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MARKET INTELLIGENCE

**PAPER PULP ARTICLES,
MOULDED OR PRESSED**

Pub. No.: 91140-IP

March 1992



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PAPER PULP ARTICLES, MOULDED OR PRESSED

Pub. No.: 91140-IP

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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 PULP ARTICLES, MOULDED OR PRESSED

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:

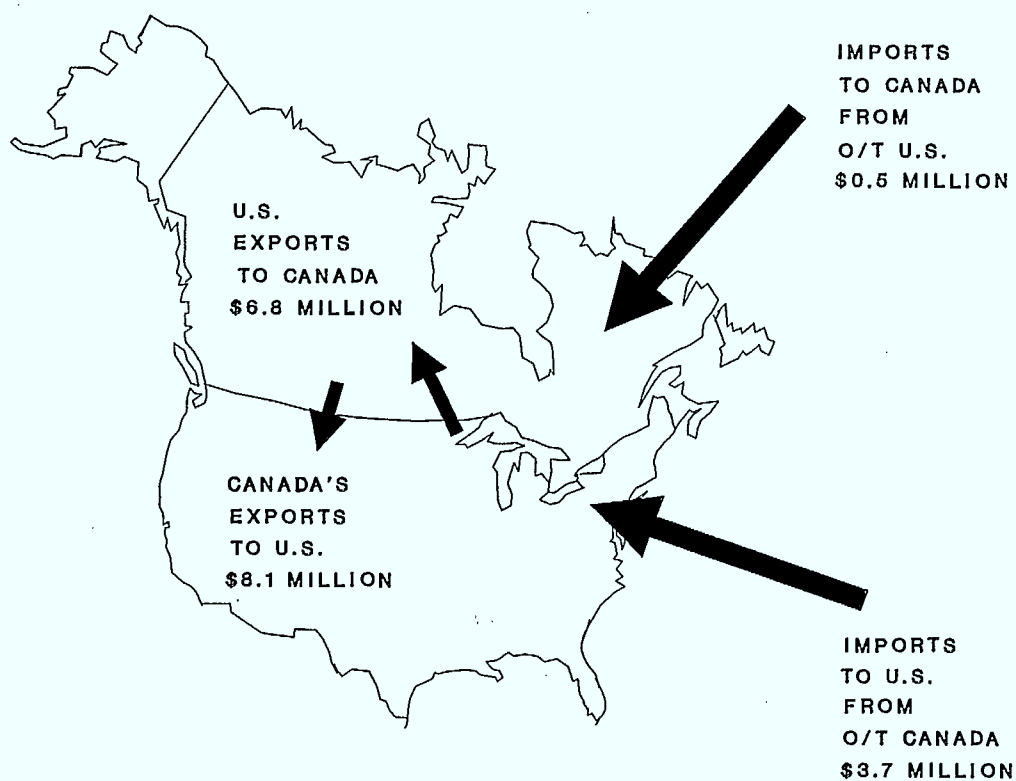
<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
-Moulded or pressed articles of paper pulp (4823.70)	
---Trays for use in packaging apples, peaches or pears	4823.70.10.00
---Homogeneous felt-like material, predominantly composed, by weight, of wood pulp, in sheets or rolls, whether or not with a net backing of plastics, for use as spring padding or insulating material in the manufacture of upholstered furniture, mattresses or box-springs	4823.70.20.00
---Other (4823.70.90)	
-----Egg cartons and trays	4823.70.90.10
-----Other	4823.70.90.90

Total imports into Canada in 1991 for all of the above products totalled \$7.4 million.

Note: The Canadian and U.S. coding systems are not comparable beyond the H.S. 6 level for paper pulp articles, moulded or pressed, as contained in this report. The U.S. H.S. Code is available only at the H.S. 6 level (4823.70). Data are included on page 34.

**PAPER PULP ARTICLES, MOULDED OR PRESSED
(H.S. 4823.70)**

II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$4.2 Million*

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

PAPER PULP ARTICLES, MOULDED OR PRESSED
(H.S. 4823.70)

