

CI TUBES/PIPES & FITTINGS – EXPORT MARKETS & POTENTIAL

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(SECTOR REPORT)



Export Initiatives & Partnerships Division,
Phone: +9714-4455333; Fax: +9714-4455355
E-mail: info@dedc.gov.ae; Web: www.dedc.gov.ae
PO Box 123336, Dubai – UAE

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T +971 4 4455333
F +971 4 4455355

dedc.gov.ae

Dubai Exports

PO Box 123336 Dubai
United Arab Emirates

مؤسسة دبي
للتجارة الصادرات
صندوق بريد 123336 دبي
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Executive Summary

According to the "[Metal Pipe Market Report: Trends, Forecast and Competitive Analysis](#)" report of January, 2019, the global metal pipe market is expected to reach an estimated \$97.7 billion by 2023 with a CAGR of 3.9% from 2018 to 2023. The global metal pipe market looks promising with opportunities in oil and gas, power generation, automotive, and industrial sector. The major drivers for this market are increasing construction of new pipelines for oil and gas, water and wastewater, replacement of aging pipelines, and infrastructure development.

The researcher forecasts that the steel pipe is expected to remain the largest segment and witness highest growth over the forecast period due to increasing demand in oil and gas, power generation and automotive industries. Within the global metal pipe market, oil and gas will remain the largest end use industry during the forecast period due to increase in oil and gas exploration and production activities. North America is expected to remain the largest region due to increase in oil and gas exploration activities. APAC is expected to witness the highest growth over the forecast period due to increasing infrastructure development, urbanization, and government economic stimulus measures in this region.

Source: <https://www.globenewswire.com/news-release/2019/02/11/1716820/0/en/Global-Metal-Pipe-Market-Report-Report-2019-Trends-Forecast-and-Competitive-Analysis-2012-2023.html>

HS 7303 (Tubes, pipes and hollow profiles, of cast iron)

According to ITC Data (www.trademap.org), in 2018, the global import value was nearly USD 1.4 Billion. Top 10 global importing markets were France (7.7% of global imports); Senegal (3.8%); UK (3.7%); Vietnam (3.3%); Italy, Kuwait & Germany (@3.2% each); Sri Lanka (3%); Switzerland (2.8%) and Hong Kong, China (@2.7%). Unlike certain products, this product is imported significantly (> USD 10 Million) by more than 40 countries. (See charts). Top exporters of this product worldwide, in descending order (2018) were China, India, Germany, Spain, USA, Japan with UAE among the Top 10 global exporters. Nearly 85% of UAE's exports (of about USD 23 Million) were to Italy, Jordan, Norway, Morocco and Brazil in 2018, while the remaining 15%, distributed among 15 other countries. It is evident that while UAE companies have not adequately targeted the largest markets like France, Senegal, UK, Vietnam, Sri Lanka, etc. A close look at ITC's Export Potential Map (<http://exportpotential.intracen.org>) shows e.g. that a single product in this product group (HS 730721, Flanges of Stainless Steel) itself shows a huge import potential in countries of Europe, The Far East and USA, Germany itself indicating an untapped potential of USD 63.4 Million. (See graphs attached).

HS 7307 (Tube or pipe fittings "e.g. couplings, elbows, sleeves", of iron or steel)

In 2018, the global import value for this product was nearly USD 19.8 Billion. Top 10 global importing markets were USA (14.7% of global imports); Germany (6.3%); China (4.5%); Canada (4.4%); Japan (4.1%); Netherlands (3.3%); France, Mexico & UK (@ 2.9% each) and Korea (2.3%). This product is imported significantly (> USD 10 Million) by more than 100 countries. (See charts). Top exporters of this product

worldwide, in descending order (2018) were China, Italy, Germany, USA, Korea, India, UK, Netherlands, Poland and Japan, comprising 73% of global exports of this product. Nearly 68% of UAE's exports (of about USD 26 Million) were to India, Pakistan, Malaysia, Egypt, Kazakhstan, Russia, UK and Germany, though UAE exports this product to more than 50 countries worldwide. However, UAE's exports to the top importing markets have thus far been insignificant and has great potential. A close look at ITC's Export Potential Map (<http://exportpotential.intracen.org>) shows e.g. that Saudi Arabia alone has an untapped import potential of more than USD 150 Million, Kuwait, USD 42 Million, France USD 38 Million, Ethiopia USD 40 Million, apart from other countries of North America and South Asia (see graphs attached).

At Dubai Exports, we believe that while pushing for increased exports to two large markets of EU and the Middle Eastern countries through DE Overseas offices there, efforts should also be made to explore the largest market of North America. The next few pages aims at giving statistical information on the global imports and UAE exports of these products and we hope it will be useful to DE Members.

Market Access Map provides information about customs tariffs (including tariff preferences) applied by more than 200 countries. It also covers tariff rate quotas, trade remedies, rules and certificates of origin, bound tariffs of WTO members, non-tariff measures and trade flows to help users prioritize and analyse export markets as well as prepare for market access negotiations. Market Access Map is free to users in UAE.

Source: <https://www.macmap.org/Default.aspx>

Technical Standards & Requirements for Import

The source of origin of imported Articles of Iron and Articles of Steel is required in almost all countries. So a certificate of origin issued by necessary approved authorities at exporting country is required to import Articles of Iron and Articles of Steel. Certificate of origin helps to determine origin of imported goods to avail exemption on import duties and taxes. Different unilateral, multilateral and bilateral agreement between countries also allows imports and exports with exemption of import duties where in Certificate of Origin is the primary proof on country of origin of importing goods under Articles of Iron and Articles of Steel. Some of the materials are prohibited or restricted to import in some countries based on their foreign trade policy on imports. So importer can cross check the requirements of import of their products before placing order with overseas buyer.

