

HF3221  
.M3

91117

IC



Industry, Science and  
Technology Canada

Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## TOILET PAPER

Pub. No.: 91117-IP

January 1992



Canada



ID. 91-0620

## TOILET PAPER

Pub. No.: 91117-IP

January 1992

Prepared by:  
Robert Game  
Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-4970  
Fax.: (613) 954-5463

## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-6928  
U.S. Department of Commerce,  
Bureau of the Census,  
Tel.: (301) 763-7754

## TARIFFS

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) 954-6928  
Fax.: (613) 954-2509

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

Info Export  
External Affairs  
Ottawa, Ontario  
K1A 0G2  
Tel.: (613) 993-6435 OR  
1-800-267-8376  
Fax.: (613) 996-9709

## 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

Dollar values shown in this report are based on selling price F.O.B. plant, in Canadian dollars. This selling price represents the value paid by the importer, excluding all freight, packing and insurance costs when specified. All trade discounts, when applicable, are also deducted from the selling price.

### 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.

## TABLE OF CONTENTS

	PAGE
I. Introduction and Scope	5
II. North American Imports - 1991	6
III. Canadian Imports	
- Summary	7
- By Province of Clearance	7
- Market Shares by Province of Clearance	8
- Average Unit Prices by Province of Clearance	9
- By Major Country of Origin	10
- Market Shares by Major Country of Origin	11
- Average Unit Prices by Major Country of Origin	11
IV. Canadian Shipments	12
V. Canadian Importers - 1990	13
VI. Foreign Exporters to Canada - 1990	14
VII. Canadian Suppliers	15
VIII. Canadian and Foreign Tariffs	17
IX. United States' Imports	19



## TOILET PAPER

### I. INTRODUCTION AND SCOPE

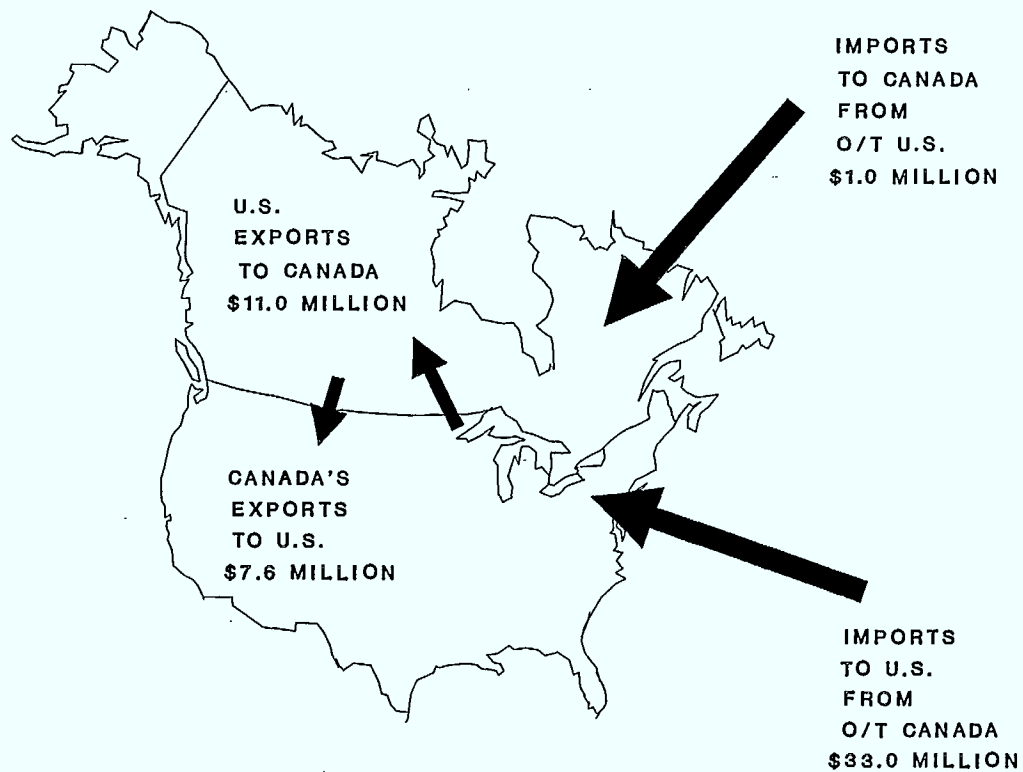
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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 code:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
Toilet Paper	4818.10.00.00

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**II. NORTH AMERICAN IMPORTS - 1991**



**North American Imports - \$34.0 Million\***

---

\* Excludes Canada - U.S. bilateral trade; Mexico.