III. CANADIAN IMPORTS

SUMMARY

<u>Description and Commodity Code</u>	<u>1988 Value (\$000)</u>	<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>	<u>1991 Value (\$000)</u>	<u>Major Country of Export to Canada % of Total Value</u>			
					<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>
-Moulded or pressed articles of paper pulp (4823.70)								
---Trays for use in packaging apples, peaches or pears H.S. 4823.70.10.00	2 534	2 267	2 250	1 739	U.S.A. 100	U.S.A. 100	U.S.A. 100	U.S.A. 100
---Homogeneous felt-like material, predominantly composed, by weight, of wood pulp, in sheets or rolls, whether or not with a net backing of plastics, for use as spring padding or insulating material in the manufacture of upholstered furniture, mattresses or box-springs H.S. 4823.70.20.00	36	47	139	97	U.S.A. 100	U.S.A. 100	U.S.A. 100	U.S.A. 100
---Other (4823.70.90)								
----Egg cartons and trays H.S. 4823.70.90.10	323	591	1 351	1 943	U.S.A. 100	U.S.A. 100	U.S.A. 99	U.S.A. 100
----Other H.S. 4823.70.90.90	2 493	3 767	3 351	3 598	U.S.A. 66	U.S.A. 67	U.S.A. 71	U.S.A. 85
TOTAL	5 387	6 671	7 091	7 378	U.S.A. 84	U.S.A. 81	U.S.A. 86	U.S.A. 93

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

TRAYS FOR USE IN PACKAGING APPLES, PEACHES OR PEARS
(H.S. 4823.70.10.00)

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
British Columbia Value (\$000)	2 204	1 985	2 063	1 333	-15.4
Ontario Value (\$000)	311	271	177	379	6.8
Québec Value (\$000)	19	11	1	27	12.0
Nova Scotia Value (\$000)	-	-	8	-	0.0
Alberta Value (\$000)	0	-	-	-	0.0
-----	----	----	----	----	-----
Total Value (\$000)	2 534	2 267	2 250	1 739	-11.8

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
British Columbia Value	87.0	87.6	91.7	76.7
Ontario Value	12.3	12.0	7.9	21.8
Québec Value	0.8	0.5	0.1	1.6
Nova Scotia Value	-	-	0.4	-
Alberta Value	0.0	-	-	-
-----	----	----	----	----
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

HOMOGENEOUS FELT-LIKE MATERIAL, PREDOMINANTLY COMPOSED, BY WEIGHT,
OF WOOD PULP, IN SHEETS OR ROLLS, WHETHER OR NOT WITH A NET
BACKING, OF PLASTICS, FOR USE AS SPRING PADDING OR INSULATING
MATERIAL IN THE MANUFACTURE OF UPHOLSTERED FURNITURE,
MATTRESSES OR BOX-SPRINGS
(H.S. 4823.70.20.00)

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
Ontario					
Value (\$000)	36	31	128	97	39.1
British Columbia					
Value (\$000)	*	-	1	*	16.2
Québec					
Value (\$000)	-	15	10	-	-33.8
	----	----	----	----	-----
Total					
Value (\$000)	36	47	139	97	38.9

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Value	99.3	67.1	91.9	99.6
British Columbia				
Value	0.7	-	0.8	0.4
Québec				
Value	-	32.9	7.3	-
	----	----	----	----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

* Less than \$500.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

EGG CARTONS AND TRAYS
(H.S. 4823.70.90.10)

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	-----	-----	-----	-----	-----
Ontario					
Value (\$000)	92	278	892	1 152	132.0
British Columbia					
Value (\$000)	201	244	307	448	30.5
Québec					
Value (\$000)	19	37	43	206	120.6
Alberta					
Value (\$000)	10	30	91	106	120.3
New Brunswick					
Value (\$000)	-	-	-	23	0.0
Nova Scotia					
Value (\$000)	-	2	10	9	121.8
Manitoba					
Value (\$000)	-	1	9	-	692.9
-----	-----	-----	-----	-----	-----
Total					
Value (\$000)	323	591	1 351	1 943	81.9

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	28.6	47.0	66.1	59.3
British Columbia				
Value	62.4	41.2	22.7	23.1
Québec				
Value	5.9	6.2	3.2	10.6
Alberta				
Value	3.1	5.0	6.7	5.4
New Brunswick				
Value	-	-	-	1.2
Nova Scotia				
Value	-	0.3	0.7	0.5
Manitoba				
Value	-	0.2	0.6	-
-----	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

OTHER
(H.S. 4823.70.90.90)

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario Value (\$000)	1 398	1 936	1 730	2 544	22.1
Québec Value (\$000)	832	1 262	1 163	602	-10.2
British Columbia Value (\$000)	144	193	319	294	27.0
Alberta Value (\$000)	9	30	28	64	91.4
Manitoba Value (\$000)	40	85	24	57	12.6
New Brunswick Value (\$000)	23	241	73	28	7.1
Nova Scotia Value (\$000)	32	2	15	5	-45.8
Saskatchewan Value (\$000)	16	13	-	3	-41.0
Newfoundland Value (\$000)	-	5	-	-	0.0
Total Value (\$000)	2 493	3 767	3 351	3 598	13.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