Some of the importing items under Articles of Iron and Articles of Steel importing from some of the countries attract anti-dumping duty. The reason for imposing anti-dumping duty is for rectification of trade distortive effect of dumping and reestablishes fair trade. World Trade Organization WTO members as per GATT (General Agreement on Tariff and Trade) permit their member countries to take individual decision on imposing such anti-dumping duty to ensure fair trade rather than protecting domestic industry. Import of some of the items under Articles of Iron and Articles of Steel needs quality standard approval of government agencies at importing

T +971 4 4455333
F +971 4 4455355

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country. Importation of such items is subject to their compliance with said quality approval certificate from the quality approval authorities of importing country.

The requirements vary globally and requirements are volatile for this product group globally. E.g, In the context of global conditions affecting trade in steel, the [Government of Canada](#) is imposing provisional safeguards in the form of tariff rate quotas (TRQs) on seven classes of steel goods. The provisional safeguards took effect on October 25, 2018. The TRQs will be administered by Global Affairs Canada by way of shipment-specific imports permits. Goods that are not covered by a valid import permit at time of accounting will be subject to a twenty-five percent surtax. Please refer to the [Notice to Importers, Serial No. 936](#), and the [Frequently Asked Questions](#) for detailed information on which products and countries are covered by the TRQs, how the TRQs will be administered and how to apply for a shipment-specific permit.

Source: <https://www.international.gc.ca/controls-controles/steel-acier/index.aspx?lang=eng>

In [EU](#), all imports of iron and steel are subject to [prior Union surveillance](#). Importers of certain iron and steel products are obliged to provide the EU surveillance document issued by the competent authorities in the Member States when the net weight of imports exceeds 2500 kg. The surveillance document must be requested using an application form including:

1. Name and full address of the applicant (including telephone and fax numbers, and possible identification number used by the competent national authorities) and VAT registration number, if subject to VAT;
2. if applicable, the name and full address of the declarant or representative of the applicant
3. the exact description of the goods, including:
 - Product name, & Commodity code (Taric Code)
 - Where the products were made & Where the products were shipped from
 - the quantity declared, in kilograms; & the CIF value of the goods at the EU frontier;
 - the applicant's declaration certifying the veracity of the information provided.

The [EU surveillance document](#) is issued by the competent authorities of the Member States. It is valid for a period of four months, throughout the EU territory and for any quantities requested.

Source: <https://trade.ec.europa.eu/tradehelp/import-restrictions>

Exporters from Dubai are advised to contact DE head office (info@dedc.gov.ae) for any specific requirement so that the same can be ascertained through our offices in the Middle East, Asia, Americas or Europe.

Note: DE Partners, SGS and Intertek provides inspection and certification services for exporters through Dubai. For further information on Import standards/ regulations, regulated or prohibited products, you may contact us or them (see below)

- ❖ Husny Saeed, Intertek International Ltd., Tel: +971 4 3178777/+971 4 3316883, Email: info.dubai.gs@intertek.com OR
- ❖ Sithara Hatim; SGS Gulf Ltd., Jebel Ali Branch; T: 9714 8809393 (Ext 249); E: sithara.hatim@sgs.com; www.sgs.com.

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F +971 4 4455355

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Potential Buyers in Select markets (HS 7003/7)

The International Trade Centre's "Trade Map Tool" (www.trademap.org) provides useful information about importing and exporting companies for 133 countries. The list of potential buyers of products as acquired through ITC database are large in some countries (e.g. Germany) while practically non-existent in others. The following 3 pages indicate some potential buyers in Germany, Saudi Arabia and Canada for Iron & Steel products. For further assistance regarding "potential" buyers from on specific products produced/sold by our exporters, please contact DE Head office to obtain further contact information through our overseas offices or register with ITC and browse the information available. *Source: <https://www.trademap.org>*

Customs Duties on Iron & Steel products (HS 7303/7307)

Market Access Map - Import Tariff for Iron & Steel Products (HS 7303 & 7307)
in Select Markets

Importer	HS Code	Tariff regime	Applied tariff (as reported)	Applied tariff (converted)	Total AV equivalent tariff
CANADA	73030000	MFN duties (Applied)	0%	0%	0%
	73071100		0%	0%	0%
	73071900		0%	0%	0%
	73072100		0%	0%	0%
GERMANY/ EU	7303001010	MFN duties (Applied)	3.20%	3.20%	3.20%
	7303001020		3.20%	3.20%	3.20%
	7307111000		3.70%	3.70%	3.70%
	7307191010		3.70%	3.70%	3.70%
MOROCCO	7303/ 7307	Preferential tariff for UAE	0%	0%	0%
GULF/ Middle East	7303	Preferential tariff for UAE	0%	0%	0%
	7307		0%	0%	0%

