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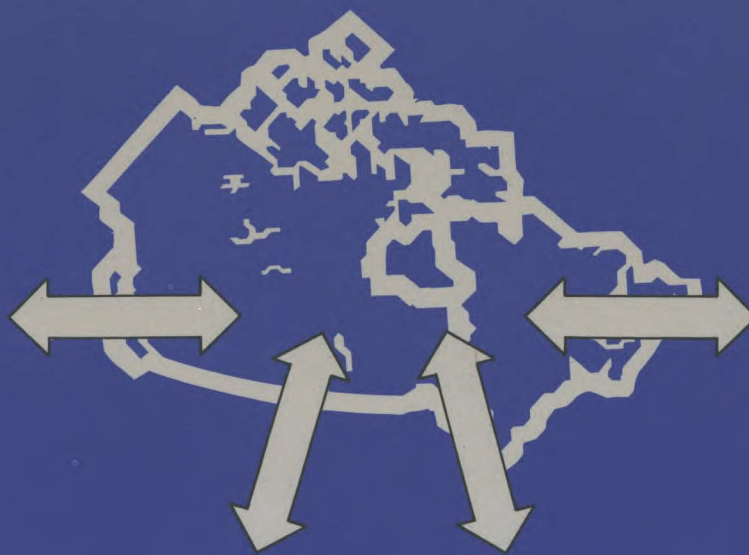
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MARKET INTELLIGENCE

SCHOOL FURNITURE OF WOOD

Pub. No.: 92045-IP

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Canada



SCHOOL FURNITURE OF WOOD

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REFERENCE SOURCES

Industry, Science and Technology Canada
Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-3516
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 lading 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.

Abbreviations

N.E.S. - Not Elsewhere Specified

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SCHOOL FURNITURE OF WOOD

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>
Other wooden furniture:	
--School furniture	9403.60.00.94

NOTE: The Canadian and United States coding systems are not comparable beyond the H.S. 6 level for school furniture of wood, as contained in this report. The United States H.S. code is defined on page 18.

SCHOOL FURNITURE OF WOOD

CANADIAN IMPORT TRENDS

BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
United States Value (\$)	236 951	408 671	511 102	106 087	46.9
Thailand Value (\$)	-	157 894	54 658	-	-65.4
Italy Value (\$)	15 948	19 941	22 528	19 443	18.9
United Kingdom Value (\$)	-	4 127	9 829	-	138.2
Denmark Value (\$)	-	-	3 235	-	0.0
Netherlands Value (\$)	-	1 531	408	-	-73.4
France Value (\$)	7 464	5 856	139	-	-86.4
Other Value (\$)	<u>27 723</u>	<u>19 681</u>	<u>-</u>	<u>-</u>	<u>-29.0</u>
Total Value (\$)	288 086	617 701	601 899	125 530	44.5

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

SCHOOL FURNITURE OF WOOD

CANADIAN IMPORT TRENDS (Cont'd)

MARKET SHARES BY MAJOR COUNTRY OF ORIGIN

<u>Country of Origin</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %	<u>1992*</u> %
United States				
Value	82.3	66.2	84.9	84.5
Thailand				
Value	-	25.6	9.1	-
Italy				
Value	5.5	3.2	3.7	15.5
United Kingdom				
Value	-	0.7	1.6	-
Denmark				
Value	-	-	0.5	-
Netherlands				
Value	-	0.2	0.1	-
France				
Value	2.6	0.9	0.0	-
Other				
Value	<u>9.6</u>	<u>3.2</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.

* The latest year is cumulative to the first quarter.

