bureau). The CITD also has access to relevant trade contacts, trade opportunities and market research on each country:

- Afghanistan
- Argentina
- Barbados
- Bulgaria
- Canada
- Guatemala
- Hong Kong
- Ireland
- Jamaica
- Japan
- Lithuania
- Macedonia
- Maldives
- Philippines
- Singapore
- Turkey
- United Arab Emirates

I. Export Market Overview

B. Hand Tools not elsewhere specified or included, Blow Torches, Vises, Clamps and the like, other than accessories for and parts of machine tools; Anvils; Portable Forges; Hand- or Pedal Operated Grinding Wheels with Frameworks -- HS 8205

This Market Brief provides an overview of the world market for Building Products falling within the HS-8205 category, based on an analysis of the latest trade statistics and market research.

Export growth: U.S. exports of HS-8205 rose from \$ 386 million in 2002 to \$465 million in 2005, an increase of 20.6% over the four-year period.

Leading Export Markets: Canada is by far the leading market for U.S. exports of building products in the HS-8205 category (\$145 million in 2005, or 31.2 % of total). Other top markets (all valued above \$9 million were: Mexico (13.8% of total), United Kingdom (5.0%), Germany (4.3%), Japan (3.7 %), China(3.7 %), Australia (3.5 %), Belgium (2.4 %), and Netherlands (2.0 %). Other significant markets (above \$5 million) were: Singapore (1.5 %), Korea (1.4 %), United Arab Emirates (1.3%), France (1.3%), and Chile (1.3%)

Fastest Growing Export Markets: The leading markets with both high and sustained growth rates for U.S. exports of HS-8205 products over the latest four years (2002-05 and 2004-05) were China, Korea, United Arab Emirate, Chile, Mexico, and Canada. Other significant growth markets over the 2002-05 period were Greece, Taiwan, Algeria and Spain.

Leading Importing Countries: The top foreign importers of HS-8205 Products in 2005 were Germany (\$328 million, or 9.2% of total, United Kingdom (8.5%), France (7.4%), Canada (6.4%), and Italy (4.3%). Other significant importers (all above \$109 million) were Belgium (4.0%), Switzerland (3.6%), Austria (3.1%), and Hong Kong (3.0%).

World Market Size & U.S. Share: Total world exports of HS-8205 products by all countries reached \$3.8 billion in 2005, up from \$2.7 billion in 2002 (+39.0%). The U.S. had a 12.5% share of the total world market in 2005, topped only by China (26.8%). Other world suppliers with significant market shares were Germany (12.2%), France (7.7%), United Kingdom (5.3%) and Hong Kong SAR (4.8%).

Best Market Prospects: The markets listed below appear to be particularly promising for U.S. exports of Building Products over the next two years, based on recommendations of in-country USCS industry specialists. Specific U.S. export statistics on products in this category are available from the CITD for all countries, including those listed below (Source: U.S. Census Bureau). The CITD also has access to relevant trade contacts, trade opportunities and market research on each country:

- Afghanistan
- Argentina
- Barbados
- Bulgaria
- Canada
- Guatemala
- Hong Kong
- Ireland
- Jamaica
- Japan
- Lithuania
- Macedonia
- Maldives
- Philippines
- Singapore
- Turkey
- United Arab Emirates

II. Market Potential Indicators

A. Top 30 U.S. Export Markets for Building Products by Country. These tables show the leading and fastest growing markets for U.S. Building products in the HS-68 and HS-8205 categories, over the past several years. Source: U.S Census Bureau.

1. **Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware (HS 68)**
2. **Hand Tools, Blow Torches, Vises, Clamps and the like (HS 8205)**
3. **Doors, Windows and Frames and Thresholds for Doors:**
 - **Of Iron or Steel (HS 730830)**
 - **Of Plastics (HS 392520)**
 - **Of Wood (HS 441820)**
 - **Of Aluminum (HS 761010)**

B. Top 30 World Importers: Building Products, 2002-05 (HS-68 and HS-8205) by Country. This table shows the leading and fastest growing world importers of Building Products. Source: United Nations COMTRADE.

1. **Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware (HS 68)**
2. **Hand Tools, Blow Torches, Vises, Clamps and the like (HS 8205)**
3. **Doors, Windows and Frames and Thresholds for Doors:**
 - **Of Iron or Steel (HS 730830)**
 - **Of Plastics (HS 392520)**
 - **Of Wood (HS 441820)**
 - **Of Aluminum (HS 761010)**

C. Top 30 World Exporters & U.S. Share: Building Products, 2002-05 (HS-68 and HS-8205) by Country. This table shows the U.S. and competitor-country shares of total world exports of Building Products. Source: United Nations COMTRADE.

1. **Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware (HS 68)**
2. **Hand Tools, Blow Torches, Vises, Clamps and the like (HS 8205)**
3. **Doors, Windows and Frames and Thresholds for Doors:**
 - **Of Iron or Steel (HS 730830)**
 - **Of Plastics (HS 392520)**
 - **Of Wood (HS 441820)**
 - **Of Aluminum (HS 761010)**

D. Market Sizes & U.S. Share: Building Products, 2003-2005, by Country. This table shows each “best prospect” country’s total market, total imports, and imports from the U.S., and the U.S. market share for products in this sector. Source: U.S. Commercial Staff in each country.

II. Market Potential Indicators

II .A. Top 30 U.S. Export Markets 2002–2005

1. Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware (HS 68)

Country	2002	2003	2004	2005	% Change 2002-05	% Change 2004-05	% Share 2005
	<i>In 1,000 Dollars</i>						
Canada	433,124	477,018	558,082	647,595	49.5%	16.00%	32.8%
Mexico	138,801	151,029	167,526	186,128	34.1%	11.10%	9.4%
Japan	55,640	62,490	67,739	108,222	94.5%	59.80%	5.5%
United Kingdom	62,543	62,144	76,730	93,377	49.3%	21.70%	4.7%
China	38,695	43,566	78,727	86,172	122.7%	9.50%	4.4%
Germany	41,411	44,954	65,285	77,072	86.1%	18.10%	3.9%
Korea	47,371	42,076	55,191	65,618	38.5%	18.90%	3.3%
France	40,910	39,847	46,744	50,452	23.3%	7.90%	2.6%
Netherlands	16,201	26,730	43,691	49,001	202.5%	12.20%	2.5%
Italy	20,373	22,768	32,722	46,248	127.0%	41.30%	2.3%
Singapore	18,558	18,971	28,029	33,866	82.5%	20.80%	1.7%
Taiwan	15,422	15,695	23,128	30,491	97.7%	31.80%	1.5%
Australia	16,982	20,507	24,284	29,139	71.6%	20.00%	1.5%
Brazil	16,181	16,414	22,668	27,802	71.8%	22.60%	1.4%
Cayman Is	1,569	1,682	5,449	26,865	1612.2%	393.00%	1.4%
Hong Kong	21,905	19,676	24,598	26,309	20.1%	7.00%	1.3%
Saudi Arabia	5,340	16,698	16,594	24,387	356.7%	47.00%	1.2%
Bahamas	10,692	10,675	16,268	24,263	126.9%	49.10%	1.2%
Spain	15,919	15,762	17,177	22,955	44.2%	33.60%	1.2%
South Africa	9,391	9,247	12,047	16,208	72.6%	34.50%	0.8%
Ireland	13,746	27,270	12,684	14,491	5.4%	14.20%	0.7%
Venezuela	13,574	15,659	15,985	12,009	-11.5%	-24.90%	0.6%
Malaysia	5,234	3,816	6,321	11,654	122.7%	84.40%	0.6%
UAE	9,131	7,364	8,915	9,917	8.6%	11.20%	0.5%
Panama	2,317	3,178	3,343	9,729	319.9%	191.10%	0.5%
Argentina	2,921	7,371	6,756	9,403	221.9%	39.20%	0.5%
Chile	8,349	8,316	8,622	9,320	11.6%	8.10%	0.5%
India	2,749	5,729	7,441	9,254	236.6%	24.40%	0.5%
Belgium	7,716	10,093	9,003	8,904	15.4%	-1.10%	0.5%
Angola	1,839	2,238	6,384	8,877	382.7%	39.10%	0.5%
Subtotal :	1,094,606	1,208,981	1,468,131	1,775,727	62.2%	21.00%	90.0%
All Other:	155,514	170,016	186,501	196,550	26.4%	5.40%	10.0%
Total	1,250,120	1,378,997	1,654,632	1,972,277	57.8%	19.20%	100.0%

Source: US Census Bureau

II. Market Potential Indicators

II .A. Top 30 U.S. Export Markets 2002–2005

2. Hand Tools not elsewhere specified or included, Blow Torches, Vises, Clamps and the like, other than accessories for and parts of machine tools; Anvils; Portable Forges; Hand- or Pedal Operated Grinding Wheels with Frameworks (HS 8205)

Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002-05	2004-05	2005
Canada	128,884	128,196	130,783	145,016	12.5%	10.90%	31.17%
Mexico	36,859	39,578	54,720	64,335	74.5%	17.60%	13.83%
United Kingdom	31,017	29,613	27,295	23,526	-24.2%	-13.80%	5.06%
Germany	19,905	18,031	19,528	19,774	-0.7%	1.30%	4.25%
Japan	21,061	26,187	24,634	17,270	-18.0%	-29.90%	3.71%
China	4,942	7,350	9,420	17,045	244.9%	81.00%	3.66%
Australia	9,453	11,253	15,888	16,481	74.3%	3.70%	3.54%
Belgium	4,870	12,037	11,918	11,137	128.7%	-6.60%	2.39%
Netherlands	10,442	6,072	10,071	9,146	-12.4%	-9.20%	1.97%
Singapore	5,656	6,259	6,329	6,857	21.2%	8.30%	1.47%
Korea	3,905	5,190	3,579	6,324	61.9%	76.70%	1.36%
UAE	2,030	1,927	1,770	6,179	204.4%	249.10%	1.33%
France	7,060	6,506	7,163	6,142	-13.0%	-14.30%	1.32%
Chile	4,650	3,362	3,061	5,929	27.5%	93.70%	1.27%
Dominican Republic	5,581	7,678	14,970	5,500	-1.5%	-63.30%	1.18%
Italy	4,094	5,564	5,466	5,325	30.1%	-2.60%	1.14%
Saudi Arabia	3,348	14,168	9,565	4,451	32.9%	-53.50%	0.96%
Algeria	184	33	2,509	4,266	2218.5%	70.00%	0.92%
Spain	1,465	1,888	2,535	4,181	185.4%	64.90%	0.90%
Greece	9,544	1,409	1,753	3,988	-58.2%	127.50%	0.86%
Taiwan	2,555	1,967	1,776	3,650	42.9%	105.50%	0.78%
Brazil	10,529	3,278	4,401	3,486	-66.9%	-20.80%	0.75%
Colombia	2,429	2,005	3,145	3,369	38.7%	7.10%	0.72%
New Zealand	1,725	2,414	2,321	3,291	90.8%	41.80%	0.71%
South Africa	1,445	5,033	1,283	2,998	107.5%	133.70%	0.64%
Venezuela	2,523	1,091	2,767	2,713	7.5%	-2.00%	0.58%
Argentina	356	515	1,741	2,482	597.2%	42.60%	0.53%
Russia	523	918	4,209	2,390	357.0%	-43.20%	0.51%
Israel	1,284	3,166	2,690	2,270	76.8%	-15.60%	0.49%
Sweden	1,666	2,964	1,841	2,268	36.1%	23.20%	0.49%
Subtotal :	339,985	355,650	389,132	411,791	21.1%	5.80%	88.52%
All Other:	45,881	48,815	53,156	53,398	16.4%	0.50%	11.48%
Total	385,866	404,465	442,287	465,190	20.6%	5.20%	100.00%

II. Market Potential Indicators

II. A. Top 30 U.S. Export Markets 2002–2005

3A. Doors, Windows and Frames and Thresholds for Doors of Iron or Steel (HS 730830)

Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002-05	2004-05	2005
Canada	62,948	62,141	67,559	85,517	35.9%	26.6%	58.1%
Mexico	7,429	7,427	8,420	11,740	58.0%	39.4%	8.0%
United Kingdom	2,914	3,671	4,829	4,663	60.0%	-3.4%	3.2%
Norway	1,082	1,495	1,987	4,272	294.8%	115.0%	2.9%
Saudi Arabia	2,228	1,835	2,488	3,079	38.2%	23.7%	2.1%
Japan	2,083	1,740	1,708	2,396	15.0%	40.3%	1.6%
Korea	2,087	1,561	1,236	2,333	11.8%	88.8%	1.6%
Israel	241	1,302	1,587	2,016	736.5%	27.0%	1.4%
Bahamas	1,167	1,097	1,646	1,943	66.5%	18.0%	1.3%
Barbados	81	181	637	1,731	2037.0%	171.6%	1.2%
Australia	495	992	2,911	1,494	201.8%	-48.7%	1.0%
Jamaica	309	227	704	1,480	379.0%	110.2%	1.0%
Kuwait	347	399	288	1,465	322.2%	408.9%	1.0%
Spain	391	551	845	1,400	258.1%	65.7%	1.0%
Cayman Island	142	45	320	1,300	815.5%	305.7%	0.9%
China	1,317	731	763	1,054	-20.0%	38.2%	0.7%
Costa Rica	450	431	463	851	89.1%	83.7%	0.6%
Chile	297	221	512	798	168.7%	56.0%	0.5%
Denmark	941	2,592	506	791	-15.9%	56.1%	0.5%
Germany	1,635	1,179	1,450	739	-54.8%	-49.0%	0.5%
Ireland	702	1,223	1,218	720	2.6%	-40.9%	0.5%
Trinidad & Tobago	330	354	408	666	101.8%	63.1%	0.5%
UAE	909	988	376	622	-31.6%	65.5%	0.4%
New Zealand	1,223	53	278	610	-50.1%	119.5%	0.4%
Hungary	317	586	574	586	84.9%	2.1%	0.4%
Bermuda	200	334	731	546	173.0%	-25.3%	0.4%
Poland	554	428	309	523	-5.6%	69.2%	0.4%
Taiwan	455	229	103	523	14.9%	409.0%	0.4%
Panama	146	26	261	511	250.0%	95.9%	0.3%
Dominican Republic	211	417	1,320	501	137.4%	-62.1%	0.3%
Subtotal :	93,631	94,456	106,437	136,870	46.2%	28.6%	92.9%
All Other:	21,119	14,254	13,410	10,401	-50.8%	-22.4%	7.1%
Total	114,750	108,710	119,847	147,271	28.3%	22.9%	100.0%

Source: US Census Bureau

II. Market Potential Indicators

II .A. Top 30 U.S. Export Markets 2002–2005

3B. Doors, Windows and Frames and Thresholds for Doors of Plastics (HS 392520)

Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002-05	2004-05	2005
Canada	22,968	26,460	41,760	54,100	135.5%	29.5%	54.7%
United Kingdom	7,740	4,406	3,242	6,824	-11.8%	110.5%	6.9%
Mexico	3,113	3,653	3,338	4,897	57.3%	46.7%	4.9%
Japan	2,778	2,775	3,329	3,920	41.1%	17.7%	4.0%
Cayman Island	477	227	766	3,809	698.5%	397.0%	3.8%
Bahamas	382	709	1,937	3,259	753.1%	68.3%	3.3%
Bermuda	303	680	1,399	2,745	805.9%	96.2%	2.8%
Nigeria	59	5	814	2,430	4018.6%	198.4%	2.5%
China	822	1,001	974	2,277	177.0%	133.9%	2.3%
Korea	1,904	3,533	5,879	1,630	-14.4%	-72.3%	1.6%
Australia	2,267	1,557	1,366	1,381	-39.1%	1.1%	1.4%
Saudi Arabia	129	380	393	658	410.1%	67.5%	0.7%
Germany	531	1,052	526	647	21.8%	23.0%	0.7%
Ireland	522	355	281	566	8.4%	101.4%	0.6%
Taiwan	738	538	527	500	-32.2%	-5.1%	0.5%
Finland	0	3	293	486	N/A	65.8%	0.5%
Trinidad & Tobago	58	14	352	471	712.1%	33.8%	0.5%
Hong Kong	361	180	281	462	28.0%	64.6%	0.5%
Costa Rica	0	119	159	456	N/A	187.6%	0.5%
Turks & Caicos Island	162	436	71	418	158.0%	488.2%	0.4%
Gibraltar	0	0	0	410	N/A	N/A	0.4%
New Zealand	161	624	129	369	129.2%	186.6%	0.4%
Netherlands Ant	392	632	164	275	-29.8%	67.9%	0.3%
United Arab Emirates	172	335	206	270	57.0%	31.1%	0.3%
Qatar	4	0	7	257	6325.0%	3674.7%	0.3%
Panama	39	73	80	253	548.7%	215.2%	0.3%
Eritrea	0	0	0	226	N/A	N/A	0.2%
Peru	5	245	186	220	4300.0%	18.5%	0.2%
Dominican Republic	59	50	37	217	267.8%	492.6%	0.2%
Namibia	0	64	200	214	N/A	7.1%	0.2%
Subtotal :	46,147	50,107	68,695	94,645	105.1%	37.8%	95.6%
All Other:	5,977	8,350	6,955	4,347	-27.3%	-37.5%	4.4%
Total	52,123	58,457	75,650	98,992	89.9%	30.9%	100.0%

II. Market Potential Indicators

II .A. Top 30 U.S. Export Markets 2002–2005

3C. Doors, Windows and Frames and Thresholds for Doors of Wood (HS 441820)

Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002-05	2004-05	2005
Canada	57,662	65,453	76,700	71,823	24.56%	-6.40%	64.68%
Japan	11,256	11,510	10,339	8,685	-22.84%	-16.00%	7.82%
Bahamas	2,833	2,577	2,929	4,728	66.89%	61.40%	4.26%
Mexico	2,521	2,332	3,779	4,693	86.16%	24.20%	4.23%
Cayman Is	182	87	255	2,499	1273.08%	881.50%	2.25%
Ukraine	0	70	61	1,585	N/A	2510.40%	1.43%
Ireland	2,039	920	1,075	1,434	-29.67%	33.40%	1.29%
United Kingdom	920	1,523	2,266	1,428	55.22%	-37.00%	1.29%
Korea	2,802	2,676	1,216	1,093	-60.99%	-10.10%	0.98%
Turks & Caicos Island	78	154	616	1,049	1244.87%	70.30%	0.94%
Turkey	231	745	1,189	917	296.97%	-22.80%	0.83%
Jamaica	517	377	854	817	58.03%	-4.40%	0.74%
Barbados	70	199	127	583	732.86%	359.00%	0.53%
South Africa	326	306	445	561	72.09%	26.00%	0.51%
Antigua Barbuda	49	239	257	529	979.59%	105.90%	0.48%
China	818	1,881	1,787	491	-39.98%	-72.50%	0.44%
Bermuda	444	677	654	399	-10.14%	-39.00%	0.36%
United Arab Emirates	99	205	562	375	278.79%	-33.20%	0.34%
St Kitts-Nevis	58	158	651	368	534.48%	-43.40%	0.33%
Germany	172	1,081	1,815	358	108.14%	-80.30%	0.32%
France	74	116	268	345	366.22%	28.70%	0.31%
British Virgin Island	118	161	318	317	168.64%	-0.20%	0.29%
Saudi Arabia	405	808	1,453	316	-21.98%	-78.30%	0.28%
Honduras	181	440	67	306	69.06%	356.40%	0.28%
Trin & Tobago	150	72	347	302	101.33%	-13.00%	0.27%
Czech Republic	0	92	620	292	N/A	-53.00%	0.26%
Netherlands Ant	167	182	152	290	73.65%	90.70%	0.26%
Hong Kong	18	249	407	234	1200.00%	-42.50%	0.21%
Spain	438	14	66	228	-47.95%	248.50%	0.21%
Russia	202	149	82	220	8.91%	168.00%	0.20%
Subtotal :	84,833	95,454	111,357	107,265	26.44%	-3.70%	96.60%
All Other:	4,141	7,446	7,244	3,777	-8.79%	-47.90%	3.40%
Total	88,974	102,900	118,601	111,042	24.80%	-6.40%	100.00%

II. Market Potential Indicators

II .A. Top 30 U.S. Export Markets 2002–2005

3D. Doors, Windows and Frames and Thresholds for Doors of Steel (HS 730830)

Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002-05	2004-05	2005
Canada	22,077	27,166	27,435	42,162	91.0%	53.7%	51.9%
Mexico	2,957	3,841	5,578	5,928	100.5%	6.3%	7.3%
Japan	848	1,480	1,026	3,580	322.2%	249.0%	4.4%
Cayman Islands	153	230	491	3,509	2193.5%	613.9%	4.3%
Bermuda	3,693	3,416	3,979	3,471	-6.0%	-12.8%	4.3%
Bahamas	1,266	1,245	1,180	1,915	51.3%	62.3%	2.4%
Taiwan	398	565	920	1,781	347.5%	93.6%	2.2%
United Kingdom	1,709	3,711	4,173	1,591	-6.9%	-61.9%	2.0%
Turks & Caicos Islands	135	51	133	1,284	851.1%	868.7%	1.6%
Netherlands Ant	898	896	632	1,174	30.7%	85.8%	1.4%
Philippines	24	6	32	968	3933.3%	2881.6%	1.2%
Turkey	239	311	363	716	199.6%	97.2%	0.9%
Australia	1,703	1,854	402	711	-58.3%	76.7%	0.9%
Aruba	730	1,038	974	645	-11.6%	-33.8%	0.8%
Trinidad & Tobago	935	139	552	626	-33.0%	13.4%	0.8%
Netherlands	272	318	712	618	127.2%	-13.2%	0.8%
China	223	473	370	573	157.0%	54.9%	0.7%
New Zealand	56	242	29	535	855.4%	1773.6%	0.7%
Br Virgin Islands	75	103	202	512	582.7%	153.3%	0.6%
Ireland	1,321	1,111	267	502	-62.0%	87.9%	0.6%
Peru	22	21	96	451	1950.0%	369.6%	0.6%
Germany	530	272	707	449	-15.3%	-36.5%	0.6%
United Arab Emirates	849	602	110	435	-48.8%	293.9%	0.5%
Israel	344	308	202	426	23.8%	110.6%	0.5%
Thailand	77	131	53	400	419.5%	651.1%	0.5%
Dominican Republic	513	3,225	796	335	-34.7%	-57.9%	0.4%
Venezuela	155	39	224	334	115.5%	49.2%	0.4%
Ecuador	131	52	97	326	148.9%	235.8%	0.4%
Korea	334	217	159	309	-7.5%	95.2%	0.4%
Panama	88	27	195	248	181.8%	27.5%	0.3%
Subtotal :	42,755	53,087	52,088	76,512	79.0%	46.9%	94.2%
All Other:	5,853	8,674	6,605	4,716	-19.4%	-28.6%	5.8%
Total	48,608	61,762	58,693	81,228	67.1%	38.4%	100.0%

II. Market Potential Indicators

II .B Top 30 World Importers, 2002-05

1. Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware (HS-68)

Importing Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
USA	\$4,104,537,613	\$4,519,602,325	5,418,613,018	\$6,312,769,592	53.8%	16.5%	28.9%
Germany	\$1,566,398,464	\$1,738,421,000	\$2,019,327,000	\$1,908,694,000	21.9%	-5.5%	8.8%
France	\$1,005,419,520	\$1,187,985,920	\$1,414,515,416	\$1,516,827,116	50.9%	7.2%	7.0%
United Kingdom	\$755,858,816	\$923,427,428	\$1,210,535,257	\$1,291,648,210	70.9%	6.7%	5.9%
Japan	\$1,085,270,497	\$1,152,090,900	\$1,168,719,953	\$1,252,182,025	15.4%	7.1%	5.7%
Italy	\$546,735,296	\$661,728,521	\$850,429,027	\$906,859,994	65.9%	6.6%	4.2%
Canada	\$571,528,457	\$651,446,662	\$781,084,386	\$906,619,104	58.6%	16.1%	4.2%
Korea	\$528,048,192	\$626,224,704	\$713,301,147	\$820,975,450	55.5%	15.1%	3.8%
Belgium	\$411,270,432	\$491,837,695	\$614,010,154	\$693,098,915	68.5%	12.9%	3.2%
Switzerland	\$402,370,816	\$493,301,632	\$580,418,622	\$623,725,288	55.0%	7.5%	2.9%
China	\$268,867,319	\$341,510,759	\$464,498,626	\$535,828,739	99.3%	15.4%	2.5%
Russia	\$198,522,919	\$397,010,724	\$370,071,018	\$494,861,585	149.3%	33.7%	2.3%
Austria	\$296,505,419	\$397,010,724	\$421,937,229	\$469,599,882	58.4%	11.3%	2.2%
Hong Kong	\$338,064,315	\$330,474,781	\$381,458,884	\$407,431,614	20.5%	6.8%	1.9%
Mexico	\$294,207,552	\$302,466,290	\$381,458,884	\$394,353,996	34.0%	3.4%	1.8%
Denmark	\$201,188,336	\$255,029,456	\$325,843,758	\$393,372,687	95.5%	20.7%	1.8%
Ireland	\$175,315,776	\$217,649,920	\$299,512,009	\$388,770,879	121.8%	29.8%	1.8%
Sweden	\$184,569,504	\$218,820,448	\$263,159,854	\$316,222,958	71.3%	20.2%	1.4%
Australia	\$186,871,168	\$254,414,528	\$294,635,899	\$307,550,485	64.6%	4.4%	1.4%
Singapore	\$166,289,379	\$156,030,213	\$175,928,628	\$206,650,827	24.3%	17.5%	0.9%
Romania	\$89,119,000	\$122,401,096	\$165,735,630	\$204,029,366	128.9%	23.1%	0.9%
Thailand	n/a	\$133,019,211	\$160,897,438	\$174,977,239	n/a	8.8%	0.8%
South Africa	\$74,087,360	\$92,345,888	\$121,163,648	\$159,442,852	115.2%	31.6%	0.7%
Luxembourg	\$89,858,944	\$129,838,226	\$135,081,657	\$135,879,478	51.2%	0.6%	0.6%
Finland	\$81,082,224	\$101,852,912	\$119,678,795	\$129,410,505	59.6%	8.1%	0.6%
Greece	\$61,275,632	\$82,430,192	\$105,601,754	\$115,199,277	88.0%	9.1%	0.5%
Croatia	\$70,364,159	\$87,585,202	\$105,046,365	\$107,074,805	52.2%	1.9%	0.5%
Slovenia	\$60,961,700	\$76,445,667	\$86,866,321	\$94,838,484	55.6%	9.2%	0.4%
New Zealand	\$45,726,852	\$58,308,062	\$75,205,519	\$83,425,021	82.4%	10.9%	0.4%
Belarus	\$60,936,620	\$99,598,304	\$110,588,922	\$82,380,400	35.2%	-25.5%	0.4%
Subtotal :	13,921,252,281	16,300,309,390	19,335,324,818	21,434,700,773	54.0%	10.9%	98.3%
All Other:	2,837,223,698	3,252,354,291	3,943,052,755	373,959,076	-86.8%	-90.5%	1.7%
Total	\$16,758,475,979	\$19,552,663,681	\$23,278,377,573	\$21,808,659,849	30.1%	-6.3%	100.0%

Source: Comtrade

II. Market Potential Indicators

II .B Top 30 World Importers, 2002-05

2. Hand Tools not elsewhere specified or included, Blow Torches, Vises, Clamps and the like, other than accessories for and parts of machine tools; Anvils; Portable Forges; Hand- or Pedal Operated Grinding Wheels with Frameworks (HS-8205)

Importing Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
USA	\$709,019,621	\$731,362,752	\$796,803,112	\$831,601,481	17.3%	4.4%	23.4%
Germany	\$203,311,408	\$240,549,000	\$296,608,000	\$327,717,000	61.2%	10.5%	9.2%
United Kingdom	\$228,527,056	\$259,766,352	\$304,190,996	\$301,332,069	31.9%	-0.9%	8.5%
France	\$165,476,240	\$192,727,808	\$232,672,835	\$262,843,000	58.8%	13.0%	7.4%
Canada	\$180,880,305	\$186,135,524	\$201,269,918	\$229,477,344	26.9%	14.0%	6.4%
Italy	\$96,982,040	\$114,628,926	\$143,795,408	\$154,082,793	58.9%	7.2%	4.3%
Belgium	\$81,589,664	\$102,584,016	\$119,781,035	\$140,741,186	72.5%	17.5%	4.0%
Switzerland	\$70,250,792	\$84,141,152	\$129,297,769	\$128,167,716	82.4%	-0.9%	3.6%
Austria	\$72,226,216	\$71,502,580	\$92,975,118	\$110,202,280	52.6%	18.5%	3.1%
Hong Kong	\$115,656,684	\$107,301,503	\$110,561,384	\$108,554,299	-6.1%	-1.8%	3.0%
Japan	\$82,207,626	\$89,347,669	\$104,604,247	\$108,253,683	31.7%	3.5%	3.0%
Australia	\$72,226,216	\$82,331,504	\$91,359,440	\$96,996,436	34.3%	6.2%	2.7%
Sweden	\$58,166,560	\$63,025,360	\$73,846,323	\$79,053,362	35.9%	7.1%	2.2%
Denmark	\$49,736,348	\$51,219,952	\$60,522,957	\$69,566,459	39.9%	14.9%	2.0%
China	\$35,303,003	\$55,621,878	\$58,718,052	\$68,446,083	93.9%	16.6%	1.9%
Mexico	\$66,035,984	\$66,638,461	\$76,382,253	\$67,945,238	2.9%	-11.0%	1.9%
Singapore	\$38,496,217	\$43,721,917	\$48,709,664	\$58,053,894	50.8%	19.2%	1.6%
Russia	\$18,975,740	\$36,244,162	\$40,772,859	\$57,852,646	204.9%	41.9%	1.6%
Korea	\$29,569,132	\$31,912,620	\$39,041,260	\$40,725,403	37.7%	4.3%	1.1%
Greece	\$22,890,380	\$31,721,536	\$39,224,476	\$39,138,437	71.0%	-0.2%	1.1%
Thailand	N/A	\$32,366,537	\$32,963,741	\$37,703,089	N/A	14.4%	1.1%
Ireland	\$28,292,400	\$33,306,618	\$35,196,958	\$37,433,903	32.3%	6.4%	1.1%
South Africa	\$19,541,400	\$25,204,436	\$33,581,467	\$36,606,815	87.3%	9.0%	1.0%
Finland	\$23,798,880	\$28,328,800	\$32,035,370	\$33,440,069	40.5%	4.4%	0.9%
New Zealand	\$15,215,982	\$17,867,241	\$22,459,894	\$24,085,160	58.3%	7.2%	0.7%
Romania	\$8,385,000	\$12,216,768	\$16,497,117	\$22,003,285	162.4%	33.4%	0.6%
Luxembourg	\$10,091,317	\$14,078,464	\$16,443,783	\$15,911,844	57.7%	-3.2%	0.4%
Croatia	\$7,707,210	\$9,707,686	\$10,674,358	\$10,998,069	42.7%	3.0%	0.3%
Argentina	\$1,800,852	\$3,720,761	\$8,040,689	\$10,551,258	485.9%	31.2%	0.3%
Slovenia	\$5,975,321	\$6,999,968	\$8,574,957	\$9,178,838	53.6%	7.0%	0.3%
							0.0%
Subtotal :	2,518,335,594	2,826,281,951	3,277,605,440	3,518,663,139	39.7%	7.4%	98.8%
All Other:	493,548,751	604,198,812	726,054,247	42,718,382	-91.3%	-94.1%	1.2%
Total	\$3,011,884,345	\$3,430,480,763	\$4,003,659,687	\$3,561,381,521	18.2%	-11.0%	100.0%

