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Industry, Science and
Technology Canada

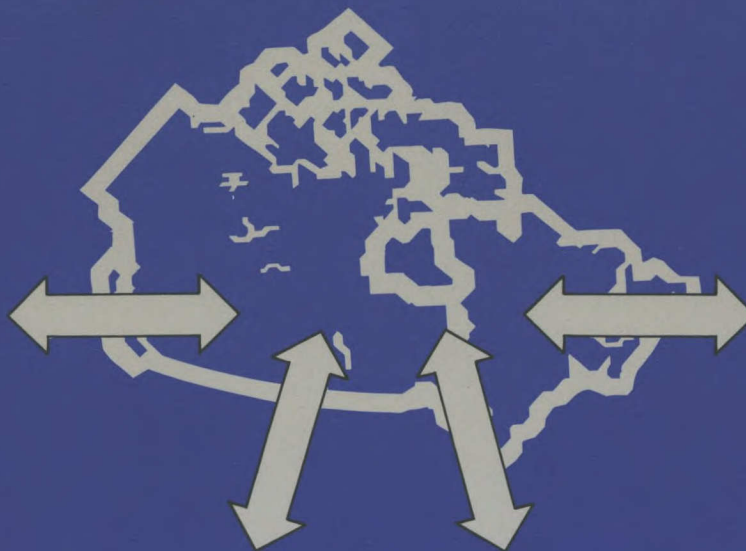
Industrie, Sciences et
Technologie Canada

MARKET INTELLIGENCE

ENVELOPES OF PAPER

Pub. No.: 91148-IP

March 1992



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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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ENVELOPES OF PAPER

I. INTRODUCTION AND SCOPE

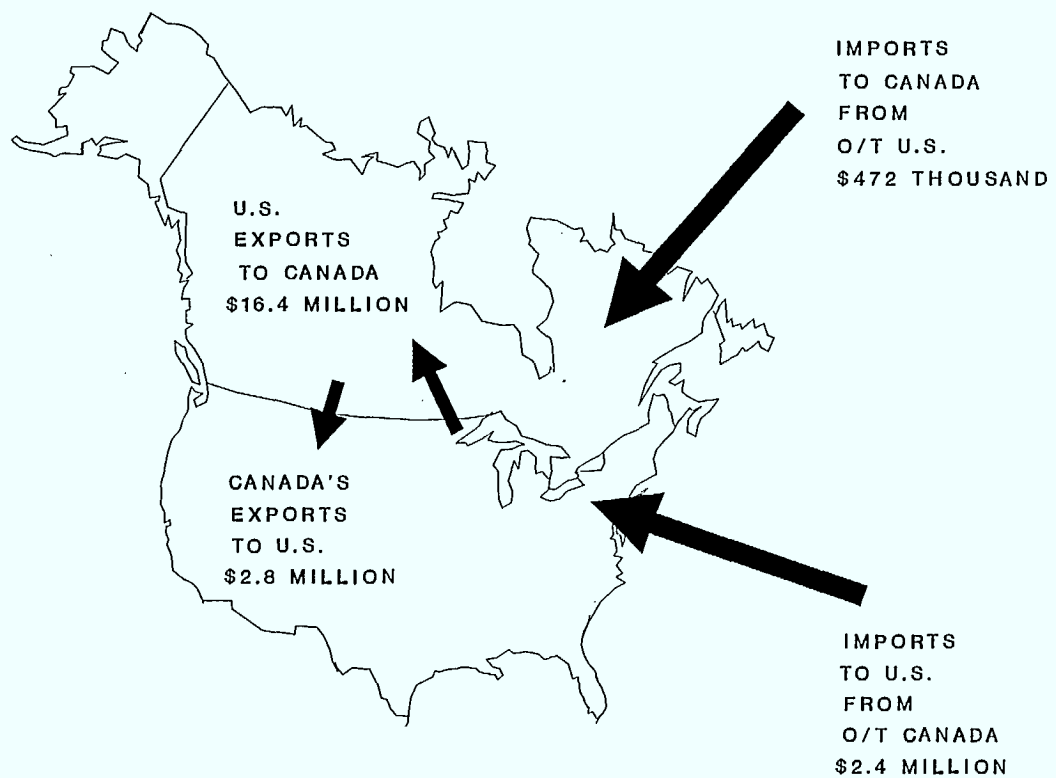
This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports 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>
Envelopes of paper	4817.10.00.00