Source: <https://www.macmap.org/Default.aspx>

List of importing companies in Canada for the following product

Product category : Cast iron products, not malleable

Product category : Valves and pipe fittings, nspf

Company name	City
7296851 Canada Inc - Oem Industries	Montréal
ABE Fittings Inc	Brockville
Ability Industrial Supply Co Ltd - Ability Hose	Calgary
Amity Industrial Supply Ltd	Edmonton
Argus Machine Co. Ltd	Edmonton
AZMAX Precision Components Inc	Niagara Falls
Bray Controls Canada Ltd	Saint-Laurent
Canada Pipeline Accessories (1986) Corp	Langley
Cheeta Machining Ltd	Edmonton
CTH Instruments Ltd	Dartmouth
Curtiss-Wright Flow Control Company Canada - Curtiss-Wright Nuclear Canada	Brantford
CVM Valve Manufacturing Inc	Bolton
Dahl Brothers (Canada) Limited	Mississauga
Edmonton Valve & Fitting Inc	Edmonton
Everlasting Valve Company Limited	Guelph
Fabric-Action Mécanique Inc	Côte Saint-Luc
Fike Canada, Inc - Fike	Burlington
Flowserve Canada Corp - Flowserve Pump, Div Of	Guelph
Forex Fittings & Flanges Inc	Mississauga
Frisch Engineered Products Inc	Battleford
Frontier Valve International Ltd	Edmonton
Ggosco Engineering Inc - Gosco Valves	Oakville
Guide Valve Limited	Vaughan
Ham-Let (Canada) Fittings & Valves, Inc	Mississauga
Hayward Industrial Products Canada Inc	Oakville
Hiltap Fittings Ltd - Hiltap	Calgary
Hoerbiger (Canada) Ltd	Mississauga
Indu-Tech Enterprises Ltd	Port Coquitlam
Ipex Inc - Ipex Management	Verdun
JAG Flocomponents LP	Edmonton
JDS Sales Limited	St. John's
Kee Safety Ltd	Concord
Manluk Industries Inc	Wetaskiwin
Master Flo Valve Inc	Edmonton
Montreal Bronze Ltd	Terrebonne
Myatt, E. & Co. Inc	North York
Newman Hattersley Ltd - Imi Nuclear	Mississauga
Os&b Holdings Limited - Os&b	Oakville
Parker Hannifin Canada - Parker Filtration Canada	Grimsby
Plastiques Zenith Inc	Pointe-Claire
Premier Tech Home & Garden Inc	Mississauga
Process Flow Systems Ltd - Pro-Flo	Thunder Bay
Process Pipe Support Systems Inc	Stoney Creek

List of importing companies in Canada for the following product

Product category : Cast iron products, not malleable

Product category : Valves and pipe fittings, nspf

Promax Combustion Inc	Laval
Q.I. Supply Ltd	Edmonton
Robar Industries Ltd	Surrey
Schulz Piping Components Canada Inc	Calgary
Score Energy Products Inc - Score Valves	Edmonton
Singer Valve Inc	Surrey
Société Holding Velan Ltée	Saint-Laurent
Southampton Industrial Manufacturing Inc - Southampton Train Industrial	Calgary
Straub Tadco Inc	Mississauga
Stream-Flo Industries Ltd	Edmonton
Sunbelt Supply Canada, Inc	Edmonton
Sure Flow Equipment Inc	Burlington
T.D. Williamson Canada ULC	Georgetown
Tank-Craft 2010 Limited	London
Technistrut International	Mississauga
Thermoflex Inc	Lasalle
Tracking Technology Corp	Waterloo
Universe Machine Corporation - Universe Machine & Welding, Div	Edmonton
Valmatic Controls Inc - V. C. I.	Brampton
Velan Inc	Saint-Laurent
Victaulic Company of Canada ULC	Richmond Hill
Watts Water Technologies (Canada) Inc	Burlington
Wellmaster Pipe And Supply Inc - Wellmaster Carts	Tillsonburg
Xomox Canada Limited - Crane Canada, Div Of	Edmonton
Zedex Products Inc	Markham
Zurn Industries Limited	Mississauga

Source: <https://www.trademap.org>

List of importing companies in Germany for the following product

Product category : Metals and semi-manufactured metal products (wholesale)

Company name	City	Website
Almamet GmbH	Ainring	http://www.almamet.de
BAUSTOFF UNION GmbH	Nürnberg	http://www.baustoffunion.de
C.HAFNER GmbH & Co. KG	Wimsheim	http://www.c-hafner.de
Carl Spaeter GmbH	Viernheim	http://www.spaeter-viernheim.de
CBC Europe GmbH	Düsseldorf	http://www.cbc-de.com
CODELCO Kupferhandel GmbH	Düsseldorf	http://www.codelco.de
Damstahl GmbH	Langenfeld	http://www.damstahl.de
GLOBAL METALL LUX SARL - ACE O.C.T.G. Zweigniederlassung Krefeld	Krefeld	http://global-ace.eu/
GWI Werkzeug und Stahl Vertriebs GmbH	Iserlohn	http://www.gwi-iserlohn.de
Hermann Schmidt GmbH & Co. KG	Essen	http://www.hermannschmidt.de
INDUSTEEL Deutschland GmbH	Grevenbroich	http://www.industeel.info
International Bron-Metal GmbH	Ratingen	http://www.bronmetal.de
Liberty Steel & Services GmbH	Grevenbroich	http://www.libertysteel.de
MONTAN Gesellschaft VOSS mbH	Planegg	http://www.montan-voss.com
OKAYA EUROPE GmbH	Düsseldorf	http://www.okaya.de
Posco Daewoo Deutschland GmbH	Frankfurt	http://www.daewoo.com
Profilbleche Dührkop GmbH	Boizenburg	http://www.profilbleche-duehrkop.de
STAPPERT Deutschland GmbH	Düsseldorf	http://www.stappert.biz/deutschland
Tranox GmbH	Köln	http://www.tranox.de
Trick GmbH	Ostfildern	http://www.trick-gmbh.de
USD Formteiltechnik GmbH	Meinerzhagen	http://www.usdform.de
Vitex GmbH	Kerpen	http://www.vitex-online.de
Wilhelm Grillo Handelsgesellschaft mbH	Duisburg	http://www.grillohandel.de