SCHOOL FURNITURE OF WOOD
CANADIAN IMPORT TRENDS (Cont'd)
BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Ontario Value (\$)	114 561	222 125	215 662	72 338	37.2
British Columbia Value (\$)	44 616	63 926	109 254	-	56.5
Manitoba Value (\$)	217	112 207	94 666	13 831	1 988.7
Québec Value (\$)	48 318	190 578	82 428	19 443	30.6
Saskatchewan Value (\$)	2 092	1 032	55 780	13 723	416.4
Alberta Value (\$)	44 616	4 092	19 976	4 966	-33.1
Newfoundland Value (\$)	-	18 952	18 389	-	-3.0
Prince Edward Island Value (\$)	-	-	3 662	-	0.0
Nova Scotia Value (\$)	19 688	4 789	2 082	1 229	-67.5
New Brunswick Value (\$)	<u>13 978</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>0.0</u>
Total Value (\$)	288 086	617 701	601 899	125 530	44.5

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

SCHOOL FURNITURE OF WOOD

CANADIAN IMPORT TRENDS (Cont'd)

MARKET SHARES BY PROVINCE OF CLEARANCE

<u>Province of Clearance</u>	<u>1989</u> %	<u>1990</u> %	<u>1991</u> %	<u>1992*</u> %
Ontario				
Value	39.8	36.0	35.8	57.6
British Columbia				
Value	15.5	10.3	18.2	-
Manitoba				
Value	0.1	18.2	15.7	11.0
Québec				
Value	16.8	30.9	13.7	15.5
Saskatchewan				
Value	0.7	0.2	9.3	10.9
Alberta				
Value	15.5	0.7	3.3	4.0
Newfoundland				
Value	-	3.1	3.1	-
Prince Edward Island				
Value	-	-	0.6	-
Nova Scotia				
Value	6.8	0.8	0.3	1.0
New Brunswick				
Value	<u>4.9</u>	<u>-</u>	<u>-</u>	<u>-</u>
Total				
Value	100.0	100.0	100.0	100.0

Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

SCHOOL FURNITURE OF WOOD

CANADIAN IMPORTERS

There were 39 known importers in 1990. The principal six importers accounted for 83 per cent of the total import value.

<u>Principal Importers</u> (No.)	<u>Cumulative Value</u> (\$000)	<u>Cumulative % of Total Value</u>
3	407	66
6	514	83
All Importers (39)	618	100

The principal 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>
Accent Equipment (Western) Ltd.	Winnipeg, Man.
Alpha-Vico Canada Ltée.	Farnham, Qué.
Banbury Cross Ageless Toys Inc.	Winnipeg, Man.
Boreal Laboratories Ltd.	Mississauga, Ont.
Brault et Bouthillier Ltée.	Montréal, Qué.
Bro-Dart	Williamsport, PA, U.S.*
Commercial Building Specialties Inc.	Athens, TX, U.S.*
École de Lutherie Artistique du Noroit	Québec, Qué.
Eskasoni School Board	Eskasoni, N.S.
Frontenac County Board of Education	Kingston, Ont.
Imperial College of Toronto	Toronto, Ont.
Importations Geocan Inc., Les	Montréal, Qué.
Italia Design Collection Inc.	Edmonton, Alta.
Lab. Volt (Québec) Ltée.	Ste-Foy, Qué.
Lakefield College School	Lakefield, Ont.
Louise Kool and Son Ltd.	Scarborough, Ont.
Omer de Serre Ltée.	Montréal, Qué.
Palmieri Furniture Ltd.	Richmond Hill, Ont.
School District No. 36	Surrey, B.C.
School District No. 41	Burnaby, B.C.
School District No. 57	Prince George, B.C.
Trico Ltd.	St. John's, Nfld.
Wearing Williams Ltd.	Winnipeg, Man.
Wenger Corp.	Georgetown, Ont.
Wintergreen Communications Ltd.	Concord, Ont.

* Non-resident importer.

SCHOOL FURNITURE OF WOOD

FOREIGN EXPORTERS TO CANADA

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 66 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)
Thailand	BB Home Design Ltd.)	
United States	Whitney Brothers)	327*
	Wards Science)	
Italy	M.A.B.E.F., S.R.L.)	
Argentina	Meubles Argentinos (NASA))	48*
United States	Mitchell Mfg. Co.)	
	ROL FOL Table)	
	Lakeshore Curriculum Mat.)	
	Wenger Corp.)	35*
	Woodcraft Supply Corp.)	
France	ETS Roger Jullian)	
TOTAL		410

* Aggregated to preserve confidentiality of Canadian importers.