**ENVELOPES OF PAPER
(H.S. 4817.10.00.00)**

II. NORTH AMERICAN IMPORTS - 1991



North American Imports - \$2.9 Million*

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

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III. CANADIAN IMPORTS

SUMMARY

1988 Value (\$000)	Total Imports		1991 Value (\$000)	1988	Major Country of Export to Canada % of Total Value		
	1989 Value (\$000)	1990 Value (\$000)			1989	1990	1991
10 072	13 199	15 815	16 865	U.S.A. 97	U.S.A. 98	U.S.A. 98	U.S.A. 97

BY PROVINCE OF CLEARANCE

Province of Clearance	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
Ontario					
Value (\$000)	6 488	8 625	11 600	12 106	23.1
British Columbia					
Value (\$000)	1 438	2 110	1 912	2 188	15.0
Québec					
Value (\$000)	1 077	1 181	965	1 489	11.4
Manitoba					
Value (\$000)	551	816	773	620	4.0
Alberta					
Value (\$000)	385	324	484	369	-1.3
New Brunswick					
Value (\$000)	52	44	40	32	-15.3
Saskatchewan					
Value (\$000)	45	76	17	22	-21.3
Prince Edward Island					
Value (\$000)	-	1	0	18	287.1
Nova Scotia					
Value (\$000)	23	18	23	18	-8.7
Newfoundland					
Value (\$000)	12	0	-	2	-46.1
Northwest Territories					
Value (\$000)	-	1	-	1	-35.2
Yukon					
Value (\$000)	2	2	1	1	-33.4
Total					
Value (\$000)	10 072	13 199	15 815	16 865	18.7

Ranked in descending order by 1991 value.

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III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

Province of Clearance -----	1988 ----	1989 ----	1990 ----	1991 ----
	%	%	%	%
Ontario				
Value	64.4	65.3	73.3	71.8
British Columbia				
Value	14.3	16.0	12.1	13.0
Québec				
Value	10.7	9.0	6.1	8.8
Manitoba				
Value	5.5	6.2	4.9	3.7
Alberta				
Value	3.8	2.5	3.1	2.2
New Brunswick				
Value	0.5	0.3	0.3	0.2
Saskatchewan				
Value	0.4	0.6	0.1	0.1
Prince Edward Island				
Value	-	0.0	0.0	0.1
Nova Scotia				
Value	0.2	0.1	0.1	0.1
Newfoundland				
Value	0.1	0.0	-	0.0
Northwest Territories				
Value	-	0.0	-	0.0
Yukon				
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.

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III. CANADIAN IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1988-91 (%)
United States					
Value (\$000)	9 813	12 971	15 440	16 393	18.7
China					
Value (\$000)	50	15	48	161	48.0
United Kingdom					
Value (\$000)	97	78	85	114	5.5
Fed. Rep. of Germany					
Value (\$000)	19	41	34	65	51.1
France					
Value (\$000)	11	32	61	40	53.7
Hong Kong					
Value (\$000)	20	38	51	34	19.2
Taiwan					
Value (\$000)	3	1	14	23	105.9
Italy					
Value (\$000)	19	1	10	10	-18.3
Japan					
Value (\$000)	16	10	14	6	-28.5
Other					
Value (\$000)	25	13	57	19	-8.8
Total					
Value (\$000)	10 072	13 199	15 815	16 865	18.7

Ranked in descending order by 1991 value.

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III. CANADIAN IMPORTS (Cont'd)

MARKET SHARES BY COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991
-----	----	----	----	----
	%	%	%	%
United States				
Value	97.4	98.3	97.6	97.2
China				
Value	0.5	0.1	0.3	1.0
United Kingdom				
Value	1.0	0.6	0.5	0.7
Fed. Rep. of Germany				
Value	0.2	0.3	0.2	0.4
France				
Value	0.1	0.2	0.4	0.2
Hong Kong				
Value	0.2	0.3	0.3	0.2
Taiwan				
Value	0.0	0.0	0.1	0.1
Italy				
Value	0.2	0.0	0.1	0.1
Japan				
Value	0.2	0.1	0.1	0.0
Other				
Value	0.2	0.1	0.2	0.0
	-----	-----	-----	-----
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

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IV. CANADIAN SHIPMENTS

Statistics Canada reports that there were at least 26 Canadian manufacturers of paper envelopes with shipments of \$224.7 million in 1988 (latest year for which data are available).