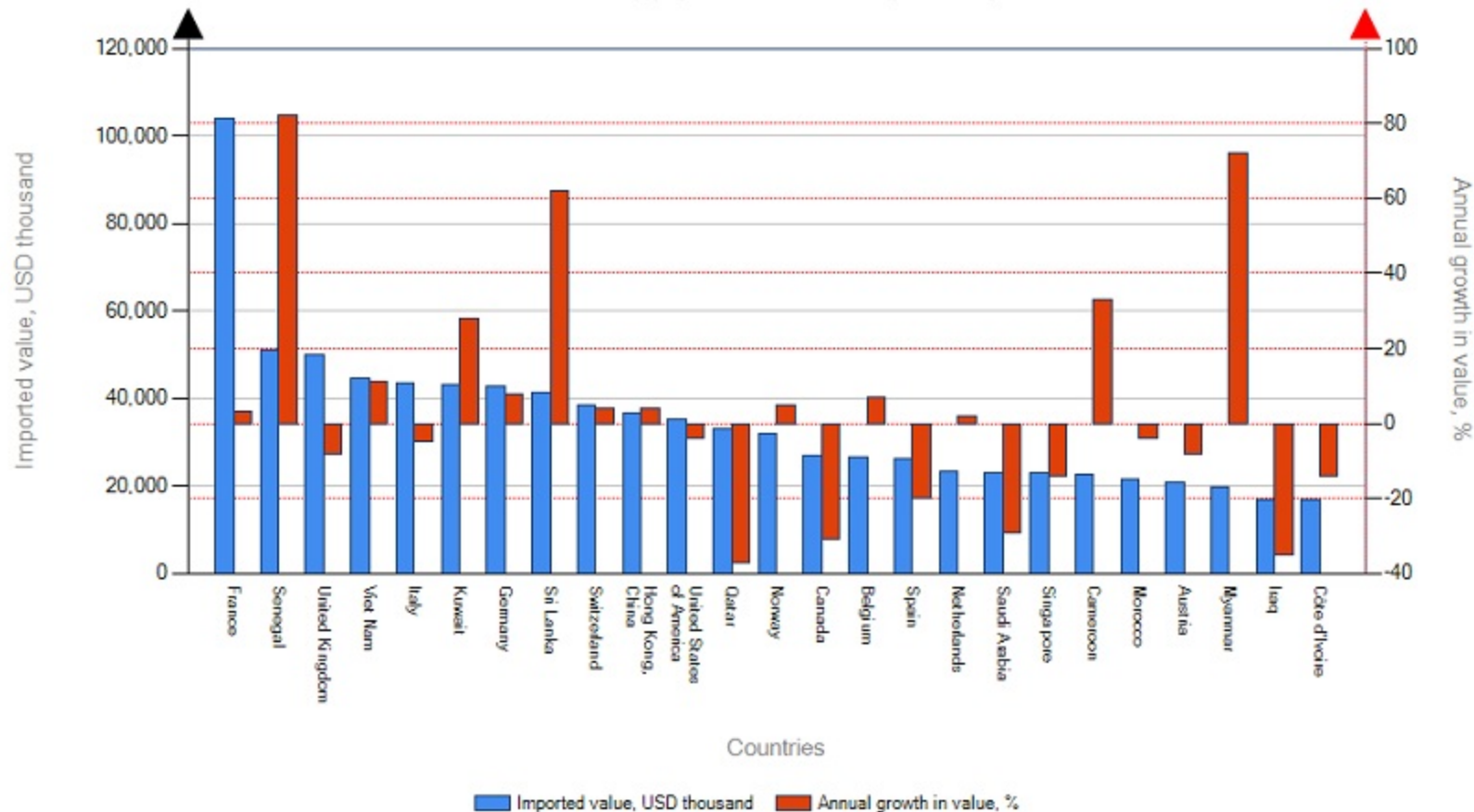
List of importing companies in Saudi Arabia for the following product

Product category : Valves and pipe fittings, nspf

Company name	City
AL OBAID PLASTIC MANUFACTURER FACTORY	Riyadh
Arabian Plastic Manufacturing Company Aplaco - Aplaco	Riyadh
FABCO PLASTIC FACTORY	Dammam
Kubota Saudi Arabia Company Factory - Ksaco	Dammam
NATIONAL COMPANY FOR PLASTIC INDUSTRIES	Jeddah
NATIONAL FACTORY FOR PLASTIC INDUSTRIES COMPANY LTD	Jeddah
Red Sea Industrial Supply & Contracting Company - Resco	Jeddah
UNITED CO FOR TUBES INDUSTRY	