Source: Comtrade

II. Market Potential Indicators

II .B Top 30 World Importers, 2002-05

3A. Doors, Windows and Frames and Thresholds for Doors of Steel (HS 730830)

Importing Country	2002	2003	2004	2005	% Change	% Change	% Share
			<i>In US Dollars</i>		2002- 05	2004-05	2005
USA	\$263,767,866	\$291,884,510	\$338,664,766	\$357,726,647	35.6%	5.6%	11.0%
France	\$111,887,240	\$146,507,008	\$172,285,404	\$167,335,125	49.6%	-2.9%	6.9%
United Kingdom	\$68,563,152	\$85,569,382	\$97,236,822	\$104,027,164	51.7%	7.0%	6.2%
Canada	\$64,184,124	\$67,929,204	\$78,173,771	\$93,280,629	45.3%	19.3%	5.1%
Germany	\$79,964,192	\$68,456,000	\$82,587,000	\$77,033,000	-3.7%	-6.7%	4.8%
Switzerland	\$38,066,484	\$51,055,884	\$63,539,629	\$72,041,236	89.3%	13.4%	4.7%
Austria	\$51,219,380	\$59,236,236	\$66,824,991	\$71,167,863	38.9%	6.5%	4.2%
Belgium	\$49,132,096	\$57,524,165	\$63,010,448	\$63,700,365	29.7%	1.1%	4.0%
Russia	\$16,160,244	\$20,030,961	\$30,889,258	\$60,939,234	277.1%	97.3%	3.0%
Italy	\$33,399,304	\$39,646,783	\$42,724,654	\$45,594,276	36.5%	6.7%	1.9%
Romania	\$10,254,000	\$12,158,182	\$18,684,807	\$29,267,684	185.4%	56.6%	1.8%
Hungary	\$21,566,000	\$29,043,000	\$36,058,000	\$27,913,124	29.4%	-22.6%	1.7%
Hong Kong	\$42,445,982	\$32,943,455	\$26,634,622	\$25,789,932	-39.2%	-3.2%	1.6%
Japan	\$19,093,996	\$20,170,613	\$19,607,230	\$24,002,509	25.7%	22.4%	1.6%
Denmark	\$11,307,329	\$15,580,935	\$20,897,623	\$23,870,593	111.1%	14.2%	1.6%
Mexico	\$14,784,744	\$17,742,265	\$20,532,114	\$23,530,073	59.2%	14.6%	1.5%
Sweden	\$15,693,779	\$23,159,012	\$23,897,134	\$23,355,990	48.8%	-2.3%	1.4%
Finland	\$13,830,863	\$19,726,930	\$16,915,196	\$21,058,961	52.3%	24.5%	1.4%
Korea	\$20,499,844	\$17,589,080	\$15,581,423	\$20,971,203	2.3%	34.6%	1.3%
Greece	\$12,255,916	\$17,863,418	\$17,388,951	\$20,011,229	63.3%	15.1%	1.2%
Singapore	\$10,028,070	\$13,479,494	\$12,231,093	\$18,057,125	80.1%	47.6%	1.1%
Luxembourg	\$12,782,271	\$22,745,801	\$17,624,016	\$16,219,102	26.9%	-8.0%	1.0%
Croatia	\$6,815,441	\$9,404,947	\$12,039,633	\$15,008,667	120.2%	24.7%	0.9%
Slovenia	\$7,105,932	\$9,902,710	\$12,141,123	\$13,498,320	90.0%	11.2%	0.9%
China	\$9,310,805	\$8,362,963	\$10,775,066	\$13,058,087	40.2%	21.2%	0.8%
Ireland	\$8,489,714	\$7,733,635	\$12,241,213	\$11,549,645	36.0%	-5.6%	0.7%
Australia	\$6,937,521	\$10,605,048	\$11,222,281	\$10,684,117	54.0%	-4.8%	0.6%
Qatar	N/A	N/A	N/A	\$8,510,823	N/A	N/A	0.6%
Slovakia	\$5,440,549	\$6,866,090	\$7,125,393	\$8,393,520	54.3%	17.8%	0.5%
Bulgaria	\$2,234,041	\$3,072,010	\$5,105,944	\$7,129,745	219.1%	39.6%	0.0%
Subtotal:	\$1,027,220,879	\$1,185,989,721	\$1,352,639,605	\$1,474,725,988	43.6%	9.0%	97.3%
All Other:	\$204,057,028	\$256,907,041	\$264,082,562	\$41,079,392	-79.9%	-84.4%	2.7%
Total:	\$1,231,277,907	\$1,442,896,762	\$1,616,722,167	\$1,515,805,380	23.1%	-6.2%	100.0%

II. Market Potential Indicators

II .B Top 30 World Importers, 2002-05

3B. Doors, Windows and Frames and Thresholds for Doors of Plastics (HS 392520)

Importing Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
USA	\$188,562,664	\$242,187,854	\$263,712,076	\$301,501,699	59.9%	14.3%	25.7%
France	\$96,059,296	\$125,068,032	\$135,821,994	\$147,149,464	53.2%	8.3%	12.5%
Switzerland	\$64,631,336	\$87,047,792	\$99,721,539	\$108,962,003	68.6%	9.3%	9.3%
Germany	\$148,872,672	\$199,161,000	\$166,213,000	\$102,068,000	-31.4%	-38.6%	8.7%
Canada	\$23,945,500	\$28,661,357	\$44,638,870	\$56,812,670	137.3%	27.3%	4.8%
Japan	\$30,332,947	\$42,033,022	\$50,583,598	\$53,612,242	76.7%	6.0%	4.6%
United Kingdom	\$37,544,604	\$46,635,305	\$50,451,882	\$49,228,558	31.1%	-2.4%	4.2%
Austria	\$51,948,515	\$61,560,497	\$60,375,622	\$49,046,600	-5.6%	-18.8%	4.2%
Belgium	\$23,529,054	\$31,788,583	\$36,845,285	\$39,555,408	68.1%	7.4%	3.4%
Ireland	\$23,695,888	\$26,613,788	\$26,644,764	\$31,822,723	34.3%	19.4%	2.7%
Luxembourg	\$16,347,946	\$21,749,435	\$25,945,165	\$27,279,402	66.9%	5.1%	2.3%
Italy	\$16,668,983	\$15,727,827	\$25,758,072	\$26,723,973	60.3%	3.7%	2.3%
Slovakia	\$2,708,873	\$5,168,195	\$11,657,751	\$25,607,355	845.3%	119.7%	2.2%
Denmark	\$16,949,380	\$19,007,184	\$19,052,601	\$23,763,143	40.2%	24.7%	2.0%
Hungary	\$4,789,000	\$10,480,000	\$14,068,000	\$19,716,154	311.7%	40.1%	1.7%
Croatia	\$5,015,817	\$7,905,895	\$10,235,932	\$14,177,462	182.7%	38.5%	1.2%
Mexico	\$7,751,696	\$9,699,712	\$11,697,421	\$13,013,071	67.9%	11.2%	1.1%
Slovenia	\$4,978,556	\$6,444,094	\$7,921,131	\$9,154,506	83.9%	15.6%	0.8%
Romania	\$1,997,000	\$3,245,099	\$4,885,845	\$8,715,475	336.4%	78.4%	0.7%
Sweden	\$2,678,151	\$5,123,166	\$5,994,529	\$8,308,808	210.2%	38.6%	0.7%
Bosnia Herzegovina	N/A	\$1,123,102	\$2,236,630	\$7,555,014	N/A	237.8%	0.6%
Korea	\$3,479,395	\$7,383,506	\$11,254,034	\$7,441,345	113.9%	-33.9%	0.6%
Greece	\$3,712,690	\$5,755,981	\$3,347,773	\$5,217,180	40.5%	55.8%	0.4%
Russia	\$2,518,778	\$2,519,082	\$3,535,778	\$4,191,063	66.4%	18.5%	0.4%
Singapore	\$2,571,392	\$2,798,890	\$3,313,655	\$3,627,105	41.1%	9.5%	0.3%
Australia	\$2,278,912	\$2,934,939	\$3,347,695	\$3,168,826	39.0%	-5.3%	0.3%
China	\$1,509,921	\$3,136,355	\$3,460,082	\$3,090,100	104.7%	-10.7%	0.3%
Finland	\$2,304,855	\$2,987,063	\$2,784,553	\$2,424,020	5.2%	-12.9%	0.2%
Cyprus	\$1,408,033	\$2,184,928	\$2,285,670	\$2,167,930	54.0%	-5.2%	0.2%
Bulgaria	\$636,966	\$1,166,368	\$1,270,801	\$1,996,211	213.4%	57.1%	0.2%
Subtotal:	\$789,428,820	\$1,027,298,051	\$1,109,061,748	\$1,157,097,510	46.6%	4.3%	98.6%
All Other:	\$78,948,882	\$105,876,283	\$129,764,793	\$16,428,163	-79.2%	-87.3%	1.4%
Total:	\$868,377,702	\$1,133,174,334	\$1,238,826,541	\$1,173,525,673	35.1%	-5.3%	100.0%

II. Market Potential Indicators

II .B Top 30 World Importers, 2002-05

3C. Doors, Windows and Frames and Thresholds for Doors of Wood (HS 441820)

Importing Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
USA	\$529,619,315	\$545,506,989	\$658,593,184	\$746,753,833	41.0%	13.39%	32.8%
United Kingdom	\$258,577,712	\$274,019,206	\$312,355,889	\$297,600,976	15.1%	-4.72%	13.1%
Japan	\$100,118,991	\$147,146,233	\$179,298,069	\$176,548,854	76.3%	-1.53%	7.8%
Germany	\$132,271,304	\$162,124,000	\$177,543,000	\$140,389,000	6.1%	-20.93%	6.2%
Denmark	\$54,488,884	\$75,434,416	\$92,624,611	\$96,977,351	78.0%	4.70%	4.3%
Canada	\$64,114,532	\$76,076,890	\$100,276,395	\$94,638,886	47.6%	-5.62%	4.2%
Ireland	\$45,182,320	\$57,832,712	\$71,992,107	\$77,265,172	71.0%	7.32%	3.4%
Switzerland	\$39,059,064	\$53,976,564	\$64,058,291	\$71,644,944	83.4%	11.84%	3.1%
France	\$36,110,076	\$48,305,240	\$54,343,838	\$68,158,034	88.8%	25.42%	3.0%
Belgium	\$29,243,616	\$33,916,305	\$40,895,954	\$47,059,111	60.9%	15.07%	2.1%
Sweden	\$20,464,400	\$26,563,138	\$35,235,427	\$42,887,429	109.6%	21.72%	1.9%
Austria	\$26,248,513	\$30,768,696	\$34,326,238	\$39,926,736	52.1%	16.32%	1.8%
Hong Kong	\$35,173,454	\$37,257,544	\$40,713,375	\$35,036,254	-0.4%	-13.94%	1.5%
Italy	\$17,691,018	\$24,862,982	\$30,328,358	\$33,704,878	90.5%	11.13%	1.5%
Australia	\$25,522,964	\$30,913,348	\$37,202,755	\$31,373,800	22.9%	-15.67%	1.4%
Korea	\$35,015,036	\$29,050,656	\$23,562,555	\$21,186,819	-39.5%	-10.08%	0.9%
Hungary	\$14,188,000	\$20,407,000	\$24,675,000	\$20,601,954	45.2%	-16.51%	0.9%
Greece	\$4,094,063	\$9,252,874	\$14,967,546	\$19,742,388	382.2%	31.90%	0.9%
Mexico	\$10,034,584	\$11,224,733	\$16,052,400	\$18,171,252	81.1%	13.20%	0.8%
Croatia	\$9,928,366	\$13,833,354	\$15,748,600	\$18,152,788	82.8%	15.27%	0.8%
Russia	\$18,965,340	\$18,158,606	\$17,220,206	\$17,429,567	-8.1%	1.22%	0.8%
Romania	\$4,615,000	\$6,251,829	\$9,753,299	\$17,364,535	276.3%	78.04%	0.8%
Slovakia	\$8,098,106	\$11,263,674	\$14,832,432	\$16,131,771	99.2%	8.76%	0.7%
Finland	\$7,238,858	\$10,309,458	\$12,686,683	\$14,437,688	99.4%	13.80%	0.6%
Luxembourg	\$11,558,044	\$14,765,598	\$15,519,503	\$14,130,285	22.3%	-8.95%	0.6%
South Africa	\$1,971,574	\$4,272,899	\$6,143,693	\$12,898,758	554.2%	109.95%	0.6%
Singapore	\$17,854,562	\$18,561,384	\$17,371,976	\$9,955,399	-44.2%	-42.69%	0.4%
Iceland	\$2,226,367	\$4,645,741	\$6,286,298	\$9,478,569	325.7%	50.78%	0.4%
Estonia	\$5,001,640	\$5,501,202	\$5,015,256	\$6,301,480	26.0%	25.65%	0.3%
Latvia	\$1,537,205	\$1,969,282	\$2,999,261	\$6,277,803	308.4%	109.31%	0.3%
Subtotal:	\$1,566,212,908	\$1,804,172,553	\$2,132,622,199	\$2,222,226,314	41.9%	4.20%	97.7%
All Other:	\$205,016,929	\$253,049,917	\$291,959,413	\$52,472,317	-74.4%	-82.03%	2.3%
Total:	\$1,771,229,837	\$2,057,222,470	\$2,424,581,612	\$2,274,698,631	28.4%	-6.18%	100.0%

II. Market Potential Indicators

II .B Top 30 World Importers, 2002-05

3D. Doors, Windows and Frames and Thresholds for Doors of Aluminum (HS 761010)