SCHOOL FURNITURE OF WOOD
CANADIAN SHIPMENTS

Statistics Canada reports that there were at least eight Canadian establishments manufacturing school furniture of wood with shipments of \$6.6 million in 1989 (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) 951-9838

Source: Catalogue #35-251, annual, "Furniture and Fixture Industries".

SCHOOL FURNITURE OF WOOD

CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION

(H.S. 9403.60)

Separate data for school furniture of wood are not available. These products are included in the Harmonized System (H.S.) six digit code 9403.60, furniture wooden, not elsewhere specified.

1990		1991		1992*	
<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)	<u>Country</u>	<u>Value</u> (\$000)
U.S.	104 444	U.S.	98 361	U.S.	22 798
Japan	3 205	Spain	2 434	Spain	3 075
W. Germany	1 654	Japan	1 664	W. Germany	328
St. Kitts	599	W. Germany	1 545	Japan	250
St. Pierre & Miquelon	424	France	1 061	France	109
Grenada	293	S. Arabia	649	U.K.	66
U.K.	234	U.K.	450	Bermuda	62
Bermuda	175	Sweden	416	Finland	50
S. Korea	142	Greece	300	St. Pierre et Miquelon	37
USSR	132	Austria	215	Sweden	30
Others	<u>1 004</u>		<u>2 187</u>		<u>158</u>
TOTAL	112 306		109 281		26 962

NOTES: Major countries in descending order based upon value.

* The latest year is cumulative to the first quarter.

SCHOOL FURNITURE OF WOOD

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.

Furniture, School, Except Blackboards

<u>Name</u>	<u>Location</u>
A.W. Allen & Son Limited	Middleton, N.S.
* Accro Furniture Industries	Winnipeg, Man.
* Acme Chrome Furniture Ltd.	Winnipeg, Man.
* Arbell Industries	Burlington, Ont.
* Architectural School Products Ltd.	Mississauga, Ont.
Arm Industries Incorporated	Brandon, Man.
Bel-Par Industries Ltd.	Surrey, B.C.
Black Bridge Woodworking Inc.	Charlton Station, Ont.
Braman Furniture Manufacturing Ltd.	Lethbridge, Alta.
Brunswicklab Ltd.	Sussex, N.B.
C P Distributors Ltd.	Saskatoon, Sask.
C.I.F. Furniture Limited	Concord, Ont.
* Case Products International	Guelph, Ont.
Clark Porcelain Limited	Mississauga, Ont.
CMS Displaycraft Inc.	Waterloo, Ont.
Commercial Supply and Design Ltd.	Winnipeg, Man.
Compagnie Cdne de Tableaux Noirs Ltée	Saint-Constant, Qué.
* Confur Contract Furniture Inc.	Toronto, Ont.
* Crane Woodcraft Industries Ltd.	Richmond, B.C.
Ebenisterie Duramen Inc.	Ste-Christine, Qué.
Ebenisterie Norclair Inc.	Boucherville, Qué.
Elmira Wood Products	Elmira, Ont.
Euro-Craft of Canada (1990) Ltd.	Winnipeg, Man.
Exeter Furniture Limited	Exeter, Ont.
Formes et Fonctions Inc.	Québec, Qué.
Frank Ralphs Ltd.	Pointe-Claire-Dorval, Qué.
Fraser Millwork, Div. Fraser Sash & Door	Vancouver, B.C.

* Company engaged in export trade.

SCHOOL FURNITURE OF WOOD

CANADIAN SUPPLIERS (Cont'd)

BOSS (Cont'd)

Furniture, School, Except Blackboards (Cont'd)

<u>Name</u>	<u>Location</u>
* Freeformfive Int'L Div. of 655265 Ont.	Markham, Ont.
Hamilton Mobil Aids	Hamilton, Ont.
* Heidt Products Inc.	Waterloo, Ont.
* Jayden Inc.	Hyde Park, Ont.
La Perfection du Meuble Inc.	St-Benoît-Labre, Qué.
Le Boulot Vers Inc.	Outremont, Qué.
* Les Boiseries Plessis Ltée	Plessisville, Qué.
* Les Industries Amisco Ltée	L'Isletville, Qué.
Les Industries Scriptam (1988) Inc.	Québec, Qué.
* Loger Toys Ltd.	Brantford, Ont.
Maison Diormica Inc.	St-François-de-Laval, Qué.
Marlam Industries Limited	Mississauga, Ont.
MCH Products Ltd.	Gananoque, Ont.
* Mylex Limited	Etobicoke, Ont.
Q-Lab Division of Quality Woodwork Ltd.	Moncton, N.B.
Quality Woodwork Ltd.	Moncton, N.B.
* Saunders Howell Manufacturing Ltd.	Carbonear, Nfld.
Shermag Inc.	Sherbrooke, Qué.
Silvaplex Div. of Forestply Limited	Gravenhurst, Ont.
Stock Wooden Toys Ltd.	Williamsford, Ont.
* Ven-Rez Products Limited	Shelburne, N.S.
Walter Depping Inc.	Montréal, Qué.
Watson Marine Ltd.	Winnipeg, Man.
* Weber Costello of Canada Limited	Mississauga, Ont.
Woodarts Ltd.	Peterborough, Ont.
Zol Mark Industries	Winnipeg, Man.

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

* Company engaged in export trade.

SCHOOL FURNITURE OF WOOD

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Furniture, School, Library, Institutional, etc.

<u>Name</u>	<u>Location</u>
Accro Furniture Industries, Div. of Acme Chrom Furniture Ltd.	Winnipeg, Man.
*Afeyan Industries Inc.	Montréal, Qué.
Alpha-Vico Canda Inc.	Farnham, Qué.
*Arconas Corporation	Mississauga, Ont.
Associated Display Services Ltd.	Calgary, Alta.
Bel-Par Industries	Surrey, B.C.
Brunswicklab Ltd.	Sussex, N.B.
C.I.F. Furniture Limited	Concord, Ont.
C.M.S. Displaycraft Inc.	Waterloo, Ont.
Carwood Store Fixtures Limited	Kitchener, Ont.
*Centrac Industries Limited	Toronto, Ont.
Crema Furniture Ltd.	Sault Ste-Marie, Ont.
*Croydon Furniture Systems Inc.	Cambridge, Ont.
Curtis Products Inc.	Cobourg, Ont.
Custom Industrial Fiberglass Ltd.	Victoria, B.C.
Dales Furniture Manufacturing Co. Ltd.	Vancouver, B.C.
Davidson Furniture Specialties Ltd.	Markham, Ont.
*Delta Furniture Inc.	St-Léonard, Qué.
Desall Wood Products Inc.	Niagara Falls, Ont.
*Dominion Chair (1985) Ltd.	Bass River, N.S.
EIF Sales Ltd.	Delta, B.C.
*Ébénisterie Beaubois Ltée.	St-Géorges Ouest, Qué.
Escom Manufacturing	Richmond Hills, Ont.
Exeter Furniture Limited	Exeter, Ont.
*Freeformfive International	Markham, Ont.
Freeman, H.S. Mfg. Ltd.	Markham, Ont.
Furnco Produits	Midland, Ont.
Gravelle Woodworking Limited	Burlington, Ont.
Gutman, Karl, Inc.	Cornwall, Ont.
*Hauser, John, Iron Works Ltd.	Waterloo, Ont.
*Heidt Products Inc.	Waterloo, Ont.
Herman Miller Canada Inc.	Toronto, Ont.
Industries Amisco Ltée., Les	L'Islet, Qué.
J.J.K Furniture Co. Ltd.	Bolton, Ont.

* Company engaged in export trade.