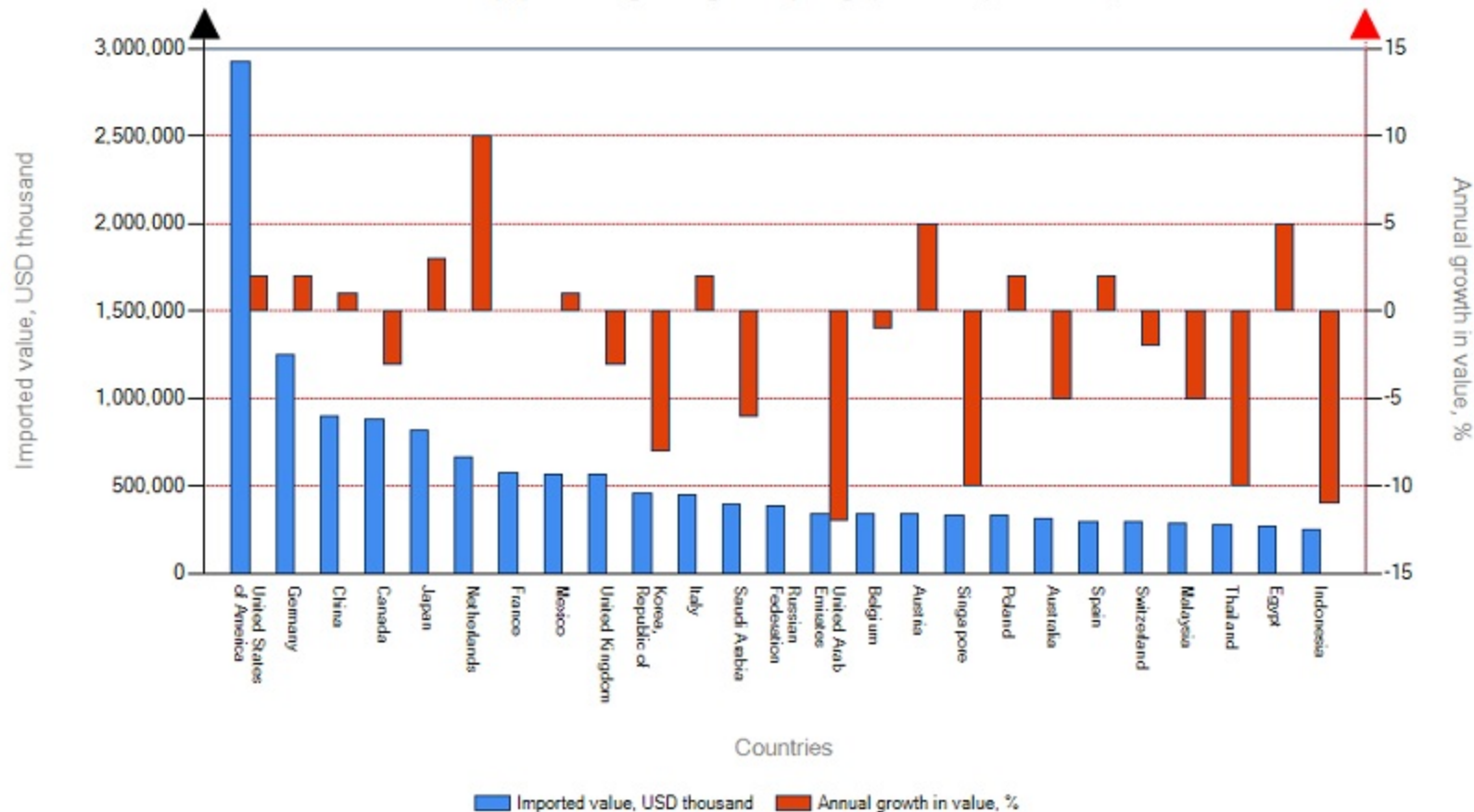
Source: <https://www.trademap.org>

List of importers for the selected product in 2018 **Top 25 Markets**
