FLOORING, WOOD,
NON-CONIFEROUS

Pub. No.: 93140-IP January 1994

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REFERENCE SOURCES

Industry Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6927
U.S. Department of Commerce,
Bureau of the Census,
Tel.: (301) 763-7754

EXPLANATORY NOTES

Commodity Classification
Canadian trade statistics are classified and published according to the International Convention on the Harmonized Commodity and Description Coding System (H.S.), as defined by the Canadian Customs Tariff and Statistical Nomenclature.

Valuation
For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of lading net of freight charges, discounts and allowances.

Rounding
Figures may not add due to rounding.

Canada - U.S. Exchange Rate
The Bank of Canada exchange rates were used to convert U.S. imports reported in $US to $Cdn.

Canada - U.S. Reconciliation
For statistical purposes, Canada and the United States have been exchanging import data as of January 1990. Any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada is due to variations in exchange rates used to convert U.S. import data from U.S. dollars to Canadian dollars for purposes of this publication.

Abbreviations
N/A - Not Applicable
NES - Not Elsewhere Specified
MTK - Square Metre
SQM - Square Metre
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<thead>
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FLOORING, WOOD, NON-CONIFEROUS

INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

This report is based on data from several sources for the following Harmonized System (H.S.) commodity codes:

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<th>Description</th>
<th>H.S. Commodity Codes Analyzed</th>
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<tr>
<td>continuously shaped (tongued, grooved, rebated, champhered, V-jointed,</td>
<td></td>
</tr>
<tr>
<td>beaded, moulded, rounded or the like) along any of its edges or faces,</td>
<td></td>
</tr>
<tr>
<td>whether or not planed, sanded or finger-jointed.</td>
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<tr>
<td>(H.S. 44.09)</td>
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<tr>
<td>- Non-Coniferous</td>
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<tr>
<td>--- Flooring</td>
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<tr>
<td>---- Maple</td>
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<tr>
<td>---- Other</td>
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# FLOORING, WOOD, NON-CONIFEROUS

## CANADIAN IMPORT TRENDS

### SUMMARY

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<td>934</td>
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* The lastest year is cumulative to the third quarter.
FLOORING, WOOD, NON-CONIFEROUS
CANADIAN IMPORT TRENDS (Cont'd)
BY MAJOR COUNTRY OF ORIGIN

OAK
(H.S. 4409.20.11.00)

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<td>22 763</td>
<td>33 257</td>
<td>24 347</td>
<td>27.0</td>
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NOTES: Ranked in descending order by 1992 value.
* The latest year is cumulative to the third quarter.
** Less than 500.
## FLOORING, WOOD, NON-CONIFEROUS

### CANADIAN IMPORT TRENDS (Cont'd)

#### BY MAJOR COUNTRY OF ORIGIN (Cont'd)

MAPLE  
(H.S. 4417.20.19.10)

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<th>1991 Quantity (MTK)</th>
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<th>1993* Quantity (MTK)</th>
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**NOTES**: Ranked in descending order by 1992 value.
- The latest year is cumulative to the third quarter.
- Less than 500.
## FLOORING, WOOD, NON-CONIFEROUS

### CANADIAN IMPORT TRENDS (Cont’d)

### BY MAJOR COUNTRY OF ORIGIN (Cont’d)

#### OTHER

**(H.S. 4409.20.19.90)**

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**NOTES**: Ranked in descending order by 1992 value.

* The latest year is cumulative to the third quarter.
FLOORING, WOOD, NON-CONIFEROUS

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE

OAK

(H.S. 4409.20.11.00)

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NOTES: Ranked in descending order by 1992 value.

* The latest year is cumulative to the third quarter.

** Less than 500.
## FLOORING, WOOD, NON-CONIFEROUS
### CANADIAN IMPORT TRENDS (Cont'd)
#### BY PROVINCE OF CLEARANCE (Cont'd)

**MAPLE**

(H.S. 4409.20.19.10)

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**NOTES**: Ranked in descending order by 1992 value.

*The latest year is cumulative to the third quarter.*
FLOORING, WOOD, NON-CONIFEROUS
CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE (Cont'd)

OTHER
(H.S. 4409.20.19.90)

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<td>2 180</td>
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</table>

NOTES: Ranked in descending order by 1992 value.

* The latest year is cumulative to the third quarter.
FLOORING, WOOD, NON-CONIFEROUS

CANADIAN IMPORTERS

OAK
(H.S. 4409.20.11.00)

There were 108 known importers in 1992. The principal 15 importers accounted for 89 per cent of the total import value.

<table>
<thead>
<tr>
<th>Principal Importers (No.)</th>
<th>Cumulative Quantity (000 MTK)</th>
<th>Cumulative Value ($000)</th>
<th>Cumulative % of Total Quantity</th>
<th>Cumulative % of Total Value</th>
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<td>3</td>
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<td>17 925</td>
<td>52</td>
<td>54</td>
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<tr>
<td>6</td>
<td>1 169</td>
<td>24 156</td>
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<td>10</td>
<td>1 325</td>
<td>27 384</td>
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<td>15</td>
<td>1 474</td>
<td>29 539</td>
<td>88</td>
<td>89</td>
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<td>25</td>
<td>1 579</td>
<td>31 320</td>
<td>94</td>
<td>94</td>
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All Importers (108) 1 682 33 257 100 100

NOTE: Ranked by value.

Importers during 1992 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

**Name**

- All Heart Specialty Lumber Sales Ltd.
- Barwood Flooring Ltd. Div Noranda Forest
- BC Hardwood Floor Co. Ltd.
- Boen Hardwood Flooring Inc.
- Bois Ste-Marie Ltée.
- BPCO, Division of EMCO Ltd.
- Coates Distributors Ltd.
- Eddie Bauer Canada Ltd.
- Europlex International Ltd.
- Finishing Touch Doors & Moldings Ltd.
- Fisher Development Inc.
- Floorco, Division of PMC Corporation
- Goodfellow Inc.
- Hardwood Flooring Importers Ltd.
- Hardwood Flooring Store Ltd., The
- Hardwood Milling Company Ltd.
- MacKay Forest Products Ltd.
- MacMillan Bloedel Limited
- Minot Builders Supply Association Ltd.
- Omni Floorcoverings Ltd.

**Location**

- Calgary, Alta.
- Scarborough, Ont.
- Vancouver, B.C.
- Bassett, VI, U.S.*
- Saint-Constant, Qué.
- Pointe-Claire-Dorval, Qué.
- Saint John, N.B.
- Redmond, WA, U.S.*
- Richmond, B.C.
- Burnaby, B.C.
- San Francisco, CA, U.S.*
- Toronto, Ont.
- Delson, Qué.
- Calgary, Alta.
- Markham, Ont.
- Vancouver, B.C.
- Saint John, N.B.
- Vancouver, B.C.
- Minot, ND, U.S.*
- Mississauga, Ont.

