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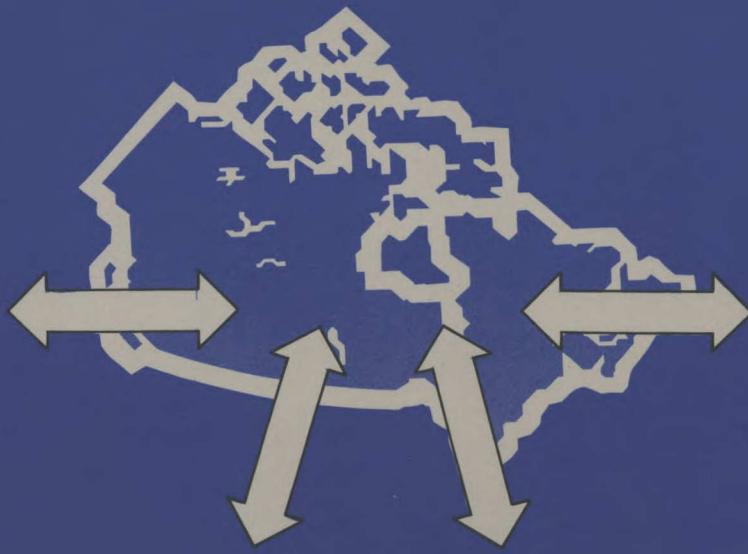
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MARKET INTELLIGENCE

DECALCOMANIA TRANSFERS (DECALS)

Pub. No.: 92063-IP

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REFERENCE SOURCES

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Statistics Canada, Tel.: (613) 951-9647
Revenue Canada, Tel.: (613) 954-6927
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/A - Not Applicable
KG - Kilogram

TABLE OF CONTENTS

	PAGE
INTRODUCTION AND SCOPE	5
NORTH AMERICAN IMPORTS - 1991	6
CANADIAN IMPORT TRENDS	7
SUMMARY	7
BY MAJOR COUNTRY OF ORIGIN	8
BY PROVINCE OF CLEARANCE	10
CANADIAN IMPORTERS	12
FOREIGN EXPORTERS TO CANADA	17
CANADIAN SHIPMENTS	23
CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION	24
CANADIAN SUPPLIERS	27
UNITED STATES IMPORTS	32
SUMMARY	32
BY MAJOR COUNTRY OF ORIGIN	33
BY CUSTOMS DISTRICT OF ENTRY	35
TARIFFS	37
CANADIAN	37
UNITED STATES	38
MARKET OVERVIEW	39
dISTCovery - TECHNOLOGY LICENSING OPPORTUNITIES	40



DECALCOMANIA TRANSFERS (DECALS)

INTRODUCTION AND SCOPE

This is one of a continuing series of market intelligence reports designed to increase business awareness of the potential existing for production in Canada and to assist businesses and other organizations in their market research of specific products. The detailed information provided in these reports supports studies by organizations seeking to expand existing production lines, change individual product characteristics or engage in new manufacturing investment in Canada. The coverage of a market intelligence report is developed in close consultation with the client, and is tailored to meet their specific requirements. It is important to emphasize that this report does not attempt any assessment as to the feasibility of competing in a particular market.

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

<u>Description</u>	<u>H.S. Commodity Codes Analyzed</u>
Transfers (decalcomanias) (49.08)	
-Transfers (decalcomanias), vitrifiable	4908.10.00.00
-Other transfers (decalcomanias)	4908.90.00.00

Total imports in 1991 for transfers (decalcomanias) were valued at \$19.1 million.

Transfers (decalcomanias) consist of pictures, designs or lettering in single or multiple colours, lithographed or otherwise printed on absorbent, lightweight paper (or sometimes thin transparent sheeting of plastics), coated with a preparation, such as of starch and gum, to receive the imprint which is itself coated with an adhesive. This paper is often backed with a supporting paper of heavier quality. The designs are sometimes printed against a background of metal leaf.

When printed paper is moistened and applied with slight pressure to a permanent surface (e.g., glass, pottery, wood, metal, stone or paper), the coating printed with the picture, etc., is transferred to the permanent surface.

This heading also covers vitrifiable transfers, i.e. transfers printed with vitrifiable preparations of heading 32.07.

Transfers may be used for decoration or utility purposes, e.g., for decorating pottery or glass, or for marking various articles such as vehicles, machines and instruments.

