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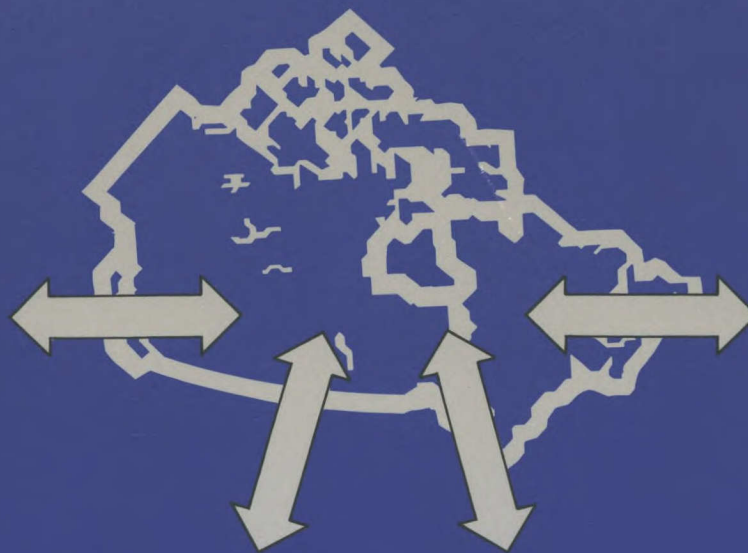
Industrie, Sciences et  
Technologie Canada

# MARKET INTELLIGENCE

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

Pub. No.: 92004-IP

June 1992



Canada





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## REFERENCE SOURCES

Industry, Science and Technology Canada  
Statistics Canada, Tel.: (613) 951-9647  
Revenue Canada, Tel.: (613) 954-7007  
U.S. Department of Commerce,  
Bureau of the Census,  
Tel.: (301) 763-7754

## 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

For Customs purposes, imports are recorded at values established according to the provisions of the Customs Act, which, since January 1, 1985, reflects valuation methods based on the General Agreement on Tariffs and Trade (GATT) Valuation Code System. It generally requires the value for duty of imported goods be equivalent to the transaction value or the price actually paid or payable provided that a number of conditions are met. One of the important conditions is that the buyer and seller must be independent of each other. If the conditions are not met, practical rules are used to determine the Customs value. Therefore, Canadian imports are valued Free on Board (F.O.B.), place of direct shipment to Canada. The Customs value excludes freight and insurance costs in bringing the goods to Canada from the point of direct shipment. Canadian exports to the U.S. are valued F.O.B. point of exit from Canada. Prior to 1990, they were valued F.O.B. place of loading net of freight charges, discounts and allowances.

### 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.

### Canada - U.S. Reconciliation

Prior to 1989, United States commodity coding was based on the Tariff Schedule of the United States (TSUSA) and comparable data are not available. Starting in January 1989, the Harmonized Commodity Description and Coding System (H.S.) was adopted by the United States. However, Canada and the United States have been exchanging import data only since January 1990 and therefore there may be discrepancies in 1989 between Canadian exports to the United States and United States imports from Canada. As of January 1990, 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.

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## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### 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.