* Non-resident importer.
## FLOORING, WOOD, NON-CONIFEROUS

### CANADIAN IMPORTERS (Cont)

### OAK
(H.S. 4409.20.11.00) (Cont’d)

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<td>Salem Hardwood Flooring Co. Ltd.</td>
<td>Burlington, Ont.</td>
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<tr>
<td>Smith Brothers Floors Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Steve Mihalic Hardwood Flooring Ltd.</td>
<td>Mississauga, Ont.</td>
</tr>
<tr>
<td>Swedish Hardwood Floor Ltd.</td>
<td>Vancouver, B.C.</td>
</tr>
<tr>
<td>Timber Town Building Centre Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Ulysses Lumber Co. Inc.</td>
<td>Ulysses, PA, U.S.*</td>
</tr>
<tr>
<td>Woodpecker Hardwood Floors Ltd.</td>
<td>White Rock, B.C.</td>
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</table>

* Non-resident importer.
There were 45 known importers in 1992. The principal 15 importers accounted for 89 per cent of the total import value.

### Principal Importers

<table>
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<tr>
<th>Principal Importers (No.)</th>
<th>Cumulative Quantity (MTK)</th>
<th>Cumulative Value ($000)</th>
<th>Cumulative % of Total Quantity</th>
<th>Cumulative % of Total Value</th>
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<td>1 551</td>
<td>78</td>
<td>76</td>
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<td>10</td>
<td>156 241</td>
<td>1 713</td>
<td>87</td>
<td>84</td>
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<td>15</td>
<td>160 829</td>
<td>1 813</td>
<td>90</td>
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<td>25</td>
<td>170 555</td>
<td>1 950</td>
<td>95</td>
<td>96</td>
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<td>All Importers (45)</td>
<td>179 584</td>
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<td>100</td>
<td>100</td>
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Note: Ranked by value.

Importers during 1992 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
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<tr>
<td>Boen Flooring Regd Oped By Central Supplies &amp; Sales Ltd.</td>
<td>Moncton, N.B.</td>
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<tr>
<td>Boen Hardwood Flooring Inc.</td>
<td>Bassett, VI, U.S.*</td>
</tr>
<tr>
<td>Boutiques San Francisco Inc., Les</td>
<td>Boucherville, Qué.</td>
</tr>
<tr>
<td>BPCO, a Division of EMCO Ltd.</td>
<td>Pointe-Claire-Dorval, Qué.</td>
</tr>
<tr>
<td>Centaur Products Saskatchewan Inc.</td>
<td>Saskatoon, Sask.</td>
</tr>
<tr>
<td>Centaur Products (Atlantic) Inc.</td>
<td>Halifax, N.S.</td>
</tr>
<tr>
<td>Centaur Products Inc.</td>
<td>Burnaby, B.C.</td>
</tr>
<tr>
<td>Design Build Niagara Ltd.</td>
<td>Orillia, Ont.</td>
</tr>
<tr>
<td>Europlex International Ltd.</td>
<td>St Catharines, Ont.</td>
</tr>
<tr>
<td>Floortech Inc.</td>
<td>Richmond, B.C.</td>
</tr>
<tr>
<td>Goodfellow Inc.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Hardwood Flooring Importers Ltd.</td>
<td>Delson, Qué.</td>
</tr>
<tr>
<td>Hardwood Milling Company Ltd.</td>
<td>Calgary, Alta.</td>
</tr>
<tr>
<td>Kencourt Interiors Ltd.</td>
<td>Vancouver, B.C.</td>
</tr>
<tr>
<td>Lindal Cedar Homes Ltd.</td>
<td>Winnipeg, Man.</td>
</tr>
<tr>
<td>MacKay Forest Products Ltd.</td>
<td>Surrey, B.C.</td>
</tr>
<tr>
<td></td>
<td>Saint John, N.B.</td>
</tr>
</tbody>
</table>

* Non-resident importer.
### FLOORING, WOOD, NON-CONIFEROUS

#### CANADIAN IMPORTERS (Cont'd)

#### MAPLE (H.S. 4409.20.19.10) (Cont'd)

<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manac Inc.</td>
<td>St-Georges, Qué.</td>
</tr>
<tr>
<td>Melmart Distributors Ltd.</td>
<td>Mississauga, Ont.</td>
</tr>
<tr>
<td>Parquets de Montréal Ltée.</td>
<td>Mont-Royal, Qué.</td>
</tr>
<tr>
<td>Produits Forestiers Hargo Inc., Les</td>
<td>St-Eustache, Qué.</td>
</tr>
<tr>
<td>Produits Forestiers Maniwaki Inc.</td>
<td>Montréal, Qué.</td>
</tr>
<tr>
<td>Recreation Superintendent Park and</td>
<td>Kamloops, B.C.</td>
</tr>
<tr>
<td>Recreational Services</td>
<td></td>
</tr>
<tr>
<td>Satin Finish Hardwood Flooring Ltd.</td>
<td>Weston, Ont.</td>
</tr>
<tr>
<td>Specialty Interior Building Supply Ltd.</td>
<td>Winnipeg, Man.</td>
</tr>
<tr>
<td>Sports Surfaces Inc.</td>
<td>Concord, Ont.</td>
</tr>
</tbody>
</table>
FLOORING, WOOD, NON-CONIFEROUS

CANADIAN IMPORTERS (Cont'd)

OTHER
(H.S. 4409.20.19.90)

There were 72 known importers in 1992. The principal 15 importers accounted for 63 per cent of the total import value.

<table>
<thead>
<tr>
<th>Principal Importers (No.)</th>
<th>Cumulative Quantity (MTK)</th>
<th>Value ($000)</th>
<th>Cumulative % of Total Quantity</th>
<th>Cumulative % of Total Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>3</td>
<td>31 076</td>
<td>697</td>
<td>19</td>
<td>23</td>
</tr>
<tr>
<td>6</td>
<td>54 861</td>
<td>1 075</td>
<td>34</td>
<td>35</td>
</tr>
<tr>
<td>10</td>
<td>75 703</td>
<td>1 493</td>
<td>47</td>
<td>49</td>
</tr>
<tr>
<td>15</td>
<td>100 576</td>
<td>1 920</td>
<td>62</td>
<td>63</td>
</tr>
<tr>
<td>25</td>
<td>132 651</td>
<td>2 447</td>
<td>82</td>
<td>81</td>
</tr>
<tr>
<td>All Importers (72)</td>
<td>162 194</td>
<td>3 038</td>
<td>100</td>
<td>100</td>
</tr>
</tbody>
</table>

NOTE: Ranked by value.