 Product : 7303 Tubes, pipes and hollow profiles, of cast iron



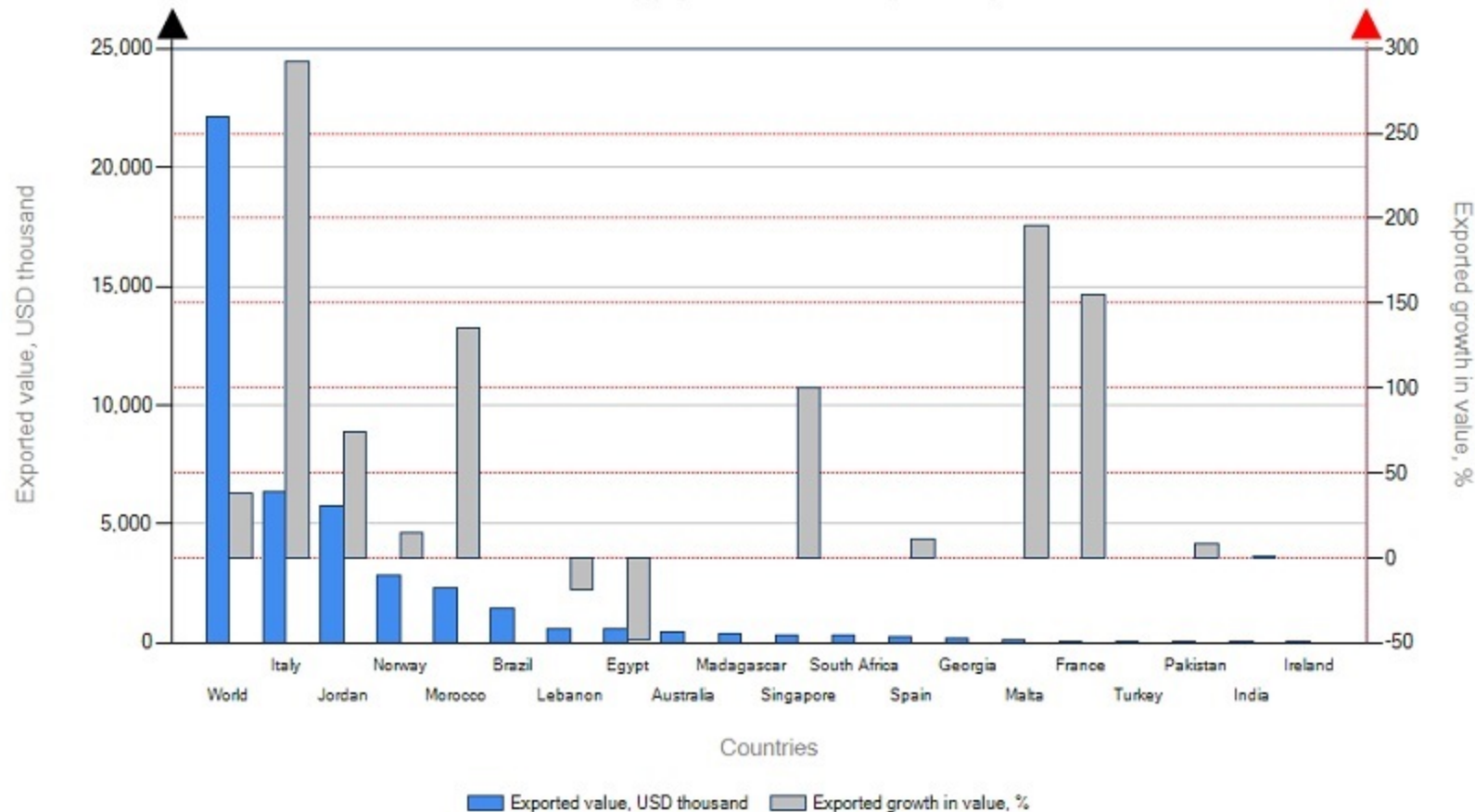
List of importers for the selected product in 2018 **Top 25 Markets**