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**  
**III. CANADIAN IMPORTS**

**SUMMARY**

Description and Commodity Code	Total Imports				Major Country of Export to Canada % of Total Value			
	1988	1989	1990	1991	1988	1989	1990	1991
Toilet paper H.S. 4818.10.00.00								
Quantity (000 kg)	2 917	4 945	4 959	6 413	U.S.A.	U.S.A.	U.S.A.	U.S.A.
Value (\$000)	6 017	9 101	9 263	12 074	65	68	80	92

**BY PROVINCE OF CLEARANCE**

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario					
Quantity (000 KGM)	1 632	2 946	2 646	3 037	23.0
Value (\$000)	3 324	5 424	5 081	5 849	20.7
British Columbia					
Quantity (000 KGM)	596	906	967	1 403	33.1
Value (\$000)	1 208	1 752	1 831	2 714	31.0
Manitoba					
Quantity (000 KGM)	287	369	696	1 159	59.2
Value (\$000)	665	577	1 137	1 981	43.9
Québec					
Quantity (000 KGM)	329	503	393	296	-3.4
Value (\$000)	641	977	762	580	-3.3
Saskatchewan					
Quantity (000 KGM)	29	33	109	331	126.3
Value (\$000)	64	50	202	560	105.8
Alberta					
Quantity (000 KGM)	43	162	138	138	47.5
Value (\$000)	107	267	236	296	40.4
New Brunswick					
Quantity (000 KGM)	2	9	9	46	164.3
Value (\$000)	8	22	12	86	119.8
Nova Scotia					
Quantity (000 KGM)	0	18	1	2	260.3
Value (\$000)	0	32	2	7	282.7
Total					
Quantity (000 KGM)	2 917	4 945	4 959	6 413	30.0
Value (\$000)	6 017	9 101	9 263	12 074	26.1

Ranked in descending order by 1991 value.



**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**III. CANADIAN IMPORTS (Cont'd)**

**BY MARKET SHARES BY PROVINCE OF CLEARANCE**

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Quantity	55.9	59.6	53.4	47.4
Value	55.2	59.6	54.9	48.4
British Columbia				
Quantity	20.4	18.3	19.5	21.9
Value	20.1	19.3	19.8	22.5
Manitoba				
Quantity	9.8	7.5	14.0	18.1
Value	11.1	6.3	12.3	16.4
Québec				
Quantity	11.3	10.2	7.9	4.6
Value	10.7	10.7	8.2	4.8
Saskatchewan				
Quantity	1.0	0.7	2.2	5.2
Value	1.1	0.6	2.2	4.6
Alberta				
Quantity	1.5	3.3	2.8	2.2
Value	1.8	2.9	2.5	2.4
New Brunswick				
Quantity	0.1	0.2	0.2	0.7
Value	0.1	0.2	0.1	0.7
Nova Scotia				
Quantity	0.0	0.4	0.0	0.0
Value	0.0	0.3	0.0	0.1
	-----	-----	-----	-----
Total				
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**III. CANADIAN IMPORTS (Cont'd)**

**AVERAGE UNIT PRICES BY PROVINCE OF CLEARANCE**  
**(\$ PER KGM)**

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
Ontario	2.04	1.84	1.92	1.93
British Columbia	2.03	1.93	1.89	1.93
Manitoba	2.32	1.56	1.63	1.71
Québec	1.95	1.94	1.94	1.96
Saskatchewan	2.25	1.54	1.85	1.69
Alberta	2.48	1.64	1.72	2.14
New Brunswick	3.25	2.46	1.40	1.87
Nova Scotia	3.20	1.76	2.27	3.84
	-----	-----	-----	-----
All Provinces	2.06	1.84	1.87	1.88

Ranked in descending order by 1991 value.

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**III. CANADIAN IMPORTS (Cont'd)**

**BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Quantity (000 KGM)	1 795	3 570	4 054	5 909	48.8
Value (\$000)	3 897	6 210	7 392	11 076	41.7
Sweden					
Quantity (000 KGM)	1 095	1 261	820	467	-24.7
Value (\$000)	2 052	2 640	1 649	899	-24.0
France					
Quantity (000 KGM)	28	91	73	26	-3.3
Value (\$000)	69	200	205	68	-0.2
Netherlands					
Quantity (000 KGM)	-	-	-	11	0.0
Value (\$000)	-	-	-	25	0.0
Switzerland					
Quantity (000 KGM)	-	-	-	1	0.0
Value (\$000)	-	-	-	5	0.0
Japan					
Quantity (000 KGM)	-	-	-	0	0.0
Value (\$000)	-	-	-	0	0.0
Other					
Quantity (000 KGM)	0	23	12	-	1463.6
Value (\$000)	0	51	18	-	973.2
	-----	-----	-----	-----	-----
Total					
Quantity (000 KGM)	2 917	4 945	4 959	6 413	30.0
Value (\$000)	6 017	9 101	9 263	12 074	26.1

Ranked in descending order by 1991 value.

**TOILET PAPER**  
(H.S. 4818.10.00.00)

**III. CANADIAN IMPORTS (Cont'd)**

**MARKET SHARES BY MAJOR COUNTRY OF ORIGIN**

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Quantity	61.5	72.2	81.7	92.1
Value	64.8	68.2	79.8	91.7
Sweden				
Quantity	37.5	25.5	16.5	7.3
Value	34.1	29.0	17.8	7.4
France				
Quantity	1.0	1.8	1.5	0.4
Value	1.1	2.2	2.2	0.6
Netherlands				
Quantity	-	-	-	0.2
Value	-	-	-	0.2
Switzerland				
Quantity	-	-	-	0.0
Value	-	-	-	0.0
Japan				
Quantity	-	-	-	0.0
Value	-	-	-	0.0
Other				
Quantity	0.0	0.5	0.2	0.0
Value	0.0	0.6	0.2	0.0
Total	-----	-----	-----	-----
Quantity	100.0	100.0	100.0	100.0
Value	100.0	100.0	100.0	100.0

**AVERAGE UNIT PRICES BY MAJOR COUNTRY OF ORIGIN**  
(\$ PER KGM)

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
United States	2.17	1.74	1.82	1.87
Sweden	1.87	2.09	2.01	1.93
France	2.43	2.19	2.80	2.67
Netherlands	-	-	-	2.34
Switzerland	-	-	-	4.00
Japan	-	-	-	3.20
Other	3.18	2.23	1.50	-
All Countries	-----	-----	-----	-----
	2.06	1.84	1.87	1.88

Ranked in descending order by 1991 value.

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**IV. CANADIAN SHIPMENTS**

Statistics Canada reports that there were at least 20 Canadian manufacturers of toilet paper with shipments of 156 thousand tonnes valued at \$340 million in 1988 (latest year for which data are available).

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) 951-3523

Source: Catalogue #36-250, annual, "Paper and Allied Products Industries".

# TOILET PAPER

(H.S. 4818.10.00.00)

## V. CANADIAN IMPORTERS - 1990

There were 117 known importers of toilet paper in 1990. The principal 25 importers accounted for 95 per cent of the total import value.

Principal Importers ----- (No.)	Cumulative Value ----- (\$000)	Cumulative % of Total Value ----- (%)
3	4 301	46
6	6 150	66
10	7 404	80
15	8 204	89
25	8 773	95
All Importers (117)	9 263	100

The principal 25 importers of toilet paper during 1990 are listed below in alphabetical order. Where the importer is not the same as the consignee (i.e. the recipient of the goods shipped), the name of the consignee rather than that of the importer is listed. The importer or consignee is not necessarily the end-user of the product.