Transfers produced and supplied mainly for the amusement of children are also covered by this heading, as are also articles such as embroidery or hosier transfers which consist of papers on which designs are outlined in pigment which is transferred, usually to a textile surface, by pressure with a heated smoothing iron.

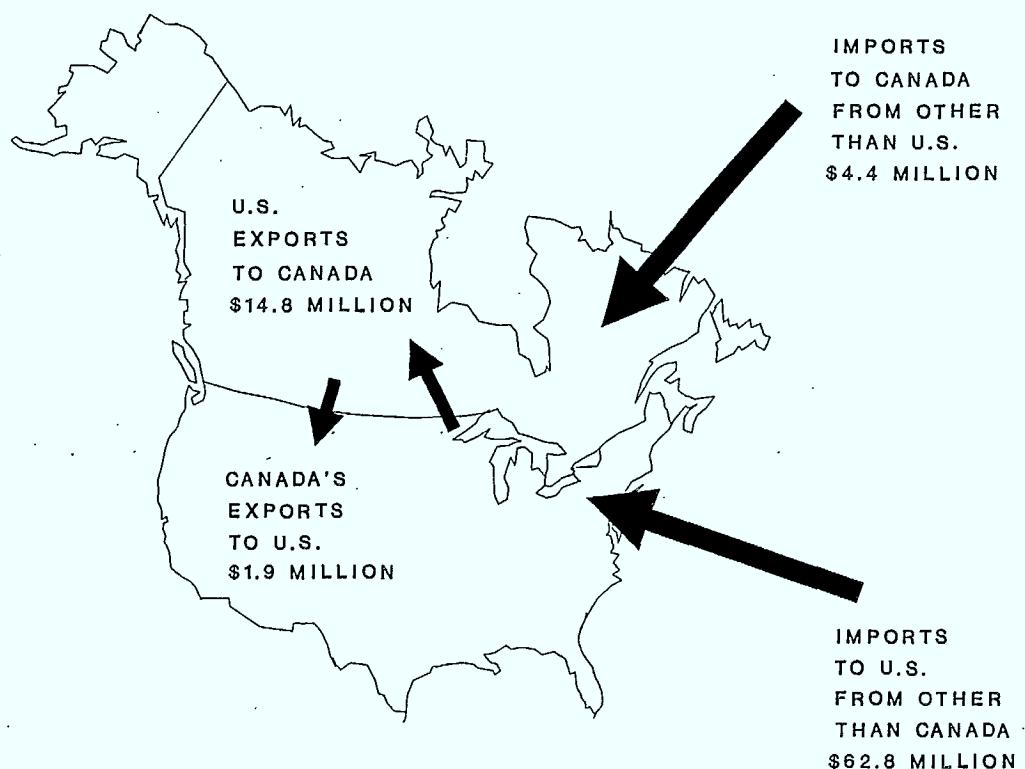
The articles described above should not be confused with the products known as window transparencies, which fall in heading 48.14 or 49.11.

The heading also excludes transfer paper of the types known as stamping foils or blocking foils, prepared with a coating of metal, metal powder or pigment, and used for printing book covers, hat bands, etc. (heading 32.12). Other transfer paper, as used in lithographic work, fall in heading 48.09 or 48.16 as appropriate.

NOTE: Information concerning U.S. statistical data shows quantity in kilograms.
Canadian statistical data do not indicate quantity.

DECALCOMANIA TRANSFERS (DECALS)

NORTH AMERICAN IMPORTS - 1991 (H.S. 4908)



North American Imports - \$67.2 Million*

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

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN IMPORT TRENDS
SUMMARY

Description and <u>Commodity Code</u>	Total Imports				Major Country of Export to Canada			
	1989 <u>Value</u> (\$000)	1990 <u>Value</u> (\$000)	1991 <u>Value</u> (\$000)	1992* <u>Value</u> (\$000)	1989	% of Total Value <u>1990</u>	<u>1991</u>	<u>1992*</u>
Transfers (decalcomanias), vitrifiable (H.S. 4908.10.00.00)	2 692	4 629	4 089	2 442	62	United States 53	52	75
Other transfers (decalcomanias) (H.S. 4908.90.00.00)	18 069	15 794	15 040	8 118	83	United States 86	84	83
TOTAL	20 761	20 423	19 129	10 560				

* The latest year is cumulative to the second quarter.