Importing Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
USA	\$178,812,546	\$190,946,014	\$240,455,426	\$265,945,475	48.7%	10.6%	21.6%
Japan	\$139,768,350	\$176,463,206	\$231,953,936	\$265,125,326	89.7%	14.3%	21.6%
United Kingdom	\$86,554,968	\$113,753,958	\$107,627,499	\$109,954,568	27.0%	2.2%	8.9%
France	\$63,166,476	\$81,500,208	\$69,264,795	\$87,381,585	38.3%	26.2%	7.1%
Hong Kong	\$78,836,992	\$97,625,764	\$85,347,831	\$67,743,564	-14.1%	-20.6%	5.5%
Switzerland	\$39,042,400	\$44,961,248	\$51,643,904	\$58,264,361	49.2%	12.8%	4.7%
Canada	\$22,670,430	\$28,228,174	\$30,030,916	\$46,252,215	104.0%	54.0%	3.8%
Germany	\$71,464,256	\$61,277,000	\$66,594,000	\$43,428,000	-39.2%	-34.8%	3.5%
Austria	\$37,017,320	\$47,239,157	\$44,914,097	\$33,786,429	-8.7%	-24.8%	2.7%
Singapore	\$12,707,604	\$28,459,002	\$25,888,825	\$27,688,533	117.9%	7.0%	2.3%
Ireland	\$11,565,027	\$11,089,555	\$11,199,097	\$22,545,565	94.9%	101.3%	1.8%
Luxembourg	\$13,509,001	\$25,779,720	\$13,143,636	\$19,262,393	42.6%	46.6%	1.6%
Sweden	\$11,590,536	\$12,914,020	\$17,073,978	\$18,888,209	63.0%	10.6%	1.5%
Italy	\$12,878,203	\$16,733,664	\$13,186,424	\$17,275,785	34.1%	31.0%	1.4%
Belgium	\$17,735,362	\$26,303,455	\$15,913,083	\$17,134,607	-3.4%	7.7%	1.4%
Mexico	\$6,150,024	\$6,956,908	\$8,718,520	\$11,486,364	86.8%	31.7%	0.9%
Australia	\$3,085,628	\$6,727,065	\$9,251,150	\$11,007,044	256.7%	19.0%	0.9%
Finland	\$8,451,822	\$8,052,403	\$9,017,583	\$9,891,099	17.0%	9.7%	0.8%
Denmark	\$10,547,150	\$14,170,245	\$8,387,431	\$9,773,706	-7.3%	16.5%	0.8%
Croatia	\$3,548,054	\$5,985,175	\$7,034,892	\$9,415,641	165.4%	33.8%	0.8%
Romania	\$3,793,000	\$4,905,491	\$5,819,505	\$7,743,790	104.2%	33.1%	0.6%
Iceland	\$5,946,361	\$5,516,736	\$5,302,165	\$6,997,736	17.7%	32.0%	0.6%
Russia	\$3,575,275	\$3,251,344	\$3,733,508	\$5,207,084	45.6%	39.5%	0.4%
Korea	\$4,762,972	\$5,077,862	\$5,726,348	\$4,994,208	4.9%	-12.8%	0.4%
China	\$2,919,921	\$2,770,077	\$3,605,117	\$4,974,026	70.3%	38.0%	0.4%
Slovakia	\$2,403,767	\$3,990,848	\$3,186,040	\$4,676,262	94.5%	46.8%	0.4%
New Zealand	\$2,433,757	\$3,146,267	\$3,942,038	\$4,558,185	87.3%	15.6%	0.4%
Hungary	\$8,527,000	\$13,523,000	\$8,265,000	\$4,454,877	-47.8%	-46.1%	0.4%
Slovenia	\$2,478,883	\$3,073,155	\$4,818,569	\$4,168,766	68.2%	-13.5%	0.3%
Greece	\$1,654,587	\$4,314,243	\$4,376,136	\$2,728,592	64.9%	-37.6%	0.2%
Subtotal:	\$867,597,672	\$1,054,734,964	\$1,115,421,449	\$1,202,753,995	38.6%	7.8%	97.8%
All Other:	\$119,307,736	\$151,454,579	\$149,699,467	\$27,434,759	-77.0%	-81.7%	2.2%
Total:	\$986,905,408	\$1,206,189,543	\$1,265,120,916	\$1,230,188,754	24.7%	-2.8%	100.0%

II. Market Potential Indicators

II.C Top 30 World Exporters & U.S. Market Share, 2002-05

1. Articles of Stone, Plaster, Cement, Asbestos, Mica or similar materials; Ceramic Product; Glass and Glassware (HS-68)

Exporting Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002- 05	2004-05	2005
Italy	\$2,486,029,568	\$2,719,557,901	\$3,188,613,603	\$3,152,002,685	26.8%	-1.1%	15.1%
Germany	\$1,853,634,816	\$2,108,984,000	\$2,742,899,000	\$2,823,024,000	52.3%	2.9%	13.5%
China	\$1,313,839,558	\$1,612,924,802	\$2,028,959,587	\$2,756,843,267	109.8%	35.9%	13.2%
USA	\$1,250,118,581	\$1,378,639,835	\$1,659,469,135	\$1,972,277,018	57.8%	18.8%	9.4%
Japan	\$836,997,952	\$1,019,295,658	\$1,252,187,175	\$1,385,504,259	65.5%	10.6%	6.6%
Belgium	\$805,705,088	\$999,390,328	\$1,157,331,806	\$1,220,434,208	51.5%	5.5%	5.8%
United Kingdom	\$685,780,288	\$818,617,880	\$1,011,257,188	\$1,130,869,450	64.9%	11.8%	5.4%
France	\$805,705,088	\$883,498,496	\$982,702,252	\$1,053,352,707	30.7%	7.2%	5.0%
Canada	\$767,516,470	\$762,098,853	\$864,942,697	\$918,421,953	19.7%	6.2%	4.4%
Austria	\$399,964,320	\$550,824,071	\$639,352,516	\$672,185,008	68.1%	5.1%	3.2%
Mexico	\$345,260,128	\$390,256,493	\$457,778,521	\$543,970,079	57.6%	18.8%	2.6%
Switzerland	\$267,932,352	\$308,303,328	\$353,983,862	\$335,906,935	25.4%	-5.1%	1.6%
Korea	\$197,750,896	\$227,394,880	\$263,454,937	\$316,035,647	59.8%	20.0%	1.5%
Sweden	\$178,527,744	\$212,277,072	\$260,647,661	\$304,215,924	70.4%	16.7%	1.5%
Finland	\$185,074,720	\$225,654,736	\$279,205,590	\$295,929,873	59.9%	6.0%	1.4%
Denmark	\$174,207,536	\$216,867,952	\$228,714,576	\$238,338,596	36.8%	4.2%	1.1%
Russia	\$82,779,735	\$106,709,375	\$164,171,014	\$216,550,590	161.6%	31.9%	1.0%
Slovenia	\$124,712,960	\$139,715,725	\$163,009,318	\$182,098,845	46.0%	11.7%	0.9%
South Africa	\$91,208,368	\$105,742,192	\$158,647,257	\$174,209,118	91.0%	9.8%	0.8%
Hungary	\$66,244,000	\$101,866,000	\$127,709,000	\$170,187,943	156.9%	33.3%	0.8%
Thailand	\$0	\$104,758,958	\$128,993,121	\$151,196,901	N/A	17.2%	0.7%
Greece	\$106,789,208	\$137,731,744	\$129,524,594	\$137,520,211	28.8%	6.2%	0.7%
Hong Kong	\$102,210,526	\$109,347,991	\$135,135,933	\$133,490,907	30.6%	-1.2%	0.6%
Luxembourg	\$61,437,424	\$63,159,139	\$73,269,636	\$85,258,959	38.8%	16.4%	0.4%
Belarus	\$42,076,232	\$62,437,816	\$85,124,238	\$82,095,900	95.1%	-3.6%	0.4%
Singapore	\$48,043,564	\$45,834,525	\$56,090,680	\$68,958,162	43.5%	22.9%	0.3%
Ireland	\$50,212,032	\$56,517,120	\$60,837,763	\$58,484,673	16.5%	-3.9%	0.3%
Argentina	\$24,225,619	\$29,667,333	\$60,837,763	\$52,926,349	118.5%	-13.0%	0.3%
Australia	\$34,825,920	\$42,042,184	\$42,180,806	\$46,485,940	33.5%	10.2%	0.2%
Croatia	\$20,465,569	\$23,117,496	\$31,382,978	\$46,433,534	126.9%	48.0%	0.2%
Subtotal:	\$13,409,276,262	\$15,563,233,883	\$18,788,414,207	\$20,725,209,641	54.6%	10.3%	99.0%
All Other:	\$3,082,728,454	\$4,294,092,215	\$5,211,757,609	\$213,577,557	-93.1%	-95.9%	1.0%
Total:	\$16,492,004,716	\$19,857,326,098	\$24,000,171,816	\$20,938,787,198	27.0%	-12.8%	100.0%

Source: Comtrade

II. Market Potential Indicators

II .C Top 30 World Exporters & U.S. Market Share, 2002-05

2. Hand Tools not elsewhere specified or included, Blow Torches, Vises, Clamps and the like, other than accessories for and parts of machine tools; Anvils; Portable Forges; Hand- or Pedal Operated Grinding Wheels with Frameworks (HS-8205)

Exporting Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In 1,000 Dollars</i>				2002- 05	2004-05	2005
China	\$498,850,701	\$585,288,706	\$795,101,009	\$1,000,313,081	100.5%	25.8%	26.8%
USA	\$385,865,502	\$404,464,421	\$443,110,978	\$465,189,629	20.6%	5.0%	12.5%
Germany	\$317,719,840	\$361,349,000	\$452,509,000	\$453,703,000	42.8%	0.3%	12.2%
France	\$211,518,256	\$230,839,088	\$276,856,657	\$285,994,536	35.2%	3.3%	7.7%
United Kingdom	\$139,028,240	\$169,450,356	\$194,919,348	\$198,009,334	42.4%	1.6%	5.3%
Hong Kong	\$180,839,232	\$186,868,923	\$180,054,281	\$179,998,936	-0.5%	0.0%	4.8%
Italy	\$180,839,232	\$148,009,305	\$164,151,768	\$165,494,395	-8.5%	0.8%	4.4%
Switzerland	\$104,187,240	\$118,124,864	\$123,767,854	\$134,628,215	29.2%	8.8%	3.6%
Sweden	\$78,171,408	\$100,487,792	\$128,809,577	\$124,150,126	58.8%	-3.6%	3.3%
Austria	\$54,506,641	\$70,435,285	\$112,264,862	\$107,431,410	97.1%	-4.3%	2.9%
Belgium	\$46,376,400	\$70,919,739	\$93,365,447	\$101,074,647	117.9%	8.3%	2.7%
Japan	\$63,832,510	\$68,209,597	\$85,653,602	\$85,249,546	33.6%	-0.5%	2.3%
Korea	\$43,219,168	\$71,801,344	\$80,046,622	\$84,666,261	95.9%	5.8%	2.3%
Singapore	\$25,033,317	\$26,114,775	\$40,677,925	\$70,672,361	182.3%	73.7%	1.9%
Mexico	\$32,745,412	\$30,121,536	\$37,207,145	\$61,918,776	89.1%	66.4%	1.7%
Canada	\$30,005,244	\$29,838,723	\$43,525,286	\$46,025,469	53.4%	5.7%	1.2%
Denmark	\$22,326,178	\$27,971,204	\$34,102,205	\$33,374,628	49.5%	-2.1%	0.9%
Ireland	\$18,627,190	\$9,829,905	\$17,904,339	\$18,789,543	0.9%	4.9%	0.5%
Australia	\$11,229,321	\$12,861,853	\$16,851,208	\$16,651,091	48.3%	-1.2%	0.4%
Slovenia	\$13,211,308	\$14,526,644	\$16,331,522	\$16,260,115	23.1%	-0.4%	0.4%
South Africa	\$7,157,657	\$7,393,097	\$9,265,743	\$13,325,289	86.2%	43.8%	0.4%
Thailand	\$0	\$5,623,151	\$6,891,912	\$9,105,421	N/A	32.1%	0.2%
Finland	\$5,341,487	\$6,673,968	\$7,408,906	\$7,765,108	45.4%	4.8%	0.2%
Hungary	\$4,161,000	\$5,272,000	\$7,226,000	\$7,587,295	82.3%	5.0%	0.2%
New Zealand	\$4,909,369	\$7,898,173	\$6,257,650	\$6,892,638	40.4%	10.1%	0.2%
Russia	\$13,869,625	\$11,827,222	\$3,944,531	\$5,060,812	-63.5%	28.3%	0.1%
Estonia	\$2,450,724	\$3,305,965	\$4,149,907	\$4,964,674	102.6%	19.6%	0.1%
Greece	\$3,826,684	\$3,465,143	\$3,498,380	\$4,800,569	25.4%	37.2%	0.1%
Romania	\$1,729,000	\$2,306,818	\$3,685,745	\$2,842,551	64.4%	-22.9%	0.1%
Belarus	\$1,733,161	\$2,188,066	\$2,905,875	\$2,526,400	45.8%	-13.1%	0.1%
Subtotal:	\$2,503,311,047	\$2,793,466,663	\$3,392,445,284	\$3,714,465,856	48.4%	9.5%	99.7%
All Other:	\$177,340,404	\$318,389,126	\$401,824,588	\$12,201,202	-93.1%	-97.0%	0.3%
Total:	\$2,680,651,451	\$3,111,855,789	\$3,794,269,872	\$3,726,667,058	39.0%	-1.8%	100.0%

Source: Comtrade

II. Market Potential Indicators

II .C Top 30 World Exporters & U.S. Market Share, 2002-05

3A. Doors, Windows and Frames and Thresholds for Doors of Steel (HS 730830)

Exporting Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
Germany	\$320,142,720	\$396,373,000	\$467,417,000	\$497,210,000	55.3%	6.4%	31.4%
Canada	\$206,713,488	\$219,576,879	\$250,577,132	\$254,831,816	23.3%	1.7%	16.1%
China	\$71,633,077	\$93,533,078	\$122,264,797	\$201,104,472	180.7%	64.5%	12.7%
USA	\$114,750,180	\$108,709,683	\$120,361,648	\$147,271,476	28.3%	22.4%	9.3%
Italy	\$64,692,092	\$81,159,889	\$80,051,208	\$89,047,491	37.6%	11.2%	5.6%
Mexico	\$30,838,164	\$33,732,242	\$39,549,258	\$50,889,994	65.0%	28.7%	3.2%
Austria	\$28,267,544	\$33,096,905	\$38,685,834	\$45,166,233	59.8%	16.8%	2.8%
United Kingdom	\$29,495,020	\$38,014,009	\$39,652,996	\$36,088,877	22.4%	-9.0%	2.3%
Belgium	\$47,024,544	\$46,169,221	\$42,694,686	\$34,315,318	-27.0%	-19.6%	2.2%
Sweden	\$21,867,604	\$26,133,588	\$29,610,469	\$32,024,887	46.4%	8.2%	2.0%
France	\$20,315,826	\$23,514,544	\$30,777,758	\$27,780,982	36.7%	-9.7%	1.8%
Korea	\$5,935,233	\$11,574,619	\$18,826,336	\$25,140,111	323.6%	33.5%	1.6%
Switzerland	\$15,368,092	\$16,743,084	\$19,620,480	\$19,924,155	29.6%	1.5%	1.3%
Denmark	\$14,474,591	\$16,646,494	\$12,924,377	\$15,086,934	4.2%	16.7%	1.0%
South Africa	\$6,425,091	\$7,887,114	\$10,009,613	\$13,771,483	114.3%	37.6%	0.9%
Finland	\$11,847,881	\$13,358,250	\$12,333,198	\$12,758,195	7.7%	3.4%	0.8%
Japan	\$4,741,727	\$2,714,463	\$5,743,751	\$11,056,696	133.2%	92.5%	0.7%
Estonia	\$4,259,242	\$7,134,371	\$7,550,153	\$9,049,969	112.5%	19.9%	0.6%
Slovenia	\$3,709,548	\$4,792,605	\$6,297,750	\$7,357,401	98.3%	16.8%	0.5%
Australia	\$4,505,804	\$9,505,053	\$6,279,689	\$6,284,564	39.5%	0.1%	0.4%
Hungary	\$4,349,000	\$9,182,000	\$6,558,000	\$6,258,907	43.9%	-4.6%	0.4%
Russia	\$2,877,151	\$13,322,557	\$5,700,875	\$5,618,960	95.3%	-1.4%	0.4%
Singapore	\$3,263,205	\$3,633,218	\$6,531,019	\$5,594,468	71.4%	-14.3%	0.4%
Romania	\$666,000	\$2,112,599	\$3,040,964	\$5,522,000	729.1%	81.6%	0.3%
Slovakia	\$1,706,557	\$2,494,467	\$2,557,514	\$3,777,604	121.4%	47.7%	0.2%
New Zealand	\$1,935,917	\$2,687,288	\$2,939,545	\$3,743,045	93.3%	27.3%	0.2%
Hong Kong	\$3,972,464	\$3,624,365	\$2,978,960	\$2,874,179	-27.6%	-3.5%	0.2%
Brazil	\$903,627	\$683,507	\$1,530,775	\$2,306,560	155.3%	50.7%	0.1%
Thailand	N/A	\$903,364	\$1,722,788	\$1,855,623	N/A	7.7%	0.1%
Luxembourg	\$389,405	\$281,986	\$682,464	\$1,785,705	358.6%	161.7%	0.1%
Subtotal:	\$1,047,070,794	\$1,229,294,442	\$1,395,471,037	\$1,575,498,105	50.5%	12.9%	99.4%
All Other:	\$181,105,933	\$212,043,010	\$267,302,184	\$9,797,542	-94.6%	-96.3%	0.6%
Total:	\$1,228,176,727	\$1,441,337,452	\$1,662,773,221	\$1,585,295,647	29.1%	-4.7%	100.0%