Any enquiries and/or comments regarding Canadian shipments should be directed to:

Statistics Canada
Industry Division
Survey of Manufactures Section
Ottawa, Ontario
K1A 0T6
Tel.: (613) 951-3523

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

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V. CANADIAN IMPORTERS - 1990

There were 997 known importers of envelopes of paper in 1990. The principal 77 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	2 765	17
6	4 399	28
10	6 090	39
15	7 467	47
25	9 115	58
77	12 652	80
All Importers (997)	15 815	100

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

NOTE: This list includes all principal importers except individuals.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
300355 Ontario Limited	Toronto, Ont.	Canadian Direct Mailing	
Agency Press Div. of Southam		Systems Ltd.	Windsor, Ont.
Printing Ltd.	Vancouver, B.C.	Canadian Unicef Committee	Toronto, Ont.
Alberta Nurseries & Seeds Ltd.	Bowden, Alta.	Canadian-Automatic Data	
American Direct Marketing		Processing Ser. Ltd.	Toronto, Ont.
Resources Inc.	Chesterfield, MO, USA*	Classic Envelope Co. Ltd.	Richmond, B.C.
American Family Publishers Inc.	Newark, NJ, USA*	Coast Paper Ltd.	Vancouver, B.C.
Black Photo Corporation Ltd.	Markham, Ont.	Colortron Photo Services Limited	Hamilton, Ont.
Book of The Month Club Inc.	New York, NY, USA*	Corporation D Enveloppes	
Bradford Exchange	Niles, IL, USA*	Brassard-Deluxe, La	Beloeil, Qué.
Buntin Gillies & Co. Ltd.	Hamilton, Ont.	Crain-Drummond Inc.	Don Mills, Ont.
Buntin Reid Paper Div Of		Creative Stock Brokers Inc., The	Winnipeg, Man.
Domtar Inc.	Mississauga, Ont.	D R G Inc.	Toronto, Ont.
			Longueuil, Qué.

* Non resident importer.

ENVELOPES OF PAPER

(H.S. 4817.10.00.00)

V. CANADIAN IMPORTERS - 1990 (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Data Management Concepts Ltd.	Montréal, Qué.	McIntyre And Dodd Marketing Ltd.	Etobicoke, Ont.
Day-Timers of Canada Ltd.	Niagara Falls, Ont.	Mead Products International Ltd.	Dayton, OH, USA*
Dmg Envelope Experts Inc.	Vancouver, B.C.	Metro Associates Ltd.	Calgary, Alta.
Doubleday Canada Ltd.	Toronto, Ont.	Mirdon Inc.	Downsview, Ont.
Duncan Fine Paper Ltd.	Burnaby, B.C.	Nashua Photo Products Ltd.	Regina, Sask.
Elite Envelope Inc.	Markham, Ont.	National Geographic Society	Gaitnersburg, MD, USA*
Empire Fine Papers Inc.	Kitchener, Ont.		
Envelope Experts Inc.	Vancouver, B.C.	Nebs Business Forms Limited	Midland, Ont.
Essential Paper Ltd.	Pickering, Ont.	Niagara Envelope Ltd.	Buffalo, NY, USA*
Federal Express Ltd.	Windsor, Ont.	Niagra Paper Co. Ltd.	Mississauga, Ont.
Flamingo Printing Ltd.	Toronto, Ont.	Olan Mills Kingston Inc.	Chattanooga, TN, USA*
Franklin Mint Trading Corp., The	Markham, Ont.	Picker International Canada Inc.	Brampton, Ont.
Greater Media Group Ltd.	Downsview, Ont.	Pioneer Envelopes Ltd.	Richmond, B.C.
Harbour Printing & Distribution Ltd.	Mississauga, Ont.	Prudent Publishing (Canada) Ltd.	Weston, Ont.
Howell Warehouses Co. Ltd.	Etobicoke, Ont.	Publishers Clearing House, Ltd.	Port Washington, NY, USA*
Imprimerie Montréal-Magog		Quill Corporation	Lincolnshire, IL, USA*
Division Groupe Québecor Inc.	Magog, Qué. Anjou, Qué.	R L Polk & Co. Ltd.	Toronto, Ont.
		Rainbow Thermographers Co. Ltd.	Markham, Ont.
Independent Business Products Div. IBP Corp. Ltd.	Toronto, Ont.	Raven Thermographers Ltd.	Vancouver, B.C.
Innova Envelope Inc.	Markham, Ont. Montréal, Qué. Winnipeg, Man. Mississauga, Ont.	Sandt Printing Co. Ltd.	Niagara Falls, Ont.
		State Farm Mutual Automobile Insurance Company Ltd.	Scarborough, Ont.
Inter City Papers Ltd.	Mississauga, Ont.	Sunset Thermographers Ltd.	Winnipeg, Man.
International Artcrafts Company Limited	Stratford, Ont.	Thermographie Trans Canada Ltée.	Montréal, Qué.
Ivex Corporation	Etobicoke, Ont.	Time Inc.	Chicago, IL, USA*
Jones Direct Mail Services Ltd.	Scarborough, Ont.	Trans Can Greetings Inc.	Saskatoon, Sask.
K N I Knowledge Network Inc.	Nepean, Ont.	United Parcel Service Ltd.	Mount Hope, Ont. Concord, Ont.
Kerr Tomlinson Prendergast Direct Marketing Inc.	Toronto, Ont.	V W Eimicke Ltd.	Peterborough, Ont.
Kodak Canada Inc.	Toronto, Ont.	Vancouver Envelope Ltd.	Vancouver, B.C.
Long Island Distributing Co. Ltd.	Markham, Ont.	Vanier Graphics Corp. Ltd.	Ontario, CA, USA*
Mary Maxim Ltd.	Paris, Ont.	Wagner & Teldon Publishing Ltd.	Richmond, B.C.
Master Mailers Inc.	Windsor, Ont.	Western Professional Film Labs Ltd.	Vancouver, B.C.
McCall Pattern Co Ltd., The	Scarborough, Ont.	Wm E Coutts Company Ltd.	Willowdale, Ont.

* Non resident importer.

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VI. FOREIGN EXPORTERS TO CANADA - 1990

Major exporters to Canada of envelopes of paper are listed by major country of origin in descending order of dollar value. These exporters accounted for 70 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	Niagara Envelope	1 295
	American Envelope	1 248
	North River Paper Co.	972
	Federal Express)	1 655*
	Mail Well Envelope Co.)	
	Mead Prods Intl.	560
	Publishers Clearing House)	
	Webcraft Technologies)	943*
	The Williamhouse Inc.	410
	Griffin Envelope	326
	Bradford Exchange)	
	McCall Pattern)	
	Oles Envelope Corp.)	917*
	Quill Corp.)	
	International Envelope	200
	Westvaco Envelopes	190
	American Fibre-Velope Co.	176
	Fine Impressions	175
	Franklin Mint)	307*
	Old Colony Envelopes)	
	Tempo Graphics)	299*
	JRC Ind. Inc.)	
	Ivex Corp.)	271*
	Pac National Inc.)	

* Aggregate to preserve confidentiality of Canadian importers.

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

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>		Value of Exports to Canada
			<u>1990</u> (\$000)
United States (Cont'd)	Publisher Envelope Co.)	243*
	Envelope Convertors Inc.)	
	American Direct Marketing)	215*
	Learning Tree Int'l)	
	Crane & Co.		99
	Vanier Graphics Corp.)	
	Herlitz Inc.)	285*
	Service Envelope Mfg Co.)	
	Cyril Scott Company		85
	Book of the Month Club)	
	V.W. Eimicke Assoc.)	222*
	Tension Envelope Corp.)	
TOTAL			11 093

* Aggregate to preserve confidentiality of Canadian importers.

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VII. CANADIAN SUPPLIERS

The following lists are taken from two sources: a) the Business Opportunities Sourcing System (BOSS), a computerized data bank established by the Federal Department of Industry, Science and Technology Canada; and, b) the Canadian Trade Index, published by the Canadian Manufacturers' Association (CMA). These lists may not include all suppliers of the products in question, as companies must themselves register in BOSS or the Canadian Trade Index. In both cases, information on Canadian products supplied is as given by the companies.

BOSS

Companies are arranged in alphabetical order.