NOTE: This list includes all 25 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
131552 Canada Inc.	Pierrefonds, Qué.	Marka Novelties Inc.	Etobicoke, Ont.
Aliments Clouston Canada Ltée., Les	Lachine, Qué.	Molnlycke Ltd.	Markham, Ont.
All Season Rentals And Sales	Yorkton, Sask.	Nelson Laundries Ltd.	Salt Lake City, UT, USA*
Amway Of Canada Ltd.	London, Ont.	Post Packaging Of Windsor Inc.	Windsor, Ont.
Atlantic Packaging Products Ltd.	Scarborough, Ont.	Price Daxion Div. Of Abitibi-Price Inc.	Montréal, Qué.
Canadian Linen Supply Co Ltd.	Etobicoke, Ont.		Mississauga, Ont.
Convermat Corporation Ltd.	New York, NY, USA*		Willowdale, Ont.
Fletcher Challenge Canada Ltd.	Vancouver, B.C.	Prodale Paper Industries Inc.	
Flexo Products (Niagara) Ltd.	Niagara Falls, Ont.	Produits De Papier Dorfin Ltée., Les	Montréal, Qué.
G H Wood & Company Ltd.	Toronto, Ont.	Reedex Limited	London, Ont.
Jan-Mar Sales Ltd.	Etobicoke, Ont.	Scott National Company Limited	Calgary, Alta.
K W Food Distributors Ltd.	Burnaby, B.C.	Swish Maintenance Limited	Hamilton, Ont.
KSI Sanitex Limited	Etobicoke, Ont.	The Castle/Black Paper Group Inc.	Weston, Ont.
Maritime Chemicals And Equipment Limited	Dartmouth, N.S.		

\* Non resident importer

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**VI. FOREIGN EXPORTERS TO CANADA - 1990**

Major exporters to Canada of toilet paper are listed by major country of origin in descending order of dollar value. These exporters accounted for 84 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		<u>Value of Exports</u> <u>to Canada</u>
			<u>1990</u> (\$000)
Sweden	Metra Serla AB	)	2 663*
United States	Blue Water Paper Ind.	)	
United States	Covermat Paper Corp.	)	2 004*
	Georgia Pacific Corp.	)	
	Fort Howard Corp.	)	1 323*
	Marcil Paper Mills Inc.	)	
	James River Corp.	)	975*
	Wisconsin Tissue Mills	)	
	Nichols Paper	)	845*
	Bay West Corp.	)	
	Belco Tissue Mills Inc.	)	
<b>TOTAL</b>			<b>7 810</b>

---

\* Aggregated to preserve confidentiality of Canadian importers.

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**VII. CANADIAN SUPPLIERS**

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology 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.

<u>Name</u>	<u>Address</u>
Arch Industries	Weston, Ont.
*Atlantic Packaging Products Ltd.	Scarborough, Ont.
*Avmor Ltd.	Montréal, Qué.
*Canadian Pacific Forest Products Limited	Montréal, Qué.
*Cascades Inc.	Kingsey Falls, Qué.
Converdis Inc.	Berthierville, Qué.
Conversion Kingsey Inc.	Kingsey Falls, Qué.
Dustbane Products Ltd.	Ottawa, Ont.
*E.B. Eddy Forest Products Ltd.	Ottawa, Ont.
Fletcher Challenge Cda Ltd Packaging Div.	Vancouver, B.C.
Industries Cascades Ltée., Les	Kingsey Falls, Qué.
J. Ford & Company Limited	Montréal, Qué.
La Compagnie J. Ford Ltée.	Portneuf, Qué.
Merfin Hygienic Products Ltd.	Delta, B.C.
P.H.A. Industries Limited	Lachine, Qué.
Papiers Inter-Cite International	Lasalle, Qué.
Papiers Scott Limitée	Crabtree Mills, Qué.
*Papiers Scott Ltée.	Sherbrooke, Qué.
Prodale Paper Industries Inc.	Concord, Ont.
*Sanitation Equipment Ltd.	Concord, Ont.
*Scott Paper Ltd.	Vancouver, B.C.
Work Wear Corp. Of Cda. Ltd.	Toronto, Ont.
*Wyant & Company Limited	Lachine, Qué.
Zep Manufacturing Company Of Cda Ltd.	Pointe-Claire-Dorval, Qué.