II. Market Potential Indicators

II .C Top 30 World Exporters & U.S. Market Share, 2002-05 3B. Doors, Windows and Frames and Thresholds for Plastics (HS 392520)

Exporting Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
Germany	\$153,949,008	\$205,029,000	\$240,054,000	\$215,773,000	40.2%	-10.1%	17.8%
Canada	\$155,142,664	\$163,116,955	\$171,982,292	\$163,248,144	5.2%	-5.1%	13.5%
United Kingdom	\$64,466,836	\$73,890,264	\$91,580,821	\$113,231,765	75.6%	23.6%	9.3%
USA	\$52,123,216	\$58,454,489	\$76,054,554	\$98,992,148	89.9%	30.2%	8.2%
China	\$19,936,034	\$32,293,493	\$45,601,515	\$94,817,252	375.6%	107.9%	7.8%
Denmark	\$61,350,164	\$80,224,912	\$84,923,093	\$84,844,369	38.3%	-0.1%	7.0%
Italy	\$68,897,912	\$75,707,982	\$85,603,712	\$84,710,582	23.0%	-1.0%	7.0%
Austria	\$57,376,955	\$78,246,074	\$90,148,238	\$84,450,558	47.2%	-6.3%	7.0%
Belgium	\$34,135,344	\$42,880,785	\$60,313,704	\$64,386,268	88.6%	6.8%	5.3%
Mexico	\$1,798,831	\$8,530,054	\$16,683,769	\$23,285,477	1194.5%	39.6%	1.9%
Hungary	\$6,867,000	\$7,821,000	\$11,609,000	\$22,665,120	230.1%	95.2%	1.9%
Ireland	\$13,738,848	\$16,905,884	\$18,127,400	\$20,803,903	51.4%	14.8%	1.7%
Slovakia	\$8,765,347	\$13,503,175	\$18,005,752	\$20,606,250	135.1%	14.4%	1.7%
Korea	\$3,893,300	\$11,815,340	\$24,952,984	\$20,418,321	424.4%	-18.2%	1.7%
France	\$18,183,140	\$28,564,464	\$26,443,033	\$18,756,270	3.2%	-29.1%	1.5%
Slovenia	\$14,845,113	\$18,166,884	\$18,588,544	\$15,944,646	7.4%	-14.2%	1.3%
Luxembourg	\$5,511,276	\$9,589,131	\$12,803,183	\$15,261,772	176.9%	19.2%	1.3%
Bosnia Herzegovina	N/A	\$4,307,582	\$6,287,550	\$7,914,457	N/A	25.9%	0.7%
Belarus	\$6,246,996	\$10,539,197	\$20,084,399	\$6,469,600	3.6%	-67.8%	0.5%
Thailand	N/A	\$2,811,257	\$2,873,190	\$4,381,027	N/A	52.5%	0.4%
Sweden	\$4,243,453	\$11,874,464	\$13,759,242	\$4,355,496	2.6%	-68.3%	0.4%
Romania	\$1,102,000	\$1,999,674	\$2,869,081	\$4,309,951	291.1%	50.2%	0.4%
Croatia	\$1,671,740	\$2,266,037	\$2,625,272	\$2,746,449	64.3%	4.6%	0.2%
Finland	\$1,816,444	\$2,022,973	\$3,205,581	\$2,607,395	43.5%	-18.7%	0.2%
Latvia	\$277,061	\$1,061,929	\$1,545,389	\$2,592,266	835.6%	67.7%	0.2%
Switzerland	\$1,565,463	\$2,380,372	\$2,564,547	\$2,355,562	50.5%	-8.1%	0.2%
Barbados	N/A	N/A	N/A	\$1,747,577	N/A	N/A	0.1%
Greece	\$1,864,268	\$1,367,202	\$1,318,417	\$1,684,237	-9.7%	27.7%	0.1%
Mauritius	\$1,007,871	\$661,060	\$1,986,558	\$1,656,685	64.4%	-16.6%	0.1%
Japan	\$682,935	\$1,408,741	\$571,988	\$1,091,193	59.8%	90.8%	0.1%
Subtotal:	\$761,459,219	\$967,440,374	\$1,153,166,808	\$1,206,107,740	58.4%	4.6%	99.5%
All Other:	\$129,082,570	\$182,773,711	\$259,462,095	\$5,968,370	-95.4%	-97.7%	0.5%
Total:	\$890,541,789	\$1,150,214,085	\$1,412,628,903	\$1,212,076,110	36.1%	-14.2%	100.0%

II. Market Potential Indicators

II.C Top 30 World Exporters & U.S. Market Share, 2002-05 3C. Doors, Windows and Frames and Thresholds for Wood (HS 441820)

Exporting Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
China	\$116,349,346	\$167,557,975	\$265,473,450	\$350,375,137	201.1%	32.0%	16.3%
Canada	\$253,072,971	\$266,773,267	\$317,547,489	\$345,919,709	36.7%	8.9%	16.1%
Brazil	\$130,429,624	\$136,700,160	\$208,040,375	\$225,555,003	72.9%	8.4%	10.5%
Sweden	\$82,115,880	\$109,438,544	\$126,479,304	\$135,849,141	65.4%	7.4%	6.3%
Germany	\$77,635,184	\$101,622,000	\$127,088,000	\$129,960,000	67.4%	2.3%	6.0%
Italy	\$81,699,512	\$100,714,878	\$120,487,233	\$128,911,325	57.8%	7.0%	6.0%
USA	\$88,974,083	\$102,899,698	\$119,219,810	\$111,041,938	24.8%	-6.9%	5.2%
Denmark	\$77,647,272	\$101,914,472	\$117,275,735	\$109,600,919	41.2%	-6.5%	5.1%
South Africa	\$57,067,976	\$71,250,504	\$79,734,856	\$75,538,534	32.4%	-5.3%	3.5%
Finland	\$54,942,988	\$66,780,856	\$76,975,332	\$69,503,923	26.5%	-9.7%	3.2%
United Kingdom	\$35,510,760	\$41,010,989	\$50,301,060	\$54,220,595	52.7%	7.8%	2.5%
Romania	\$20,783,000	\$31,464,000	\$44,805,642	\$50,566,130	143.3%	12.9%	2.3%
Belgium	\$29,291,774	\$36,303,369	\$43,658,251	\$47,547,579	62.3%	8.9%	2.2%
Slovenia	\$40,981,948	\$45,415,881	\$48,028,129	\$43,817,872	6.9%	-8.8%	2.0%
Estonia	\$13,977,625	\$24,038,607	\$34,600,241	\$41,662,690	198.1%	20.4%	1.9%
Mexico	\$40,212,688	\$36,340,060	\$38,584,571	\$38,518,839	-4.2%	-0.2%	1.8%
France	\$27,055,692	\$36,115,564	\$37,718,791	\$36,574,228	35.2%	-3.0%	1.7%
Belarus	\$10,931,592	\$16,412,090	\$24,314,192	\$29,699,700	171.7%	22.1%	1.4%
Austria	\$22,406,139	\$23,407,863	\$30,429,876	\$24,931,046	11.3%	-18.1%	1.2%
Russia	\$6,119,133	\$8,014,399	\$10,276,836	\$19,303,483	215.5%	87.8%	0.9%
Thailand	N/A	\$12,030,483	\$13,309,897	\$15,378,226	N/A	15.5%	0.7%
Hungary	\$20,551,000	\$21,857,000	\$19,940,000	\$14,988,180	-27.1%	-24.8%	0.7%
Latvia	\$8,191,354	\$7,064,326	\$5,154,379	\$8,770,188	7.1%	70.2%	0.4%
Ireland	\$3,263,067	\$5,484,012	\$7,854,029	\$6,950,081	113.0%	-11.5%	0.3%
Australia	\$2,743,769	\$3,156,779	\$5,368,588	\$5,377,823	96.0%	0.2%	0.2%
Slovakia	\$1,693,372	\$2,223,224	\$3,325,774	\$5,201,247	207.2%	56.4%	0.2%
Bosnia Herzegovina	N/A	\$1,153,742	\$2,303,659	\$3,495,408	N/A	51.7%	0.2%
Greece	\$970,014	\$1,124,803	\$2,416,000	\$3,435,481	254.2%	42.2%	0.2%
Singapore	\$5,877,258	\$2,068,180	\$2,745,663	\$3,393,494	-42.3%	23.6%	0.2%
Luxembourg	\$1,170,832	\$289,021	\$686,013	\$2,987,998	155.2%	335.6%	0.1%
Subtotal:	\$1,311,665,853	\$1,580,626,746	\$1,984,143,175	\$2,139,075,917	63.1%	7.8%	99.4%
All Other:	\$484,809,910	\$491,713,780	\$591,317,554	\$13,175,020	-97.3%	-97.8%	0.6%
Total:	\$1,796,475,763	\$2,072,340,526	\$2,575,460,729	\$2,152,250,937	19.8%	-16.4%	100.0%

II. Market Potential Indicators

II.C Top 30 World Exporters & U.S. Market Share, 2002-05

3D. Doors, Windows and Frames and Thresholds for Aluminum (HS 761010)

Exporting Country	2002	2003	2004	2005	% Change	% Change	% Share
	<i>In US Dollars</i>				2002- 05	2004-05	2005
Thailand		\$132,952,355	\$174,736,982	\$198,941,932	N/A	13.9%	15.3%
China	\$98,458,728	\$102,773,295	\$128,880,401	\$172,014,629	74.7%	33.5%	13.2%
Canada	\$112,033,439	\$101,038,259	\$142,419,859	\$130,854,240	16.8%	-8.1%	10.0%
Germany	\$124,265,088	\$162,467,000	\$141,365,000	\$129,105,000	3.9%	-8.7%	9.9%
Italy	\$123,159,336	\$135,098,168	\$120,181,589	\$117,126,832	-4.9%	-2.5%	9.0%
USA	\$48,608,313	\$61,761,660	\$58,909,961	\$81,228,258	67.1%	37.9%	6.2%
United Kingdom	\$34,170,492	\$36,702,621	\$42,536,404	\$50,214,083	47.0%	18.0%	3.9%
Austria	\$55,240,389	\$58,345,310	\$42,399,770	\$49,110,598	-11.1%	15.8%	3.8%
Denmark	\$42,074,040	\$40,834,408	\$42,154,224	\$47,739,225	13.5%	13.2%	3.7%
Sweden	\$29,333,876	\$32,692,144	\$33,796,030	\$37,017,161	26.2%	9.5%	2.8%
Belgium	\$50,658,872	\$53,771,442	\$35,354,892	\$32,760,290	-35.3%	-7.3%	2.5%
Mexico	\$21,064,368	\$22,618,839	\$20,058,635	\$30,600,807	45.3%	52.6%	2.3%
Switzerland	\$27,653,410	\$22,482,926	\$33,702,908	\$28,147,587	1.8%	-16.5%	2.2%
France	\$27,319,086	\$31,486,660	\$25,668,924	\$23,374,404	-14.4%	-8.9%	1.8%
Ireland	\$17,084,784	\$17,768,876	\$20,573,958	\$21,466,923	25.6%	4.3%	1.6%
Korea	\$14,137,451	\$21,036,848	\$19,074,037	\$16,233,184	14.8%	-14.9%	1.2%
Slovenia	\$5,856,076	\$10,375,614	\$14,004,255	\$16,227,251	177.1%	15.9%	1.2%
Hungary	\$19,156,000	\$28,736,000	\$19,256,000	\$13,260,483	-30.8%	-31.1%	1.0%
Slovakia	\$6,400,303	\$9,882,231	\$12,198,272	\$12,880,126	101.2%	5.6%	1.0%
Finland	\$6,631,777	\$8,165,920	\$9,354,353	\$10,620,109	60.1%	13.5%	0.8%
Japan	\$7,019,075	\$6,966,392	\$5,722,202	\$9,675,194	37.8%	69.1%	0.7%
Romania	\$1,018,000	\$2,544,029	\$6,746,326	\$7,748,894	661.2%	14.9%	0.6%
Greece	\$5,028,755	\$8,181,320	\$7,030,661	\$7,520,453	49.5%	7.0%	0.6%
Australia	\$3,982,406	\$5,869,913	\$4,417,916	\$6,785,717	70.4%	53.6%	0.5%
Mauritius	\$1,745,217	\$2,889,724	\$5,640,193	\$6,429,532	268.4%	14.0%	0.5%
Hong Kong	\$5,112,611	\$3,430,631	\$4,490,270	\$5,911,922	15.6%	31.7%	0.5%
New Zealand	\$2,993,807	\$4,622,691	\$6,690,856	\$5,593,644	86.8%	-16.4%	0.4%
Bosnia Herzegovina	N/A	\$2,290,141	\$3,004,549	\$5,338,413	N/A	77.7%	0.4%
Singapore	\$2,575,256	\$2,958,396	\$3,455,124	\$4,238,028	64.6%	22.7%	0.3%
South Africa	\$2,730,130	\$5,246,150	\$3,381,224	\$3,739,994	37.0%	10.6%	0.3%
Subtotal:	\$895,511,085	\$1,135,989,963	\$1,187,205,775	\$1,281,904,913	43.1%	8.0%	98.4%
All Other:	\$177,536,077	\$234,697,618	\$229,297,877	\$21,064,640	-88.1%	-90.8%	1.6%
Total:	\$1,073,047,162	\$1,370,687,581	\$1,416,503,652	\$1,302,969,553	21.4%	-8.0%	100.0%

II. Market Potential Indicators

II .C. Market Sizes & U.S. Share, by Country

The Table below provides comparative data on total market, import market, and import from the U.S. for countries considered “best prospects” for U.S. exports of Building Products. The countries are listed in alphabetic order, not in rank order. The data are based on local sources and reflect best estimates of USCS commercial officers each country. Statistical accuracy and comparability to other sources (e.g., “USDOC Bureau of Census”) are affected by a number of factors, including lack of published figures in certain markets, variances in data collection techniques, sources of data, and industry definitions.