Importers during 1992 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

**Name**

Barwood Flooring Ltd. Div Noranda Forest
BC Hardwood Floor Co. Ltd.
Boen Hardwood Flooring Inc.
Bois Olympia Inc.
Bower Systems Inc.
BPCO, a Division of EMCO Ltd.
BSM Parquet International Inc.
Coates Distributors Ltd.
D&M Building Supplies Ltd.
EAC Timber Americas, a Div. of Heidelberg East
Europlex International Ltd.
Flortech Systems Ltd.
Goodfellow Inc.
Hardwood Flooring Co. Ltd., The
Hardwood Flooring Importers Ltd.
Hardwood Flooring Store Ltd., The
Home Hardware Stores Ltd.
Ikea Wholesale Limited Partnership
Lode King Industries Inc.
MacKay Forest Products Ltd.
MacMillan Bloedel Limited
Maritime Hardwood Specialty Ltd.
Parquets de Montréal Ltée.
Produits Forestiers Hargo Inc., Les
Steve Mihalic Hardwood Flooring Ltd.
Torlys Imports & Distributors Ltd.
Woodpecker Hardwood Floors Ltd.

**Location**

Scarborough, Ont.
Vancouver, B.C.
Bassett, VI, U.S.*
St-Eustache, Qué.
Burlington, Ont.
Pointe-Claire-Dorval, Qué.
Saint-Constant, Qué.
Saint John, N.B.
Milliken, Ont.
Greensboro, NC, U.S.*
Richmond, B.C.
Markham, Ont.
Delson, Qué.
Burlington, Ont.
Calgary, Alta.
Markham, Ont.
St Jacobs, Ont.
Brossard, Qué.
Winkler, Man.
Saint John, N.B.
Vancouver, B.C.
Dartmouth, N.S.
Mont-Royal, Qué.
St-Eustache, Qué.
Mississauga, Ont.
Mississauga, Ont.
White Rock, B.C.

* Non-resident importer.
Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 95 per cent of the total value of Canadian imports during 1992.

<table>
<thead>
<tr>
<th>Country of Origin</th>
<th>Name of Foreign Exporter</th>
<th>1992 Value of Exports to Canada ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>Bruce Hardwood Floors</td>
<td>14,115</td>
</tr>
<tr>
<td></td>
<td>Marlin Lumber Sales Corp.</td>
<td>2,782</td>
</tr>
<tr>
<td></td>
<td>Memphis Hardwood Flooring Co.</td>
<td>2,562</td>
</tr>
<tr>
<td></td>
<td>Searcy Flooring Inc.</td>
<td>1,750</td>
</tr>
<tr>
<td></td>
<td>Cherrybark Flooring Inc.</td>
<td>1,236</td>
</tr>
<tr>
<td>Sweden</td>
<td>Kahrs International Inc.</td>
<td>1,173</td>
</tr>
<tr>
<td>United States</td>
<td>Potlatch Corp.</td>
<td>1,724*</td>
</tr>
<tr>
<td></td>
<td>Cumberland Lumber &amp; Mfg. Co.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The Burruss Company</td>
<td>575</td>
</tr>
<tr>
<td></td>
<td>Zickgraf Hardwood Co.</td>
<td>483</td>
</tr>
<tr>
<td></td>
<td>Tibbals Flooring Co.</td>
<td>383</td>
</tr>
<tr>
<td></td>
<td>Stuart Flooring Corp.</td>
<td>377</td>
</tr>
<tr>
<td></td>
<td>Desoto Hardwood Flooring</td>
<td>368</td>
</tr>
<tr>
<td></td>
<td>Robbins International Inc.</td>
<td>356</td>
</tr>
<tr>
<td></td>
<td>Dixon Lumber Company Inc.</td>
<td>289</td>
</tr>
<tr>
<td>China</td>
<td>Woodmaster Inc.</td>
<td>286</td>
</tr>
<tr>
<td>United States</td>
<td>Harris Tarkett Inc.</td>
<td>248</td>
</tr>
<tr>
<td>Fed. Rep. of Germany</td>
<td>Hamberger Ind</td>
<td>475*</td>
</tr>
<tr>
<td>United States</td>
<td>P.W. Plumly Lumber Corp.</td>
<td>430*</td>
</tr>
<tr>
<td></td>
<td>Mannington Wood Floors</td>
<td></td>
</tr>
<tr>
<td></td>
<td>North American Hardwood</td>
<td></td>
</tr>
</tbody>
</table>

* Aggregated to preserve confidentiality of Canadian importers.
<table>
<thead>
<tr>
<th>Country of Origin</th>
<th>Name of Foreign Exporter</th>
<th>1992 Value of Exports to Canada ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fed. Rep. of Germany</td>
<td>Boen Hardwood Flooring</td>
<td>397*</td>
</tr>
<tr>
<td></td>
<td>Partee Flooring Mill</td>
<td></td>
</tr>
<tr>
<td>United States</td>
<td>Indiana Hardwood Specialists</td>
<td>181</td>
</tr>
<tr>
<td></td>
<td>Razorback Hardwood Co.</td>
<td>342*</td>
</tr>
<tr>
<td></td>
<td>Sound Floor Coverings Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Selma Oak Flooring</td>
<td>285*</td>
</tr>
<tr>
<td></td>
<td>Minot Builders Supply</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Firebird Industries</td>
<td>241*</td>
</tr>
<tr>
<td></td>
<td>Grafco Hardwood Floors, Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Buffalo Hardwood Floor Center</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Applied Radiant Energy Corp.</td>
<td>420*</td>
</tr>
<tr>
<td></td>
<td>Somerset Wood Products</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sheoga Hardwood Flooring</td>
<td></td>
</tr>
<tr>
<td>TOTAL</td>
<td></td>
<td>31 478</td>
</tr>
</tbody>
</table>

* Aggregated to preserve confidentiality of Canadian importers.
Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 90 per cent of the total value of Canadian imports during 1992.

<table>
<thead>
<tr>
<th>Country of Origin</th>
<th>Name of Foreign Exporter</th>
<th>1992 Value of Exports to Canada ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>Robbins International</td>
<td>901</td>
</tr>
<tr>
<td></td>
<td>Cumberland Lumber &amp; Mfg.</td>
<td>460*</td>
</tr>
<tr>
<td></td>
<td>Connor Aga Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Superior Floor Company Inc.</td>
<td>194</td>
</tr>
<tr>
<td>Fed. Rep. of Germany</td>
<td>Harris Tarkett Inc.</td>
<td>164*</td>
</tr>
<tr>
<td></td>
<td>Boen Hardwood Flooring Inc.</td>
<td></td>
</tr>
<tr>
<td>Sweden</td>
<td>Kahrs International</td>
<td>115*</td>
</tr>
<tr>
<td>United States</td>
<td>Action Floor Systems Inc.</td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td><strong>1 834</strong></td>
</tr>
</tbody>
</table>

* Aggregated to preserve confidentiality of Canadian importers.
**FLOORING, WOOD, NON-CONIFEROUS**

**FOREIGN EXPORTERS TO CANADA (Cont'd)**

(\(\text{H.S. 4409.20.19.90}\))

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 77 per cent of the total value of Canadian imports during 1992.

