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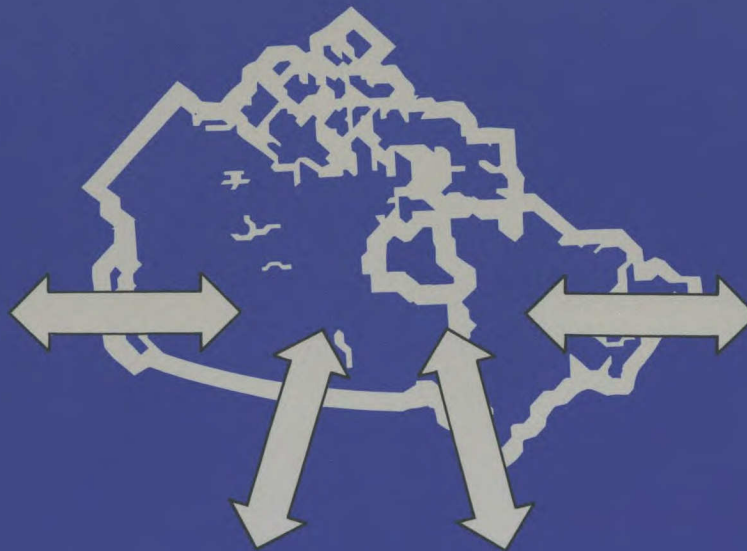
Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

**FOLDERS AND FILE COVERS
OF PAPER**

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Canada



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FOLDERS AND FILE COVERS OF PAPER

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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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FOLDERS AND FILE COVERS OF 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>
Folders and file covers of paper or paperboard	4820.30.00.90

II. CANADIAN IMPORTS (H.S. 4820.30.00.90)

SUMMARY

<u>1988 Value (\$000)</u>	<u>Total Imports</u>		<u>1991 Value (\$000)</u>	<u>1988</u>	<u>Major Country of Export to Canada % of Total Value</u>		
	<u>1989 Value (\$000)</u>	<u>1990 Value (\$000)</u>			<u>1989</u>	<u>1990</u>	<u>1991</u>
5 128	6 625	9 079	11 808	U.S.A. 77	U.S.A. 83	U.S.A. 87	U.S.A. 81

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II. CANADIAN IMPORTS (Cont'd)

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario					
Value (\$000)	3 514	4 219	6 035	8 213	32.7
Québec					
Value (\$000)	1 006	1 148	1 383	1 739	20.0
British Columbia					
Value (\$000)	271	491	580	807	43.8
Alberta					
Value (\$000)	178	460	584	496	40.8
Manitoba					
Value (\$000)	65	212	337	312	68.5
New Brunswick					
Value (\$000)	30	63	107	171	78.0
Saskatchewan					
Value (\$000)	28	29	43	38	10.3
Newfoundland					
Value (\$000)	8	-	-	24	45.3
Nova Scotia					
Value (\$000)	26	0	10	6	-40.6
Yukon					
Value (\$000)	1	3	1	2	28.4
Northwest Territories					
Value (\$000)	-	-	-	1	0.0
Prince Edward Island					
Value (\$000)	-	0	-	-	0.0
Total					
Value (\$000)	5 128	6 625	9 079	11 808	32.1

Ranked in descending order by 1991 value.

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II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
Ontario				
Value	68.5	63.7	66.5	69.6
Québec				
Value	19.6	17.3	15.2	14.7
British Columbia				
Value	5.3	7.4	6.4	6.8
Alberta				
Value	3.5	6.9	6.4	4.2
Manitoba				
Value	1.3	3.2	3.7	2.6
New Brunswick				
Value	0.6	1.0	1.2	1.4
Saskatchewan				
Value	0.6	0.4	0.5	0.3
Newfoundland				
Value	0.2	-	-	0.2
Nova Scotia				
Value	0.5	0.0	0.1	0.0
Yukon				
Value	0.0	0.1	0.0	0.0
Northwest Territories				
Value	-	-	-	0.0
Prince Edward Island				
Value	-	0.0	-	-
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

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II. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
-----	----	----	----	----	-----
United States					
Value (\$000)	3 934	5 508	7 913	9 598	34.6
China					
Value (\$000)	306	377	73	671	30.0
Indonesia					
Value (\$000)	-	-	34	247	619.3
Belgium					
Value (\$000)	1	1	3	227	577.9
Mexico					
Value (\$000)	131	45	229	207	16.5
France					
Value (\$000)	320	335	187	190	-16.0
Republic of Korea					
Value (\$000)	11	22	55	155	143.8
United Kingdom					
Value (\$000)	64	25	84	122	23.7
Taiwan					
Value (\$000)	165	103	97	104	-14.4
Fed. Rep. of Germany					
Value (\$000)	123	75	121	91	-9.6
Other					
Value (\$000)	73	135	284	196	38.9
-----	----	----	----	----	-----
Total					
Value (\$000)	5 128	6 625	9 079	11 808	32.1

Ranked in descending order by 1991 value.