SCHOOL FURNITURE OF WOOD

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX (Cont'd)

Furniture, School, Library, Institutional, etc. (Cont'd)

<u>Name</u>	<u>Location</u>
Jayden Inc.	Hyde Park, Ont.
Joyce Furniture Inc.	Scarborough, Ont.
Kinetics Furniture	Rexdale, Ont.
Krug Furniture Inc.	Kitchener, Ont.
L & D Computer Furniture Limited	Concord, Ont.
Mimil Products Limited	Trenton, Ont.
National Library Resources Ltd.	Richmond Hill, Ont.
P.C. Industries Inc.	Summerside, P.E.I.
*Palmieri Furniture Limited	Richmond Hill, Ont.
Protectolite inc.	Don Mills, Ont.
Renovation Expo Inc.	Princeville, Qué.
Roxton Furniture Limited	Waterloo, Ont.
Saunders, Howell Mfg. Ltd.	St. John's, Nfld.
Selkirk Wood Industries Ltd.	Winnipeg, Man.
Steelcase Canada Ltd.	Markham, Ont.
*Stock Wooden Toys Ltd.	Williamsford, Ont.
*Trend Millwork & Cabinets Limited	Windsor, Ont.
*Triple-A Manufacturing Co. Ltd.	Agincourt, Ont.
Universal Woodwor Limited	Selkirk, Man.
*Valley City Manufacturing Co. Limited, The	Dundas, Ont.
*Ven-Rez Products Ltd.	Shelburne, N.S.
Wagner, I., Co. Ltd.	Toronto, Ont.
*Westnofa of Canada Lintied	Toronto, Ont.
Zol-Mark Industries	Winnipeg, Man.

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

* Company engaged in export trade.

SCHOOL FURNITURE OF WOOD

UNITED STATES IMPORTS

BY MAJOR COUNTRY OF ORIGIN

OTHER WOODEN FURNITURE

(H.S. 9403.60.80.80)

United States imports of school furniture of wood are included in the commodity class H.S. 9403.60.80.80 and are not identified separately. Imports into the United States are as follows:

<u>Country of Origin</u>		<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Taiwan						
Value	(\$000 000)	424	375	355	80	-8.5
Canada						
Value	(\$000 000)	109	102	95	22	-6.5
Mexico						
Value	(\$000 000)	69	86	84	19	9.8
Italy						
Value	(\$000 000)	70	73	56	11	-10.4
Denmark						
Value	(\$000 000)	63	70	51	15	-9.8
Thailand						
Value	(\$000 000)	34	34	43	11	12.0
China						
Value	(\$000 000)	20	26	33	9	28.9
United Kingdom						
Value	(\$000 000)	27	30	29	7	3.4
Malaysia						
Value	(\$000 000)	4	12	22	7	136.9
Singapore						
Value	(\$000 000)	29	22	18	3	-20.8
Other						
Value	(\$000 000)	<u>221</u>	<u>218</u>	<u>174</u>	<u>39</u>	<u>-11.4</u>
Total						
Value	(\$000 000)	1 070	1 048	960	224	-5.3

NOTES: Ranked in descending order by 1991 value.

Canada ranked 2 overall.

* The latest year is cumulative to the first quarter.

Source: U.S. Department of Commerce.

SCHOOL FURNITURE OF WOOD

UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY

OTHER WOODEN FURNITURE

(H.S. 9403.60.80.80)

United States imports of school furniture of wood are included in the commodity class H.S. 9403.60.80.80 and are not identified separately. Imports into the United States are as follows:

Customs District of Entry	1989	1990	1991	1992*	Average Annual Growth Rate 1989-91 (%)
Los Angeles, California Value (\$000 000)	247	238	227	48	-4.3
New York City, New York Value (\$000 000)	159	151	124	27	-11.7
San Diego, California Value (\$000 000)	53	65	66	14	11.2
Seattle, Washington Value (\$000 000)	65	57	47	13	-14.6
Savannah, Georgia Value (\$000 000)	39	31	37	9	-2.7
Chicago, Illinois Value (\$000 000)	36	32	37	8	0.7
Buffalo, New York Value (\$000 000)	39	35	33	7	-7.9
Detroit, Michigan Value (\$000 000)	34	32	32	7	-3.0
San Francisco, California Value (\$000 000)	38	37	30	7	-11.1
Philadelphia, Pennsylvania Value (\$000 000)	29	28	30	5	0.5
Other Value (\$000 000)	331	344	299	78	-5.0
Total Value (\$000 000)	1 070	1 048	960	224	-5.3

NOTES: Ranked in descending order by 1991 value.