<table>
<thead>
<tr>
<th>Country of Origin</th>
<th>Name of Foreign Exporter</th>
<th>1992 Value of Exports to Canada ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>Harris Tarkett Inc.</td>
<td>467</td>
</tr>
<tr>
<td>Sweden</td>
<td>Kahrs International Inc.</td>
<td>283</td>
</tr>
<tr>
<td>United States</td>
<td>Robbins International</td>
<td>306*</td>
</tr>
<tr>
<td></td>
<td>Dixon Lumber Co. Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>The Burruss Company</td>
<td>145</td>
</tr>
<tr>
<td>Singapore</td>
<td>Woodmaster Inc.</td>
<td>260*</td>
</tr>
<tr>
<td></td>
<td>Permagrain Products Inc.</td>
<td></td>
</tr>
<tr>
<td>United States</td>
<td>Cherrybark Flooring Inc.</td>
<td>150*</td>
</tr>
<tr>
<td></td>
<td>Hardwood Flooring and Paneling</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Firebird Industries</td>
<td>62</td>
</tr>
<tr>
<td>Sweden</td>
<td>Samhall Kalmarsund, Oskarsha</td>
<td>118*</td>
</tr>
<tr>
<td></td>
<td>Stuart Flooring Corp.</td>
<td></td>
</tr>
<tr>
<td>United States</td>
<td>Applied Radiant Energy Corp.</td>
<td>104*</td>
</tr>
<tr>
<td></td>
<td>Action Floor Systems Inc.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Shoega Hardwood Flooring</td>
<td>51</td>
</tr>
<tr>
<td>Singapore</td>
<td>Goodhill Enterprise Pte</td>
<td>96*</td>
</tr>
<tr>
<td></td>
<td>Hartco Tibbals Flooring Co.</td>
<td></td>
</tr>
<tr>
<td>United States</td>
<td>Juncker Industries</td>
<td>76*</td>
</tr>
<tr>
<td></td>
<td>A.E. Sampson &amp; Son</td>
<td></td>
</tr>
<tr>
<td>United States</td>
<td>Indiana Hardwood Specialist</td>
<td>55*</td>
</tr>
<tr>
<td></td>
<td>Kentucky Wood Floors</td>
<td></td>
</tr>
<tr>
<td>Singapore</td>
<td>Midwest Walnut Company</td>
<td>74*</td>
</tr>
<tr>
<td></td>
<td>Marlin Lumber</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Uniquely Australian Corp. Inc.</td>
<td></td>
</tr>
</tbody>
</table>

* Aggregated to preserve confidentiality of Canadian importers.*
## FLOORING, WOOD, NON-CONIFEROUS

### FOREIGN EXPORTERS TO CANADA (Cont'd)

#### OTHER

*(H.S. 4409.20.19.90) (Cont’d)*

<table>
<thead>
<tr>
<th>Country of Origin</th>
<th>Name of Foreign Exporter</th>
<th>1992 Value of Exports to Canada ($000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>Kahrs Intl.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>North American Hardwood</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Mathews Timber</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Seneca Hardwood Lumber Co.</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Bruce Hardwood Floors</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Sioux Veneer Panel Co.</td>
<td></td>
</tr>
</tbody>
</table>

**TOTAL** 2 348

---

* Aggregated to preserve confidentiality of Canadian importers.
## FLOORING, WOOD, NON-CONIFEROUS

### CANADIAN SHIPMENTS

Statistics Canada reports shipments for 1990, (the latest year available) of flooring, wood, non-coniferous by Canadian manufacturing establishments as follows:

<table>
<thead>
<tr>
<th>Standard Classification of Goods</th>
<th>Code Description</th>
<th>1990 Value ($000,000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Flooring, maple</td>
<td>(4409.20.11)</td>
<td>18.8</td>
</tr>
<tr>
<td>Flooring, oak</td>
<td>(4409.20.12)</td>
<td>35.4</td>
</tr>
<tr>
<td>Flooring, birch</td>
<td>(4409.20.13)</td>
<td>18.5</td>
</tr>
<tr>
<td>Flooring, non-coniferous hardwood, nes</td>
<td>(4409.20.19)</td>
<td>1.3</td>
</tr>
</tbody>
</table>

Any enquiries and/or comments regarding Canadian shipments should be directed to:

Statistics Canada  
Industry Division  
Survey of Manufactures Section  
Ottawa, Ontario  
K1A 0T6  
Tel.: (613) 951-3516

Source: Catalogue #35-250, annual, "Wood Industries".
### FLOORING, WOOD, NON-CONIFEROUS

**CANADIAN EXPORT TRENDS**

**BY MAJOR COUNTRY OF DESTINATION**

**FLOORING, MAPLE**

(H.S. 4409.20.11)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>2,764</td>
<td>3,076</td>
<td>4,739</td>
<td>6,904</td>
<td>30.9</td>
</tr>
<tr>
<td>Value ($000)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hong Kong</td>
<td>933</td>
<td>1,252</td>
<td>2,501</td>
<td>3,962</td>
<td>63.7</td>
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<tr>
<td>Value ($000)</td>
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<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>United Kingdom</td>
<td>2,856</td>
<td>2,510</td>
<td>2,249</td>
<td>2,523</td>
<td>-11.3</td>
</tr>
<tr>
<td>Value ($000)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ireland</td>
<td>404</td>
<td>345</td>
<td>668</td>
<td>817</td>
<td>28.5</td>
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<tr>
<td>Value ($000)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Spain</td>
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<td>375</td>
<td>470</td>
<td>-</td>
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<tr>
<td>Value ($000)</td>
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<td>Value ($000)</td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Belgium</td>
<td>73</td>
<td>84</td>
<td>163</td>
<td>60</td>
<td>49.4</td>
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<tr>
<td>Value ($000)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Japan</td>
<td>164</td>
<td>97</td>
<td>157</td>
<td>-</td>
<td>-2.2</td>
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<tr>
<td>Value ($000)</td>
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<tr>
<td>Netherlands</td>
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<td>75</td>
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<td>Value ($000)</td>
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<td></td>
</tr>
<tr>
<td>Finland</td>
<td>50</td>
<td>83</td>
<td>73</td>
<td>233</td>
<td>21.0</td>
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<td>Value ($000)</td>
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<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Other</td>
<td>382</td>
<td>336</td>
<td>283</td>
<td>655</td>
<td>-13.9</td>
</tr>
<tr>
<td>Value ($000)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td>8,433</td>
<td>8,499</td>
<td>11,786</td>
<td>15,464</td>
<td>18.2</td>
</tr>
</tbody>
</table>

**NOTES**: Ranked in descending order by 1992 value.

See note on page two concerning Canada-U.S. Reconciliation.