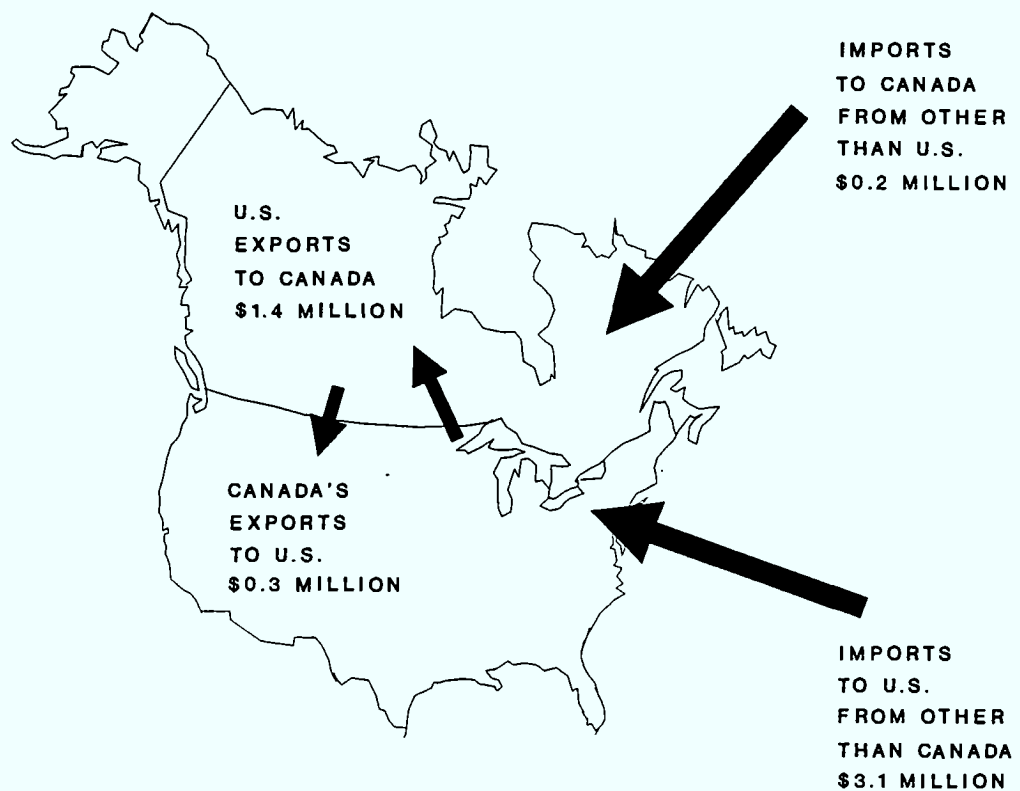
This report is based on data from several sources for the following Harmonized System (H.S.) commodity code:

<u>Description</u>	<u>H.S. Commodity Code Analyzed</u>
Addressing machines and address plate embossing machines	8472.20.00.00

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### II. NORTH AMERICAN IMPORTS - 1991

(H.S. 8472.20.00.00)



North American Imports - \$3.3 Million\*

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

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### III. CANADIAN IMPORT TRENDS

#### BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91 (%)</u>
United States					
Value (\$000)	690	195	678	1 360	25.4
Fed. Rep. of Germany					
Value (\$000)	39	136	44	94	33.8
United Kingdom					
Value (\$000)	16	11	-	67	60.1
Italy					
Value (\$000)	283	102	36	61	-40.1
Other					
Value (\$000)	<u>2</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0</u>
Total					
Value (\$000)	1 030	444	758	1 581	15.4

Ranked in descending order by 1991 value.



## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### III. CANADIAN IMPORT TRENDS (Cont'd)

#### MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1988</u> (%)	<u>1989</u> (%)	<u>1990</u> (%)	<u>1991</u> (%)
United States				
Value	67.0	43.9	89.4	86.0
Fed. Rep. of Germany				
Value	3.8	30.5	5.8	5.9
United Kingdom				
Value	1.6	2.6	-	4.2
Italy				
Value	27.4	23.0	4.7	3.8
Other				
Value	<u>0.2</u>	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>
Total				
Value	100.0	100.0	100.0	100.0

---

Ranked in descending order by 1991 value.

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### III. CANADIAN IMPORT TRENDS (Cont'd)

#### BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>		<u>1988</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1988-91 (%)</u>
Ontario						
Value	(\$000)	932	363	515	1 181	8.2
Québec						
Value	(\$000)	76	32	182	389	72.4
Manitoba						
Value	(\$000)	9	2	9	9	-1.7
British Columbia						
Value	(\$000)	4	17	0	2	-15.9
Alberta						
Value	(\$000)	4	30	30	-	180.3
Saskatchewan						
Value	(\$000)	-	-	23	-	0.0
New Brunswick						
Value	(\$000)	<u>5</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0</u>
Total						
Value	(\$000)	1 030	444	758	1 581	15.4

Ranked in descending order by 1991 value.

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### III. CANADIAN IMPORT TRENDS (Cont'd)

#### MARKET SHARES BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1988</u> (%)	<u>1989</u> (%)	<u>1990</u> (%)	<u>1991</u> (%)
Ontario				
Value	90.5	81.7	67.9	74.7
Québec				
Value	7.4	7.2	24.0	24.6
Manitoba				
Value	0.9	0.5	1.1	0.6
British Columbia				
Value	0.4	3.9	0.0	0.2
Alberta				
Value	0.4	6.7	3.9	-
Saskatchewan				
Value	-	-	3.1	-
New Brunswick				
Value	<u>0.5</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### IV. CANADIAN IMPORTERS

There were 28 known importers in 1990. The principal ten 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	454	60
6	607	80
10	676	89
<b>All Importers (28)</b>	<b>758</b>	<b>100</b>

Importers during 1990 are listed below in alphabetical order. This list does not include individuals. The importer is not necessarily the end-user of the product.

