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# MARKET INTELLIGENCE

## **CORRUGATED PAPER** AND PAPERBOARD

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#### 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, Ontarlo 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.

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#### 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:

#### Description

Corrugated paper and paperboard, whether or not perforated, in rolls or sheets<sup>(i)</sup>

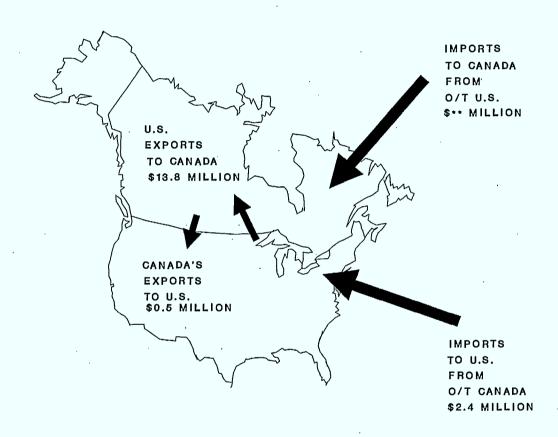
H.S. Commodity Code Analyzed

4808.10.00.00

Corrugated paper and paperboard results from processing the material through grooved rollers with the application of heat and steam. They may consist of a single corrugated layer or may be combined with flat surface sheets on one side (single faced) or both sides (double faced). Heavier boards may be built up with successive plies of corrugated paper or paperboard with alternate flat surface layers. The most common use of corrugated paper and paperboard is in the manufacture of corrugated containers. It is also used as protective packing material.

## CORRUGATED PAPER AND PAPERBOARD (H.S. 4808.10.00.00)

#### II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$2.4 Million\*

\*\* Less than \$50 000.

<sup>\*</sup> Excludes Canada - U.S. bilateral trade; Mexico.

(H.S. 4808.10.00.00)

## III. SUMMARY OF CANADIAN IMPORTS

Description and Commodity Code	1989 <u>Quantity</u> <u>Value</u> (tonnes) (\$000)	Total Imports 1990  Quantity Value (tonnes) (\$000)	1991 <u>Quantity</u> <u>Value</u> (tonnes) (\$000)	Expor	Country t to Can Total Va 1990	ada
Corrugated paper and paperboard H.S. 4808.10.00.00	20 288 19 841	17 799 17 133	14 218 13 801	U.S.A. 99.8	U.S.A. 99.8	U.S.A. 99.7

# CORRUGATED PAPER AND PAPERBOARD (H.S. 4808.10.00.00)

## IV. CANADIAN IMPORTS BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91
0			<b></b>		(%)
Ontario Quantity (TNE) Value (\$000) British Columbia	8 555 8 335	11 635 11 468	11 512 11 275	9 <b>0</b> 69 8 892	2.0
Quantity (TNE) Value (\$000) Québec	1 108 1 082	1 761 1 688	2 052 1 882	2 007 1 948	21.9 21.7
Quantity (TNE) Value (\$000) Manitoba	5 534 5 415	5 566 5 406	2 726 2 566	1 662 1 593	-33.0 -33.5
Quantity (TNE) Value (\$000) Alberta	924 979	1 315 1 264	1 478 1 373	1 448 1 327	16.2 10.7
Quantity (TNE) Value (\$000) Saskatchewan	-	5 4	7 7	26 35	128.0 183.4
Quantity (TNE) Value (\$000) New Brunswick	1	3 7	0 1	6 6	81.7 60.1
Quantity (TNE) Value (\$000) Nova Scotia	19 14	0	24 29	-	12.4 42.5
Quantity (TNE) Value (\$000) Newfoundland	8 6	2 5	<del>.</del> -	-	-75.0 -9.8
Quantity (TNE) Value (\$000)	45 31	- -	-	- -	0.0
Total Quantity (TNE) Value (\$000)	16 194 15 864	20 288 19 841	17 799 17 133	14 218 13 801	-4.2 -4.5

Ranked in descending order by 1991 value.

(H.S. 4808.10.00.00)

## V. CANADIAN IMPORTS BY MAJOR COUNTRY OF ORIGIN

Country of Origin		1988	1989	1990	1991	Average Annual Growth Rate 1988-91
						(%)
United Stat						
Quantity		16 153		17 777	14 202	-4.2
Value	(\$000)	15 752	19 807	17 093	13 765	-4.4
Denmark	/TME\	1.0	1		10	0.0
Quantity Value	(TNE) (\$000)	10 22		-	10 23	0.0
United King		22	<del>-</del>	-	23	1.5
Quantity			2	0	4	41.4
Value	(\$000)	_	4	0.	9	45.4
France	(4000)		•	v	J	10.1
Quantity	(TNE)		5	2	2	-36.8
Value	(\$000)		11	2 3	. 4	-40.6
China						
Quantity	(TNE)	-	-	-	0	
Value	(\$000)	-	-	-	1	0.0
Other						
Quantity		. 31		20		-19.7
Value	(\$000)	90	20	37	-	-3 <b>5.</b> 8
ayo r g						**********
Total	/THE\		00.000	17 700		
Quantity Value	(TNE) (\$000)	16 194 15 864		17 799 17 133	14 218 13 801	-4.2 -4.5

Ranked in descending order by 1991 value.

(H.S. 4808.10.00.00)

#### **VI. CANADIAN SHIPMENTS**

Statistics Canada reports that there were at least 27 Canadian manufacturers of corrugated paper and paperboard with estimated shipments totalling 200 267 tonnes with a value of \$173.7 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
KIA OT6
Tel.: (613) 951-3516

Source:

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

(H.S. 4808.10.00.00)

## VII. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION

	1989			1990			<u>1991</u>	
Country	Quantity (tonne)	<u>Value</u> (\$)	Country	Quantity (tonne)	<u>Value</u> (\$)	Country	Quantity (tonne)	<u>Value</u> (\$)
U.S.	395	415 162	U.S.	223	395 685	U.S.	440	511 845
Saudi Arabia	128	69 720	W.Germany	284	161 907	U.K.	2	1 367
St. Pierre & Miquelon	5	5 560	U.K.	111	94 679	·	·	,
Hong Kong	1	2 000	Peru	50	42 464			
Others	0	0	Others	0	0	Others	0	0
TOTAL	529	492 442		668	694 735		442	513 212

Source: Statistics Canada.

Note: 1. The unit of measure for quantity is Metric Tonne. 2. Major countries in descending order based upon value.

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#### VIII. CANADIAN IMPORTERS - 1990

There were 165 known importers of corrugated paper and paperboard in 1990. The principal 25 importers accounted for 88 per cent of the total import value.

Principal <u>Importers</u> (No.)	Cumulative <u>Value</u> (\$000)	Cumulative % of Total Value
3	6 173	36
6	8 987	52
10	11 631	68
15	13 368	<b>78</b> .
25	15 150	88
All Importers (165)	17 133	100

The principal 25 importers of corrugated paper and paperboard 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>	Address	Name	Address
Airguard Industries	Concord, Ont.	Induspac Division Corrugue Inc.	Lachine, Qué.
B. C. Shippers Supplies Ltd.	New Westminster, B.C.	Induspac Ontario Inc.	Lachine, Qué.
Boxmaster A Div. Of United		Industrial Packaging Ltd.	Windsor, Ont.
Packaging Ltd.	Richmond, B.C.	Instabox (Winnipeg) Ltd.	Winnipeg, Man.
Carlton Cards Ltd.	Etobicoke, Ont.	Lawless Container Corp.	North Tonawanda, NY,
Cartonnages J M Inc., Les	St-Jean-Sur-Richelieu,		USA*
, –	Qué.	Mohawk Container Div. Jefferson	
Columbia Packaging Corporation	Mississauga, Ont.	Smurfit Corporation	Lancaster, NY, USA*
Emballage Classique Inc.	Montréal, Qué.	P P G Canada Inc. Duplate	
Emballages Novotel Inc., Les	Anjou, Qué.	Division	Whitby, Ont.
Ford Motor Company Of Canada		Palliser Furniture Ltd.	Winnipeg, Man.
Ltd.	Oakville, Ont.	Premdor Inc.	Wingham, Ont.
Georgia-Pacific Corporation	Buffalo, NY, USA*	The Great Little Box Co Ltd.	Richmond, B.C.
Gordon Industrial Materials Ltd.	Mont-Royal, Qué.	W. C. Wood Company Limited	Guelph, Ont.
Great Lakes Container		Western Corrugated Containers	
Corporation	Lockport, NY, USA*	Corporation	Montréal, Qué.
Hanvell Cartons Itd	Montréal Qué		

<sup>\*</sup> Non resident importer

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#### IX. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of corrugated paper and paperboard are listed in descending order of dollar value. These exporters accounted for 74 per cent of the total value of Canadian imports during 1990.

Country of Origin	Name of Foreign Exporter		Value of Exports to Canada 1990 (\$000)
United States	Lawless Container Corp		3 007
	Stone Container Corporation		1 741
	Georgia Pacific Corporation		1 545
	Great Lakes Containers Southern Containers	) ) ·	2 658*
	Weyerhaeuser Paper Co. Commencement Bay Corrugated	)	1 567*
	Sheets Unlimited Bates Corrugated Corp.	)	932*
	Down River Forest Products		308
	Circle Inc.		195
	Alden Corrugated Container Mohawk Containers	) .	350*
	Menasha Corp AG Industries Ace Paper Products	) ) )	348*
TOTAL			12 651

<sup>\*</sup> Aggregated to preserve confidentiality of Canadian importers.

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#### X. 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.

#### Corrugating Container Board

#### Name

525348 Ontario Limited

\*Canadian Pacific Forest Products Limited

\*Cascades Inc.

Central Box & Container Limited Coyle Corrugated Containers Ltd.

\*Die-X Ltd.

\*Domtar Inc/Domtar Packaging Group Domtar Packaging Corrugated Cont. Div. Fletcher Challenge Cda. Ltd. Packaging Div. Instabox (Winnipeg) Ltd.

\*Kruger Inc.

\*MacMillan Bloedel Limited Morphy Containers Ltd.

Paperboard Industries Corporation

\*Pine Valley Packaging Limited

\*Smith Packaging Limited

\*Stone-Consolidated Inc.

#### Address

Coatsworth Station, Ont. Montréal, Qué. Kingsey Falls, Qué. Mississauga, Ont. Scarborough, Ont. London, Ont. Trenton, Ont. Moncton, N.B. Vancouver, B.C. Winnipeg, Man. Montréal, Qué. Vancouver, B.C. London, Ont. Mississauga, Ont. Concord, Ont. Nepean, Ont. Montréal, Qué.

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

Business Opportunities Sourcing System Industry, Science and Technology Canada 235 Oueen Street

Ottawa, Ontario K1A OH5

Tel.: (613) 954-5031 Telex: 053-4123 Fax

Fax.: (613) 954-1894

<sup>\*</sup> Company engaged in export trade

## CORRUGATED PAPER AND PAPERBOARD (H.S. 4808.10.00.00)

## X. CANADIAN SUPPLIERS (Cont'd)

#### CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

#### Paperboards, Corrugating

#### Name

Atlantic Packaging Products Ltd.

\*Canadian Pacific Forest Products Limited Dominion Paperboard Products Ltd.

Domtar Packaging, Containerboard Div. Guthrie Containers Co. Ltd.

\*MacMillan Bloedel Limited

Mid West Packaging Limited

\*Minas Basin Pulp & Power Co. Limited Paperboard Industries Corporation Propak Limited

\*Stone-Consolidated Inc.

#### Address

Scarborough, Ont. Montréal, Qué. Centreville, N.S. Mississauga, Ont. Mississauga, Ont. Vancouver, B.C. Winnipeg, Man. Hantsport, N.S. Toronto, Ont. Hamilton, Ont. Montréal, Qué.

#### Partitions, Corrugated Paper for Packing

#### Name

C&B Corrugated Containers Inc. \*Canadian Pacific Forest Products Limited Central Box and Container Limited Coleman Containers Limited Dominion Paperboard Products Ltd. Emballage Impala Inc. Gerrity Sheet Plant Supply Ltd. Guthrie Containers Co. Ltd. Hughes Containers Limited Ivex Corporation \*MacMillan Bathurst Inc. McLeish Containers Limited Pearce Containers Limited Postwright Packaging Limited S.C.S. Partitions Inc. Seaside Paper Products Ltd. Sonoco Limited Terlyn Industries Limited Wellwood Containers Limited

#### Address

Mississauga, Ont. Montréal, Qué. Mississauga, Ont. Mississauga, Ont. Centreville, N.S. St-Damase, Qué. Concord, Ont. Mississauga, Ont. Toronto, Ont. Toronto, Ont. Mississauga, Ont. Concord, Ont. Mississauga, Ont. Dundas, Ont. Mississauga, Ont. Ladner, B.C. Brantford, Ont. Pickering, Ont. Bramalea, Ont.

<sup>\*</sup> Company engaged in export trade.

(H.S. 4808.10.00.00)

## X. CANADIAN SUPPLIERS (Cont'd)

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

(H.S. 4808.10.00.00)

#### XI. CANADIAN AND FOREIGN TARIFFS

Corrugated paper and paperboard included in this report are dutiable under the following Canadian tariff item:

		Tariff Treatment - 1991			
Tariff <u>Item</u>	Description of Goods	Most Favoured Nation Tariff	General Preferential <u>Tariff</u>	United States <u>Tariff</u>	
4808:10.00	Corrugated paper and paperboard, whether or not perforated, in rolls or sheets	10.2%	6.5%	4%	
•	On and after January 1, 1992	10.2%	6.5%	2%	

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Denmark, France, United Kingdom.

Exporting country which qualifies for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment\*: China.

<sup>\*</sup> In order to qualify for the General System of Preference, a special certificate of origin is required.

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

(H.S. 4808.10.00.00)

#### XI. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Corrugated paper and paperboard included in this report are dutiable under the following U.S. tariff item:

		Rates of Duty - 1992			
Tariff <u>Item</u>	Description of Goods	<u>General</u>	Special <sup>(1)</sup>	2	
4808.10.00	Corrugated paper and paperboard, whether or not perforated:	4%	Free (A,E,IL) 0.8% (CA)	30%	

#### 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.

(1)	Generalized System of Preferences	Α
	United States-Canada Free-Trade Agreement	CA
	Caribbean Basin Economic Recovery Act	Ε
	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

(H.S. 4808.10.00.00)

### XII. UNITED STATES' IMPORTS

The United States Department of Commerce reports U.S. imports as follows:

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91
Marrian					(%)
Mexico Quantity (000 KG) Value (\$000)	N/A N/A	4 260 2 117	8 348 3 569	3 045 1 173	-15.5 -25.6
Japan Quantity (000 KG) Value (\$000) Canada	N/A N/A	26 255	285 2 577	117 1 011	110.9 99.2
Quantity (000 KG) Value (\$000)	N/A N/A	175 271	238 372	463 494	62.7 35.0
Taiwan Quantity (000 KG) Value (\$000)	N/A N/A	706 287	3 726 1 202	369 106	-27.7 -39.3
France Quantity (000 KG) Value (\$000)	N/A N/A	7 45	2 73	29 53	100.5 8.7
Fed. Rep. of Germany Quantity (000 KG) Value (\$000)	N/A N/A	16 43	9 47	8 28	-29.9 -19.4
Sweden Quantity (000 KG) Value (\$000)	N/A N/A	. 7 16	1	14 22	41.9 15.9
Switzerland Quantity (000 KG) Value (\$000)	N/A N/A	- -	- -	2 12	0.0
Venezuela Quantity (000 KG) Value (\$000)	N/A N/A	14	- -	20 8	20.0
Thailand Quantity (000 KG) Value (\$000)	N/A N/A	-	 -	1 2	0.0
Other Quantity (000 KG) Value (\$000)	N/A N/A	8 32	12 49	- -	49.9 52.8
Total Quantity (000 KG) Value (\$000)	N/A N/A	5 219 3 073	12 622 7 893	4 068 2 907	-11.7 -2.7

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

dISTCovery 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 dISTCovery to promote their unique product or process for licensing internationally.

dISTCovery 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.



#### FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence Division Services to Business Branch Industry, Science and Technology Canada 235 Queen Street Ottawa, Ontario K1A 0H5

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OR Sector Strategy and Value Added Products
Division
Forest Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
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800 Victoria Place
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Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367

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Fax.: (514) 283-3302

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

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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

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

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

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770 Main Street
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Moncton, N.B. E1C 8P9
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ISTC 8th Floor 330 Portage Avenue P.O. Box 981 Winnipeg, Man. R3C 2V2 Tel.: (204) 983-ISTC Fax.: (204) 983-2187

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Fax.: (604) 666-0277

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#### **ALBERTA**

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9700 Jasper Avenue
Edmonton, Alta. T5J 4C3
Tel.: (403) 495-ISTC

Tel.: (403) 495-ISTC Fax.: (403) 495-4507

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

Fax.: (403) 668-5003

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

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