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II. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	76.7	83.1	87.2	81.3
China				
Value	6.0	5.7	0.8	5.7
Indonesia				
Value	-	-	0.4	2.1
Belgium				
Value	0.0	0.0	0.0	1.9
Mexico				
Value	2.6	0.7	2.5	1.8
France				
Value	6.2	5.1	2.1	1.6
Republic of Korea				
Value	0.2	0.3	0.6	1.3
United Kingdom				
Value	1.3	0.4	0.9	1.0
Taiwan				
Value	3.2	1.6	1.1	0.9
Fed. Rep. of Germany				
Value	2.4	1.1	1.3	0.8
Other				
Value	1.4	2.0	3.1	1.7
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

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III. CANADIAN SHIPMENTS

Statistics Canada reports that there were 19 Canadian establishments shipping paper or paperboard filing folders with shipments valued at \$11.6 million in 1988 (latest year for which data are available).

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) 951-3516

Source: Catalogue #36-251, annual, "Printing, Publishing and Allied Industries".

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IV. CANADIAN IMPORTERS - 1990

There were 680 known importers of paper folders and file covers in 1990. The principal 51 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	1 883	21
6	3 027	33
10	3 950	44
15	4 779	53
25	5 908	65
51	7 281	80
All Importers (680)	9 079	100

The principal 51 importers of paper folders and file covers 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 51 principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Access Filing Systems Ltd.	Surrey, B.C.	Costco Wholesale Corp.	Burnaby, B.C.
Acco Canadian Company Ltd.	Willowdale, Ont.	Digital Equipment of Canada Ltd.	Kanata, Ont.
Ampad Corporation	Holyoke, MA, U.S.A.*	Direct Marketing P G Inc.	Scarborough, Ont.
Anthes Universal Limited	Brampton, Ont.	DRG Stationery-Div. of DRG Ltd.	Georgetown, Ont.
Arthur Andersen & Company	Toronto, Ont.	Esselte Penda-flex Canada Inc.	Mississauga, Ont.
Baseline Distribution Inc.	Toronto, Ont.	F W Woolworth Company Ltd.	Weston, Ont.
Brodart Co.	Williamsport, PA, U.S.A.*	Fanco Products Div. of Entreprises H J M Inc.	Montréal, Qué.
Brunswick Filing Systems (Vancouver) Ltd.	Richmond, B.C.	Fellowes Manufacturing of Canada Ltd.	Markham, Ont.
Brunswick Filing Systems (Man.) Inc.	Winnipeg, Man.	Foothills Filing Ltd.	Calgary, Alta.
Canadian Independent Stationer Ltd.	Guelph, Ont.	Grand & Toy Ltd.	Don Mills, Ont.
Capitol Leather Goods Inc.	Montréal, Qué.	Guild Stationers Ltd.	Stoney Creek, Ont.
		H & R Block	Bowmanville, Ont.

* Non resident importer.

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IV. CANADIAN IMPORTERS - 1990 (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Hilroy Div. of Abitibi Price Inc.	Toronto, Ont.	Prestonia Stationery Limited	Stratford, Ont.
I B M Canada Ltd.	Markham, Ont.	Quill Corporation	Lincolnshire, IL, U.S.A.*
Inter-Collegiate Press of Canada Inc.	Winnipeg, Man.	R D Stein Enterprises Inc.	Pointe-Claire-Dorval, Qué.
Jannex Enterprises (1980) Limited	Markham, Ont.	Raycan Int'l Inc.	Mississauga, Ont.
K Mart Canada Limited	Brampton, Ont.	Safeguard Business Systems Ltd.	Mississauga, Ont.
Kindermann Canada Inc.	Montréal, Qué.	Shaben International Ltd.	Edmonton, Alta.
Mead Products International	Dayton, OH, U.S.A.*	Spiral Binding Co. Inc.	Totowa, NJ, U.S.A.*
Merit Distributors Ltd.	Ste-Anne-de-Bellevue, Qué.	Stylos Zèbre Canada Inc., Les	Joliette, Qué.
Metro Associates	Calgary, Alta.	T Eaton Co. Ltd., The	Weston, Ont.
Mezey & Co. Ltd.	Downsview, Ont.	Tab Products of Canada Ltd.	Willowdale, Ont.
Mirdon Inc.	Downsview, Ont.	Tabufile Atlantic Limited	Saint John, N.B.
Nebs Business Forms Limited	Midland, Ont.	Thames Office Systems & Equipment Ltd.	London, Ont.
Parish Service Co.	Detroit, MI, U.S.A.*	Wilson Jones Inc.	Toronto, Ont.
Picker International Canada Inc.	Brampton, Ont.	Zellers Limited	Montréal, Qué.