Product : 7307 Tube or pipe fittings "e.g. couplings, elbows, sleeves", of iron or steel

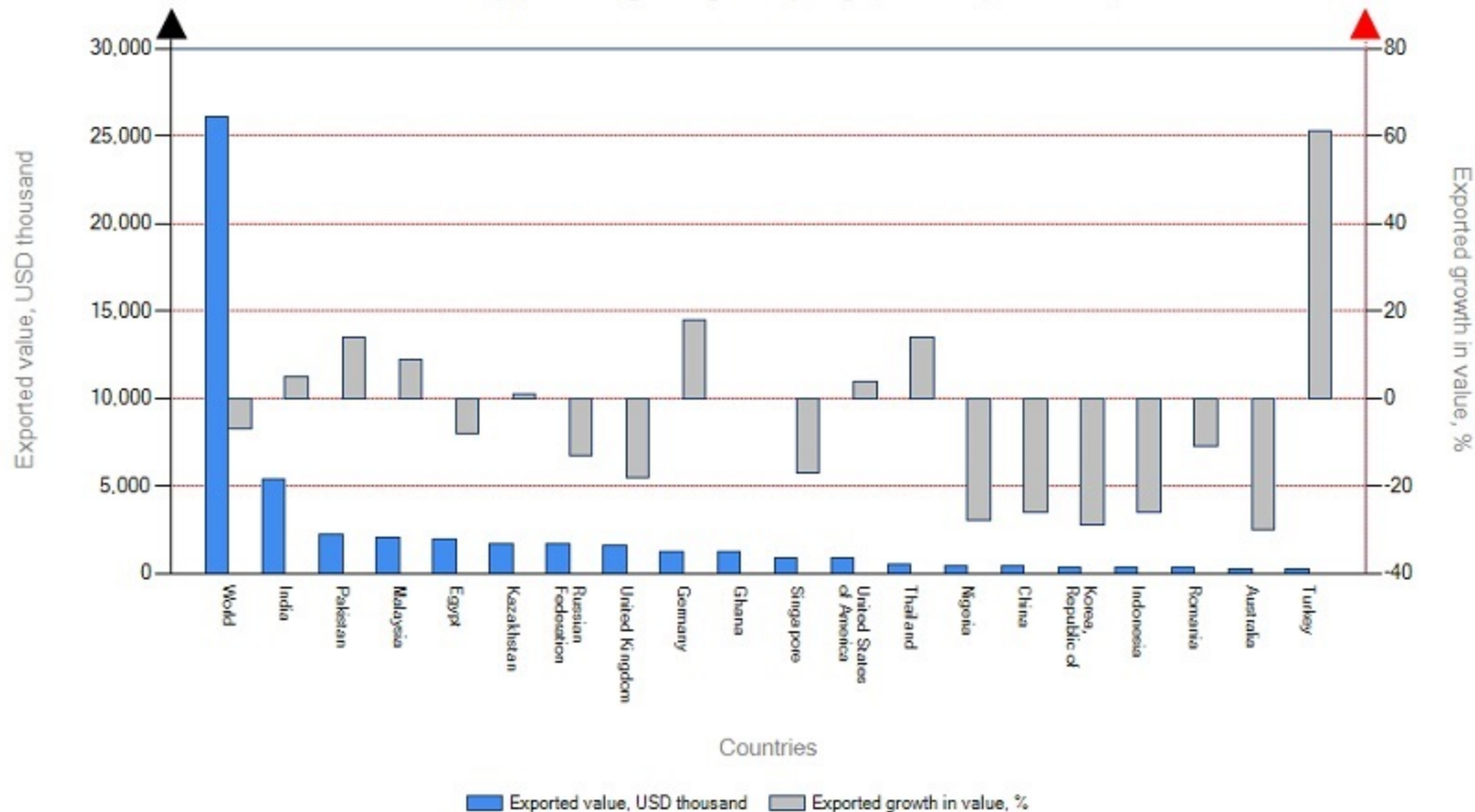


List of importing markets for a product exported by United Arab Emirates in 2018

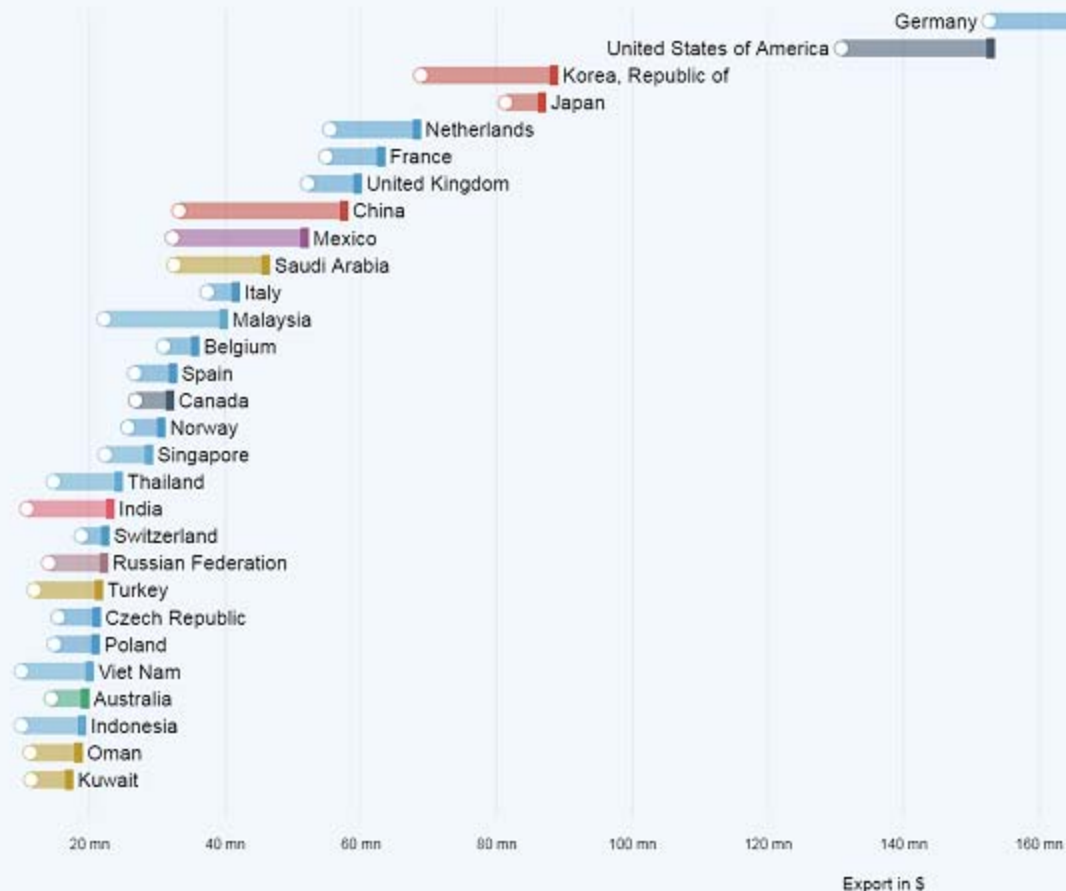
Product : 7303 Tubes, pipes and hollow profiles, of cast iron



List of importing markets for a product exported by United Arab Emirates in 2018
 Product : 7307 Tube or pipe fittings "e.g. couplings, elbows, sleeves", of iron or steel