Building Products (Values in \$ Millions)

Country	Total Market			Total Imports			Imports from US			% U.S. Share
	2003	2005	% Change	2003	2005	% Change	2003	2005	% Change	
Argentina	1,475	2,255	53%	295	410	39%	33	53	61%	12.9%
Barbados	25.2	40.7	62%	25.5	41.4	62%	11	14.4	31%	34.8%
Canada	15,537	19,724	27%	6311	8185	30%	4231	5007	18%	61.2%
Hong Kong *	86	95	10%	196	216	10%	17	19	12%	8.8%
Ireland	1,853	1,917	3%	917	958	4%	47.4	49.2	4%	5.1%
Jamaica	450	480	7%	330	360	9%	120	150	25%	41.7%
Japan	110,792	120,867	9%	10085	11883	18%	968	1046	8%	8.8%
Philippines **	1,486	1,470	-1%	522	521	0%	39	33	-15%	6.3%
Singapore	2,360	3,409	44%	3088	4377	42%	283	290	2%	6.6%
Turkey	1.2	2.1	75%	2.4	3.4	42%	0.34	0.5	47%	14.7%
United Arab Emirates	1,025	1,498	46%	1089	1556	43%	48	68	42%	4.4%

* Statistics for both Building Products, Construction Machinery and Architectural, Construction & Engineering Services

** Statistics for both Building Products and Construction Machinery

Source: US Commercial Service

III. Best-Prospect Market Assessments

Following are overviews of “best prospect” markets for Building Products, based on observations of USCS posts in each country. The countries appear in alphabetical order. For more detailed market research on Building Products in these and other specific markets, see relevant Market Research Reports listed in Chapter V. For general commercial and economic information on individual countries, see the relevant Country Commercial Guides (CCGs).

AFGHANISTAN

Overview

Demand for all types of building materials is booming and will remain strong over the next several years given the magnitude of the reconstruction process, a growing population and rising income. Projects range from large scale reconstruction of roads, power and water infrastructure to small scale retail and residential construction.

International donor demands for high quality and quantity represent opportunities for both the export market and local investment.

This sector offers perhaps the highest potential for both U.S. investment and exports. Most available construction materials are currently imported and are of poor quality. Cement, for example, is primarily imported from Pakistan and Iran, and is of such poor quality that it is considered not saleable in those countries. High transportation costs, an abundance of raw materials, and a supply of local workers with adequate skills in this sector combine to offer promising opportunities for investment in local production that could under-price foreign rivals. The national market for materials is well-integrated, with competitive wholesaling and retailing and established distribution channels. There is medium-term potential for local production for export as well, particularly in the marble and marble cutting industry, as

Afghanistan’s wealth of natural resources offers it a comparative advantage over neighboring countries. Profitable investment opportunities also exist in the manufacturing of final construction inputs, such as doors or windows. Often these activities are carried out on a small scale basis, but many opportunities exist to expand to mass production.

Best Products/Services

Afghanistan is in an earthquake prone region. Demand for quality cement is high and is forecasted to remain strong, both in Afghanistan and in regional countries where industries are operating at capacity levels. Local conditions for the production of cement (i.e., adequate limestone) exist. Given the high transportation costs for this product, investment in locally produced cement has great potential. The Government of Afghanistan has placed a high priority on attracting international investment in this industry. Cement blocks are a popular local construction material. Upgrading and expanding existing production facilities or establishing new facilities offers good investment potential.

Bricks

Both baked and unbaked bricks are used for construction in Afghanistan. Both are produced locally on a small scale. However, most baked bricks are imported from Pakistan. Given high transportation costs, there are good business opportunities in the expansion and upgrading of local production facilities.

Doors and Windows

Current local production of doors and windows uses low technology and does not meet local demand. Investment opportunities exist in the industrialization and expansion of this process.

Marble and Natural Stone

There are substantial marble deposits within Afghanistan. Only a small fraction of what is mined is processed locally for construction or handicrafts. Most is exported to Pakistan, where it is cut into blocks and slabs. Investment in the local cutting process has high profit potential. The abundance of natural stone also offers potential in mining and processing.

Tiles

The raw materials for the production of ceramic tiles and other ceramic products can be found in Afghanistan. High demand and prohibitive transportation costs represent great potential for investment in local production facilities.

Sand, Gravel and Aggregate

Many production sites for sand, gravel and aggregate are present. However, quality is mixed due to inadequate equipment. Investment and U.S. export opportunities exist in upgrading the quality of production as well as in the exploitation of new mining sites.

Asphalt

Local asphalt production capacity does not meet the booming demand brought on by large scale road construction and reconstruction activities. High profit potential exists in expansion of local production.

ARGENTINA

Overview

The construction industry continues to be one of the most dynamic sectors in Argentina with annual growth of over 20% each of the past three years. The U.S. is the second largest supplier with \$65 million in exports and a 20% market share. Brazil is number one, with annual sales of \$102 million. Imports represent only 20% of the total market, estimated at \$2.3 billion.

The construction sector in Argentina is very well developed, both in terms of the number of construction contractors and in the size of domestic building product manufacturers. It absorbs over 10% of the economically active population and represents 45% of total investments. As such, it occupies 10% of the manual labor force and, with few exceptions, it sources its products and supplies domestically. There are many local manufacturers for the residential building products sub-sector in Argentina. The outlook for 2006 is promising, especially when more financing becomes available to engage in new projects.

Best Products/Services

The following products present good sales potential in residential construction: roofing systems (heat insulated and acoustical), mortar-less interlocking finishing systems, high quality doors and windows, hi-tech home and building security systems, high quality roof, floor, and wall finishes, garden

equipment, luxury bathroom and kitchen furniture and equipment, sprinkler systems, terrazzo tiles, wooden kitchen cabinets, lighting, suspended ceilings, and carpeting.

Opportunities

Local construction projects, mainly residential, will continue to present good sales opportunities for U.S. suppliers of building and construction materials during 2006 and beyond. American-made products are the choice of the high-end segment for durability, design and ease of maintenance. Some U.S. solutions are being adopted and industry experts indicate that the technological innovations brought about by the growth in imported construction materials during the nineties has increased quality.

Resources

For additional information on this industry such as trade events, useful links, and the products and services that the U.S. Commercial Service can provide visit http://www.comerciousa.org/argentina_editable/-EPallares/building_materials/building_materials_main.asp.

BARBADOS

Overview

Construction activity in 2005 received a significant boost from the construction of the new Hilton Hotel and the renovation to hotel properties. Overall construction activity for the period January - September 2005 grew by an estimated 8.2%. The residential sector is expected to increase in 2006 with new housing projects and the activity associated with Barbados' preparation for Cricket World Cup in 2007.

Best Products/Services

Lumber

Opportunities

Private sector construction projects in the area of hotel upgrades, golf course development, and retail and office complexes are ongoing and will offer opportunities for U.S. companies to export their products. There are currently eight villa and condominium projects currently under construction on the west coast of the island. There are plans to construct at least two new hotel properties within the next couple of years.

Resources

- Doreen Weekes
Commercial Specialist
U.S. Commercial Service, Bridgetown
Website:
<http://www.buyusa.gov/caribbean/en/barbados.html>
Email: doreen.weekes@mail.doc.gov

BULGARIA

Overview

Stable economic conditions and new investments in Bulgaria have contributed to the expansion of the building materials market in Bulgaria. In particular, Bulgaria's housing market is experiencing rapid growth. The Bulgarian market for building materials is among the fastest growing sectors of the country economy (more than 20% per annum).

Traditionally, Bulgarian buildings are constructed with un-reinforced brick covered with concrete stucco or, more recently, with steel-reinforced concrete with brick infill. Bulgarian buildings are energy inefficient, heavy, and take a long time to build. Wood and steel frame buildings are almost unknown, though Bulgarian builders are starting to look at American-style platform-frame wood construction and prefabricated housing. Most building

materials are imported or manufactured in Bulgaria by European brand names firms, such as glass, cement, paint and varnishes. As most modern building materials are imported, Bulgaria has no applicable standards or testing in this sector. Materials from well-known manufacturers that have certificates from the country of origin are accepted in the market based on technical merit.

Best Products/Services

The existing situation in the housing and urban market in Bulgaria offers many opportunities to promote high-tech American building materials based on advanced U.S. technology. U.S. value-added building products that may have very good market prospects include wooden and vinyl windows, doors, flooring, kitchen cabinets, suspended ceilings, insulation, adhesives, cements, roofing shingles, heating and ventilation equipment, air conditioning, refrigeration and cooling systems, steel buildings and fabrications. Other potential imports from the United States could include framing lumber, plywood, molding and fiberboard. In addition, the Bulgarian remodeling market may grow significantly over the long term, offering U.S. companies opportunities in this sub sector.

Opportunities

The building and construction sector is one of the booming and most promising sectors in Bulgaria. It offers a lot of business opportunities for U.S. companies in luxurious properties, holiday real estate, administrative buildings and trade outlets. The demand for residential, industrial and recreational facilities after 2004 almost doubled. The investment in real estate transactions and property development in Bulgaria reached a billion euro by the end of 2005. The volume of investments in real estate projects, including land purchases,

construction works and transactions, totaled about 900 million euro for the first nine months of 2005.

In the coming years, 680,000 housings in Bulgaria will need to be rehabilitated, including 360,000 pre-fabricated units, 150,000 reinforced concrete units and 170,000 solid units.

Resources

- Ministry of Regional Development (Directorate for National Construction Supervision) www.mrrb.government.bg
- Chamber of the Architects in Bulgaria - www.geocities.com/arch_art/kabinx.html
- Bulgarian Building and Construction Chamber –www.bbcb-bg.org
- Information data base in the area of the furniture and interior - www.mebeli.info
- For more information on market entry strategies contact: etaneva@mail.doc.gov

CANADA

Overview

Canada represents the largest export market for U.S. building products manufacturers. U.S. exports of building products hold 26% of the market, and will retain their 61% import market share and match the overall expected market growth of 2.5% in 2006, but face increasing competition from China. The success of U.S. building products suppliers in Canada reflects the advantages that U.S. manufacturers enjoy over third-country suppliers, including geographic proximity, similar quality demands and channels of distribution, and duty and tariff-free access under NAFTA. Most Canadian production and 87% of exports in this sector are wood products such as raw lumber, plywood and particleboard, while only 13%

are value-added products such as windows, doors, kitchen cabinetry, bath and sanitary ware, construction adhesives and sealants, insulation, and lighting products.

While total construction activity is expected to slow from 2.9% growth to 1.2%, engineering and non-residential building construction and repair will continue to fuel demand for U.S. building products in 2006, and outperform residential construction. Demand will be led by construction of oil and gas facilities in western Canada and mining, electricity generation and transmission systems and transportation infrastructure.

Best Products/Services

Construction adhesives/sealants, bath and sanitary ware, steel/iron construction materials, articles of cement/concrete/artificial stone, do-it-yourself products, electrical products, environmental control systems, flooring, commercial/residential heating, lighting products, miscellaneous plastic construction products, builders' hardware, and plumbing products will have the best sales potential in 2006.

Opportunities

The 2010 Olympic and Paralympic Winter Games in Vancouver will generate more than \$7 billion in infrastructure projects. Planned energy investments to exploit Alberta's natural gas and oilsands reserves will exceed \$100 billion in the next 15-20 years.

Resources

- USCS Canada commercial specialist
Rita Patlan: Rita.Patlan@mail.doc.gov
- Canadian Construction Association
- Canadian Home Builders' Association

GUATEMALA

Overview

The construction sector in Guatemala experienced a slowdown from 2000 to 2003, after steady growth in previous years. In 1999, the construction sector grew 9% and accounted for 2.6% of GDP, while in 2003 the sector ended with negative growth of 15% representing only 1.9% of GDP. A big reason why the sector experienced a decrease was the cutback in public investment in infrastructure and civil engineering projects.

A difference between Guatemala and the United States is the preference in construction materials and techniques. The majority of homebuilding in Guatemala is done using concrete and concrete blocks. For apartment and commercial buildings, metal structures, steel beams and concrete structures are used. U.S. exports of building products to Guatemala were \$16.8 million in 2003. As shown below, the largest export products in 2003 were steel pipe, structural steel and plastic.

Best Products/Services

The following is a list of the most promising categories for 2006:

- supplies for heavy infrastructure and residential housing projects
- structural metals
- bathroom wares and accessories
- ceramic floors and tiles
- shingle and roof products
- doors and window frames
- kitchen cabinets and countertops
- plastic pipes and fixtures
- electrical wiring, accessories and fixtures
- drywall

Opportunities

There is substantial local production of cement, cement products, ceramic floors and tiles, plastic pipes and plumbing products, wood and wood products, among other items. As discussed above, the most potential (where there is no local production) is within the sub-sectors of metal structures and higher-end finishing products. In general, Guatemala is a very price-sensitive country.

On the other hand, Guatemala is also ranked by the United Nations as one of the countries with the largest income distribution gaps, meaning there is a good market for the higher-end products. Although most of the more basic materials are supplied locally, many finishing, higher technology, and specialized products are imported. Building products are mostly imported into Guatemala from Italy, Brazil, China, Korea, Costa Rica, Spain, Mexico, Colombia and the United States.

A positive factor for U.S.-made goods is the excellent reputation that U.S. products enjoy for superior quality and design. They are often price competitive and U.S. technology frequently offers products not available from domestic sources. With regard to the Free Trade Agreement between the United States, Central America and the Dominican Republic (CAFTA-DR), 99% of U.S. construction equipment and over 55% of building supply exports will be duty-free immediately upon implementation of the Agreement. Currently, tariffs on construction equipment range from 0-15%. Central American tariffs on building supplies are higher, on average, than for other products in the region, with the highest tariffs ranging up to 15% for products like valves and home construction accessories, such as fixtures, sinks and doors. This should provide American companies with

great opportunities in the construction sector, especially for those products that, because of tariffs, were not price-competitive locally.

Resources

- . Guatemalan Chamber of Construction:
www.construguate.com
- Information and Monitoring Public Projects System:
www.simop.info/home.php
- . Regional Integration Department:
www.sieca.org.gt
- Guatemalan Ministry of Communications and Infrastructure:
www.comunicaciones.gob.gt
- . Economic and Social Investigation Association:
<http://www.asies.org.gt/informes.htm>

HONG KONG

Overview

There has been a growth in the usage of environmentally friendly building products during the last five years. One reason is that developers find “green” features economical in the long run, despite their initial higher installation costs. Another is that they help attract multinational corporate tenants. Government incentives and brand building concerns are also contributing factors.

Best Products/Services

Best sales prospects include those products that help to save energy, recover heat, reduce waste or maintenance needs, improve indoor air quality or come from sustainable sources. 20-30% more green buildings have been built in Hong Kong in the past five

years. T5 lamps, variable speed pumps, heat recovery systems, service-on-demand features, advanced window glazing and motion sensors have become more common. Building integrated photovoltaic panels also are becoming popular. The market for green building products has great potential. Hong Kong re-exports over 50% of its imports to Mainland China. U.S. companies should take advantage of Hong Kong's strategic location and its ties with Mainland China to penetrate the Mainland China market.