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN IMPORT TRENDS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00)

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	Average Annual Growth Rate <u>1989-91</u> (%)
United States					
Value (\$000)	1 672	2 442	2 144	1 829	13.2
United Kingdom					
Value (\$000)	163	409	986	85	145.8
Fed. Rep. of Germany					
Value (\$000)	548	1 097	440	245	-10.3
France					
Value (\$000)	179	222	329	204	35.8
Italy					
Value (\$000)	76	349	119	8	25.3
Japan					
Value (\$000)	13	33	33	27	60.3
Taiwan					
Value (\$000)	5	11	30	38	147.5
Netherlands					
Value (\$000)	9	63	5	1	-27.1
Hong Kong					
Value (\$000)	3	-	3	-	2.5
Other					
Value (\$000)	25	3	-	6	-86.5
TOTAL					
Value (\$000)	2 692	4 629	4 089	2 442	23.3

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the second quarter.

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN IMPORT TRENDS (Cont'd)
BY MAJOR COUNTRY OF ORIGIN (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00)

<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 (\$000)		14 748	13 605	12 631	6 737	-7.5
Italy						
Value (\$000)		1 146	584	572	314	-29.4
United Kingdom						
Value (\$000)		238	426	379	217	26.1
Taiwan						
Value (\$000)		363	319	364	203	0.1
Austria						
Value (\$000)		105	194	251	156	54.4
Japan						
Value (\$000)		150	163	191	106	12.8
Netherlands						
Value (\$000)		425	79	185	70	-34.0
Fed. Rep. of Germany						
Value (\$000)		152	105	157	98	1.6
Sweden						
Value (\$000)		151	88	63	40	-35.4
Mexico						
Value (\$000)		7	12	51	29	164.0
Other						
Value (\$000)		582	218	197	148	-41.8
TOTAL						
Value (\$000)		18 069	15 794	15 040	8 118	-8.8

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the second quarter.

**DECALCOMANIA TRANSFERS
(DECALS)**

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE

**TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00)**

<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 (\$000)		2 122	3 513	3 327	1 607	25.2
Québec						
Value (\$000)		391	792	449	613	7.1
British Columbia						
Value (\$000)		87	203	224	168	60.6
Manitoba						
Value (\$000)		37	32	48	16	14.6
Alberta						
Value (\$000)		22	32	24	18	4.6
New Brunswick						
Value (\$000)		19	15	15	9	-10.4
Nova Scotia						
Value (\$000)		7	13	1	0	-63.3
Saskatchewan						
Value (\$000)		5	27	-	11	437.5
Yukon						
Value (\$000)		— 2	— 2	—	—	11.7
TOTAL						
Value (\$000)		2 692	4 629	4 089	2 442	23.3

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the second quarter.

**DECALCOMANIA TRANSFERS
(DECALS)**

CANADIAN IMPORT TRENDS (Cont'd)

BY PROVINCE OF CLEARANCE (Cont'd)

**OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00)**

<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 (\$000)		13 561	11 471	10 340	5 066	-12.7
Québec						
Value (\$000)		2 271	1 953	2 034	1 648	-5.4
British Columbia						
Value (\$000)		1 185	1 261	1 556	756	14.6
Manitoba						
Value (\$000)		406	499	437	373	3.7
Alberta						
Value (\$000)		298	273	289	118	-1.5
Saskatchewan						
Value (\$000)		105	130	158	85	22.7
New Brunswick						
Value (\$000)		56	68	138	23	56.3
Nova Scotia						
Value (\$000)		168	119	73	41	-34.0
Prince Edward Island						
Value (\$000)		9	15	8	7	-3.9
Newfoundland						
Value (\$000)		10	4	6	2	-23.4
Yukon						
Value (\$000)		—	—	—	1	—
TOTAL						
Value (\$000)		18 069	15 794	15 040	8 118	-8.8

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the second quarter.