Envelopes

<u>Name</u>	<u>Address</u>
Associated Printers Ltd.	Regina, Sask.
* Brunswick Filing Systems (Man.) Inc.	Winnipeg, Man.
Data Business Forms Ltd.	Brampton, Ont.
DRG Casson Div. of Prestonia Office Prod	Georgetown, Ont.
DRG Globe Envelopes	Regina, Sask.
* Enveloppe Innova Inc.	Montréal, Qué.
Enveloppe Montréal Inc.	Montréal, Qué.
* Galt Printers Inc.	Cambridge, Ont.
Gemex (Granby) Inc.	Granby, Qué.
Greig Printing & Stationery Ltd.	Westlock, Alta.
Guild Envelopes	Etobicoke, Ont.
Imprimerie Comeau Inc.	Trois-Rivières, Qué.
Imprimerie Léonard Inc.	St-Jovite, Qué.
Innova Envelope	Edmonton, Alta.
Innova Envelope Div of Abitibi Price Inc.	New Westminster, B.C.
* Innova Envelope Inc.	Markham, Ont.
Island Paper Mills Company	New Westminster, B.C.
Lehto Printers Ltd. (1989)	Thunder Bay, Ont.
Metro Envelope Ltd.	Concord, Ont.
National Paper Goods Div Envocorp Inc.	Hamilton, Ont.
* Peterborough Paper Converters Inc.	Peterborough, Ont.
PNG Globe Envelopes Div PNG Products Inc	Etobicoke, Ont.
Progress Printing & Publishing Co. Ltd.	Winnipeg, Man.
Regal Envelope Inc.	Omamee, Ont.
Regal Greeting & Gifts	Toronto, Ont.
Sherman Graphics Inc.	Markham, Ont.
* Superior Envelopes Div. of Envocorp Inc.	Winnipeg, Man.
Target Direct Mail Inc.	Winnipeg, Man.
Twin City Printing Co. Ltd.	Kitchener, Ont.
* Unique Envelope	Mississauga, Ont.
Williams and Crue (1982) Limited	Summerside, P.E.I.

* Company engaged in export trade.

ENVELOPES OF PAPER

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VII. CANADIAN SUPPLIERS (Cont'd)

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

Business Opportunities Sourcing System
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario K1A 0H5
Tel.: (613) 954-5031
Telex: 053-4123
Fax.: (613) 954-1894

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Envelopes

Name

Crain Drummond
DRG Enveloppe Internationale, Inc.
DRG Globe Envelopes
DRG Stationery Company
Dennison Manufacturing Canada Inc.
Dominion Blueline Inc.
Elite Envelope Inc.
Enveloppe Suprême Inc.
Enveloppe Transit Envelope Inc.
Evans Envelope Co. Ltd.
Fraser Inc.
Hilroy, Division of Abitibi-Price Inc.
Impact Business Forms Limited
Innova Envelope, a Div. Abitibi-Price Inc.
Mactac Canda Ltd./Ltée
Metro Envelope Ltd.
Mimic Duplicating & Printing
Montréal Envelope Inc.
Moore Business Forms & Systems Division
of Moore Corporation Ltd.
National Paper Goods
Pioneer Envelopes Ltd.
Premier Envelope Ltd.

Address

Boucherville, Qué.
Longueuil, Qué.
Rexdale, Ont.
Georgetown, Ont.
Bowmanville, Ont.
St. Jean, Qué.
Markham, Ont.
Montréal, Qué.
Lachine, Qué.
Scarborough, Ont.
Edmundston, N.B.
Toronto, Ont.
Mississauga, Ont.
Rexdale, Ont.
Brampton, Ont.
Concord, Ont.
Winnipeg, Man.
St. Laurent, Qué.
Toronto, Ont.

Hamilton, Ont.
Richmond, B.C.
Edmonton, Alta

* Company engaged in export trade.

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VII. CANADIAN SUPPLIERS (Cont'd)

Envelopes (Cont'd)

<u>Name</u>	<u>Address</u>
Prolific Graphics Inc.	Winnipeg, Man.
Purvis Charlmers Limited	Markham, Ont.
Regal Envelope Inc.	Omamee, Ont.
Regal Greetings & Gifts	Toronto, Ont.
Reusable Envelope Inc.	Omamee, Ont.
Sentry Envelopes Limited	Scarborough, Ont.
Star Business Forms Ltd.	Montréal, Qué.
*Superior Envelopes	Winnipeg, Man.
*Unique Envelope Inc.	Mississauga, Ont.
Vancouver Business Forms Ltd.	Vancouver, B.C.