* The latest year is cumulative to the first quarter.

Source: U.S. Department of Commerce.

SCHOOL FURNITURE OF WOOD

TARIFFS

CANADIAN

Canadian imports included in this report are dutiable under the following Canadian tariff item:

Tariff Item	Description of Goods	Tariff Treatment - 1992		
		Most Favoured Nation Tariff	General Preferential Tariff	United States Tariff
9403.60.00	Other wooden furniture	15%	10%	3%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: Italy, United Kingdom, Denmark, Netherlands and France.

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.) : Thailand.

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) 954-3516
Fax.: (613) 954-2509

SCHOOL FURNITURE OF WOOD

TARIFFS (Cont'd)

UNITED STATES

United States imports 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>1</u>	<u>2</u>
9403.60.80	Other wooden furniture:			
	Other	2.5%	FREE (A*,B,E,IL,J) 0.5% (CA)	40%

1	Generalized System of Preferences	A*
	Automotive Products Trade Act	B
	United States-Canada Free-Trade Agreement	CA
	Caribbean Basin Economic Recovery Act	E
	United States-Israel Free Trade Area	IL
	Andean Trade Preference Act	J

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

SCHOOL FURNITURE OF WOOD

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.

The following is a list of licensing opportunities identified from **dISTCcovery** using the keywords "wood furniture":

- 1- Opportunities in Molded Wood Technology;
- 2- Flexible Construction System for Commercial Furniture.

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.



dISTCcovery

YOUR WINDOW TO A WORLD OF BUSINESS OPPORTUNITIES
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FOR MORE INFORMATION PLEASE CONTACT:

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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 Furniture and Electrical Appliances
Directorate
Consumer Products Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3094
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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.

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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

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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

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

MANITOBA

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

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ISTC
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Saskatoon, Sask.
S7K 5X2
Tel.: (306) 975-4386
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ISTC
Suite 900
Scotia Tower
650 West Georgia St.
P.O. Box 11610
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Edmonton, Alta. T5J 4C3
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Fax.: (403) 495-4507

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

YUKON

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300 Main Street
Whitehorse, Y.T. Y1A 2B5
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Fax.: (403) 668-5003

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ISTC
10th Floor
Precambrian Building
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Yellowknife, N.W.T. X1A 2R3
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1st Floor, East Tower
235 Queen Street
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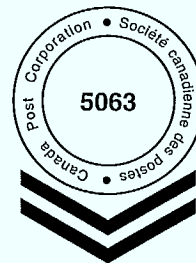
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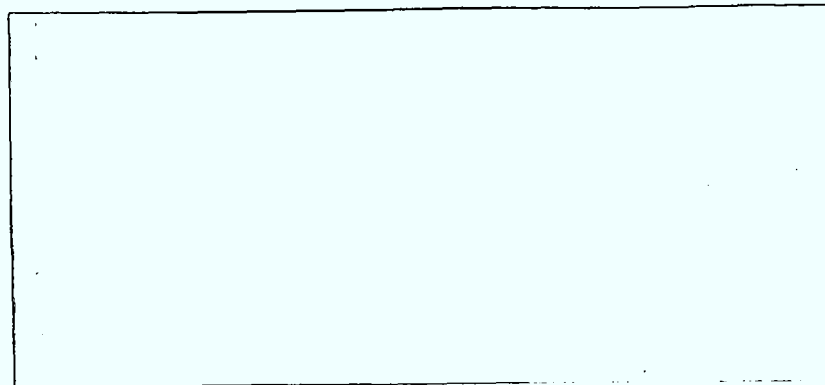
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