**DECALCOMANIA TRANSFERS
(DECALS)**

CANADIAN IMPORTERS

**TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00)**

There were 365 known importers in 1991. The principal 33 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	2 059	50
6	2 389	58
10	2 647	65
15	2 851	70
25	3 121	76
33	3 272	80
All Importers (365)	4 089	100

The principal importers during 1991 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>
Autograph Trim Ltd.	Mississauga, Ont.
Biotech Electronics Inc.	Lachine, Qué.
Brown Shoe Company of Canada Ltd.	Perth, Ont.
Canadian Ceramic Wholesalers Ltd.	Surrey, B.C.
Canadian Kawasaki Motors Inc.	North York, Ont.
Carlaw Foot Wear Limited	Toronto, Ont.
* Chrysler Corporation	Sperling Heights, MI, U.S.
D H Ussher Ltd.	North Vancouver, B.C.
D Zinman Textiles Ltd.	Montréal, Qué.
Diamond Publishing Corporation	Toronto, Ont.
Employment & Immigration Canada	Hull, Qué.
Federal Express Ltd.	Windsor, Ont.
Fitz-Wright Company Ltd.	Langley, B.C.
Flimolux of Canada Ltd.	Scarborough, Ont.
General Mills Canada Inc.	Etobicoke, Ont.
Glavin and Associates Ltd.	Toronto, Ont.
Hyundai Auto Canada Inc.	Bromont, Qué.

* Non resident importer.

**DECALCOMANIA TRANSFERS
(DECALS)**

CANADIAN IMPORTERS (Cont'd)

**TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00) (Cont'd)**

<u>Name</u>	<u>Location</u>
Innovative Promotions International Inc.	Scarborough, Ont.
Kalyn Imports Limited	Scarborough, Ont.
Lago Marketing Ltd.	Langley, B.C.
O Design Céramique Inc.	Montréal, Qué.
Party Pigs Inc.	Ottawa, Ont.
Silbertex Trading Ltd.	Outremont, Qué.
Sonjo Craft-Pak Inc.	Scarborough, Ont.
Spectra Imaging Ltd.	Mississauga, Ont.
St. Clair Paint & Wallpaper Ltd.	Concord, Ont.
Syracuse China of Canada Ltd.	Joliette, Qué.
The Decal Man Inc.	Kitchener, Ont.
Tissus Master Fabrics Ltée	Anjou, Qué.
Viletta China Canada Ltd.	Mississauga, Ont.
Windsor Plastic Prod Ltd.	Windsor, Ont.
You and Yours Ltd.	Whitby, Ont.
Zellers Limited	Montréal, Qué.

DECALCOMANIA TRANSFERS (DECALS)

CANADIAN IMPORTERS (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS) (H.S. 4908.90.00.00)

There were 1 252 known importers in 1991. The principal 86 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	4 883	32
6	6 034	40
10	7 091	47
15	8 092	54
25	9 137	61
86	12 050	80
All Importers (1 252)	15 040	100

The principal importers during 1991 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>
2690942 Canada Inc.	Montréal, Qué.
Actionmatic Ltd.	Chatham, Ont.
Bombardier Inc.	Valcourt, Qué.
Calego Inc.	Montréal, Qué.
Camoplast Inc.	Kingsbury, Qué.
Canadian Airlines Int'l. Ltd.	Calgary, Alta.
Canadian Bluebird Sales Co.	Brantford, Ont.
Canadian National Railways Montréal Ltée.	Montréal, Qué.
Carlton Cards Ltd.	Brampton, Ont.
Classic Lamp Shade Inc.	Montréal, Qué.
Comptec International Ltd.	Surrey, B.C.
Crila Plastics Ind Ltd.	Campbellville, Ont.
Custom Paper Ltd.	Richmond, B.C.
Cute Things Inc.	Richmond, B.C.
D D M Plastics Inc.	Tillsonburg, Ont.
D Zinman Textiles Ltd.	Montréal, Qué.
Delfi Importing Co. Ltd.	North York, Ont.
* Dennison Manufacturing Company Packaging Systems Therimage	Framingham, MA, U.S.
Dennison Mfg Canada Inc.	Bowmanville, Ont.
Diamond Publishing Corporation	Toronto, Ont.

* Non resident importer.

DECALCOMANIA TRANSFERS (DECALS)

CANADIAN IMPORTERS (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS) (H.S. 4908.90.00.00) (Cont'd)