OTHER
(H.S. 4823.70.90.90)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	-----	-----	-----	-----
	%	%	%	%
Ontario				
Value	56.1	51.4	51.6	70.7
Québec				
Value	33.4	33.5	34.7	16.7
British Columbia				
Value	5.8	5.1	9.5	8.2
Alberta				
Value	0.4	0.8	0.8	1.8
Manitoba				
Value	1.6	2.3	0.7	1.6
New Brunswick				
Value	0.9	6.4	2.2	0.8
Nova Scotia				
Value	1.3	0.1	0.5	0.1
Saskatchewan				
Value	0.6	0.4	-	0.1
Newfoundland				
Value	-	0.1	-	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

TRAYS FOR USE IN PACKAGING APPLES, PEACHES OR PEARS
(H.S. 4823.70.10.00)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Value (\$000)	2 534	2 267	2 242	1 739	-11.8
Italy					
Value (\$000)	-	-	8	0	-96.9
Other					
Value (\$000)	-	-	-	-	-
-----	----	----	----	----	-----
Total					
Value (\$000)	2 534	2 267	2 250	1 739	-11.8

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	100.0	100.0	99.7	100.0
Italy				
Value	-	-	0.3	0.0
Other				
Value	0.0	0.0	0.0	0.0
-----	----	----	----	----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

HOMOGENEOUS FELT-LIKE MATERIAL, PREDOMINANTLY COMPOSED, BY WEIGHT, OF WOOD PULP, IN SHEETS OR ROLLS, WHETHER OR NOT WITH A NET BACKING, OF PLASTICS, FOR USE AS SPRING PADDING OR INSULATING MATERIAL IN THE MANUFACTURE OF UPHOLSTERED FURNITURE, MATTRESSES OR BOX-SPRINGS
(H.S. 4823.70.20.00)

BY MAJOR COUNTRY OF ORIGIN

Cou ntry of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States Value (\$000)	36	47	139	97	38.9
Other Value (\$000)	-	-	-	-	-
Total Value (\$000)	36	47	139	97	38.9

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
	%	%	%	%
United States Value	100.0	100.0	100.0	100.0
Other Value	0.0	0.0	0.0	0.0
Total Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

EGG CARTONS AND TRAYS
(H.S. 4823.70.90.10)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Value (\$000)	323	591	1 341	1 943	81.9
Other					
Value (\$000)	-	-	10	-	0.0
-----	----	----	----	----	-----
Total					
Value (\$000)	323	591	1 351	1 943	81.9

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	100.0	100.0	99.3	100.0
Other				
Value	0.0	0.0	0.7	0.0
-----	----	----	----	----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

OTHER
(H.S. 4823.70.90.90)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Value (\$000)	1 644	2 528	2 373	3 055	22.9
Japan					
Value (\$000)	745	929	699	287	-27.2
India					
Value (\$000)	9	23	85	116	137.1
Australia					
Value (\$000)	-	4	4	25	155.8
Mexico					
Value (\$000)	0	6	7	23	264.7
United Kingdom					
Value (\$000)	2	15	1	20	127.4
Denmark					
Value (\$000)	5	9	12	15	41.8
Taiwan					
Value (\$000)	5	16	52	14	38.9
China					
Value (\$000)	-	8	-	13	27.6
Italy					
Value (\$000)	1	12	8	12	101.3
Other					
Value (\$000)	81	217	111	17	-40.1
	-----	-----	-----	-----	-----
Total					
Value (\$000)	2 493	3 767	3 351	3 598	13.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED

III. CANADIAN IMPORTS (Cont'd)

OTHER
(H.S. 4823.70.90.90)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	66.0	67.1	70.8	84.9
Japan				
Value	29.9	24.7	20.8	8.0
India				
Value	0.4	0.6	2.5	3.2
Australia				
Value	-	0.1	0.1	0.7
Mexico				
Value	0.0	0.2	0.2	0.6
United Kingdom				
Value	0.1	0.4	0.0	0.6
Denmark				
Value	0.2	0.2	0.4	0.4
Taiwan				
Value	0.2	0.4	1.5	0.4
China				
Value	-	0.2	-	0.4
Italy				
Value	0.1	0.3	0.2	0.3
Other				
Value	3.3	5.8	3.3	0.5
	----	----	----	----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

PAPER PULP ARTICLES, MOULDED OR PRESSED
(H.S. 4823.70)

IV. CANADIAN SHIPMENTS

Statistics Canada reports that there were at least six Canadian establishments manufacturing paper pulp articles, moulded or pressed, with shipments of \$50.2 million in 1988 (latest year for which data are available).