<u>Name</u>	<u>Location</u>	<u>Name</u>	<u>Location</u>
ATS Automation Tooling Systems Inc.	Kitchener, Ont.	J T S Computer Systems Ltd.	Downsview, Ont.
Automation Machines Inc.	Lorraine, Qué.	Mac's Convenience Stores Ltd.	Scarborough, Ont.
Bicybec Limitée	St-Hubert, Qué.	Mailing Innovations Ltd.	Mississauga, Ont.
Business Technology Co.	Downsview, Ont.	Old Dutch Foods Ltd.	Winnipeg, Man.
Canadian Card Systems Inc.	Downsview, Ont.	Pitney-Bowes of Canada Ltd.	Pickering, Ont.
Chrysler Canada Limited	Windsor, Ont.	Prairie Advertising Distributors Ltd.	Regina, Sask.
Commercial Marking System Ltd.	Markham, Ont.	Printerm Data Limited	Downsview, Ont.
Consolidated NBS Incorporated	Mississauga, Ont.	Rotex Canada Inc.	Scarborough, Ont.
Department of National Defence	Ottawa, Ont.	Soabar Canada Ltd.	Montréal, Qué.
Domco Industries Ltd.	Farnham, Qué.	Systèmes de Marquage Industriel Inc.	St-Laurent, Qué.
Farris Industries Canada Ltd.	Edmonton, Alta.	Unisys Canada Inc.	Scarborough, Ont.
Hiram Walker & Sons Limited	Windsor, Ont.	Valeo Engine Cooling Ltd.	Stratford, Ont.
Icard Systems Inc.	Willowdale, Ont.	Watkins Incorporated	Winona, MN, U.S.*
Industries Frisco Bay du Canada Ltée, Les	St-Laurent, Qué.		
International Military Surplus Ltd.	Vancouver, B.C.		

\* Non resident importer.

## ADDRESSING AND ADDRESS PLATE EMBOSsing MACHINES

### V. FOREIGN EXPORTERS TO CANADA

Major exporters to Canada are listed 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>1990 Value of Exports to Canada</u> (\$000)
United States	Eastman Kodak ) Fargo Electronic Inc. ) Bryce Office Systems Inc. )	364*
	Card Technology Inc. ) Kirk Rudy Inc. ) Fed. Rep. of Germany Rena Systems )	154*
United States	Rena Systems Inc. ) FMS Magnacraft )	69*
Italy	Gas Cargo Intl. Inc. )	
United States	Zebra Technologies Corp. ) N B S Card ) Norcom Electronics )	45*
<b>TOTAL</b>		<b>632</b>

\* Aggregated to preserve confidentiality of Canadian importers.



## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### VI. CANADIAN SHIPMENTS

Statistics Canada does not publish data on shipments of addressing or address plate embossing machines and according to departmental sources these machines are not made in Canada.

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) 951-9826

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### VII. CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION (H.S. 8472.20.00.00)

1989		1990		1991	
<u>Country</u>	<u>Value</u> (\$)	<u>Country</u>	<u>Value</u> (\$)	<u>Country</u>	<u>Value</u> (\$)
U.K.	43 364	U.S.	38 625	U.S.	305 831
France	37 975				
Australia	34 124				
Bahrain	5 389				
N.Zealand	5 096				
Tunisia	3 781				
U.S.	488				
Other	<u>0</u>	Other	<u>0</u>	Other	<u>0</u>
Total	130 217		38 625		305 831

NOTES: Major countries in descending order based upon value.

See note on page two concerning Canada - U.S. Reconciliation.

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### VIII. CANADIAN SUPPLIERS

#### BOSS

The Business Opportunities Sourcing System (BOSS) does not list any suppliers of addressing or address plate embossing machines.

Any enquiries and/or comments regarding the BOSS 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

The Canadian Trade Index does not list any suppliers of addressing or address plate embossing machines.