<u>Name</u>	<u>Location</u>
Domaine Distributors Inc.	Lachine, Qué.
Dow Chemical Canada Inc.	Sarnia, Ont.
Eastern Marketing Ltd.	Woodstock, N.B.
Finning Ltd.	Vancouver, B.C.
Fitz-Wright Company Ltd.	Langley, B.C.
Fleetwood Canada Ltd.	Lindsay, Ont.
Ford Motor Company of Canada Ltd.	Oakville, Ont.
Ford New Holland Canada Ltd.	Guelph, Ont.
G. L. Limitée Ferme	Nigadoo, N.B.
Garob Industries Inc.	Fort Erie, Ont.
General Coach Oliver Inc.	Oliver, B.C.
General Motors of Canada Limited	Oshawa, Ont.
General Publishing Company Ltd.	North York, Ont.
Genfoot Incorporated	Saint-Laurent, Qué.
George Harrison Dental Products Ltd.	St. Thomas, Ont.
Hewitt Equipment Ltd.	Pointe-Claire, Qué.
Hunters Manufacturing Ltd.	North Battleford, Sask.
Imperial Toy Canada Ltd.	Mississauga, Ont.
John Deere Ltd.	Grimsby, Ont.
Kar Rite Ltd.	Kitchener, Ont.
Kelford Industrial Sales Ltd.	Galt, Ont.
Kelsea Sales & Importing Ltd.	Scarborough, Ont.
Labatt's Saskatchewan Brewery Ltd.	Regina, Sask.
Les Entreprises Robert Thibert Inc.	Mercier, Qué.
Les Produits Loisirs Bonair Ltée	Black Lake, Qué.
Letraset Canada Limited	Markham, Ont.
Manchester Plastics Ltd.	Gananoque, Ont.
Maple Roll Leaf Co. Ltd.	Windsor, Ont.
Martin Distributions Inc.	Vancouver, B.C.
Masland Carpets of Canada Limited	Etobicoke, Ont.
Mastermedia Inc.	Oakville, Ont.
Mego Marketing Inc.	Saskatoon, Sask.
Mercury Marine Ltd.	Mississauga, Ont.
Merit Distributors Ltd.	Baie-D'Urfé, Qué.
Metco Fashions Inc.	Scarborough, Ont.
Milton Selections Inc.	Montréal, Qué.
Miracle Ventures Ltd.	Winnipeg, Man.
Mr Hubcap & Graphic Supply Inc.	Edmonton, Alta.
Navistar International Corporation	Hamilton, Ont.

DECALCOMANIA TRANSFERS (DECALS)

CANADIAN IMPORTERS (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS) (H.S. 4908.90.00.00) (Cont'd)

<u>Name</u>	<u>Location</u>
* Newbridge Communications Inc.	Riverside, NJ, U.S.
Orchid Wholesale Limited	Vancouver, B.C.
Pathfinder Beverages Ltd.	London, Ont.
Phase 3 Promotions Ltd.	North York, Ont.
Photo-Mugs Inc.	Saint-Laurent, Qué.
Polaris Industries Inc.	Winnipeg, Man.
Pro Cal Distributors Inc.	Burnaby, B.C.
Produits Sharp Line 9000 Inc.	Lasalle, Qué.
R & M Motocross Specialties Ltd.	Vancouver, B.C.
R and E Sales Div. of 542066 Ontario Ltd.	North York, Ont.
R Hammer Limited	St-Jérôme, Qué.
Roger Jolicoeur Distribution Inc.	La Prairie, Qué.
San Francisco Gifts Ltd.	Edmonton, Alta.
Scholastic Canada Ltd.	Richmond Hill, Ont.
Sears Canada Inc.	Scarborough, Ont.
Sharpline Auto-Graphics Inc.	Surrey, B.C.
Siemens Automotive Ltd.	Chatham, Ont.
Snap-On Tools of Canada Ltd.	Mississauga, Ont.
* STAHL'S	Saint Clair Shores, MI, U.S.
Syracuse China of Canada Ltd.	Joliette, Qué.
The Little Tike Company Div. of Rubbermaid Canada Inc.	Guelph, Ont.
The Walt Disney Company Ltd.	Etobicoke, Ont.
Trav-L-Mate Industries 1980 Ltd.	Penticton, B.C.
Travelaire Canada Limited Subsidiary of Tiran Corp.	Red Deer, Alta.
Trench Mfg Co. Canada	Fort Erie, Ont.
Tupperware Home Parties Div. of Premark Canada Inc.	Morden, Man.
United Carr Div. of TRW Canada Ltd.	Stony Creek, Ont.
USM Canada Ltd.	Anjou, Qué.
Valvoline Canada Ltd.	Mississauga, Ont.
Volvo (Canada) Limited Manufacturing Division	Halifax, N.S.
Vyefield Enterprises Ltd. Mabo Sales Div. Shirra Sale Div.	Calgary, Alta.
White Rose Crafts & Nursery Sales Ltd.	Markham, Ont.
White Rose Nurseries Limited	Goodwood, Ont.
Whitman Golden Limited	Galt, Ont.
Windsor Plastic Prod Ltd.	Windsor, Ont.
WM E Coutts Company Ltd.	North York, Ont.

