

III - U.S. IMPORTS OF BEAUTY PRODUCTS

This chapter provides information on recent levels and trends of U.S. imports, and a summary of short term prospects, for this sector. Where there are differences in sector definitions between these sources, or between them and definitions generally used in Canada, such differences are noted, along with any known implications. In order to improve the usefulness of the information, a definition of which products within the sector are being reported on, and how they were selected, is also provided.

SECTOR DEFINITION

The products discussed in this report were selected on the basis of the customs-value of U.S. imports from Japan, Europe, and Canada, as reported by the U.S. Department of Commerce (USDOC). Accordingly, the sector definitions used by USDOC effectively defined the products available for inclusion in this report. The selection of products was achieved by first screening all the USDOC broad product groupings as expressed in 4-digit codes (e.g., essential oils, perfumes, cosmetics and toilet preparations [Schedule A 552.0]). Where combined imports from Japan, Europe, and Canada were significant, the list of products was further refined at the more detailed and specific 7-digit level (e.g., perfumes, colognes and toilet waters [Schedule A 5520085]).

Appendix 3 displays 1986 U.S. imports of all 7-digit products or product groups belonging to the 4-digit category selected for the beauty products report. Those products or product groupings having combined Japanese, European and Canadian imports of over \$80 million (U.S.) in 1986 were identified for further analysis. Following consultation with industry and government officials with expertise in the beauty products sector, other products and product groups which did not meet the above criteria were included where there appeared to be significant commercial interest. Some products and product groups were deleted because there was insufficient commercial interest. Further details on this selection process are provided in Chapter V, Background. Due to refinements of sector definitions and other adjustments, there may be some differences between figures in this report and those in the Overview report published in June, 1988. In such cases, the numbers in this report take precedence.

On the basis of the above process, the following products and product groups were selected to be the subject of this report: