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# MARKET INTELLIGENCE

**PAPER HANDKERCHIEFS,  
CLEANSING OR FACIAL  
TISSUES AND TOWELS**

Pub. No.: 91128-IP

February 1992



Canada



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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, 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.

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## PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

### 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.

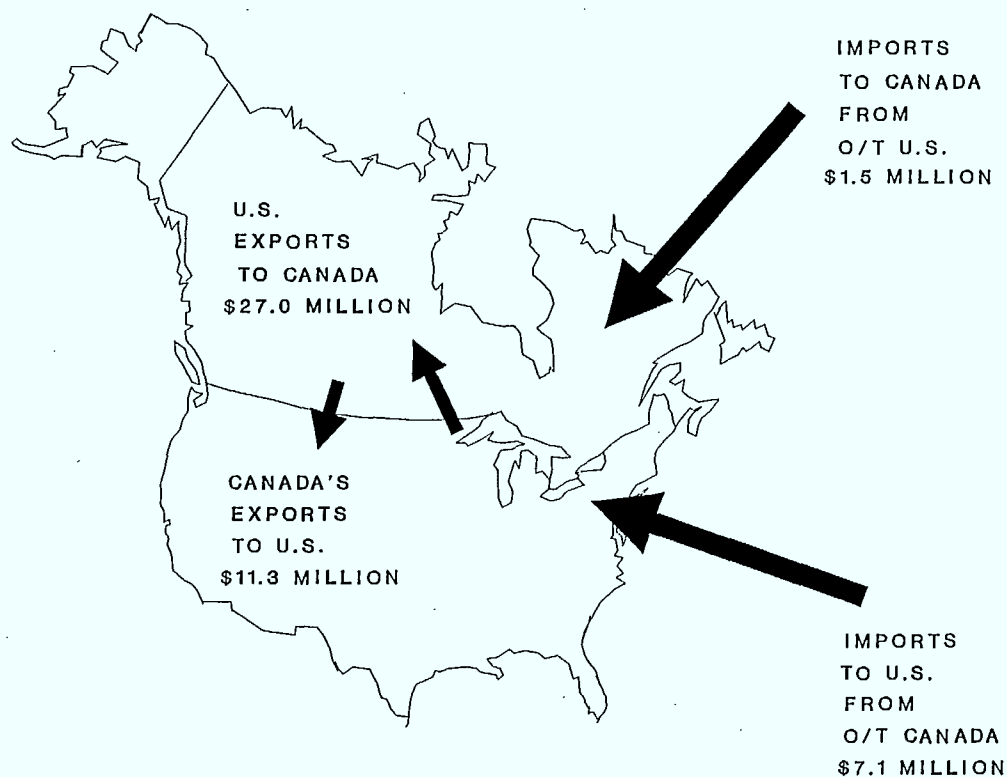
This report is based on data from several sources for the following Harmonized System (H.S.) commodity codes:

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Paper handkerchiefs, cleansing or facial tissues and towels (H.S. 4818.20)	
-Towels	4818.20.00.10
-Handkerchiefs or facial tissues	4818.20.00.20
-Other	4818.20.00.90

# **PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS**

**(H.S. 4818.20)**

## **II. NORTH AMERICAN IMPORTS - 1991**



**North American Imports - \$8.6 Million\***

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

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS

### SUMMARY

<u>Description and Commodity Code</u>	<u>Total Imports</u>				<u>Major Country of Export to Canada % of Total Value</u>			
	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u> Jan.-Sept.
Towels H.S. 4818.20.00.10 Value (\$000)	3 601	8 009	10 013	13 892	U.S.A. 99	U.S.A. 98	U.S.A. 99	U.S.A. 99
Handkerchiefs or facial tissues H.S. 4818.20.00.20 Value (\$000)	712	1 097	2 086	6 433	U.S.A. 89	U.S.A. 76	U.S.A. 85	U.S.A. 95
Other H.S. 4818.20.00.90 Value (\$000)	3 980	5 824	5 282	8 179	U.S.A. 74	U.S.A. 72	U.S.A. 70	U.S.A. 88
<b>TOTAL</b>	<b>8 293</b>	<b>14 930</b>	<b>17 381</b>	<b>28 504</b>				



# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### BY PROVINCE OF CLEARANCE

#### PAPER TOWELS (H.S. 4818.20.00.10)

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario					
Quantity (000 KGM)	817	1 571	2 224	3 322	59.6
Value (\$000)	1 665	2 793	3 932	6 152	54.6
British Columbia					
Quantity (000 KGM)	533	1 168	1 427	1 206	31.2
Value (\$000)	1 062	2 358	2 531	2 922	40.1
Québec					
Quantity (000 KGM)	338	1 253	1 538	1 133	49.7
Value (\$000)	717	2 583	2 446	1 921	38.9
Manitoba					
Quantity (000 KGM)	39	66	393	1 251	218.8
Value (\$000)	61	102	563	1 871	213.7
Saskatchewan					
Quantity (000 KGM)	5	10	219	323	293.0
Value (\$000)	8	15	347	579	322.3
Alberta					
Quantity (000 KGM)	29	74	107	182	84.2
Value (\$000)	72	121	173	343	68.6
New Brunswick					
Quantity (000 KGM)	1	8	5	37	204.4
Value (\$000)	3	15	10	88	205.8
Nova Scotia					
Quantity (000 KGM)	5	8	2	6	6.9
Value (\$000)	11	16	5	12	2.6
Newfoundland					
Quantity (000 KGM)	2	3	2	2	0.1
Value (\$000)	4	6	5	4	2.4
Prince Edward Island					
Quantity (000 KGM)	-	-	-	0	0.0
Value (\$000)	-	-	-	0	0.0
Northwest Territories					
Quantity (000 KGM)	-	0	-	-	0.0
Value (\$000)	-	0	-	-	0.0
Total					
Quantity (000 KGM)	1 768	4 159	5 918	7 462	61.6
Value (\$000)	3 601	8 009	10 013	13 892	56.8

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### BY PROVINCE OF CLEARANCE

PAPER HANDKERCHIEFS OR FACIAL TISSUES (H.S. 4818.20.00.20)					Average Annual Growth Rate 1988-91
Province of Clearance	1988	1989	1990	1991	(%)
Ontario					
Value (\$000)	563	268	853	3 155	77.6
Québec					
Value (\$000)	128	267	814	2 005	150.0
British Columbia					
Value (\$000)	12	561	172	766	298.3
New Brunswick					
Value (\$000)	-	-	46	202	340.1
Alberta					
Value (\$000)	1	2	79	152	405.8
Manitoba					
Value (\$000)	7	-	65	137	164.3
Saskatchewan					
Value (\$000)	-	-	55	16	-70.8
Nova Scotia					
Value (\$000)	-	-	1	-	0.0
Total					
Value (\$000)	712	1 097	2 086	6 433	108.2

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### BY PROVINCE OF CLEARANCE

OTHER  
(H.S. 4818.20.00.90)

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Value (\$000)	1 912	3 078	2 732	4 732	35.3
British Columbia					
Value (\$000)	287	390	300	2 558	107.3
Québec					
Value (\$000)	1 566	2 104	1 976	384	-37.4
Alberta					
Value (\$000)	111	106	125	325	43.0
Manitoba					
Value (\$000)	30	31	48	135	66.1
Saskatchewan					
Value (\$000)	-	0	5	34	867.8
New Brunswick					
Value (\$000)	73	112	91	5	-58.2
Nova Scotia					
Value (\$000)	0	3	4	4	172.6
Newfoundland					
Value (\$000)	0	1	-	0	-2.8
	-----	-----	-----	-----	-----
Total					
Value (\$000)	3 980	5 824	5 282	8 179	27.1

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY PROVINCE OF CLEARANCE

#### PAPER TOWELS (H.S. 4818.20.00.10)

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Quantity	46.2	37.8	37.6	44.5
Value	46.2	34.9	39.3	44.3
British Columbia				
Quantity	30.2	28.1	24.1	16.2
Value	29.5	29.4	25.3	21.0
Québec				
Quantity	19.1	30.1	26.0	15.2
Value	19.9	32.3	24.4	13.8
Manitoba				
Quantity	2.2	1.6	6.6	16.8
Value	1.7	1.3	5.6	13.5
Saskatchewan				
Quantity	0.3	0.2	3.7	4.3
Value	0.2	0.2	3.5	4.2
Alberta				
Quantity	1.6	1.8	1.8	2.4
Value	2.0	1.5	1.7	2.5
New Brunswick				
Quantity	0.1	0.2	0.1	0.5
Value	0.1	0.2	0.1	0.6
Nova Scotia				
Quantity	0.3	0.2	0.0	0.1
Value	0.3	0.2	0.0	0.1
Newfoundland				
Quantity	0.1	0.1	0.0	0.0
Value	0.1	0.1	0.0	0.0
Prince Edward Island				
Quantity	-	-	-	0.0
Value	-	-	-	0.0
Northwest Territories				
Quantity	-	0.0	-	-
Value	-	0.0	-	-
	-----	-----	-----	-----
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.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY PROVINCE OF CLEARANCE

#### PAPER HANDKERCHIEFS OR FACIAL TISSUES (H.S. 4818.20.00.20)

Province of Clearance -----	1988 ----- %	1989 ----- %	1990 ----- %	1991 ----- %
Ontario Value	79.1	24.4	40.9	49.0
Québec Value	18.0	24.3	39.0	31.2
British Columbia Value	1.7	51.1	8.3	11.9
New Brunswick Value	-	-	2.2	3.1
Alberta Value	0.2	0.2	3.8	2.4
Manitoba Value	1.0	-	3.1	2.1
Saskatchewan Value	-	-	2.7	0.3
Nova Scotia Value	-	-	0.0	-
	-----	-----	-----	-----
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY PROVINCE OF CLEARANCE

OTHER  
(H.S. 4818.20.00.90)

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
	%	%	%	%
Ontario				
Value	48.0	52.8	51.7	57.9
British Columbia				
Value	7.2	6.7	5.7	31.3
Québec				
Value	39.3	36.1	37.4	4.7
Alberta				
Value	2.8	1.8	2.4	4.0
Manitoba				
Value	0.7	0.5	0.9	1.7
Saskatchewan				
Value	-	0.0	0.1	0.4
New Brunswick				
Value	1.8	1.9	1.7	0.1
Nova Scotia				
Value	0.0	0.0	0.1	0.0
Newfoundland				
Value	0.0	0.0	-	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

#### PAPER TOWELS (H.S. 4818.20.00.10)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States					
Quantity (000 KGM)	1 757	4 106	5 902	7 396	61.5
Value (\$000)	3 572	7 856	9 981	13 780	56.8
Netherlands					
Quantity (000 KGM)	0	0	0	58	404.5
Value (\$000)	1	0	1	89	356.9
France					
Quantity (000 KGM)	1	4	3	2	22.4
Value (\$000)	3	7	8	6	30.8
Sweden					
Quantity (000 KGM)	6	10	0	2	-28.2
Value (\$000)	13	26	0	5	-26.0
Mexico					
Quantity (000 KGM)	-	1	4	1	2.1
Value (\$000)	-	3	9	5	23.4
Taiwan					
Quantity (000 KGM)	3	2	0	1	-30.1
Value (\$000)	11	5	0	3	-38.7
Italy					
Quantity (000 KGM)	-	1	-	1	-26.5
Value (\$000)	-	2	-	2	-1.9
Fed. Rep. of Germany					
Quantity (000 KGM)	-	0	2	0	21.1
Value (\$000)	-	1	5	1	47.6
Israel					
Quantity (000 KGM)	-	-	-	0	0.0
Value (\$000)	-	-	-	0	0.0
Japan					
Quantity (000 KGM)	0	1	1	0	-52.5
Value (\$000)	1	3	2	0	-42.9
Other					
Quantity (000 KGM)	0	34	4	-	358.3
Value (\$000)	0	107	6	-	266.4
Total					
Quantity (000 KGM)	1 768	4 159	5 918	7 462	61.6
Value (\$000)	3 601	8 009	10 013	13 892	56.8

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

Country of Origin		PAPER HANDKERCHIEFS OR FACIAL TISSUES (H.S. 4818.20.00.20)				Average Annual Growth Rate 1988-91
		1988	1989	1990	1991	(%)
United States						
Value	(\$000)	632	837	1 777	6 088	112.7
China						
Value	(\$000)	-	93	224	281	74.0
Hong Kong						
Value	(\$000)	1	61	69	35	195.2
Sweden						
Value	(\$000)	-	-	-	25	0.0
Taiwan						
Value	(\$000)	-	-	0	3	444.9
Japan						
Value	(\$000)	78	72	1	2	-70.9
Mexico						
Value	(\$000)	-	-	-	0	0.0
United Kingdom						
Value	(\$000)	-	-	1	0	-70.7
Other						
Value	(\$000)	0	34	14	-	730.2
Total						
Value	(\$000)	712	1 097	2 086	6 433	108.2

Ranked in descending order by 1991 value.



# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### BY MAJOR COUNTRY OF ORIGIN

OTHER  
(H.S. 4818.20.00.90)

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Value (\$000)	2 945	4 204	3 714	7 170	34.5
Netherlands					
Value (\$000)	428	691	956	713	18.5
China					
Value (\$000)	476	737	526	213	-23.5
Israel					
Value (\$000)	-	-	2	49	2 285.2
France					
Value (\$000)	2	0	11	16	102.0
Taiwan					
Value (\$000)	-	1	1	5	117.5
Fed. Rep. of Germany					
Value (\$000)	-	-	13	5	-65.5
United Kingdom					
Value (\$000)	-	43	4	3	-71.6
Hong Kong					
Value (\$000)	109	59	49	2	-75.0
Japan					
Value (\$000)	15	79	4	2	-51.9
Other					
Value (\$000)	5	10	2	-	-41.7
	-----	-----	-----	-----	-----
Total					
Value (\$000)	3 980	5 824	5 282	8 179	27.1

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	PAPER TOWELS (H.S. 4818.20.00.10)			
	1988	1989	1990	1991
	----- %	----- %	----- %	----- %
United States				
Quantity	99.4	98.7	99.7	99.1
Value	99.2	98.1	99.7	99.2
Netherlands				
Quantity	0.0	0.0	0.0	0.8
Value	0.0	0.0	0.0	0.6
France				
Quantity	0.1	0.1	0.1	0.0
Value	0.1	0.1	0.1	0.0
Sweden				
Quantity	0.3	0.2	0.0	0.0
Value	0.4	0.3	0.0	0.0
Mexico				
Quantity	-	0.0	0.1	0.0
Value	-	0.0	0.1	0.0
Taiwan				
Quantity	0.2	0.0	0.0	0.0
Value	0.3	0.1	0.0	0.0
Italy				
Quantity	-	0.0	-	0.0
Value	-	0.0	-	0.0
Fed. Rep. of Germany				
Quantity	-	0.0	0.0	0.0
Value	-	0.0	0.0	0.0
Israel				
Quantity	-	-	-	0.0
Value	-	-	-	0.0
Japan				
Quantity	0.0	0.0	0.0	0.0
Value	0.0	0.0	0.0	0.0
Other				
Quantity	0.0	0.8	0.1	0.0
Value	0.0	1.3	0.1	0.0
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.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

#### HANDKERCHIEFS OR FACIAL TISSUES (H.S. 4818.20.00.20)

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	88.8	76.3	85.2	94.6
China				
Value	-	8.4	10.7	4.4
Hong Kong				
Value	0.2	5.5	3.3	0.5
Sweden				
Value	-	-	-	0.4
Taiwan				
Value	-	-	0.0	0.0
Japan				
Value	11.0	6.6	0.1	0.0
Mexico				
Value	-	-	-	0.0
United Kingdom				
Value	-	-	0.0	0.0
Other				
Value	0.0	3.1	0.7	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## III. CANADIAN IMPORTS (Cont'd)

### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	OTHER (H.S. 4818.20.00.90)			
	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
United States				
Value	74.0	72.2	70.3	87.7
Netherlands				
Value	10.8	11.9	18.1	8.7
China				
Value	11.9	12.6	10.0	2.6
Israel				
Value	-	-	0.0	0.6
France				
Value	0.0	0.0	0.2	0.2
Taiwan				
Value	-	0.0	0.0	0.1
Fed. Rep. of Germany				
Value	-	-	0.3	0.1
United Kingdom				
Value	-	0.7	0.1	0.0
Hong Kong				
Value	2.7	1.0	0.9	0.0
Japan				
Value	0.4	1.4	0.1	0.0
Other				
Value	0.1	0.2	0.0	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

**PAPER HANDKERCHIEFS, CLEANSING OR FACIAL .  
TISSUES AND TOWELS**

**(H.S. 4818.20)**

**IV. CANADIAN SHIPMENTS**

Statistics Canada reports that there were at least 17 Canadian manufacturers of paper handkerchiefs, cleansing or facial tissues and towels with shipments of \$401 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".

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## V. CANADIAN IMPORTERS - 1990

### PAPER TOWELS (H.S. 4818.20.00.10)

There were 223 known importers of paper towels in 1990. The principal 25 importers accounted for 83 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	3 534	35
6	4 706	47
10	6 048	60
15	7 186	72
25	8 341	83
All Importers (223)	10 013	100

The principal importers of paper towels 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
131552 Canada Inc.	Pierrefonds, Qué.	Grayco Sales Limited	Mississauga, Ont.
Amway of Canada Ltd.	London, Ont.	Inland Alcare Inc.	Edmonton, Alta.
Ash Temple Limited	Don Mills, Ont.	K Mart Canada Limited	Brampton, Ont.
Baxter Corporation	Mississauga, Ont.	Les Papiers Perkins Ltée.	Laval, Qué.
C C P Disposable Products Ltd.	Toronto, Ont.	Les Produits De Papier Dorfin Ltée.	
Canadian Linen Supply Co. Ltd.	Etobicoke, Ont.	Cte Special	Montréal, Qué.
Canadian Membership Warehouse Ltd.	Vancouver, B.C.	M D M Sales Ltd.	Milton, Ont.
Convermat Corporation	New York, NY, USA*	Medicom Div. Attias Reuben Inc.	Montréal, Qué.
Costco Wholesale	Burnaby, B.C.	Reedex Limited	London, Ont.
Depot Dentaire (Canada) Ltée.	Montréal, Qué.	Scott National Company Limited	Calgary, Alta.
Don Casselman & Son Ltd.	Toronto, Ont.	Scott Paper Limited	New Westminster, B.C.
Fletcher Challenge Canada Ltd.	Vancouver, B.C.	Swish Maintenance Limited	Crabtree Mills, Qué.
Flexo Products (Niagara) Ltd.	Niagara Falls, Ont.	The Castle/Black Paper Group Inc.	Hamilton, Ont.
G H Wood & Company Ltd.	Toronto, Ont.	Turnmore Sanitation Ltd.	Weston, Ont.
			Calgary, Alta.

\* Non-resident importer

## PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

### V. CANADIAN IMPORTERS - 1990 (Cont'd)

#### PAPER HANDKERCHIEFS OR FACIAL TISSUES (H.S. 4818.20.00.20)

There were 73 known importers of paper handkerchiefs or facial tissues in 1990. The principal 15 importers accounted for 89 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	991	47
6	1 369	66
10	1 635	78
15	1 856	89
All Importers (73)	2 086	100

The principal importers of paper handkerchiefs or facial tissues 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
131552 Canada Inc.	Pierrefonds, Qué.	Long Island Distributing Co. Ltd.	Markham, Ont.
American Tissue Corporation	Huntingdon, NY, USA*	Oriental Trading Ltd.	Montréal, Qué.
Amway Of Canada Ltd.	London, Ont.	Produits De Papier Dorfin	
Animal Kingdom Of Far East	Mississauga, Ont.	Ltée., Les	Montréal, Qué.
Atlantic Packaging Products Ltd.	Scarborough, Ont.	Quadra Distributors Ltd.	Burnaby, B.C.
Baxter Corporation	Mississauga, Ont.	Schwarzkopf Ltd.	Don Mills, Ont.
Carolyn Corporation	Downsview, Ont.	Scott Paper Limited	New Westminster, B.C.
Convermat Corporation	New York, NY, USA*		Crabtree Mills, Qué.
Emess Distributors Ltd.	Downsview, Ont.	Softmark Products Inc.	Barnesville, GA, USA*
Fletcher Challenge Canada Ltd.	Vancouver, B.C.	The Castle/Black Paper Group	
G H Wood & Company Ltd.	Toronto, Ont.	Inc.	Weston, Ont.
Inland Alcare Inc.	Edmonton, Alta.	Unique Marketing International	
Jan-Mar Sales Ltd.	Etobicoke, Ont.	Inc.	Scarborough, Ont.
K Mart Canada Limited	Brampton, Ont.	Zellers Limited	Montréal, Qué.
Ksi Sanitex Limited	Etobicoke, Ont.		

\* Non-resident importer

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

## V. CANADIAN IMPORTERS - 1990 (Cont'd)

OTHER  
(H.S. 4818.20.00.90)

There were 150 known importers in 1990. The principal 25 importers accounted for 94 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	4 197	79
6	4 536	86
10	4 705	89
15	4 815	91
25	4 976	94
All Importers (150)	5 282	100

The principal importers 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 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
158260 Canada Inc.	Montréal, Qué.	Long Island Distributing Co. Ltd.	Markham, Ont.
American Tissue Corporation	Huntington, NY, USA*	Metropolitan Stores Ltd.	Pointe-Claire-Dorval, Qué
Amway Of Canada Ltd.	London, Ont.	Molnlycke Ltd. Tissue	Markham, Ont.
Animal Kingdom Of The Far East	Scarborough, Ont.	Nice-Pak Products (Canada) Ltd.	Mississauga, Ont.
Convermat Corporation	New York, NY, USA*	Procter & Gamble Inc.	Toronto, Ont.
Cooperative Federee De Quebec, La	Montréal, Qué.	Rapid Paper And Restaurant Supply Ltd.	Edmonton, Alta.
Depot Dentaire (Canada) Ltée.	Montréal, Qué.	Reedex Limited	London, Ont.
Doug Henderson Sales Ltd.	Montréal, Qué.	Safety Supply Canada Ltd.	Richmond Hill, Ont.
Industries Wipex Inc., Les	Val D'Or, Qué.	Scott Paper Limited	New Westminster, B.C.
K Mart Canada Limited	Brampton, Ont.	Semperit Trading Ltd.	Montréal, Qué.
K W Food Distributors Ltd.	Burnaby, B.C.	Softmark Products Inc.	Barnesville, GA, USA*
Kendall Canada Inc.	Peterborough, Ont.	Surgikos Canada Inc.	Peterborough, Ont.
Kimberly-Clark Of Canada Ltd.	Mississauga, Ont.	The Castle/Black Paper Group Inc.	Weston, Ont.
Lancaster Colony Canada Inc.	Brampton, Ont.	Towers Department Stores Inc.	Etobicoke, Ont.
Liberty Home Products Corp.	Montréal, Qué.	V W Eimicke Ltd.	Peterborough, Ont.
		Zellers Limited	Montréal, Qué.

\* Non-resident importer



## PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

### VI. FOREIGN EXPORTERS TO CANADA - 1990

#### PAPER TOWELS (H.S. 4818.20.00.10)

Major exporters to Canada of paper towels are listed by major country of origin in descending order of dollar value. These exporters accounted for 83 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 to Canada</u>
		<u>1990</u> (\$000)
United States	Scott Paper Co.	1 999
	Wisconsin Tissue Mills	1 141
	James River Corp.	1 041
	Marcil Paper Mills	1 015
	Erving Paper Mills	982
	Statler Tissue	444
	Fort Howard Corp.	419
	Bay West Paper	414
	Cross Country Paper	378
	Disposable Prod. Co.	661*
	Convermat	
	Nichols Paper	
	Georgia-Pacific Corp.	239*
	Baxter Convertors	
TOTAL		8 319

\* Aggregated to preserve confidentiality of Canadian importers.

## PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

### VI. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

#### HANDKERCHIEFS OR FACIAL TISSUES (H.S. 4818.20.00.20)

Major exporters to Canada of handkerchiefs or facial tissue are listed by major country of origin in descending order of dollar value. These exporters accounted for 80 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		Value of Exports to Canada
			<u>1990</u> (\$000)
United States	Scott Paper Co.	)	824*
	American Tissue Corp.	)	
	Convermat Corp.	)	373*
	Wisconsin Tissue Mills	)	
	Nichols Paper	)	162*
	Marcil Paper Mills	)	
	Ducair Bloessence	)	211*
	Fort Howard Corp.	)	
	Metsa Serla	)	
	Softmark Products	)	
China	Simple Symbol Ltd.		109
TOTAL			1 679

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\* Aggregated to preserve confidentiality of Canadian importers.

## PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

### VI. FOREIGN EXPORTERS TO CANADA - 1990 (Cont'd)

OTHER  
(H.S. 4818.20.00.90)

Major exporters to Canada are listed by major country of origin in descending order of dollar value. These exporters accounted for 86 per cent of the total value of Canadian imports during 1990.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		Value of Exports to Canada
			1990 (\$000)
United States	American Tissue Corp.	)	
	Softmark Prods.	)	3 070*
	Wisconsin Tissue Mills		123
Netherlands	EDET	)	
China	Simple Symbol Ltd.		1 358*
	Kowling Co. Ltd.	)	
TOTAL			4 551

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\* Aggregated to preserve confidentiality of Canadian importers.

## PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

(H.S. 4818.20)

### VII. CANADIAN SUPPLIERS

The following list is taken from the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada. This list may not include all suppliers of the products in question, as companies must themselves register in BOSS. Information on Canadian products supplied is as given by the companies.

#### BOSS

Companies are arranged in alphabetical order.

#### Paper Handkerchiefs and Paper Towels, Household in Retail Packages

<u>Name</u>	<u>Address</u>
*Atlantic Packaging Products Ltd.	Scarborough, Ont.
*Avmor Ltd.	Montréal, Qué.
*Cascades Inc.	Kingsey-Falls, Qué.
*Johnson & Johnson Inc.	Montréal, Qué.
*MacKay Specialties Canada Ltd.	Toronto, Ont.
*Merfin Hygienic Products Ltd.	Delta, B.C.
Nice-Pak Products (Canada) Ltd.	Mississauga, Ont.
Papiers Inter-Cite International	Ville Lasalle, Qué.
Prodale Paper Industries Inc.	Concord, Ont.
Scott Paper Ltd.	Vancouver, B.C.
Talott Manufacturing	Ottawa, Ont.
Work Wear Corp. of Canada Ltd.	Toronto, Ont.
Wyant & Company Limited	Lachine, Qué.

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\* Company engaged in export trade.

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

**PAPER HANDKERCHIEFS, CLEANSING OR FACIAL  
TISSUES AND TOWELS**

**(H.S. 4818.20)**

**VIII. CANADIAN AND FOREIGN TARIFFS**

Paper handkerchiefs, cleansing or facial tissues and towels included in this report are 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>
4818.20.00	Handkerchiefs, cleansing or facial tissues and towels	10.2%	6.5%	2%

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

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

(H.S. 4818.20)

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

Paper handkerchiefs, cleansing or facial tissues and towels included in this report are dutiable under the following U.S. tariff items:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	Special <sup>(1)</sup>	2
4818.20.00	Handkerchiefs, cleansing or facial tissues and towels	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

# PAPER HANDKERCHIEFS, CLEANSING OR FACIAL TISSUES AND TOWELS

(H.S. 4818.20)

## IX. 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 (%)
Canada					
Quantity (000 KG)	N/A	4 767	5 512	8 329	32.2
Value (\$000)	N/A	7 600	7 841	11 313	22.0
Netherlands					
Quantity (000 KG)	N/A	3 510	2 652	1 795	-28.5
Value (\$000)	N/A	7 162	6 327	3 522	-29.9
China					
Quantity (000 KG)	N/A	202	204	236	8.1
Value (\$000)	N/A	582	747	738	12.6
Japan					
Quantity (000 KG)	N/A	379	558	101	-48.3
Value (\$000)	N/A	2 223	3 217	595	-48.3
Venezuela					
Quantity (000 KG)	N/A	789	800	422	-26.9
Value (\$000)	N/A	913	936	466	-28.6
Hong Kong					
Quantity (000 KG)	N/A	202	29	48	-51.4
Value (\$000)	N/A	584	235	370	-20.4
United Kingdom					
Quantity (000 KG)	N/A	19	0	81	106.0
Value (\$000)	N/A	39	5	239	146.5
Italy					
Quantity (000 KG)	N/A	4	99	65	320.8
Value (\$000)	N/A	108	174	171	25.9
Fed. Rep. of Germany					
Quantity (000 KG)	N/A	116	223	56	-30.4
Value (\$000)	N/A	192	559	170	-5.7
Israel					
Quantity (000 KG)	N/A	58	100	58	0.7
Value (\$000)	N/A	134	300	160	9.2
Other					
Quantity (000 KG)	N/A	1 151	448	271	-51.4
Value (\$000)	N/A	2 619	1 263	662	-49.7
Total					
Quantity (000 KG)	N/A	11 196	10 624	11 461	1.2
Value (\$000)	N/A	22 156	21 603	18 407	-8.9

Ranked in descending order by 1991 value.  
Canada ranked 1 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.

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



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## FOR MORE INFORMATION PLEASE CONTACT:

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Ottawa, Ontario  
K1A 0H5  
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Fax.: (613) 954-5463

OR Sector Strategy and Value Added Products Division  
Forest Industries Branch  
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