* Non resident importer.

DECALCOMANIA TRANSFERS
(DECALS)

FOREIGN EXPORTERS TO CANADA

TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 76 per cent of the total value of Canadian imports during 1991.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada (\$'000)</u>
United Kingdom	Thomas de la Rue & Comp	
United States	Priss Prints Inc.	) 1 031*
United States	Philadelphia Ceramics Inc.	166
France	Matthey Beyrand	
United States	Polymark Corp.	) 291*
United States	Serigraph Inc.	133
Fed. Rep. of Germany	Edwin M Knowles China	
France	EM Knowles China Co.	
United Kingdom	Acorn Mktg Ltd.	) 351*
Italy	Euroflash	
Fed. Rep. of Germany	Depro Gmbh	
United States	Design Point Decal Inc.	) 275*
United States	Arrowhead Promotions	59
United States	Heinrich Ceramic Decal	
United States	Bryan China Co.	) 109*
United States	Bel Terr China Decorating	
United Kingdom	Transflex Ltd.	) 83*
Fed. Rep. of Germany	F Xaver Leipold	
United States	East Palestine	
United States	RB Toy Development	) 98*
United States	Teletrend	29

* Aggregated to preserve confidentiality of Canadian importers.

DECALCOMANIA TRANSFERS
(DECALS)

FOREIGN EXPORTERS TO CANADA (Cont'd)

TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00) (Cont'd)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada (\$000)</u>
Fed. Rep. of Germany	Drake Studio)
United Kingdom	IFB Ltd.)
United States	Airmont Ind.)
United States	Air Waves)
United States	Excel Graphics)
Fed. Rep. of Germany	Transfertex)
Fed. Rep. of Germany	Hans Neschen)
United States	Color Arts Inc.)
United States	Syracuse China Co.)
United States	Mold In Graphic Systems	21
United States	Red Skelton)
United States	Visual Services Inc.)
United States	Avery Dennison)
United Kingdom	Edwin M Knowles)
United States	K Ceramic Imports)
United States	Depro-Serial USA Inc.)
United States	MBS Love Unlimited Wes)
United States	Benjiman Intl)
United States	Natl Screen Printers Inc.)
United States	Snap-On Tools Corp.)
Fed. Rep. of Germany	Instar Enterprises Co.)
United Kingdom	E.M. Knowles China)
United States	Genie Fulfillment Services)
United States	Meyercord)
United States	Trax's Innovative Decal)
United States	Viletta)
TOTAL		3 090

* Aggregated to preserve confidentiality of Canadian importers.

DECALCOMANIA TRANSFERS
(DECALS)

FOREIGN EXPORTERS TO CANADA (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00)

Major exporters to Canada are listed in descending order of dollar value. These exporters accounted for 64 per cent of the total value of Canadian imports during 1991.

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada (\$000)</u>
United States	Dennison Mfg Co.	) 2 042*
United States	Dow Chemical Intl)
United States	Ford Motor Co.	) 960*
United States	Avery Dennison Corp.)
United States	Sharpline Converting Inc.	379
United States	Grand Rapids Label Co.	) 648*
United States	Comptec Inc.)
United States	Spartan International Inc.	) 516*
United States	Kay Automotive Graphics)
United States	Serigraph Inc.	229
Italy	Euroflash)
Italy	Diamond Publishing)
United Kingdom	EsSELTE Letraset Ltd.	) 900*
United States	Geographics Inc.)
United States	Unique Products Intl)
United States	Hallmark Cards)
United States	Air Waves	) 590*
United States	Universal Products	180
United States	Priss Prints Inc.	179
United States	Meyer Label Co. Inc.	) 240*
United States	Internatural Designs, Inc.)
United States	Fiberlok)
United States	Deere and Co.	) 253*
United States	Central Decal Company)

* Aggregated to preserve confidentiality of Canadian importers.

