

---

**Table 24**  
**Imports by Type of Window (%)**

Double hung	50
Bay/bow	25
Others	25

---

There are three importers of Andersen windows: Sumisho Metals, Santa Trading, and ABC Kaihatsu. All three also distribute and maintain inventory.

Many house builders import doors and windows on an occasional basis for their own projects.

Major importers of wooden windows appear in Table 25. From a forecast total of 190 000 units for 1989, Santa Tsusho and Sumisho Metalex are each expected to have a 40 per cent market share. ABC Kaihatsu will account for about 8 per cent.

---

**Table 25**  
**Wooden Window Imports by Leading Importers**

	<u>1988</u>	<u>1989</u>
Santa Tsusho	66 000	80 000
Sumisho Metalex	66 000	80 000
ABC Kaihatsu	12 000	15 000
Others	12 000	15 000
Total	156 000	190 000

Source: K. F. International, Inc. estimates.

---

Most of the imports are from Andersen. The market share of the leading brands is presented in Table 26 and shows that Andersen dominates with 95 per cent.