* Non resident importer.

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V. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of paper folders and file covers are listed in descending order of dollar value. These exporters accounted for 71 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	SCM Office Supplies Inc.	873
	Atapco Globe Weis Systems) Duo Tang Inc.)	1 385*
	File E Z Folder Inc.) Esselte Pendaflex Corp.) Steelworks)	1 034*
	Digital Equipment Corp.) Herff Jones Inc.) Wilson Jones Co.)	577*
Mexico		
United States	Smead Manufacturing Co.	176
	Bermo Inc.) Wilson Jones Co.)	312*
	Kardex Systems Inc.	134
	Holox) Vertiflex Corp.)	256*
	Imaginations 3 Inc.) Brodart Co.) New England Card & Index Co.)	324*
	Quill Corp.) Semco Products)	187*
	Kruysman Inc.	87

* Aggregated to preserve confidentiality of Canadian importers.

FOLDERS AND FILE COVERS OF PAPER

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

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	Value of Exports to Canada 1990 (\$000)
United States (Cont'd)	Parish Service Co.) Acco World Corp.) Stuart Hall Co. Ltd.)	246*
	P.T. Nilam) Mead Products) H & R Block)	212*
	Safeguard Business Sys. Inc.) Wright Specialty Finishing) Anthes Universal)	158*
	Acme Visible Records) Mail Well Envelope)	93*
	Spiral Binding) Chevalieras France) United States Ampad Corp.)	122*
	Datacom Inc.) Barkley)	71*
	Conservation Resources	34
	France L'Oblique A.Z.) Fed. Rep. of Germany Louis Leitz)	62*
	Mexico Quill Corp.) United States Tab Products Co.) Fed. Rep. of Germany Kilian Verpackung)	82*
TOTAL		6 425

* Aggregated to preserve confidentiality of Canadian Importers.

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VI. 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.

Filing Accessories, Other, Paper and Paperboard

<u>Name</u>	<u>Address</u>
*Acco Canada Inc.	Willowdale, Ont.
Allwest Institutional Furnishings Ltd.	Edmonton, Alta.
*Anthes Universal Limited	Brampton, Ont.
Associated Printers Ltd.	Regina, Sask.
Avery Label Systems, Inc.	Etobicoke, Ont.
*Brunswick Filing Systems (Man.) Inc.	Winnipeg, Man.
Capital Box of Ottawa Limited	Ottawa, Ont.
Carr Mclean Limited	Etobicoke, Ont.
Clermont Inc. (Joseph)	Beauport, Qué.
*Corporate Presentations Publications Ltd.	St-Lambert, Qué.
Crain-Drummond Inc.	Boucherville, Qué.
*Datafile Wrightline	Willowdale, Ont.
Dobbyn Creative Printing Limited	London, Ont.
Domfile Inc.	Westmount, Qué.
DRG Casson Div. of Prestonia Office Prod.	Georgetown, Ont.
Ebco Looseleaf Systems Inc.	Calgary, Alta.
Équipements de Bureau Ultimium Inc.	Laval, Qué.
Esselte Pendaflex Canada Inc.	Mississauga, Ont.
F.D. Jul Inc.	Québec, Qué.
Folder Factory Inc., The	Moncton, N.B.
*Hilroy, Division of Abitibi-Price Inc.	Toronto, Ont.
Langstaff Card Co. Ltd.	Cannington, Ont.
Metro Associates	Calgary, Alta.
National Library Resources Ltd.	Richmond Hill, Ont.
P.F. Thompson Associates (Canada) Inc.	Downsview, Ont.
*Post-Fax Inc.	Anjou, Qué.

* Company engaged in export trade.

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VI. CANADIAN SUPPLIERS (Cont'd)

Filing Accessories, Other, Paper and Paperboard (Cont'd)

<u>Name</u>	<u>Address</u>
Prestonia Office Products Limited	Stratford, Ont.
Prolific Graphics Inc.	Winnipeg, Man.
Regent Press	Winnipeg, Man.
Rigid Box Company Limited	Toronto, Ont.
Smith Brothers Inc.	Aurora, Ont.
*Specialty Paper Products Ltd.	Ajax, Ont.
Systèmes Documentaires MDS (1986), Les	Montréal, Qué.
*Tabufile Atlantic Limited	Saint John, N.B.
*V.P. Visual Plastics Limited	Montréal, Qué.
Waterloo Music Co. Ltd.	Waterloo, Ont.