---

\* Company engaged in export trade.



**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**VII. CANADIAN SUPPLIERS (Cont'd)**

**BOSS**

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

Business Opportunities Sourcing System  
Industry, Science and Technology 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.

<u>Name</u>	<u>Address</u>
*Atlantic Packaging Products Ltd.	Scarborough, Ont.
*Canadian Pacific Forest Products Ltd.	Montréal, Qué.
*Cascades Inc.	Kingsey Falls, Qué.
*Facelle Co. Ltd.	Toronto, Ont.
Ford, J. Ltée.	Portneuf, Qué.
Kimberly-Clark Canada Inc.	Mississauga, Ont.
Marlboro Paper Inc.	Drummondville, Qué.
Metro Paper Industries	Scarborough, Ont.
Perkins Papers Ltd.	Laval, Qué.
*Sanitation Equipment Ltd.	Concord, Ont.
*Scott Paper Limited	Vancouver, B.C.

---

\* Company engaged in export trade.

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

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**VIII. CANADIAN AND FOREIGN TARIFFS**

Toilet paper included in this report is dutiable under the following Canadian tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1992</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
4818.10.00	Toilet paper	10.2%	6.5%	2%

**TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT**

Exporting countries which qualify for the Most Favoured Nation tariff treatment:  
France and Sweden.

Enquiries concerning tariffs should be directed to the nearest Revenue Canada Customs and Excise office as listed on page two of this report.

**TOILET PAPER**  
**(H.S. 4818.10.00.00)**

**VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)**

Toilet paper included in this report is dutiable under the following U.S. tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Rates of Duty - 1992</u>		
		<u>General</u>	<u>Special<sup>(1)</sup></u>	<u>2</u>
4818.10.00	Toilet paper	5.3%	Free (A,E,IL) 1% (CA)	35%

**FOREIGN COUNTRIES**

Enquiries concerning tariffs and other government trade regulations in foreign countries should be directed to External Affairs as listed on page two of this report.

<sup>(1)</sup> Generalized System of Preferences	A
United States-Canada Free-Trade Agreement	CA
Caribbean Basin Economic Recovery Act	E
United States-Israel Free Trade Area	IL

2 Rates of Duty Column 2. Notwithstanding any other provisions, the rates of duty shown in column 2 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	German Democratic	Mongolia
Albania	Republic	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics
Estonia	Lithuania	Vietnam

# TOILET PAPER

(H.S. 4818.10.00.00)

## IX. UNITED STATES' IMPORTS

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Mexico					
Quantity (000 KG)	N/A	30 873	25 329	16 618	-26.6
Value (\$000)	N/A	38 466	31 716	19 473	-28.9
Costa Rica					
Quantity (000 KG)	N/A	2 513	4 475	5 858	52.7
Value (\$000)	N/A	3 227	6 222	7 952	57.0
Canada					
Quantity (000 KG)	N/A	5 563	4 658	4 268	-12.4
Value (\$000)	N/A	8 979	8 297	7 596	-8.0
Colombia					
Quantity (000 KG)	N/A	643	2 291	2 016	77.0
Value (\$000)	N/A	984	3 140	2 207	49.8
Venezuela					
Quantity (000 KG)	N/A	3 449	3 315	1 627	-31.3
Value (\$000)	N/A	4 178	3 918	1 838	-33.7
Netherlands					
Quantity (000 KG)	N/A	497	476	311	-20.9
Value (\$000)	N/A	862	910	531	-21.5
France					
Quantity (000 KG)	N/A	1 107	1 853	252	-52.3
Value (\$000)	N/A	1 933	3 833	525	-47.9
Netherlands Antilles					
Quantity (000 KG)	N/A	1 233	1 026	221	-57.7
Value (\$000)	N/A	1 630	1 714	336	-54.6
Italy					
Quantity (000 KG)	N/A	-	94	53	-43.8
Value (\$000)	N/A	-	170	115	-32.6
China					
Quantity (000 KG)	N/A	14	-	9	-21.2
Value (\$000)	N/A	42	-	26	-21.6
Other					
Quantity (000 KG)	N/A	202	220	16	-71.8
Value (\$000)	N/A	431	307	46	-67.2
Total					
Quantity (000 KG)	N/A	46 094	43 736	31 247	-17.7
Value (\$000)	N/A	60 732	60 226	40 645	-18.2

Ranked in descending order by 1991 value.

Canada ranked 3 overall.

N/A - Data not available for this year.

## DID YOU KNOW?

Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis and is available in most regional offices.

**WHAT IS dISTCcovery?** **dISTCcovery** is a tool for discovering and acquiring new manufacturing opportunities emerging from a worldwide explosion in technological developments, new products and new processes.

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

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

For more information on this service, contact the Market Intelligence Division at (613) 954-4970 or the nearest **ISTC** Regional Office listed at the end of this publication.



# **dISTCcovery**

YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES  
UNE FENÊTRE SUR DES PERSPECTIVES COMMERCIALES

## FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division  
Services to Business Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-4970  
Fax.: (613) 954-5463

OR Sector Strategy and Value Added Products Division  
Forest Industries Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3028  
Fax.: (613) 954-1894

## ISTC BUSINESS SERVICE CENTRES

These centres have been established at headquarters and in every regional office to provide clients with a gateway into the complete range of ISTC services, information products, programs and expertise.

### REGIONAL OFFICES

#### QUÉBEC

ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### NEWFOUNDLAND

ISTC  
Atlantic Place  
215 Water Street, 5th Floor  
P.O. Box 8950  
St. John's, Nfld. A1B 3R9  
Tel.: (709) 772-ISTC  
Fax.: (709) 772-5093

#### PRINCE EDWARD ISLAND

ISTC  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### ONTARIO

ISTC  
Dominion Public Building  
1 Front Street West, 4th Floor  
Toronto, Ont. M5J 1A4  
Tel.: (416) 973-ISTC  
Fax.: (416) 973-8714

#### NOVA SCOTIA

ISTC  
Central Guaranty Trust Tower  
1801 Hollis Street, 5th Floor  
P.O. Box 940, Station 'M'  
Halifax, N.S. B3J 2V9  
Tel.: (902) 426-7259  
Fax.: (902) 426-2624

#### NEW BRUNSWICK

ISTC  
Assumption Place, 12th Floor  
770 Main Street  
P.O. Box 1210  
Moncton, N.B. E1C 8P9  
Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### MANITOBA

ISTC  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
Fax.: (204) 983-2187

#### SASKATCHEWAN

ISTC  
401-119 4th Avenue South  
Saskatoon, Sask.  
S7K 5X2  
Tel.: (306) 975-4386  
Fax.: (306) 975-5334

#### BRITISH COLUMBIA

ISTC  
Suite 900  
Scotia Tower  
650 West Georgia St.  
P.O. Box 11610  
Vancouver, B.C. V6B 5H8  
Tel.: (604) 666-0266  
Fax.: (604) 666-0277

## **REGIONAL OFFICES (Cont'd)**

### **ALBERTA**

ISTC  
Room 540  
Canada Place  
9700 Jasper Avenue  
Edmonton, Alta. T5J 4C3  
Tel.: (403) 495-ISTC  
Fax.: (403) 495-4507

ISTC  
Suite 1100  
510-5th Street Southwest  
Calgary, Alta. T2P 3S2  
Tel.: (403) 292-4575  
Fax.: (403) 292-4578

### **YUKON**

ISTC  
Suite 210  
300 Main Street  
Whitehorse, Y.T. Y1A 2B5  
Tel.: (403) 667-3921  
Fax.: (403) 668-5003

### **NORTHWEST TERRITORIES**

ISTC  
10th Floor  
Precambrian Building  
P.O. Bag 6100  
Yellowknife, N.W.T. X1A 2R3  
Tel.: (403) 920-8568  
Fax.: (403) 873-6228

## **HEADQUARTERS**

ISTC  
1st Floor, East Tower  
235 Queen Street  
Ottawa, Ont. K1A 0H5  
Tel.: (613) 952-ISTC  
Fax.: (613) 957-7942