* The latest year is cumulative to the third quarter.
FLOORING, WOOD, NON-CONIFEROUS
CANADIAN EXPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF DESTINATION (Cont'd)

FLOORING NON-CONIFEROUS (HARDWOOD), NES
(H.S. 4409.20.19)

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>4,329</td>
<td>3,800</td>
<td>3,159</td>
<td>4,907</td>
<td>-14.6</td>
</tr>
<tr>
<td>Value ($000)</td>
<td></td>
<td></td>
<td></td>
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<td>557</td>
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<td>169</td>
<td>220</td>
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<td>36</td>
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<tr>
<td>Fed. Rep. of Germany</td>
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<td>122</td>
<td>196</td>
<td>200</td>
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<td>Value ($000)</td>
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<td>28</td>
<td>157</td>
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<td>Value ($000)</td>
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<tr>
<td>Other</td>
<td></td>
<td>2,523</td>
<td>1,071</td>
<td>396</td>
<td>515</td>
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<td>Value ($000)</td>
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<tr>
<td>TOTAL</td>
<td>8,900</td>
<td>7,403</td>
<td>6,246</td>
<td>7,858</td>
<td>-16.2</td>
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</table>

NOTES: Ranked in descending order by 1992 value.
See note on page two concerning Canada-U.S. Reconciliation.
* The latest year is cumulative to the third quarter.
## FLOORING, WOOD, NON-CONIFEROUS
### CANADIAN EXPORT TRENDS (Cont'd)
#### BY PROVINCE OF ORIGIN

**FLOORING, MAPLE**  
*(H.S. 4409.20.11)*

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</thead>
<tbody>
<tr>
<td>Ontario Value ($000)</td>
<td>5 882</td>
<td>6 218</td>
<td>8 098</td>
<td>9 026</td>
<td>17.3</td>
</tr>
<tr>
<td>Québec Value ($000)</td>
<td>1 783</td>
<td>1 353</td>
<td>2 839</td>
<td>5 597</td>
<td>26.2</td>
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<tr>
<td>New Brunswick Value ($000)</td>
<td>645</td>
<td>843</td>
<td>786</td>
<td>647</td>
<td>10.4</td>
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<td>British Columbia Value ($000)</td>
<td>95</td>
<td>53</td>
<td>43</td>
<td>145</td>
<td>-32.8</td>
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<td>Nova Scotia Value ($000)</td>
<td>28</td>
<td>32</td>
<td>20</td>
<td>51</td>
<td>-16.0</td>
</tr>
<tr>
<td><strong>TOTAL Value ($000)</strong></td>
<td><strong>8 433</strong></td>
<td><strong>8 499</strong></td>
<td><strong>11 786</strong></td>
<td><strong>15 464</strong></td>
<td><strong>18.2</strong></td>
</tr>
</tbody>
</table>

---

**NOTES**  
- Ranked in descending order by 1992 value.  
- * The latest year is cumulative to the third quarter.
### FLOORING, WOOD, NON-CONIFEROUS

#### CANADIAN EXPORT TRENDS (Cont’d)

#### BY PROVINCE OF ORIGIN (Cont’d)

**FLOORING NON-CONIFEROUS (HARDWOOD), NES**  
(H.S. 4409.20.19)

<table>
<thead>
<tr>
<th>Province of Origin</th>
<th>1990 ($000)</th>
<th>1991 ($000)</th>
<th>1992 ($000)</th>
<th>1993* ($000)</th>
<th>Average Annual Growth Rate 1990-92 (%)</th>
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<tr>
<td>Ontario Value</td>
<td>2 650</td>
<td>3 244</td>
<td>3 455</td>
<td>2 768</td>
<td>14.2</td>
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<tr>
<td>Québec Value</td>
<td>5 311</td>
<td>3 246</td>
<td>2 380</td>
<td>4 550</td>
<td>-33.0</td>
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<tr>
<td>New Brunswick Value</td>
<td>511</td>
<td>588</td>
<td>335</td>
<td>334</td>
<td>-19.0</td>
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<tr>
<td>British Columbia Value</td>
<td>122</td>
<td>97</td>
<td>42</td>
<td>146</td>
<td>-41.0</td>
</tr>
<tr>
<td>Nova Scotia Value</td>
<td>12</td>
<td>4</td>
<td>33</td>
<td>61</td>
<td>67.8</td>
</tr>
<tr>
<td>Manitoba Value</td>
<td>295</td>
<td>221</td>
<td>-</td>
<td>-</td>
<td>N/A</td>
</tr>
<tr>
<td>Newfoundland Value</td>
<td>-</td>
<td>2</td>
<td>-</td>
<td>-</td>
<td>0.0</td>
</tr>
<tr>
<td><strong>TOTAL Value</strong></td>
<td>8 900</td>
<td>7 403</td>
<td>6 246</td>
<td>7 858</td>
<td>-16.2</td>
</tr>
</tbody>
</table>

**NOTES:** Ranked in descending order by 1992 value.  
* The latest year is cumulative to the third quarter.
The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by Industry Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

**BOSS**

Companies are arranged in alphabetical order.