Opportunities

Government regulations are playing a pivotal role in shaping the design of residential buildings in Hong Kong. Balconies and sky gardens are now a feature of many new homes. They were not so common in projects completed before 2001. The government provides incentives to encourage developers to adopt green building features and construction methods to reduce waste. The incentive exempts green features from the calculation of the gross floor area of a property, which grants developers extra floor space to boost the market value of properties.

On the private-sector front, there is a voluntary certification scheme that began in 1996 called the Hong Kong Building Environmental Assessment Method (HK-BEAM). HK-

BEAM recognizes improved environmental performance in building design and management. Through May 2005, there have been 100 buildings or over 60 million square feet of floor space assessed by HK-BEAM. These include 52,000 residential units, equivalent to the homes of 150,000 people or slightly over 2% of Hong Kong population. The numbers make HK-BEAM the most widely used scheme of its kind in

the world on a per capita basis. In August 2005, the Hong Kong Government's Building Department also launched CEPAS (Comprehensive Environmental Performance Assessment Scheme), a new buildings' rating system.

The scheme is voluntary, rating buildings on a "five-star" grading system. The rating system is based on 34 criteria in eight categories, ranging from hygiene and ventilation to waste management and cultural preservation during the design and construction stage. The best buildings will be given a platinum label. The other grades are gold, silver, bronze and unclassified. The certificate will be valid for five years. This system is meant to become a benchmark for all construction in Hong Kong, making environmental awareness a business plus.

Resources

Major Trade Shows:

- Asia Building Technologies 2006
<http://www.asianbt.com/>
- Hong Kong International Building Materials & Construction Equipment Fair
<http://www.hkbuildingmaterialsfair.com>

Associations:

- Hong Kong Professional Green Council:
<http://www.hkpgbc.org/>
- US Stainable Development Strategy:
<http://www.susdev.org.hk/>

Hong Kong Commercial Specialist's Contact

- Elanna Tam
Email: elanna.tam@mail.doc.gov
Tel: (852) 2521-5950; Fax: (852) 2845-9800

IRELAND

Overview

Ireland has a well-developed indigenous building products industry. Concrete products, roof tiles, clay bricks, cement, insulated wall and roofing systems, timber products including roof timbers and windows, bathroom products, and decorative coatings are all produced locally.

Best Products/Services

The market is very open to innovative imports, as well as time saving and low maintenance products. Roofing and cladding sales continue to be fairly buoyant especially in the domestic housing market with concrete and cement fiber tiles being the most popular. PVC fascia and rain water systems are also in demand.

Opportunities

2005 is set to be a reasonably good year for the timber market. Demand has come from both new-home buyers looking to get their new houses set up and from existing householders who have decided to renovate. In the flooring end of the market, consumers are moving over to timber as a flooring solution more so than ever before, and demand for timber decking in 2004 has been strong.

Resources

- <http://www.irishbuildingindustry.ie/>

JAMAICA

Overview

The market for building and construction products in Jamaica may be thought of as consisting of the following sub-sectors: Residential Construction by Homeowners, Residential Construction initiated by Government, Hotel Construction, Routine Government Infrastructure

Management/Maintenance and Special Government Infrastructure Projects. Considerable opportunities for export exist in each sub-sector.

Best Products/Services

Based on observed trends, good sales prospects in building and construction items for U.S. exporting firms include porcelain sinks, baths, lavatory sets, other bathroom fixtures, electric lighting, switches and other electric apparatus, certain roofing materials and tools.

Resources

- National Housing Trust www.nht.gov.jm
- National Works Agency www.nwa.gov.jm
- Urban Development Corporation www.udcja.com
- Ministry of Transport and Works www.mtw.gov.jm
- Highway 2000 www.highway2000.com

JAPAN

Overview

The Japanese residential and commercial building products market has been declining for the last several years as a result of a prolonged economic slump. However, the market decline has stopped since the Japanese economy started its recovery. The overall Japanese economy is expected to grow and the Japanese building products market is also expected to grow. Annual housing starts in Japan were 1.4 - 1.6 million units from 1992 to 1997.

However, from 1998 to 2000, housing starts declined to the 1.2 million level, declined further to 1.17 million in 2001, and

stabilized in the 1.15–1.19 million range in 2002 and 2004. Housing starts will likely reach 1.25 million in 2005, the second highest level among developed countries. Over the long term, housing starts may decline to 1 million units by 2010 and 700,000 units by 2020 due to declining birth rates and lowered incomes. On the other hand, the Japanese home improvement market is expected to grow significantly over the next ten years. This is because the average life span of houses has lengthened, resulting in more money being spent on maintaining and improving existing houses.

Major exporters competing with the United States are: China, Canada, the countries of East Asia and Scandinavia. Since many Japanese companies are not all that familiar with imported building products, it is important for manufacturers and exporters to provide information on how to use their products, as well as to pay close attention to after sales service.

Best Products/Services

Since it is extremely difficult for US products to compete with Chinese and other Asian building products on price, it is important to avoid price competition. US building products that have some unique features may have good potential in Japan. Wood windows and doors, vinyl windows, kitchen and bathroom faucets, paints and insulation materials are currently imported into Japan and may continue to have good potential.

Resources

The Japan Management Association (JMA) organizes the Japan Home & Building Show (<http://www.jma.or.jp/jhbs/>). This show is one of the USDOC Certified trade shows. CS Japan and JMA will co-organize a USA Pavilion in the show in November 2006. For

further details, please contact
Kazuhiisa.Takabatake@mail.doc.gov.

The Economic Research Association, a private association which publishes information concerning building materials and building technologies, has the "Kenchiku Shizai" database on its Japanese-only website (www.kensetsu-plaza.com/). This database lists many imported building materials that can be reviewed by Japanese general contractors and architectural design firms. This website may be a good gateway to disseminate product information of U.S. commercial building material manufacturers. Inquiries for registration of product information should be addressed to media@zai-keicho.or.jp.

A group of Japanese architectural design firms have established a database for their own use originally but later made it open for other architectural design firms and general contractors. This database, known as "Archimap," can be found at www.archimap.ne.jp/ (in Japanese only). Direct all inquiries to info@archimap.ne.jp.

CS Japan Contacts:

- Residential Building Products: Mr. Kazuhisa Takabatake (CS Osaka)
Kazuhiisa.Takabatake@mail.doc.gov
- Commercial Building Products: Mr. Koji Sudo (CS Tokyo)
Koji.Sudo@mail.doc.gov

Building Materials/Housing Mailing List CS Osaka-Kobe sends "CS Market Research" reports on the Japanese housing market to U.S. companies by e-mail. To be placed on our broadcast e-mail lists, please register at www.buyusa.gov/japan/en/mailling.html.

Useful Websites:

- Japanese Ministry of Land Infrastructure and Transport (MLIT)
www.mlit.go.jp/english/index.html
- Building Center of Japan (BCJ)
www.bcj.or.jp/en/
- Evergreen Building Products Association www.ep.org/
- CS Japan's Website of "Residential Building Products, Housing and Interior Textiles"
www.buyusa.gov/japan/en/housing_textiles.html
- Economic Research Association (English) www.zai-keicho.or.jp/english/index.html

LITHUANIA

Overview

The construction sector in Lithuania is growing rapidly. Houses and office buildings often fell into disrepair in Soviet times. With the introduction of private ownership, extensive renovation and construction of commercial and residential property began. Rapid economic growth, rising wages, and the wide availability of credit boosted growth of the construction sector. The Lithuanian Association of Construction Companies in 2005 estimated the market at \$2.1 billion. EU development funds provide an added impetus for the development and expansion of this sector. EU funds will pay for the reconstruction of railways, renovation of regional roads, seaports, and airports, and the construction of new nature preservation facilities. Lithuania expects to receive more than \$12 billion in EU funds over the next seven years.

Best Products/Services

Virtually all products associated with building renovation and construction are in high demand, including paints, doors, windows, plumbing equipment, lighting, insulation materials, heating systems, tools, and machinery.

Resources

- Lithuanian Development Agency:
<http://www.lida.lt>
- Lithuanian Builders Association:
<http://www.statybininkai.lt>

MACEDONIA

Overview

The construction industry is recognized for its skilled personnel and use of modern technology, especially in the area of civil engineering and hydro-construction. For this reason, Macedonia has been a major supplier of construction services, with local firms working on small and large-scale projects in Central Europe, the Middle East and Russia. Macedonian firms have good access to Russian markets and also have won contracts for EU projects in Germany and Italy. According to data compiled from building materials manufacturers, building construction continues to grow rapidly. Macedonia also exports building materials, primarily to Kosovo and Albania. The construction industry has a turnover of 400 million US dollars annually, 20 – 25% of which is spent on imported products, equipment and fixtures.

Best Products/Services

Macedonia offers many opportunities to promote high-tech American building materials based on advanced U.S. technology. U.S. building products that may have good market prospects include wood and vinyl window frames, doors, flooring

and kitchen cabinets, suspended ceilings, insulation, adhesives, cements, roofing shingles, heating and ventilation equipment, air conditioning, refrigeration and cooling systems. The domestic market in Macedonia consists primarily of cement and cement products, and gypsum products.

Opportunities

There are both export and investment opportunities available for U.S. companies in the construction and building materials sector. Buildings in Macedonia are energy inefficient and heavy, and take a relatively long time to build. Wood and steel frame buildings are almost unknown, though builders in Macedonia are starting to examine American-style platform-frame wood construction and prefabricated housing.

MALDIVES

Overview

Maldivian builders traditionally used coral for building construction. In an effort to protect the environment and encourage construction with materials other than coral for environmental protection, the government slashed duties on building materials from 35% to 5%. In March 1999, the government announced a ban on all coral mining for construction of tourist resorts, including breakwaters.

Resources

- Maldives National Chamber of Commerce and Industry
Phone: (960) 332 6634, 331 0234, 331 0717 Fax: (960) 332 1889, 331 0233
Email: mncci@dhivehinet.net.mv
- State Trading Organization (STO)
Tel: (960) 3323279 Fax: (960) 3325218
Email: sto@dhivehinet.net.mv

PHILIPPINES

Overview

Construction spending by the public and private sectors is increasing. Public construction is growing due to the implementation of critical infrastructure projects as well as increased government spending in provincial areas. Financial reforms have influenced demand in private construction, especially in housing. The Philippines' housing need for the period 2005-2010 is estimated at 3.75 million units. Imports of building products are expected to grow 3-5% over the next two years. Low-cost and middle-income housing, retail real estate and shopping malls, and infrastructure development are the leading areas in the construction sector. The U.S. accounts for about 10-15% of the import market. Many U.S. made/U.S.- brand building products are available in the Philippines, including everything from locks to roofs.

Best Products/Services

Building products with specialized characteristics or high-end products for specific application, especially those not produced in Asian countries, fare the best in the current Philippine market. These include, but are not limited to, interior design and renovation products, insulation materials, waterproofing products, specialized fittings, etc.

Opportunities

Housing projects – Ayala Land, Megaworld Corporation, Sta. Lucia Realty and Development, and M.V. Villar Group of Companies are among the active developers of residential projects in the Philippines. Retail real estate and shopping malls - Two shopping mall developers, SM and Robinsons, have constructed more than 15 malls each. Both developers plan to build

two to three malls a year for the foreseeable future.

Infrastructure projects – Information on major on-going and upcoming projects are available at <http://www.neda.gov.ph> (National Economic and Development Authority), <http://www.dilg.gov.ph> (Department of Interior and Local Government) and <http://www.dpwh.gov.ph> (Department of Public Works and Highways)

Resources

Trade Events: The following events are held periodically. Check for the next date:

- Worldbex (The Philippine World Building and Construction Exposition), <http://www.worldbex.com>
- Konstruktura Asya (International Exposition of the Asia Pacific Construction Industry)
- Philconstruct (16th Philippine International Construction Equipment and Building Materials Exhibition & Technology Forum)
<http://www.globallinkph.com>
- USCS Contact
Bebe Montesines, Commercial Specialist
U.S. Commercial Service Manila Email:
Manila.Office.Box@mail.doc.gov,
Bebe.Montesines@mail.doc.gov

SINGAPORE

Overview

Looking at the construction prospects in the immediate future, demand and price trend for basic construction materials are projected to increase in 2006. In addition to the upturn in construction activities that will increase the demand and prices of construction materials, other major factors will also influence the price trend of the

materials. Higher oil prices may lead to higher prices of basic construction materials.

To maintain competitiveness, American producers should explore new technologies and enhance logistics to gain market share. Strong government spending will be the main push factor sustaining the construction demand, with emphasis on infrastructure projects. The major infrastructure developments will provide opportunities for U.S. firms to supply building materials.

Best Products/Services

Singapore offers opportunities for U.S. firms to supply building materials to the Singapore construction industry, especially state-of-art building products and environmentally friendly building materials.

Opportunities

Given that the economy grew a strong 6% in 2005, and GDP is project to grow between 3% and 5% in 2006, construction demand is likely to grow in tandem. This means that there is still a great opportunity to supply building materials to the local construction industry.

Resources

Singapore Government Offices

- Building & Construction Authority
<http://www.bca.gov.sg>
- Housing & Development Board
<http://www.hdb.gov.sg>
- U.S. Commercial Service, Singapore Contact
Mr. NG Haw Cheng, Commercial Specialist
Email: Hawcheng.Ng@maildoc.gov

TURKEY

Overview

Turkey's building industry is promising a very good potential for American building material suppliers with a boom expected in the industry starting from the year 2006, after a long sleep over the last decade.

Turkey had been spending the last years with major economic crises one after another. The building industry, one of the most important losers, finally seems to be back to life again, with great promises to most American exporters.

This industry has nearly 400 active industries/sub-industries. In the last 33 years, Turkish contractors are not limited to just Turkey alone. They have been engaged in more than 3000 projects in 62 different countries, totaling \$60 billion. Building products exports have a 20% share in the total Turkish exports. With the wide employment possibilities provided by the construction industry, it is one of the most important industries in Turkey.

With decreasing inflation and interest rates, extending the payback periods, growing third country markets in Iraq and Afghanistan, aggressive strategies of the Turkish Mass Housing Directorate (TOKI), and especially the prospects of introducing the new mortgage system in the housing industry created a positive atmosphere in the industry. Decreasing interest rates will help the state infrastructure projects to commence. Concurrently, private sector investment is also increasing after a long drought.

Best Products/Services

Best sales prospects are: flooring, prefabricated wall panels, wall paper, doors, windows, paint, insulation, sanitary wares and plumbing fixtures, prefabricated homes,

roofing and siding materials, and earthquake resistant structures/materials, glass, radiators, aluminum building materials.

Opportunities

Official figures point out a shortage of 690,000 houses in Turkey. The rate of increase in population also indicates a need of 150,000 new houses every year. 20-30 years of payback periods started increasing demand for housing. In the first nine months of 2005, 140,000 people used funding for housing needs. With this increase, the total amount of funding reached \$7 billion in October 2005 from \$2.1 billion in the beginning of 2005. Currently, the GOT is working on the Mortgage Law. Even mentioning the name of the Mortgage seems to become catalyst for the industry carrying the demand to a boom.

Resources

- Prefabricated Concrete Construction Producers Union www.prefab.org.tr
- Mass Housing Builders Association www.tokyad.org.tr
- The Building and Industry Center – YEM www.yem.net

UNITED ARAB EMIRATES

Overview

The construction industry is one of the most active sectors of the UAE economy. The UAE government will spend over \$50 billion dollars over the next five years for the construction of new infrastructure projects and government, commercial and residential buildings. The construction and tourism industries are the two major sectors of the local economy that will continue to generate a high demand for building products.

