

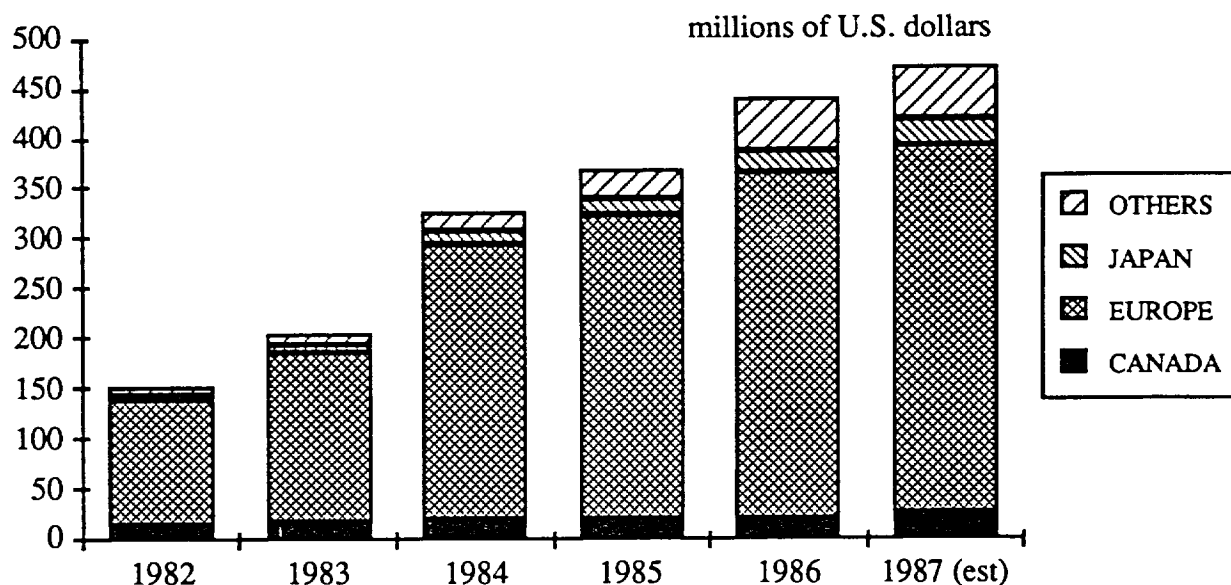
- Perfumes, colognes, and toilet water (Schedule A 5520085).
- Cosmetics and other toilet preparations including incense, joss sticks, bay water, etc. (Schedule A 5520090).

A full description of these products in terms of Canadian trade classification, CITC, is presented in Appendix 4.

### U.S. IMPORTS 1982-1987

A breakdown of 1986 imports of selected beauty products by country is presented in Appendix 5. In 1986, total U.S. imports of the beauty products in this sector were \$439.5 million (U.S.). Europe and Japan captured over 84% of the U.S. import market in 1986, the European countries dominating with 79% of this total market. France is the largest import source, with 60% of total European and Japanese market share. Imports of all these products have more than quadrupled between 1982 and 1987, while the market shares of Europe and Japan have levelled off (see Chart 1, below). Import trends for each product group are presented in Appendix 6.

**CHART 1**  
**TOTAL U.S. IMPORTS OF SELECTED BEAUTY PRODUCTS**



Source: U.S. General Imports and Imports for Consumption, U.S. Department of Commerce.