<u>Description and Commodity Code</u>	<u>1987</u>		<u>1988</u>	
	<u>Number of Establishments</u>	<u>Value</u> (\$ millions)	<u>Number of Establishments</u>	<u>Value</u> (\$ millions)
Paper pulp, moulded or pressed articles H.S. 4823.7	-	45.1	6	50.2
Paper pulp, moulded or pressed, egg cartons or trays H.S. 4823.70.10	-	20.2	4	22.4
Paper pulp, moulded or pressed, food trays H.S. 4823.70.20	-	X	1	X
Paper pulp, moulded or pressed, plates H.S. 4823.70.30	-	X	1	X
Paper pulp, moulded or pressed articles, other than cartons or trays H.S. 4823.70.90	-	X	3	X

X - Confidential

Any enquiries and/or comments regarding Canadian production/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 PULP ARTICLES, MOULDED OR PRESSED
(H.S. 4823.70)

V. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION

1989		1990		1991	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	6 686	U.S.	8 253	U.S.	8 447
Australia	380	Australia	421	Australia	42
N. Zealand	178	S. Arabia	13	Italy	17
Mexico	8	Bermuda	7	Bermuda	8
Bermuda	<u>1</u>	St. Pierre & Miquelon	<u>3</u>	St. Pierre & Miquelon	<u>7</u>
TOTAL	7 253		8 697		8 520

NOTE: Major countries in descending order based upon value.
See note on page 35 concerning U.S. imports from Canada.
Source: Statistics Canada.

PAPER PULP ARTICLES, MOULDED OR PRESSED

VI. CANADIAN IMPORTERS - 1990

TRAYS FOR USE IN PACKAGING APPLES, PEACHES OR PEARS (H.S. 4823.70.10.00)

There were 14 known importers of trays for use in packaging apples, peaches or pears in 1990. The principal three importers accounted for 96 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	2 155	96
All Importers (14)	2 250	100

All importers of trays for use in packaging apples, peaches or pears 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 importers except individuals.

<u>Name</u>	<u>Address</u>
396101 Ontario Ltd.	Niagara Falls, Ont.
CKF Inc.	Hantsport, N.S.
Clifford Produce Ltd.	Ruthven, Ont.
Dawson Farms Ltd.	Osoyoos, B.C.
Del-Haven Orchard Ltd.	Blenheim, Ont.
Naturpac Inc.	St-Joseph-du-Lac, Qué.
Norfolk Fruit Growers Association	Simcoe, Ont.
Oakville Wood Specialties Limited	Oakville, Ont.
Okanagan Federated Shippers Association	Kelowna, B.C.
Pan-O-Ramic Farms Inc.	Vernon, B.C.
Panorama Orchards (1986) Inc.	Oliver, B.C.
South Valley Wholesales & Manufacturing Co. Ltd.	Oliver, B.C.
Vergers Leo McLean Inc.	St-Ignace-de-Stanbridge, Qué.

PAPER PULP ARTICLES, MOULDED OR PRESSED

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

HOMOGENEOUS FELT-LIKE MATERIAL, PREDOMINANTLY COMPOSED, BY WEIGHT,
OF WOOD PULP, IN SHEETS OR ROLLS, WHETHER OR NOT WITH A NET
BACKING, OF PLASTICS, FOR USE AS SPRING PADDING OR INSULATING
MATERIAL IN THE MANUFACTURE OF UPHOLSTERED FURNITURE,
MATTRESSES OR BOX-SPRINGS
(H.S. 4823.70.20.00)

There were seven known importers of homogeneous felt-like material, predominantly composed, by weight, of wood pulp, in sheets or rolls, whether or not with a net backing, of plastics, for use as spring padding or insulating material in the manufacture of upholstered furniture, mattresses or box-springs in 1990. The principal three importers accounted for 88 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	122	88
All Importers (7)	139	100

All importers of homogeneous felt-like material, predominantly composed, by weight, of wood pulp, in sheets or rolls, whether or not with a net backing, of plastics, for use as spring padding or insulating material in the manufacture of upholstered furniture, mattresses or box-springs 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 importers except individuals.

Name

Al-Site Inc.
Bedford Bedding & Upholstery Ltd.
Canadian Frame Supply Inc.
Cascades Dominion Inc.
Globe Spring & Cushion Co. Ltd.
Literie Giddings Ltée.
Pre-Fab Cushioning Ltd.

Address

Concord, Ont.
Weston, Ont.
Prince Rupert, B.C.
Brantford, Ont.
Downsview, Ont.
Granby, Qué.
Downsview, Ont.