* 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

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VI. CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Folders, Filing, Paper and Paperboard

<u>Name</u>	<u>Address</u>
*Acco Canadian Company Limited	Willowdale, Ont.
*Anthes Universal Limited	Brampton, Ont.
*Cherrigold Limited	Scarborough, Ont.
Clermont, Joseph, Inc.	Beauport, Qué.
DRG Stationery Company	Georgetown, Ont.
*E.B. Loose Leaf Inc.	Weston, Ont.
Esselte Pendaflex Canada Inc.	Mississauga, Ont.
*Hilroy, Division of Abitibi-Price Inc.	Toronto, Ont.
Prodesign Limited	Toronto, Ont.
*Tabufile Atlantic Ltd.	Saint John, N.B..

* 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

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VII. CANADIAN AND FOREIGN TARIFFS

Paper folders and file covers included in this report are dutiable under the following Canadian tariff item:

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>Tariff Treatment - 1991</u>		
		<u>Most Favoured Nation Tariff</u>	<u>General Preferential Tariff</u>	<u>United States Tariff</u>
4820.30.00	Binders, folders and file covers (of paper or paperboard)	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: France, Federal Republic of Germany, Taiwan, United Kingdom, Belgium.

Exporting countries which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment*: Mexico, China, Republic of Korea, Indonesia.

* 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.

FOLDERS AND FILE COVERS OF PAPER

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VII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Paper folders and file covers included in this report are dutiable under the following U.S. tariff item:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	Special ⁽¹⁾	2
4820.30.00	Binders, folders and file covers (of paper or paperboard)	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.

⁽¹⁾ 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 Republic	Mongolia
Albania	Kampuchea	North Korea
Bulgaria	Laos	Romania
Cuba	Latvia	Union of Soviet Socialist Republics
Czechoslovakia	Lithuania	Vietnam
Estonia		

FOLDERS AND FILE COVERS OF PAPER

VIII. UNITED STATES' IMPORTS BY MAJOR COUNTRY OF ORIGIN

OTHER BINDERS, FOLDERS AND FILE COVERS OF PAPER (H.S. 4820.30.00.40)

Country of Origin	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Mexico				
Quantity (000 KG)	2 409	2 616	3 106	13.6
Value (\$000)	8 304	8 359	9 974	9.6
Taiwan				
Quantity (000 KG)	418	658	700	29.4
Value (\$000)	1 802	2 474	3 183	32.9
China				
Quantity (000 KG)	250	633	572	51.3
Value (\$000)	878	2 263	2 005	51.1
Canada				
Quantity (000 KG)	171	136	640	93.3
Value (\$000)	1 085	898	1 794	28.6
Fed. Rep. of Germany				
Quantity (000 KG)	138	142	190	17.5
Value (\$000)	1 123	1 254	1 607	19.6
United Kingdom				
Quantity (000 KG)	26	17	53	43.4
Value (\$000)	220	167	624	68.4
Republic of Korea				
Quantity (000 KG)	1 412	403	103	-73.0
Value (\$000)	3 106	1 007	498	-60.0
Indonesia				
Quantity (000 KG)	-	-	113	0.0
Value (\$000)	-	-	349	0.0
Hong Kong				
Quantity (000 KG)	57	172	92	26.8
Value (\$000)	250	526	342	16.9
Spain				
Quantity (000 KG)	63	15	47	-14.3
Value (\$000)	324	50	340	2.4
Other				
Quantity (000 KG)	481	226	285	-23.1
Value (\$000)	2 264	1 647	1 380	-21.9
Total				
Quantity (000 KG)	5 425	5 018	5 901	4.3
Value (\$000)	19 356	18 645	22 096	6.8

Ranked in descending order by 1991 value.
Canada ranked 4 overall.

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IX. MARKET OVERVIEW

Folders and file covers of paper and paperboard are relatively inexpensive products which are used largely in business and government offices, publicly funded institutions such as schools and hospitals, and to a lesser extent at home. The value of the apparent Canadian market for these goods is estimated at roughly \$25 million.

Folders and file covers are relatively standardized products for which the manufacturing techniques and machinery are available on a worldwide basis. The manufacturing processes are relatively simple. Since there is little room for significant product differentiation, prices and delivery schedules are key factors in terms of the marketing strategies used by suppliers.

Market demand for these products has grown at a relatively good rate in the 1980's, reflecting in large measure the explosion in record-keeping demanded of private and public organizations of all sizes, whether imposed by governments or necessitated by management's needs for improved information control. This trend is expected to continue over the medium term.

A. Georges
Recreational and Household Products Directorate
Consumer Products Branch
Telephone: (613) 954-3100

DID YOU KNOW?

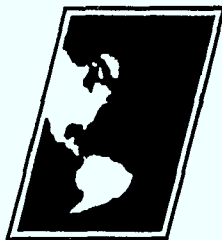
Effective May 1, 1991, the Market Intelligence Division of the Services to Business Branch of Industry, Science and Technology Canada became the Office of Primary Interest (OPI) for **dISTCcovery**. This service, developed by the New Brunswick Regional Office, is being implemented on a national basis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

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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

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