**Flooring, Hardwood, Maple, Oak, Birch and Other**

<table>
<thead>
<tr>
<th>Name</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bill Smith Forest Products Ltd.</td>
<td>Chemainus, B.C.</td>
</tr>
<tr>
<td>*Boiseries du Saint-Laurent Inc. Camrose Truss Fabricators Ltd.</td>
<td>St-Edouard Cte. Lotbiniere, Qué.</td>
</tr>
<tr>
<td>*Canadian Woodworks Ltd. Entreprises David Lauzon Ltée., Les</td>
<td>Montebello, Qué.</td>
</tr>
<tr>
<td>Erie Flooring &amp; Wood Products Felix Huard Inc.</td>
<td>Metis sur Mer, Qué.</td>
</tr>
<tr>
<td>*Floorco, a Div. of PMC Corp. Goodfellow Inc.</td>
<td>Camrose, Alta.</td>
</tr>
<tr>
<td>Groleau Inc.</td>
<td>Prince George, B.C.</td>
</tr>
<tr>
<td>Hodgest-Ply Inc.</td>
<td>Papineauville, Qué.</td>
</tr>
<tr>
<td>*Industrial Hardwood Products Ltd. Industries du Bois Murray Ltée.</td>
<td>West Lorne, Ont.</td>
</tr>
<tr>
<td>Kefor Structures Ltée.</td>
<td>Toronto, Ont.</td>
</tr>
<tr>
<td>Knights' of Meaford Inc.</td>
<td>Delson, Qué.</td>
</tr>
<tr>
<td>Leo Grondin Inc.</td>
<td>Sainte-Thecle, Qué.</td>
</tr>
<tr>
<td>*Lindal Cedar Homes 1965 Ltd.</td>
<td>Daveluyville, Qué.</td>
</tr>
<tr>
<td>*Madawaska Hardwood Flooring Inc. Michel Auclair Enr.</td>
<td>Thunder Bay, Ont.</td>
</tr>
<tr>
<td>Milner-Rigsby Co. Ltd., The *Montguralt Hardwoods Ltd.</td>
<td>Grenville, Qué.</td>
</tr>
<tr>
<td>*Murrton Cabinets of Oakville Inc. New Dimension Lumber Ltd.</td>
<td>St. Laurent, Qué.</td>
</tr>
<tr>
<td>*Nilus Leclerc Inc.</td>
<td>Maniwaki, Qué.</td>
</tr>
<tr>
<td>Parquets Dubeau Ltée., Les Plancher Beauceville Flooring Inc.</td>
<td>Kamloops, B.C.</td>
</tr>
<tr>
<td>*Plancher Heritage Ltée.</td>
<td>St. Isidore, Qué.</td>
</tr>
<tr>
<td>*Planchers Mercier Inc., Les</td>
<td>Meaford, Ont.</td>
</tr>
<tr>
<td></td>
<td>Lac Megantic, Qué.</td>
</tr>
<tr>
<td></td>
<td>Surrey, B.C.</td>
</tr>
<tr>
<td></td>
<td>Renfrew, Ont.</td>
</tr>
<tr>
<td></td>
<td>Ste-Brigitte-de-Laval, Qué.</td>
</tr>
<tr>
<td></td>
<td>West Lorne, Ont.</td>
</tr>
<tr>
<td></td>
<td>Woodstock, N.B.</td>
</tr>
<tr>
<td></td>
<td>Oakville, Ont.</td>
</tr>
<tr>
<td></td>
<td>New Hazelton, B.C.</td>
</tr>
<tr>
<td></td>
<td>L'isletville, Qué.</td>
</tr>
<tr>
<td></td>
<td>St-Norbert, Qué.</td>
</tr>
<tr>
<td></td>
<td>Beauceville, Qué.</td>
</tr>
<tr>
<td></td>
<td>Kedgwick, N.B.</td>
</tr>
<tr>
<td></td>
<td>Montmagny, Qué.</td>
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</table>

93140-IP
FLOORING, WOOD, NON-CONIFEROUS

CANADIAN SUPPLIERS (Cont'd)

Flooring, Hardwood, Maple, Oak, Birch and Other (Cont'd)

Name

Preverco Inc.
Satin Finish Hardwood Flooring Limited
Seagull Enterprises Ltd.
Selinger Wood Ltd.
*Silvaplex Div. of Forestply Limited
*Stanley Knight Limited
Techtrabois Inc.
*Tembec Forest Products (1990) Inc.
Thorburn Lumber Ltd.
Trojan Board Ltd.
Weldwood of Canada Limited

Location

Beauport, Qué.
Weston, Ont.
Vancouver, B.C.
Goderich, Ont.
Gravenhurst, Ont.
Meaford, Ont.
St-Just-de-Brentinieres, Qué.
Huntsville, Ont.
Thorburn, N.S.
Winnipeg, Man.
Mississauga, Ont.

Any enquiries and/or comments regarding the BOSS list should be directed to:

Business Opportunities Sourcing System
Industry Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel.: (613) 954-5031
Telex: 053-4123
Fax.: (613) 954-1894

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Flooring, Hardwood

Name

Barco Materials Handling Ltd.
Barwood Hardwood Floor Inc.
Beauceville Flooring Inc.
*Bois Franc Royal Ltee.
BPCO Inc.
Erie Flooring & Wood Products
Floorco Limited
Groleau Inc.
*Industrial Hardwood Products Ltd.
*Industries James Maclaren Inc.

Location

Guelph, Ont.
Maniwaki, Qué.
Beauceville-West, Qué.
Beloeil, Qué.
Dorval, Qué.
West Lorne, Ont.
Toronto, Ont.
Ste-Thècle, Qué.
Thunder Bay, Ont.
Maniwaki, Qué.
Buckingham, Qué.

* Company engaged in export trade.
# FLOORING, WOOD, NON-CONIFEROUS

## CANADIAN SUPPLIERS (Cont'd)

### Flooring, Hardware (Cont'd)

<table>
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<th>Name</th>
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</thead>
<tbody>
<tr>
<td>Kakabeka Timber Limited</td>
<td>Kakabeka Falls, Ont.</td>
</tr>
<tr>
<td>*Knight, Stanley Limited</td>
<td>Meaford, Ont.</td>
</tr>
<tr>
<td>Knights’ of Meaford Inc.</td>
<td>Meaford, Ont.</td>
</tr>
<tr>
<td>Laidlaw Goodwood Industries Limited</td>
<td>Weston, Ont.</td>
</tr>
<tr>
<td>Leclerc, Nilus Inc.</td>
<td>L’Isletville, Qué.</td>
</tr>
<tr>
<td>MacLean and Murray Limited</td>
<td>Woodstock, Ont.</td>
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<tr>
<td>*Mendes Inc.</td>
<td>Ste-Foy, Qué.</td>
</tr>
<tr>
<td>*Monquart Hardwoods Ltd.</td>
<td>Woodstock, N.B.</td>
</tr>
<tr>
<td>Pacific Builders Supplies Ltd.</td>
<td>Cobble Hill, B.C.</td>
</tr>
<tr>
<td>Satin Finish Hardwood Flooring Limited</td>
<td>Weston, Ont.</td>
</tr>
<tr>
<td>*Selinger Wood Ltd.</td>
<td>Goderich, Ont.</td>
</tr>
<tr>
<td>Source Wood Products Ltd.</td>
<td>Cornwall, Ont.</td>
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<tr>
<td>Superior Logging Ltd.</td>
<td>Springdale, Nfld.</td>
</tr>
<tr>
<td>*Trojan Board Ltd.</td>
<td>Winnipeg, Man.</td>
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<tr>
<td>*Valley Land &amp; Water Limited</td>
<td>Woodstock, N.B.</td>
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<tr>
<td>Wood Decor Ltd.</td>
<td>Minto, N.B.</td>
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<tr>
<td>Wood-Lam Inc.</td>
<td>Strathroy, Ont.</td>
</tr>
<tr>
<td>*Woodstock Forest Products Inc.</td>
<td>Concord, Ont.</td>
</tr>
</tbody>
</table>

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
4th Floor
75 International Boulevard
Etobicoke, Ontario
M9W 6L9
Tel.: (416) 798-8000
Fax.: (416) 798-8050

* Company engaged in export trade.
FLOORING, WOOD, NON-CONIFEROUS

UNITED STATES IMPORTS

SUMMARY

The Canadian and United States trade coding systems are not comparable beyond the H.S. 6 level. The United States Department of Commerce reports U.S. imports for the above products under the following Harmonized System (H.S.) Commodity Codes:

<table>
<thead>
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<th>Description</th>
<th>H.S. Commodity Code</th>
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</thead>
<tbody>
<tr>
<td>Wood (including strips and friezes for parquet flooring, not assembled) continuously shaped (tongued, grooved, rebated, champhered, V-jointed, beaded, molded rounded or the like) along any of its edges or faces, whether or not planed, sanded or finger-jointed. (H.S. 44.09)</td>
<td></td>
</tr>
<tr>
<td>-Non-coniferous</td>
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<tr>
<td>---Flooring</td>
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<tr>
<td>----Maple</td>
<td>4409.20.25.30</td>
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<tr>
<td>----Birch and Beech</td>
<td>4409.20.25.50</td>
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<tr>
<td>----Other</td>
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## FLOORING, WOOD, NON-CONIFEROUS

**UNITED STATES IMPORTS** (Cont'd)

**BY MAJOR COUNTRY OF ORIGIN**

**MAPLE WOOD FLOORING**

(H.S. 4409.20.25.30)

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<tbody>
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<td>150</td>
<td>-</td>
</tr>
<tr>
<td>Quantity (SQM)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>150</td>
<td>-</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>4</td>
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<tr>
<td>TOTAL</td>
<td>156 659</td>
<td>165 956</td>
<td>210 346</td>
<td>225 471</td>
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<tr>
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<td>3 022</td>
<td>4 614</td>
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<tr>
<td>Value ($000)</td>
<td>2 767</td>
<td>3 022</td>
<td>4 617</td>
<td>6 789</td>
<td>29.2</td>
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</tbody>
</table>

### NOTES:
- Ranked in descending order by 1992 value.
- Canada ranked 1st overall.
- See note on page two concerning Canada-U.S. Reconciliation.
- Source: U.S. Department of Commerce.
- * The latest year is cumulative to the third quarter.
FLOORING, WOOD, NON-CONIFEROUS
UNITED STATES IMPORTS (Cont'd)
BY MAJOR COUNTRY OF ORIGIN (Cont'd)

BIRCH AND BEECH WOOD FLOORING
(H.S. 4409.20.25.50)

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<td>Country of Origin</td>
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<td>939</td>
<td>464</td>
<td>341</td>
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<td>Denmark</td>
<td>Quantity (SQM)</td>
<td>14 838</td>
<td>2 444</td>
<td>1 222</td>
<td>1 222</td>
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<tr>
<td>Value ($000)</td>
<td>528</td>
<td>79</td>
<td>44</td>
<td>51</td>
<td>-71.0</td>
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<tr>
<td>Sweden</td>
<td>Quantity (SQM)</td>
<td>756</td>
<td>86</td>
<td>466</td>
<td>128</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>19</td>
<td>3</td>
<td>18</td>
<td>10</td>
<td>-0.4</td>
</tr>
<tr>
<td>Italy</td>
<td>Quantity (SQM)</td>
<td>-</td>
<td>-</td>
<td>34</td>
<td>-</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>-</td>
<td>-</td>
<td>3</td>
<td>-</td>
<td>0.0</td>
</tr>
<tr>
<td>Other</td>
<td>Quantity (SQM)</td>
<td>1 296</td>
<td>-</td>
<td>-</td>
<td>36 157</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>36</td>
<td>-</td>
<td>-</td>
<td>450</td>
<td>0.0</td>
</tr>
<tr>
<td>TOTAL</td>
<td>Quantity (SQM)</td>
<td>61 316</td>
<td>24 363</td>
<td>16 716</td>
<td>70 157</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>1 522</td>
<td>546</td>
<td>407</td>
<td>1 259</td>
<td>-48.3</td>
</tr>
</tbody>
</table>

NOTES: Ranked in descending order by 1992 value.
Canada ranked 1st overall.
See note on page two concerning Canada-U.S. Reconciliation.
Source: U.S. Department of Commerce.
* The latest year is cumulative to the third quarter.
FLOORING, WOOD, NON-CONIFEROUS
UNITED STATES IMPORTS (Cont'd)
BY MAJOR COUNTRY OF ORIGIN (Cont'd)

WOOD FLOORING OTHER, NONCONIFEROUS
(H.S. 4409.20.25.60)

<table>
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</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Quantity (000 SQM)</td>
<td>140</td>
<td>149</td>
<td>113</td>
<td>129</td>
<td>-10.0</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>3 368</td>
<td>3 247</td>
<td>2 752</td>
<td>4 063</td>
<td>-9.6</td>
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<tr>
<td>Malaysia</td>
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<td>Quantity (000 SQM)</td>
<td>455</td>
<td>230</td>
<td>191</td>
<td>149</td>
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<td>Value ($000)</td>
<td>6 588</td>
<td>3 104</td>
<td>2 223</td>
<td>2 797</td>
<td>-41.9</td>
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<td>Brazil</td>
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<tr>
<td>Quantity (000 SQM)</td>
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<td>112</td>
<td>117</td>
<td>109</td>
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<tr>
<td>Value ($000)</td>
<td>1 732</td>
<td>1 451</td>
<td>1 663</td>
<td>1 996</td>
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<td>Singapore</td>
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<td>Quantity (000 SQM)</td>
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<td>28</td>
<td>64</td>
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<td>Value ($000)</td>
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<td>373</td>
<td>956</td>
<td>836</td>
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<td>Australia</td>
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<tr>
<td>Quantity (000 SQM)</td>
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<td>29</td>
<td>34</td>
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<tr>
<td>Value ($000)</td>
<td>390</td>
<td>285</td>
<td>796</td>
<td>1 206</td>
<td>42.8</td>
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<tr>
<td>Indonesia</td>
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<tr>
<td>Quantity (000 SQM)</td>
<td>124</td>
<td>19</td>
<td>34</td>
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<td>Value ($000)</td>
<td>2 250</td>
<td>392</td>
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<td>512</td>
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<td>Thailand</td>
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<tr>
<td>Quantity (000 SQM)</td>
<td>29</td>
<td>6</td>
<td>37</td>
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<td>Value ($000)</td>
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<td>103</td>
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<td>598</td>
<td>-8.0</td>
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<tr>
<td>Philippines</td>
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<tr>
<td>Quantity (000 SQM)</td>
<td>107</td>
<td>58</td>
<td>43</td>
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<td>389</td>
<td>401</td>
<td>507</td>
<td>-35.8</td>
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<td>Jamaica</td>
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<tr>
<td>Quantity (000 SQM)</td>
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<td>9</td>
<td>13</td>
<td>-</td>
<td>105.1</td>
</tr>
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<td>Value ($000)</td>
<td>62</td>
<td>182</td>
<td>263</td>
<td>-</td>
<td>106.5</td>
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<td>China</td>
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<td></td>
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<td>Quantity (000 SQM)</td>
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<td>12</td>
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<tr>
<td>Value ($000)</td>
<td>-</td>
<td>281</td>
<td>128</td>
<td>645</td>
<td>-54.4</td>
</tr>
<tr>
<td>Other</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Quantity (000 SQM)</td>
<td>59</td>
<td>52</td>
<td>24</td>
<td>42</td>
<td>-36.2</td>
</tr>
<tr>
<td>Value ($000)</td>
<td>1 587</td>
<td>1 410</td>
<td>404</td>
<td>988</td>
<td>-49.6</td>
</tr>
</tbody>
</table>