PAPER PULP ARTICLES, MOULDED OR PRESSED

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

EGG CARTONS AND TRAYS (H.S. 4823.70.90.10)

There were 30 known importers of egg cartons and trays in 1990. The principal 15 importers accounted for 92 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	641	47
6	882	65
10	1 101	81
15	1 245	92
All Importers (30)	1 351	100

All importers of egg cartons and trays 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 importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Aaron Metzger Limited	Elmira, Ont.	J O Levesque Ltd.	Bedford, Qué.
Abitibi-Price Inc.	Toronto, Ont.	J Napoleon Brochu Inc.	St-Isidore, Qué
Als Salad King Ltd.	Burnaby, B.C.	L H Gray & Son Ltd.	Ridgetown, Ont.
Bic Inc.	Downsview, Ont.	Leaf Confections Ltd.	Scarborough, Ont.
Bonee Best Eggs Div Of Maple Lynn Foods Ltd.	Mississauga, Ont.	Lucerne Foods Ltd.	
Burbrae Farms Limited	Lyn, Ont.	Ice Cream Dept.	Calgary, Alta.
C K F Inc.	Hantsport, N.S.	Egg Dept.	New Westminster, B.C.
Cascades Diamond Inc.	Thorndike, MA, USA*	Cheese Dept.	Winnipeg, Man.
Cascades Dominion Inc.	Brantford, Ont.	Maple Lynn Foods Ltd.	Strathroy, Ont.
Cascades Niagara Falls Inc.	Niagara Falls, NY, USA*	Masters Poultry Farm Ltd.	Brantford, Ont.
Cuddy Farms Limited	Strathroy, Ont.	Mirage Ste-Sophie Inc.	Ste-Sophie, Qué.
Fairview Farms Ltd.	Vancouver, B.C.	Mountain View Farms Ltd.	Black Creek, B.C.
Foremost Foods Ltd.	Vancouver, B.C.	Nutri-Oeuf Inc.	St-Hyacinthe, Qué.
Fraser Valley Farms Ltd.	Abbotsford, B.C.	Price Daxion Inc.	St-Laurent, Qué.
Island Eggs Ltd.	Westholme, B.C.	Tradition Fine Food Ltd.	Scarborough, Ont.
		Wolff Poultry Farms Ltd.	Vancouver, B.C.

* Non resident importer.

PAPER PULP ARTICLES, MOULDED OR PRESSED

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

PAPER PULP ARTICLES, MOULDED OR PRESSED - OTHER (H.S. 4823.70.90.90)

There were 224 known importers of paper pulp articles, moulded or pressed, other, in 1990. The principal 37 importers accounted for 80 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	1 073	47
6	1 417	65
10	1 731	81
15	2 027	92
25	2 409	72
37	2 684	80
All Importers (224)	3 351	100

The principal importers of paper pulp articles, moulded or pressed, other 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 importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Allan Candy Company Limited, The	Hamilton, Ont.	Cummins British Columbia Ltd.	Vancouver, B.C.
Adelco Supply Company	Scarborough, Ont.	Duracell Canada Inc.	Burnaby, B.C.
Advertising Specialists Ltd.	Vancouver, B.C.	Eurolina Importations Reg'd. Inc.	Mississauga, Ont.
All Seasons Display Limited	Scarborough, Ont.	Fletcher Challenge Canada Limited	Westmount, Qué.
American Standard Div. of Wabco Standard Ltd.	Toronto, Ont.	G T E Sylvania Canada Ltd.	Vancouver, B.C.
Axicon World Imports Ltd.	Delta, B.C.	Ganz Brothers Toys Ltd.	Drummondville, Qué.
Bazaar & Novelty Mftg. A Div. of Bingo Press & Specialty Ltd.	St. Catharines, Ont.	General Electric Canada Inc.	Woodbridge, Ont.
Berco Concept Marketing Ltd.	Orillia, Ont.	Goody Canada Ltd.	Mississauga, Ont.
Bic Inc.	Downsview, Ont.	Hakmet Ltd.	Toronto, Ont.
C K F Inc.	Hantsport, N.S.	Hershey Canada Inc.	Dorion-Vaudreuil, Qué.
Campbell Soup Co. Ltd.	Etobicoke, Ont.	I T T Hancock Canada Div. of ITT Industries of Canada Ltd.	Etobicoke, Ont.
Compagnie Yee Fung Ltée., La Corporation Des Lubrifiant Sentinel, Les	Montréal, Qué.	Interbake Foods (1988) Limited	St. Thomas, Ont.
Creekside Gardens Limited	Jordan Station, Ont.	Intercraft Industries Of Canada Ltd.	London, Ont.
Cuddy Farms Limited	Strathroy, Ont.	Jesse Farms Ltd.	Mississauga, Ont.
		K L Products Inc.	Abbotsford, B.C.
			Mount Brydges, Ont.