* Company engaged in export trade.

Any enquiries and/or comments regarding the Canadian Trade Index list should be directed to:

The Canadian Manufacturers' Association
4th Floor
75 International Boulevard
Etobicoke, Ontario M9W 6L9
Tel.: (416) 798-8000
Fax.: (416) 798-8050

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VIII. CANADIAN AND FOREIGN TARIFFS

Envelopes of paper 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>
4817.10.00	Envelopes	10.2%	6.5%	2.0%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries which qualify for the Most Favoured Nation tariff treatment: Federal Republic of Germany, France, Italy, Japan, Taiwan and United Kingdom.

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment or General System of Preference tariff treatment (In order to qualify for the General System of Preference, a special certificate of origin is required.): China and Hong Kong.

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

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VIII. CANADIAN AND FOREIGN TARIFFS (Cont'd)

Envelopes of paper 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>Special⁽¹⁾</u>	<u>2</u>
4817.10.00	Envelopes of paper	4%	FREE (A,E,IL) 0.8% (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	Mongolia
Albania	Republic	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics
Estonia	Lithuania	Vietnam

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IX. UNITED STATES' IMPORTS

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

BY MAJOR COUNTRY OF ORIGIN

Country of Origin	1988	1989	1990	1991	Average Annual Growth Rate 1989-91 (%)
Canada					
Quantity (K)	N/A	154 300	149 592	244 217	25.8
Value (\$000)	N/A	2 289	2 312	2 826	11.1
Hong Kong					
Quantity (K)	N/A	28 105	22 705	25 958	-3.9
Value (\$000)	N/A	381	327	299	-11.3
Sweden					
Quantity (K)	N/A	17 543	18 779	17 994	1.3
Value (\$000)	N/A	291	305	287	-0.6
Netherlands					
Quantity (K)	N/A	7 198	17 208	32 747	113.3
Value (\$000)	N/A	123	153	250	42.2
Mexico					
Quantity (K)	N/A	41 202	71 061	57 434	18.1
Value (\$000)	N/A	372	628	229	-21.5
Denmark					
Quantity (K)	N/A	20 407	7 154	26 227	13.4
Value (\$000)	N/A	153	304	216	18.9
Japan					
Quantity (K)	N/A	1 338	1 822	2 117	25.8
Value (\$000)	N/A	71	44	156	47.9
United Kingdom					
Quantity (K)	N/A	28 702	22 383	6 060	-54.1
Value (\$000)	N/A	162	379	139	-7.5
Taiwan					
Quantity (K)	N/A	7 832	4 171	10 473	15.6
Value (\$000)	N/A	147	80	115	-11.4
Fed. Rep. of Germany					
Quantity (K)	N/A	33 271	25 968	6 368	-56.3
Value (\$000)	N/A	586	606	105	-57.6
Other					
Quantity (K)	N/A	128 959	70 321	46 318	-40.1
Value (\$000)	N/A	1 479	1 043	617	-35.4
Total					
Quantity (K)	N/A	468 857	411 164	475 913	0.7
Value (\$000)	N/A	6 053	6 180	5 239	-7.0

Ranked in descending order by 1991 value.

Canada ranked 1 overall.

N/A - Data not available for this year.

K - Thousands.

ENVELOPES OF PAPER

(H.S. 4817.10.00.00)

X. MARKET OVERVIEW

Paper envelopes are relatively inexpensive products which are used largely by businesses and governments, and to a lesser extent by the general public. The value of the apparent Canadian market for these goods is estimated at roughly \$260 million.

Paper envelopes come in a wide range of sizes, shapes and colours and are made from several types of papers. Envelopes can be classified from various viewpoints. From the viewpoint of style, envelopes have either an open side or an open end. Another classification could be mailing or non-mailing. The shape of the flap is an important functional consideration. Some envelopes require a gummed flap while others have a string and button or a metal clasp. The process used in manufacturing envelopes is relatively simple.

Market demand for paper envelopes has grown at a relatively good rate in the 1980's. However, the growth rate has decreased in the last few years, reflecting in some measure the adverse effects of increasing postal rates and the growing popularity of electronic mail and message systems. In addition, paper envelopes have lost market shares to plastic and nylon envelopes in some areas. These trends are expected to continue over the medium term.

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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.

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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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