Markets with potential of Flanges of stainless steel

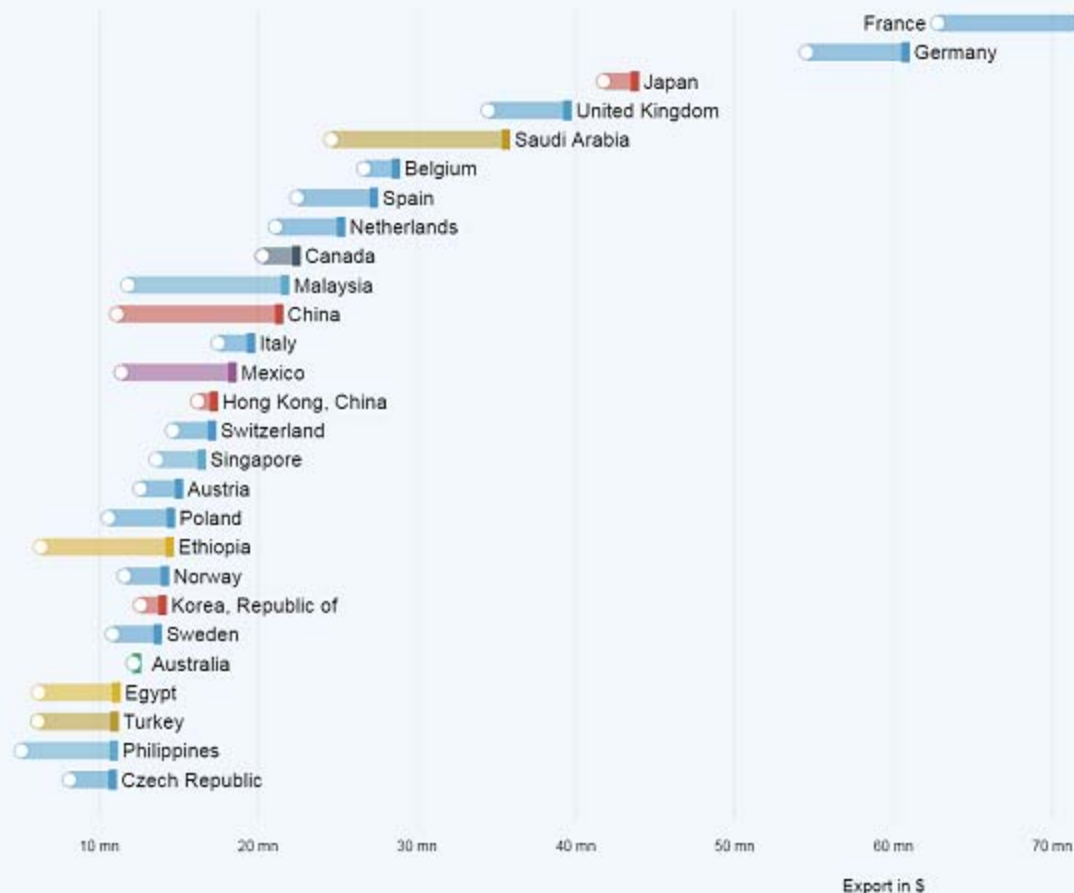


Legend

- Export potential
- Actual exports
- ▬ Potential to actual exports gap

- EU & West Europe
- East Asia
- North America
- ASEAN
- Middle East
- Latin America
- South Asia
- East Europe & Central Asia
- Pacific

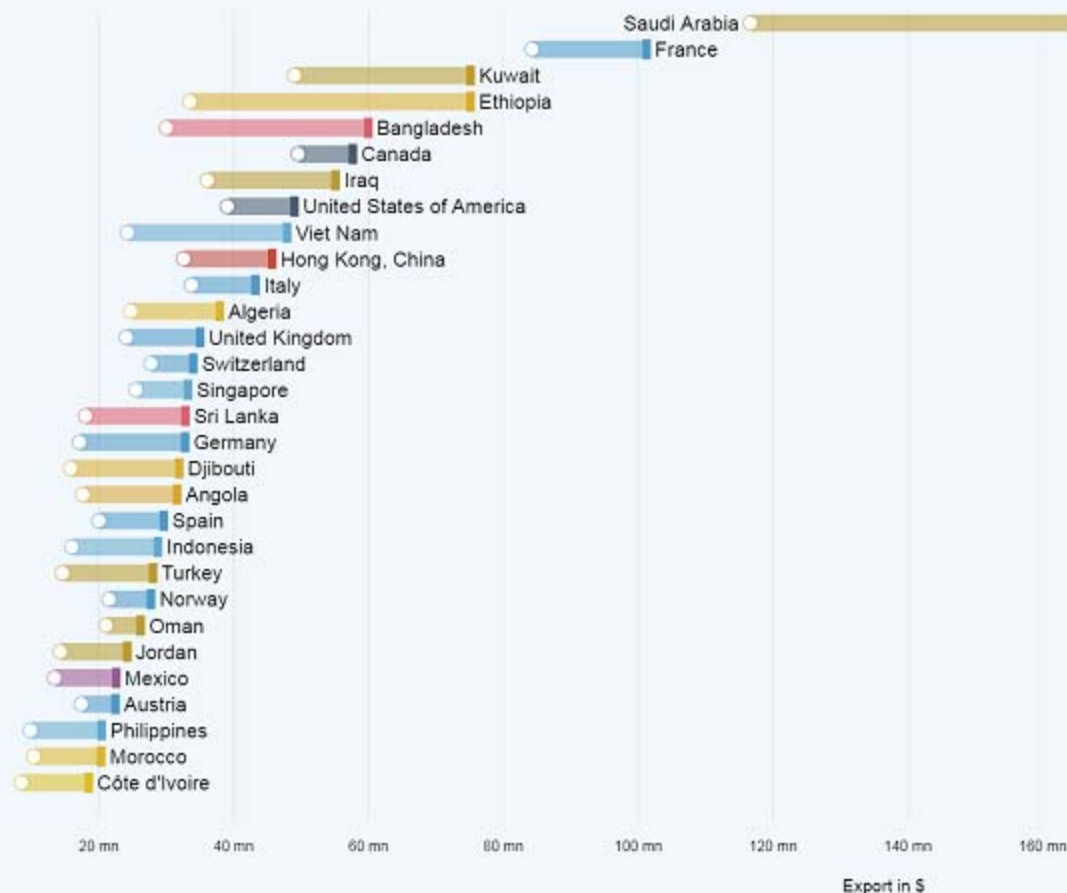
Markets with potential of Tube or pipe fittings of non-malleable cast iron



Legend

- Export potential
- Actual exports
- Potential to actual exports gap
- EU & West Europe
- East Asia
- ASEAN
- Middle East
- North America
- Latin America
- East Africa
- Pacific
- North Africa

Markets with potential of Tubes/pipes, of cast iron



Legend

- Export potential
- Actual exports
- Potential to actual exports gap

- Middle East
- EU & West Europe
- ASEAN
- East Africa
- North America
- South Asia
- North Africa
- East Asia
- Central Africa
- Latin America
- West Africa