PAPER PULP ARTICLES, MOULDED OR PRESSED

VI. CANADIAN IMPORTERS - 1990 (Cont'd)

PAPER PULP ARTICLES, MOULDED OR PRESSED - OTHER (H.S. 4823.70.90.90)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Kerr Brothers Ltd.	Etobicoke, Ont.	Readers Digest Association (Canada) Ltd.	Westmount, Qué.
Li's Enterprise Co. Ltd.	Vancouver, B.C.	Rol Manufacturing (Canada) Ltd.	Laval, Qué.
Lily Cups Inc.	Scarborough, Ont.	Rolf C Hagen Inc.	Montréal, Qué.
Mccain Foods Ltd.	Florenceville, N.B.	Rudy Huften Ltd.	Orillia, Ont.
Medical Mart Supplies Ltd.	Mississauga, Ont.	S Kaell & Co. Ltd.	Mississauga, Ont.
Morgan Scott Paper Group Inc.	Etobicoke, Ont.	S W F Auto Electric Div. of ITT Industries of Canada Ltd.	Mississauga, Ont.
Multi Produits De Papier D M Inc.	Montréal, Qué.	Sandra Instant Coffee Co. Ltd.	Ajax, Ont.
Niagara Holland Nurseries Ltd.	Niagara On The Lake, Ont.	Sentinel Lubricants Corp., Les Systèmes De Fixation-Sivaco Ltée.	Montréal, Qué. Chambly, Qué.
O Pee Chee Limited	London, Ont.	Texas Instruments Canada Limited	Toronto, Ont.
Oakville Wood Specialties Limited	Oakville, Ont.	Total Absorb Inc.	Richmond, B.C.
Ontario Greenhouse Vegetable Producers Marketing Board	Leamington, Ont.	Trebor Canada Inc.	Granby, Qué.
P & H Foods Div. of Parrish & Heimbecker Ltd.	Hanover, Ont.	White Rose Nurseries Limited	Markham, Ont.
PCA Canada Inc.	Scarborough, Ont.	Woodward Stores (Vancouver) Ltd.	Vancouver, B.C.
Price Daxion Div. of Abitibi Price Inc.	Mississauga, Ont.	Wyant Chemicals Company Ltd. Zellers Limited	Montréal, Qué. Montréal, Qué.

PAPER PULP ARTICLES, MOULDED OR PRESSED

VII. FOREIGN EXPORTERS TO CANADA - 1990

TRAYS FOR USE IN PACKAGING APPLES, PEACHES OR PEARS (H.S. 4823.70.10.00)

Major exporters to Canada of trays for use in packaging apples, peaches or pears are listed by major country of origin in descending order of dollar value. These exporters accounted for 94 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)
United States	Michelsen Packaging Co.	2 105*
	Keyes Fibre Company	
	Packaging Corp. of America	
TOTAL		2 105

* Aggregated to preserve confidentiality of Canadian importers.

PAPER PULP ARTICLES, MOULDED OR PRESSED

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

HOMOGENEOUS FELT-LIKE MATERIAL, PREDOMINANTLY COMPOSED, BY WEIGHT,
OF WOOD PULP, IN SHEETS OR ROLLS, WHETHER OR NOT WITH A NET
BACKING, OF PLASTICS, FOR USE AS SPRING PADDING OR INSULATING
MATERIAL IN THE MANUFACTURE OF UPHOLSTERED FURNITURE,
MATTRESSES OR BOX-SPRINGS
(H.S. 4823.70.20.00)

Major exporters to Canada of homogeneous felt-like material, predominantly composed, by weight, of wood pulp, in sheets or rolls, whether or not with a net backing, of plastics, for use as spring padding or insulating material are listed by major country of origin in descending order of dollar value. These exporters accounted for 94 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	Corweb Bonded Fibre)	131*
	Southern States)	
TOTAL			131

* Aggregated to preserve confidentiality of Canadian importers.

PAPER PULP ARTICLES, MOULDED OR PRESSED

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

EGG CARTONS AND TRAYS (H.S. 4823.70.90.10)

Major exporters to Canada of egg cartons and trays, are listed by major country of origin in descending order of dollar value. These exporters accounted for 75 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)
United States	Cascades Diamond Inc.	820
	Packaging Co. of California	197
TOTAL		1 017

* Aggregated to preserve confidentiality of Canadian importers.

PAPER PULP ARTICLES, MOULDED OR PRESSED

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

PAPER PULP ARTICLES, MOULDED OR PRESSED - OTHER (H.S. 4823.70.90.90)

Major exporters to Canada of paper pulp articles, moulded or pressed - other are listed by major country of origin in descending order of dollar value. These exporters accounted for 61 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)
Japan	Lannen Tehtaat OY)	1 113*
United States	Settertix)	
	Keyes Fiber Co.	250
	Henry Molded Products Inc.	176
	The Fonda Group Inc.	157
	Classic Container)	344*
	Cummins Engine Co. Inc.)	
	Wolverine Gasket Co.)	
TOTAL		2 040

* Aggregated to preserve confidentiality of Canadian importers.

PAPER PULP ARTICLES, MOULDED OR PRESSED
(H.S. 4823.70)

VIII. 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.

Egg Cartons, Paperboard

<u>Name</u>	<u>Address</u>
*Cascades Inc.	Kingsey-Falls, Qué.
*Fripp Fibre Forms Inc.	Winnipeg, Man.
*Maritime Paper Products Ltd.	St. John, N.B.
*Papiers Inter-Cité International	Lasalle, Qué.

Egg Cartons, Molded Pulpboard

<u>Name</u>	<u>Address</u>
*Cascades Dominion Inc.	Brantford, Ont.
*Cascades Inc.	Kingsey-Falls, Qué.
CKF Inc.	Rexdale, Ont.
*Papiers Inter-Cite International	Lasalle, Qué.

Sanitary Food Containers, Paper/Paperboard

<u>Name</u>	<u>Address</u>
Canadian Pacific Forest Products Limited	Montréal, Qué.
*Cascades Inc.	Kingsey-Falls, Qué.
Dover Industries Ltd.	Toronto, Ont.
J.J. Marshall Inc.	Montréal, Qué.
Kruger Inc., Packaging Division	Rexdale, Ont.
*Papiers Inter-Cite International	Lasalle, Qué.
*Sonoco Containers Inc.	Mississauga, Ont.
*Tetra Pak Inc.	Aurora, Ont.

* Company engaged in export trade.

PAPER PULP ARTICLES, MOULDED OR PRESSED
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VIII. CANADIAN SUPPLIERS (Cont'd)

BOSS

Pulptrays for Packaging Food Stuffs

<u>Name</u>	<u>Address</u>
*Cascades Dominion Inc.	Brantford, Ont.
CKF Inc.	Rexdale, Ont.
Stevett Wade & Associates Inc.	Hillsborough, N.B.

* 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 PULP ARTICLES, MOULDED OR PRESSED

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VIII. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Cartons, Egg

<u>Name</u>	<u>Address</u>
*CKF Inc.	Hantsport, N.S.
Cascades Dominion Inc.	Brantford, Ont.
Cascades Inc.	Kingsey Falls, Qué.
*Fripp Fibre Forms Inc.	Winnipeg, Man.

Egg Trays, Moulded Pulp

<u>Name</u>	<u>Address</u>
Cascades Dominion Inc.	Brantford, Ont.
*Fripp Fibre Forms Inc.	Winnipeg, Man.

Trays, Fruit, Meat, Egg, etc.

<u>Name</u>	<u>Address</u>
*CKF Inc.	Hantsport, N.S.
Cantapak, Div. of Jones Box & Label Co. Ltd.	London, Ont.
Cascades Dominion Inc.	Brantford, Ont.
DRG Plastics	Kitchener, Ont.
Ivex Corporation	Toronto, Ont.
*M & R Plastics Inc.	Fabreville, Qué.
*MacMillan Bathurst Inc.	Mississauga, Ont.
*Par-Pak Ltd.	Brampton, Ont.
Plastics Maritime Ltd.	Halifax, N.S.
Techstar Plastics Inc.	Port Perry, Ont.
Vacform Plastics Inc.	Brantford, Ont.
Western Plastics Ltd.	Langley, 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
One Yonge Street
Toronto, Ontario M5E 1J9
Tel.: (416) 363-7261
Telex: 065-24693 Fax.: (416) 363-3779

PAPER PULP ARTICLES, MOULDED OR PRESSED

(H.S. 4823.70)

IX. CANADIAN AND FOREIGN TARIFFS

Paper pulp articles, moulded or pressed included in this report are dutiable under the following Canadian tariff items.

<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>
4823.70	-Moulded or pressed articles of paper pulp			
4823.70.10	---Trays for use in packaging apples, peaches or pears	FREE	FREE	FREE
4823.70.20	---Homogeneous felt-like material, predominantly composed, by weight, of wood pulp, in sheets or rolls, whether or not with a net backing of plastics, for use as spring padding or insulating material in the manufacture of upholstered furniture, mattresses or box-springs	FREE	FREE	FREE
4823.70.90	---Other	10.2%	6.5%	2%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: United States, Japan, Taiwan, Italy, Belgium, Denmark, Federal Republic of Germany.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: India, Philippines, Mexico.

* 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.

PAPER PULP ARTICLES, MOULDED OR PRESSED

(H.S. 4823.70)

IX. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Paper pulp articles, moulded or pressed included in this report are 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>2</u>
4823.70.00	Moulded or pressed articles of paper pulp	FREE	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.