TOTAL
| Quantity (000 SQM) | 1 085 | 695  | 678  | 661  | -20.9                                 |
| Value ($000)       | 17 600 | 11 217 | 10 522 | 14 147 | -22.7                                 |

Canadian imports included in this report are dutiable under the following Canadian tariff items:

<table>
<thead>
<tr>
<th>Tariff Item</th>
<th>Description of Goods</th>
<th>Tariff Treatment - 1993</th>
</tr>
</thead>
<tbody>
<tr>
<td>4409.20.11</td>
<td>of oak on and after January 1, 1994</td>
<td>5.5% 3.5% 2.7%</td>
</tr>
<tr>
<td>4409.20.19</td>
<td>other</td>
<td>Free Free Free</td>
</tr>
</tbody>
</table>

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: Denmark, Federal Republic of Germany, France, Italy, Norway, Sweden and United Kingdom.

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment (In order to qualify for the General System of Preference, a special certificate of origin is required.): China, Hong Kong, Indonesia, Malaysia, Mexico, Singapore and Thailand.

Enquiries concerning Canadian tariffs should be directed to the nearest Customs and Excise office or to:

Tariff Programs  
Revenue Canada  
Customs and Excise  
Ottawa, Ontario  
K1A 0L5  
Tel.: (613) 954-6927  
Fax.: (613) 954-2509
FLOORING, WOOD, NON-CONIFEROUS

TARIFFS (Cont'd)

UNITED STATES

United States imports included in this report are dutiable under the following U.S. tariff item:

<table>
<thead>
<tr>
<th>Tariff Item</th>
<th>Description of Goods</th>
<th>Rates of Duty - 1993</th>
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</thead>
<tbody>
<tr>
<td>4409.20.25</td>
<td>Non-coniferous wood flooring</td>
<td>General 2 Free 8%</td>
</tr>
</tbody>
</table>

Notwithstanding any other provisions, the rates of duty shall apply to products, whether imported directly or indirectly, of the following countries and areas pursuant to section 401 of the Tariff Classification Act of 1962, to section 231 or 257(e)(2) of the Trade Expansion Act of 1962, to section 404(a) of the Trade Act of 1974 or to any other applicable section of law, or to action taken by the President thereunder:

Afghanistan
Albania
Bulgaria
Cuba
Czechoslovakia
Estonia

German Democratic Republic (former)
Kampuchea
Laos
Latvia
Lithuania

Mongolia
North Korea
Romania
Union of Soviet Socialist Republics (former)
Vietnam

FOREIGN COUNTRIES

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to:

Info-Ex
Department of Foreign Affairs and International Trade
Ottawa, Ontario K1A 0G2
Tel.: (613) 944-4000 or 1-800-267-8376
Fax.: (613) 996-9709
The Canadian hardwood flooring industry comprises in excess of 45 firms, concentrated primarily in the provinces of Ontario and Quebec with a small number located in B.C. and the Maritimes. Of this total about 20 are engaged in exporting, primarily to the large U.S. market. Total Canadian exports in 1993 to this market are estimated at approximately $12.5 million. The principal species utilized for manufacture are maple and oak, along with smaller quantities of birch, beech and ash.

For 1993, it is estimated that hardwood flooring accounted for about a 4 per cent share of the total flooring market and there is evidence that the product is growing in consumer preference, although in 1991 and 1992, due to the depressed North American housing market, production dropped significantly as did Canadian exports. In fact, because the product is highly subject to changing consumer preference, activity in the hardwood flooring industry tends to be highly cyclical in terms of shipments, exports and market share. As a result, the industry has tended to be cautious in its approach to expansion, innovation and modernization. In addition, due to the cyclical nature of the industry, it suffers from chronic over-capacity.

Starting in the mid 1980's, the industry did, however, begin to add value to its product by targeting the DIY (do it yourself) market with pre-finished strip and parquet flooring. This led to a considerable amount of new capacity being added since 1985 and it is estimated that in 1993, over half of the industry's total production is pre-finished.

Historically, imports and exports of hardwood flooring have tended to offset each other, although this has shifted significantly in favour of imports over the last few years. As well, the largest portion of trade in the product has been with the United States (50% in exports and 90% in imports in 1993). Lesser amounts have gone to the United Kingdom, Europe and Japan. There are some indications, however, that this pattern could shift somewhat over the next few years due to the fact that Japanese consumers are once again changing their market preference to wood flooring.

J. Melnyk
Forest Products Branch
dISTcovery is an Industry Canada service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

dISTcovery provides access to international data bases containing thousands of licensing offers for new products, processes and technologies originating from around the world.

dISTcovery introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product or use their process or know-how in an agreed market area. The reverse is also possible. A Canadian company can also use dISTcovery to promote their unique product or process for licensing internationally.

For more information on these and other opportunities, contact the nearest Industry Canada Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.
FOR MORE INFORMATION PLEASE CONTACT:

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Strategic Information Branch
Industry Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-4970
Fax.: (613) 954-2340

OR

Value-Added Products Division
Forest Products Branch
Industry Canada
235 Queen Street
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Tel.: (613) 954-3029
Fax.: (613) 941-8048

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  St. John's, Newfoundland
  A1B 3R9
  Tel.: (709) 772-4782
  Fax: (709) 772-6003

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  Moncton, New Brunswick
  E1C 8P9
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  Fax: (506) 661-2304

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  Fax: (604) 666-0277

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  Fax: (902) 568-7460

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  Fax: (514) 283-3302

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  Fax: (306) 975-5334

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  P.O. Box 040, Station M
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  Fax: (902) 426-2624

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  Fax: (416) 954-1385

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  9700 Jasper Avenue
  Edmonton, Alberta
  T5J 4C3
  Tel.: (403) 495-4762
  Fax: (403) 495-4607

  Industry Canada
  Suite 1100
  510 - 5th Street S.W.
  Calgary, Alberta
  T2P 3Z2
  Tel.: (403) 292-4575
  Fax: (403) 292-4578

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NWT is now serviced by the WINNIPEG Regional Office
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<th>Title</th>
<th>This report was</th>
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<tr>
<td></td>
<td></td>
<td>excellent</td>
<td>average</td>
<td>not required</td>
<td></td>
</tr>
</tbody>
</table>

**This report has helped me/us in**
- [ ] planning
- [ ] product development
- [ ] identifying new markets
- [ ] identifying new buyers
- [ ] other (specify)

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