The market demand for building products is influenced largely by the level of construction activity in the country. It is expected to grow rapidly as new construction tenders are floated by public and private sectors. Projects include construction of new high-rise commercial/residential buildings, houses, hotels, beach resorts, hospitals, schools, roads, public parks, shopping malls, and a major airports expansion.

The UAE building products industry continues to offer good export opportunities to U.S. suppliers. Local importers and distributors of building products indicated that U.S. manufacturers/suppliers have an excellent reputation for supplying quality-engineered products and foresee an increase in the U.S. market share. The primary reason for this expected growth is due to the satisfaction among end-users with the quality of U.S. building products.

Best Products/Services

The most promising sub-sectors within this sector, with the estimated 2005 total market size of each in millions of US dollars:

Steel and Iron Bars 749

Wood & Wood Products 224

Hardware Products 142

Ceramic Products 75

Plumbing Products 52

Architectural Glass 51

Opportunities

During the first quarter of 2003, Dubai became known as the construction capital in the Gulf and the position is likely to remain unchallenged during the next three.

Proposed projects, during the next five years, will cover residential, commercial and government projects and include: expansion of Dubai and Abu Dhabi International Airports (\$6 billion), three Palm Islands (\$3 billion), Dubai Festival City (\$1.8 billion),

Dubai Port Expansion programs (\$1.3 billion), Jumeirah Beach Residence (\$1.4 billion), Dubai Healthcare City (\$1.8 billion) and Emaar Development Properties (\$7 billion).

Resources

- Dubai Municipality www.dm.gov.ae
- Department of Economic Development - www.dubaied.gov.ae
- UAE Contractor's Association - www.uaecontractors.com
- Dubai Customs - www.dxbcustoms.gov.ae
- Dubai Chamber of Commerce - www.dcci.ae

Major trade fair:

BIG 5 – October 28 - November 01, 2006 - www.dmgdubai.com

To be held in Dubai, U.A.E.

USCS Contact:

E-mail: adel.fehmi@mail.doc.gov for additional information from the U.S.

Commercial

Service for the UAE.

IV. Trade Events

Trade events, such as trade shows, trade missions and catalog shows, offer excellent opportunities for face-to-face interaction with foreign buyers and distributors. Of the many U.S. and international events held throughout the year, some are vertical (single industry theme) and some horizontal (many industries represented). The events organized or approved by the U.S. Department of Commerce can be especially useful for first-time or infrequent participants – they require less lead time to register and typically involve more handholding.

The Trade-Event Scheduling Web sites listed below allow selective searches for upcoming events by industry, location, type and date. They typically provide the event organizer, event descriptions and costs, and people to contact for more information. To find upcoming events for U.S. Building Products, use industry search terms relating to Building, Construction, Architectural, and the like.

Schedules for U.S. Government Organized or Sponsored Events

Domestic USDOC Events: http://www.export.gov/comm_svc/us_event_search.html

International USDOC Events: http://www.export.gov/comm_svc/us_event_search.html

USDA (Food & agriculture) Events: <http://www.fas.usda.gov/scripts/agexport/EventQuery.asp>

Schedules for Commercially Organized Events

TSNN (<http://www.tsn.com/>)

ExpoWorldNet (<http://www.expoworld.net/>)

Exhibition Center - Foreign Trade Online (<http://www.foreign-trade.com/exhibit.htm>)

V. Available Market Research

Building Products

The reports listed below provide more detailed information about the market for Building Products in the listed countries, such as demand trends, the competition, business practices, distribution channels, promotional opportunities, and trade barriers. These market research reports are written by resident U.S. commercial staff in each country.

All the reports are accessible on line, at no cost, from <http://www.buyusainfo.net/adsearch.cfm?loadnav=no>, or can be obtained in print or on disk for \$25.00 from:

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Construction Scrapers (HS 8430)	Argentina	2/1/2006
Prefabricated Housing and Commercial Buildings	Argentina	2/2/2005
Hardware/DIY Products	Australia	4/13/2006
Building Materials and Real Estate Report	Bulgaria	12/23/2005
Canada's Green Building Fever	Canada	6/6/2006
Canada's Smart Building Movement & Opportunities For U.S. Companies	Canada	5/31/2006
Canada's Windows And Doors Market Update	Canada	3/8/2006
Hardware/Home Improvement Retail Sales Thrive	Canada	10/25/2005
The Canadian Building Products Market	Canada	8/16/2005
B.C. Home Renovation Spending: \$5.1 billion in 2006	Canada	8/16/2005
Canadian Renovation Market To Outgrow Housing Market in 2005	Canada	4/4/2005
China's 11th Five-Year Plan (2006-2010) related to the Construction Industry	China	6/18/2006
Residential Building Products in China	China	9/29/2005
Trade Opportunities in Colombia: Construction and Start-up of Industrial Park	Colombia	2/1/2006
The Impact of CAFTA-DR on the Building Products Sector	Dominican Republic	10/26/2005
Dominican Government announced the construction of new 5,000 housing units	Dominican Republic	8/17/2005
Market Potential for Building Products	Dominican Republic	6/3/2005
Market Potential for Building Products	Guatemala	7/13/2005
Green Building Products	Hong Kong	9/30/2005
Green building products	Hong Kong	5/19/2005
Road Building Materials	India	6/15/2005

Building Products	Indonesia	8/11/2005
Commercial Real Estate Market Update	Israel	1/26/2006
Bath and Sanitary Ware	Jamaica	7/15/2005
Prefabricated Buildings	Jamaica	5/16/2005
Hardware and Home Expo in Jamaica: U.S. Firms invited to participate	Jamaica	1/25/2005
Imports of Building Products to Japan	Japan	8/8/2006
Japanese wood and vinyl window market	Japan	5/31/2006
The Home Remodeling Market in the Kyushu Region of Japan	Japan	2/7/2006
Imports of Building Products to Japan - May 2005	Japan	8/10/2005
Japanese Green Building Products Market	Japan	8/9/2005
Mexico's Cement Industry Overview	Mexico	7/14/2006
Mexican Steel Sector Overview	Mexico	5/11/2006
Mexico: Green Building Services and Products Market	Mexico	3/29/2006
Building and Construction Materials, Market Overview	Mexico	4/26/2005
NIGERIA: Real Estate Industry	Nigeria	3/30/2006
Romanian Construction Sector - Building Products	Romania	11/6/2005
Overview of the Russian Market for Building Products	Russia	9/30/2005
Overview of the South African Construction Industry	South Africa	3/6/2006
South Africa's Construction Economy Set For Boom Times	South Africa	6/14/2005
Sleeping Giant, Turkish Building Industry is waking up from its Winter Rest	Turkey	12/21/2005
Plumbing Products	United Arab Emirates	7/25/2005
Real Estate Business Grew 2.7% in the period June-August	Uruguay	12/13/2005
Venezuelan Building Products Overview	Venezuela	9/19/2005

APPENDIX

Products in Building Products, by Schedule B Code

HS 6801 - 8205: 66 Items

6801000000	SETTS, CURBSTONES AND FLAGSTONES, OF NATURAL STONE (EXCEPT SLATE)
6802100000	TILES CUBES A SIMILAR ARTICLES LARGEST SURF AREA CAPL O BNG ENCL I A SQ THESDE O WHICH LESS THEN 7CM; ARTIFICIALLY CLRD GRNLS CHPPGS A POWDER
6802210000	MARBLE, TRAVERTINE AND ALABASTER, SIMPLY CUT OR SAWN, WITH A FLAT OR EVEN SURFACE
6802220000	OTHER CALCAREOUS MONUMENTAL OR BUILDING STONE SIMPLY CUT OR SAWN
6802230000	GRANITE MON OR BLDG STONE SIMPLY CUT OR SAWN W FLAT OR EVN SURFACE
6802290000	STONE, NESOI MON OR BLDG SIMPLY CUT OR SWN W FLAT OR EVN SURFACE
6802910000	MARBLE, TRAVERTINE AND ALABASTER, OTHER, NESOI
6802920000	OTHER CALCAREOUS STONE, NESOI
6802930000	GRANITE, NESOI
6802990000	OTHER MONUMENTAL OR BUILDING STONE, NESOI
6803000000	WORKED SLATE AND ARTICLES OF SLATE OR AGGLOMERATED SLATE
6804100000	MILLSTONES AND GRINDSTONES FOR MILLING, GRINDING OR PULPING
6804210000	OTHER MILLSTONES, GRINDSTONES, GRINDING WHEELS AND THE LIKE OF AGGLOMERATED SYNTHETIC OR NATURAL DIAMOND
6804220000	OTHER MILLSTONES, GRINDSTONES, GRINDING WHEELS AND THE LIKE (NOT FOR MILLING, GRINDING OR PULPING) OF AGGLOMERATED ABRASIVES (EXC DIAMOND) OR CERAMICS
6804230000	OTHER MILLSTONES GRINDSTONE ETC OF NATURAL STONE
6804300000	HAND SHARPENING OR POLISHING STONES
6805100000	ABRASIVE ARTICLES ON A BASE OF WOVEN TEXTILE FABRIC ONLY
6805200000	ABRASIVES ON A BASE OF PAPER OR PAPERBOARD ONLY
6805300000	NATURAL OR ARTIFICIAL ABRASIVES ON A BASE OTHER THAN FABRIC OR PAPER
6806100000	SLAG WOOL, ROCK WOOL AND OTHER MINERAL WOOLS (INCLUDING INTERMIXTURES THEREOF), IN BULK, SHEETS OR ROLLS, NOT INCLUDING ACOUSTICAL PADS AND BOARDS
6806200000	EXFOLIATED VERMICULITE, EXPANDED CLAYS, FOAMED SLAG, AND OTHER EXPANDED MINERAL MATERIALS INCLUDING INTERMIXTURES THEREOF
6806900010	ACOUSTICAL PADS AND BOARDS OF MINERAL MATERIALS NESOI
6806900050	MIXTURES AND ARTICLES OF HEAT-INSULATING SOUND-ABSORBING MINERAL MATERIALS, NESOI
6807100000	ARTICLES OF ASPHALT OR SIMILAR MATERIALS IN ROLLS
6807900010	ROOFING AND SIDING OF ASPHALT, OR SIMILAR MATERIAL
6807900050	ARTICLES OF ASPHALT OR SIMILAR MATERIAL NESOI
6808000000	PANELS BOARDS TILES BLOCKS A SMALLER ARTICLES OF VEG FBR STRW O SHVNGS CHPS PARTICLES SWDST ETC AGGLM W CEMENT PLASTER O OTHER MINERAL BNDRS
6809110000	PLASTER BOARDS SHEETS PANELS ETC NOT ORNAMENTED FACED OR REINFORCED WITH PAPER OR PAPERBOARD ONLY
6809190000	PLASTER BOARDS PANELS ETC NOT ORNAMENTED NT FCD OR REINF W PPR O PPRBD
6809900000	OTHER ARTICLES OF PLASTER OR OF COMPOSITIONS BASED ON PLASTER INCL ORNAM
6810110000	BUILDING BLOCKS AND BRICKS OF CEMENT, CONCRETE OR OF ARTIFICIAL STONE WHETHER OR NOT REINFORCED
6810191000	FLOOR AND WALL TILES OF CEMENT, CONCRETE OR OF ARTIFICIAL STONE WHETHER OR NOT REINFORCED
6810195000	ARTICLES, NESOI, OF CEMENT, CONCRETE OR ARTIFICIAL STONE EXCEPT BLDG BLOCKS A BRICKS, FLOOR OR WALL TILES

6810910000	PREFABRICATED STRUCTURAL COMPONENTS FOR BUILDING OR CIVIL ENGINEERING MADE OF CONCRETE, CEMENT OR ARTIFICIAL STONE
6810990000	ARTICLES OF CEMENT, OF CONCRETE OR OF ARTIFICIAL STONE, NESOI
6811100000	CORRUGATED SHEETS OF ASBESTOS-CEMENT OR CELLULOSE FIBER-CEMENT OR THE LIKE
6811200000	OTHER SHEETS, PANELS, TILES AND SIMILAR ARTICLES NESOI OF ASBESTOS CEMENT, CELLULOSE FIBER CEMENT OR THE LIKE
6811300000	TUBES PIPES AND FTTGS FOR TUBES AND PIPES OF ASBESTOS CEMENT ETC
6811900000	ARTICLES, NESOI OF ASBESTOS-CEMENT, OF CELLULOSE FIBER-CEMENT OR THE LIKE
6812500000	ASBESTOS CLOTHING, CLOTHING ACCESSORIES, FOOTWEAR AND HEADGEAR
6812600000	ASBESTOS PAPER, MILLBOARD AND FELT
6812700000	COMPRESSED ASBESTOS FIBER JOINTING, IN SHEETS OR ROLLS
6812900110	ASBESTOS ARTICLES NESOI FOR USE IN CIVIL AIRCRAFT
6812900120	ASBESTOS GASKETS, PACKING AND SEALS
6812900160	OTHER FABRICATED ASBESTOS FIBERS; MIXTURES BASED ON ASBSTOS OR ON ASBESTOS AND MAGNESIUM CARBONATE
6813100000	BRAKE LININGS AND PADS WITH BASIS OF ASBESTOS, OTHER MINERAL SUBSTANCES OR CELLULOSE
6813900000	OTHER FRICTION MATERIAL FOR CLUTCHES ETC (NOT BRAKES) WITH A BASIS OF ASBESTOS, OTHER MINERAL SUBSTANCES OR CELLULOSE
6814100000	PLATES SHEET AND STRIPS OF AGGLOMERATED OR RECONSTITUTED MICA, WHETHER OR NOT ON A SUPPORT
6814900000	MICA, WORKED AND ARTICLES NESOI
6815100000	NON ELECTRICAL ARTICLES OF GRAPHITE OR CARBON
6815200000	ARTICLES OF PEAT
6815910000	ARTICLES NESOI CONTAINING MAGNESITE, DOLOMITE OR CHROMITE
6815990000	OTHER ARTICLES OF STONE OR OTHER MINERAL SUBSTANCES, NESOI

8205100000	DRILLING, THREADING OR TAPPING TOOLS AND PARTS THEREOF, BASE METAL
8205200000	HAMMERS AND SLEDGE HAMMERS AND PARTS THEREOF, OF BASE METAL
8205300000	PLANES, CHISELS, GOUGES AND SIMILAR CUTTING TOOLS FOR WOOD WORKING, PARTS THEREOF, OF BASE METAL
8205400000	SCREWDRIVERS, AND PARTS THEREOF, BASE METAL
8205510000	HOUSEHOLD TOOLS AND PARTS THEREOF, BASE METAL
8205591000	PIPE TOOLS AND PARTS THEREOF, BASE METAL
8205592000	POWDER-ACTUATED HAND TOOLS AND PARTS, BASE METAL
8205599000	HAND TOOLS (INCLUDING GLASS CUTTERS) AND PARTS THEREOF, NESOI, OF BASEMETAL
8205600000	BLOW TORCHES AND SIMILAR SELF-CONTAINED TORCHES, PARTS
8205700010	VICES OF BASE METAL
8205700090	CLAMPS AND SIMILAR HAND TOOLS, NOT VICES, AND PARTS
8205800000	ANVILS; PORTABLE FORGES, HAND- OR PEDAL-OPERATED GRINDING WHEELS WITH FRAMEWORKS; BASE METAL PARTS THEREOF
8205900000	SETS OF ARTICLES OF 2 OR MORE OF FOREGOING SUBHEADING (HANDTOOLS)