-
- 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
Albania
Bulgaria
Cuba
Czechoslovakia
Estonia

German Democratic
Republic
Kampuchea
Laos
Latvia
Lithuania

Mongolia
North Korea
Romania
Union of Soviet Socialist
Republics
Vietnam

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X. UNITED STATES' IMPORTS

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

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91
-----	----	----	----	-----
Canada				(%)
Quantity (000 KG)	11 121	12 043	12 508	6.1
Value (\$000)	6 785	8 036	8 120	9.4
United Kingdom				
Quantity (000 KG)	144	890	879	147.5
Value (\$000)	544	1 663	1 388	59.8
Belgium				
Quantity (000 KG)	225	310	476	45.6
Value (\$000)	620	811	1 372	48.8
Mexico				
Quantity (000 KG)	-	205	1 261	516.7
Value (\$000)	-	53	516	864.7
Norway				
Quantity (000 KG)	-	109	33	-69.8
Value (\$000)	-	304	120	-60.5
Japan				
Quantity (000 KG)	4	*	71	319.2
Value (\$000)	18	9	64	88.4
Netherlands				
Quantity (000 KG)	18	-	18	-0.2
Value (\$000)	46	-	51	5.4
Switzerland				
Quantity (000 KG)	-	-	4	0.0
Value (\$000)	-	-	50	0.0
Thailand				
Quantity (000 KG)	-	-	13	0.0
Value (\$000)	-	-	38	0.0
Taiwan				
Quantity (000 KG)	6	*	2	-44.7
Value (\$000)	52	2	20	-38.0
Other				
Quantity (000 KG)	9	32	8	-7.0
Value (\$000)	87	117	33	-38.0
Total	-----	-----	-----	-----
Quantity (000 KG)	11 527	13 589	15 275	15.1
Value (\$000)	8 150	10 997	11 772	20.2

Ranked in descending order by 1991 value.

Canada ranked 1 overall.

* Less than 500.

**PAPER PULP ARTICLES, MOULDED OR PRESSED
(H.S. 4823.70)**

X. UNITED STATES' IMPORTS (Cont'd)

NOTE: Prior to 1989, commodity coding was based on the Tariff Schedule of the United States (TSUSA) and therefore comparable data are not available. Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. Commencing January 1990, Canada and the United States have been exchanging import data. Therefore, as of January 1990 data, any discrepancy between what Canada reports as exports to the United States and what the United States reports as imports from Canada, is minimal resulting from exchange rates.

MARKET SHARES BY MAJOR COUNTRY OR ORIGIN

Country of Origin	1989	1990	1991
-----	----	----	----
	%	%	%
Canada			
Quantity	96.5	88.6	81.9
Value	83.2	73.1	69.0
United Kingdom			
Quantity	1.2	6.6	5.8
Value	6.7	15.1	11.8
Belgium			
Quantity	1.9	2.3	3.1
Value	7.6	7.4	11.7
Mexico			
Quantity	-	1.5	8.3
Value	-	0.5	4.4
Norway			
Quantity	-	0.8	0.2
Value	-	2.8	1.0
Japan			
Quantity	*	*	0.5
Value	0.2	0.1	0.5
Netherlands			
Quantity	0.2	-	0.1
Value	0.6	-	0.4
Switzerland			
Quantity	-	-	*
Value	-	-	0.4
Thailand			
Quantity	-	-	0.1
Value	-	-	0.3
Taiwan			
Quantity	*	*	*
Value	0.6	*	0.2
Other			
Quantity	0.1	0.2	0.1
Value	1.1	1.1	0.3
Total	-----	-----	-----
Quantity	100.0	100.0	100.0
Value	100.0	100.0	100.0

Ranked in descending order by 1991 value.
Canada ranked 1 overall.
* Less than 500.

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.



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FOR MORE INFORMATION PLEASE CONTACT:

Market Intelligence and Technology
Opportunities Service
Services to Business Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
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Fax.: (613) 954-5463

OR Sector Strategy and Value-Added Products
Directorate
Forest Industries Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3060
Fax.: (613) 954-1894

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Fax.: (506) 851-6429

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Fax.: (204) 983-2187

SASKATCHEWAN

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S7K 5X2
Tel.: (306) 975-4386
Fax.: (306) 975-5334

BRITISH COLUMBIA

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Fax.: (604) 666-0277

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

YUKON

ISTC
Suite 210
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Whitehorse, Y.T. Y1A 2B5
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Fax.: (403) 668-5003

NORTHWEST TERRITORIES

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10th Floor
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Yellowknife, N.W.T. X1A 2R3
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Fax.: (403) 873-6228

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