Any enquiries and/or comments regarding the Canadian Trade Index 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

# ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

## IX. UNITED STATES IMPORTS

### BY MAJOR COUNTRY OF ORIGIN

(H.S. 8472.20.00.00)

Imports into the United States for addressing and address plate embossing machines are as follows:

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Fed. Rep. of Germany				
Quantity (No.)	378	1 031	481	12.8
Value (\$000)	1 354	3 190	1 771	14.4
Italy				
Quantity (No.)	1 935	351	250	-64.1
Value (\$000)	2 720	1 353	917	-41.9
Japan				
Quantity (No.)	2 833	7 201	2 481	-6.4
Value (\$000)	272	861	376	17.6
Canada				
Quantity (No.)	-	177	16	-91.0
Value (\$000)	-	41	310	653.4
New Zealand				
Quantity (No.)	-	-	1	0.0
Value (\$000)	-	-	27	0.0
United Kingdom				
Quantity (No.)	-	1	34	3 300.0
Value (\$000)	-	18	11	-37.4
Taiwan				
Quantity (No.)	395	78	2	-92.9
Value (\$000)	79	24	11	-62.0
Republic of Korea				
Quantity (No.)	33	9	41	11.5
Value (\$000)	336	46	4	-88.4
Other				
Quantity (No.)	27	59	-	118.5
Value (\$000)	<u>114</u>	<u>257</u>	<u>-</u>	<u>125.2</u>
Total				
Quantity (No.)	5 601	8 907	3 306	-23.2
Value (\$000)	4 874	5 790	3 429	-16.1

NOTES: Ranked in descending order by 1991 value.

Canada ranked 4 overall.

Source: U.S. Department of Commerce.

# ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

## IX. UNITED STATES IMPORTS (Cont'd)

### BY CUSTOMS DISTRICT OF ENTRY

(H.S. 8472.20.00.00)

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Philadelphia, Pennsylvania				
Quantity (No.)	277	165	257	-3.7
Value (\$000)	1 005	501	908	-5.0
New York City, New York				
Quantity (No.)	538	253	227	-35.0
Value (\$000)	1 068	1 021	881	-9.2
Baltimore, Maryland				
Quantity (No.)	44	820	223	125.1
Value (\$000)	255	2 692	823	79.7
Buffalo, New York				
Quantity (No.)	-	77	9	-88.3
Value (\$000)	-	34	301	791.4
Savannah, Georgia				
Quantity (No.)	2 004	5 670	2 367	8.7
Value (\$000)	75	397	180	54.7
Dallas-Fort Worth, Texas				
Quantity (No.)	27	328	105	97.2
Value (\$000)	40	415	174	108.5
Charleston, South Carolina				
Quantity (No.)	-	-	1	0.0
Value (\$000)	-	-	40	0.0
Boston, Massachusetts				
Quantity (No.)	1 770	1 194	8	-93.3
Value (\$000)	1 916	521	40	-85.6
Los Angeles, California				
Quantity (No.)	167	62	40	-51.1
Value (\$000)	91	72	22	-50.3
Seattle, Washington				
Quantity (No.)	32	-	2	-75.0
Value (\$000)	324	-	12	-80.7
Other				
Quantity (No.)	742	338	67	-70.0
Value (\$000)	100	137	49	-30.0
Total				
Quantity (No.)	5 601	8 907	3 306	-23.2
Value (\$000)	4 874	5 790	3 429	-16.1

NOTES: Ranked in descending order by 1991 value.

Source: U.S. Department of Commerce.



## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### X. TARIFFS

#### CANADIAN

Canadian imports 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>
8472.20.00	Addressing machines and address plate embossing machines	9.2%	2.5%	1.8%

#### TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

All exporting countries shown in this report (except the United States) qualify for the Most Favoured Nation tariff treatment.

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) 954-7007  
Fax.: (613) 954-2509

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### X. TARIFFS (Cont'd)

#### UNITED STATES

United States imports included in this report are dutiable under the following U.S. tariff item:

Tariff Item	Description of Goods	Rates of Duty - 1992		
		General	1	2
8472.20.00	Addressing machines and address plate embossing machines	4.2%	Free (A,E,IL) 0.8 (CA)	25%

- |   |   |    |
|---|---|----|
| 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 Notwithstanding any other provisions, the rates of duty 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 (former)	North Korea
Bulgaria	Kampuchea	Romania
Cuba	Laos	Union of Soviet Socialist
Czechoslovakia	Latvia	Republics (former)
Estonia	Lithuania	Vietnam

#### FOREIGN COUNTRIES

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

## ADDRESSING AND ADDRESS PLATE EMBOSSING MACHINES

### XI. dISTCcovery - TECHNOLOGY LICENSING OPPORTUNITIES

**dISTCcovery** is an ISTC service designed to create industry awareness of the world-wide supply of transferable technology available through licensing and joint ventures.

**dISTCcovery** provides access to international data bases containing thousands of licensing offers for new products, processes and technologies originating from around the world.

**dISTCcovery** introduces you to companies and organizations from around the world who are willing to licence the right to manufacture and sell their product or use their process or know-how 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.

For more information on these and other opportunities, contact the nearest ISTC Regional Office listed at the end of this publication or the Market Intelligence and Technology Opportunities Service at (613) 954-4040.



## 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  
K1A 0H5  
Tel.: (613) 954-4970  
Fax.: (613) 954-5463

OR Advanced Manufacturing Technology Directorate  
Industrial and Electrical Equipment and  
Technology Branch  
Industry, Science and Technology Canada  
235 Queen Street  
Ottawa, Ontario  
K1A 0H5  
Tel.: (613) 954-3193  
Fax.: (613) 954-1894

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ISTC  
Tour de la Bourse, Suite 3800  
800 Victoria Place  
P.O. Box 247  
Montréal, Qué. H4Z 1E8  
Tel.: (514) 283-8185  
or 1-800-361-5367  
Fax.: (514) 283-3302

#### NEWFOUNDLAND

ISTC  
Atlantic Place  
215 Water Street, 5th Floor  
P.O. Box 8950  
St. John's, Nfld. A1B 3R9  
Tel.: (709) 772-ISTC  
Fax.: (709) 772-5093

#### PRINCE EDWARD ISLAND

ISTC  
Confederation Court Mall  
134 Kent Street, Suite 400  
P.O. Box 1115  
Charlottetown, P.E.I. C1A 7M8  
Tel.: (902) 566-7400  
Fax.: (902) 566-7450

#### ONTARIO

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

#### NOVA SCOTIA

ISTC  
Central Guaranty Trust Tower  
1801 Hollis Street, 5th Floor  
P.O. Box 940, Station 'M'  
Halifax, N.S. B3J 2V9  
Tel.: (902) 426-7259  
Fax.: (902) 426-2624

#### NEW BRUNSWICK

ISTC  
Assumption Place, 12th Floor  
770 Main Street  
P.O. Box 1210  
Moncton, N.B. E1C 8P9  
Tel.: (506) 857-ISTC  
Fax.: (506) 851-6429

#### MANITOBA

ISTC  
8th Floor  
330 Portage Avenue  
P.O. Box 981  
Winnipeg, Man.  
R3C 2V2  
Tel.: (204) 983-ISTC  
Fax.: (204) 983-2187

#### SASKATCHEWAN

ISTC  
401-119 4th Avenue South  
Saskatoon, Sask.  
S7K 5X2  
Tel.: (306) 975-4386  
Fax.: (306) 975-5334

#### BRITISH COLUMBIA

ISTC  
Suite 900  
Scotia Tower  
650 West Georgia St.  
P.O. Box 11610  
Vancouver, B.C. V6B 5H8  
Tel.: (604) 666-0266  
Fax.: (604) 666-0277

## **REGIONAL OFFICES (Cont'd)**

### **ALBERTA**

ISTC  
Room 540  
Canada Place  
9700 Jasper Avenue  
Edmonton, Alta. T5J 4C3  
Tel.: (403) 495-ISTC  
Fax.: (403) 495-4507

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

### **YUKON**

ISTC  
Suite 210  
300 Main Street  
Whitehorse, Y.T. Y1A 2B5  
Tel.: (403) 667-3921  
Fax.: (403) 668-5003

### **NORTHWEST TERRITORIES**

ISTC  
10th Floor  
Precambrian Building  
P.O. Bag 6100  
Yellowknife, N.W.T. X1A 2R3  
Tel.: (403) 920-8568  
Fax.: (403) 873-6228

## **HEADQUARTERS**

ISTC  
1st Floor, East Tower  
235 Queen Street  
Ottawa, Ont. K1A 0H5  
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Fax.: (613) 957-7942





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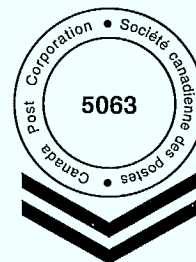
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