DECALCOMANIA TRANSFERS
(DECALS)

FOREIGN EXPORTERS TO CANADA (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00) (Cont'd)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada (\$000)</u>
United States	Superior Marking Systems)
United States	Snaps-On Tools Corp.	) 223*
United States	Minnesota Mining & Mfg Co.)
United States	Wilson-Hurd)
United States	Imaginings 3 Inc.	) 201*
United States	American Greetings Corp.)
United States	Electrocal	61
United States	Tupperware Manufacturing)
United States	Selecto, Flash, Inc.	) 119*
United States	Crila Plastic Ind Inc.)
United States	Pace Products Inc.	) 155*
United States	Valvoline Inc.)
United States	Stahls)
Taiwan	Davco Inc.)
United States	Screen Art	) 145*
Italy	Savino)
United States	The Akro Corp.)
United States	Caterpillar	) 138*
United States	Plaid Enterprises Inc.	44
United States	Trench)
Taiwan	Jen Tai Industrial Corp.)
United States	Tamco Manufacturing Inc.	) 125*
United States	Teletrend	40
United States	Polaris Industries L.P.)
United States	Sure Fit Metal Products)
United States	Wisconsin Screen Process Inc.	) 109*

* Aggregated to preserve confidentiality of Canadian importers.

DECALCOMANIA TRANSFERS
(DECALS)

FOREIGN EXPORTERS TO CANADA (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00) (Cont'd)

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada (\$000)</u>
United States	Industrial Strainer Co.)
United States	Fairview Tubular Prods Div Fab)
United States	Holley Automotive Div Colt Ind)
United States	The Highland Manufacturing Co.)
United States	Zenith Industrial Corporation)
United States	Huron Plastics Inc.)
United States	Molmec Inc.)
United States	Spartanburg Steel Prod)
United States	Heinrich Ceramic Decal)
United States	L & L Prods Inc.)
United States	Selectra)
United States	Black River Manufacturing, Inc)
United States	Buxton & Skinner Prtg)
United States	Consolidated Metal Products Ind)
United States	Industrial & Automotive)
United States	Little Tike Co.)
United States	United Technologies Auto. Inc.)
United States	Dover Publications Inc.)
United States	Arctco Inc.)
United States	Effex Inc.)
United States	G. Heileman Brewing Co., Inc.)
United States	Mercury Marine)
United States	Mold In Graphic Systems)
United States	Newbridge Communications)
United States	Polymark Corp.)
United States	ITT Higbie Mfg Co.)
United States	Photo Circuits Corp.)
United States	Prestige Stamping Inc.)
United States	Pilot Plastics Inc.)
United States	The Little Tikes Co.)
Taiwan	Ever Service)

* Aggregated to preserve confidentiality of Canadian importers.

**DECALCOMANIA TRANSFERS
(DECALS)**

FOREIGN EXPORTERS TO CANADA (Cont'd)

**OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00) (Cont'd)**

<u>Country of Origin</u>	<u>Name of Foreign Exporter</u>	<u>1991 Value of Exports to Canada (\$000)</u>
United States	Colonial Patterns Inc.	
United States	Excel-Graphics	}
		43*
United States	General Motors Parts Division)
United States	Izumi Corporation, Industries)
United States	Powers & Sons)
United Kingdom	Polymark Technographics)
		76*
Italy	Instar Enterprises)
Taiwan	Po Maying Co. Ltd.)
Taiwan	Imperial Toy Corporation)
		39*
Taiwan	Aurient International Corp.)
Taiwan	Taiwan Active Enterprises)
Taiwan	Jack-Tom Ind.Co.,ltd.)
		34*
United Kingdom	Matthey Transfers)
United Kingdom	Kaleidoscope Prints)
Taiwan	Hanover and Quennie)
		32*
TOTAL		9 567

* Aggregated to preserve confidentiality of Canadian importers.

DECALCOMANIA TRANSFERS (DECALS)

CANADIAN SHIPMENTS

Statistics Canada reports that there were at least 19 Canadian establishments manufacturing producing transfers (decalcomanias) with shipments of \$10.3 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) 951-3523

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

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION

SUMMARY

Canadian exports are reported by Statistics Canada for the above products under the following Harmonized System (H.S.) Commodity Codes:

<u>Description</u>	<u>H.S. Commodity Code</u>	<u>1991 Value of Exports (\$000)</u>
Transfers (decalcomanias) (4908)		
Transfers (decalcomanias), vitrifiable	4908.10.00	137
Other transfers (decalcomanias)	4908.90.00	<u>1 928</u>
TOTAL		2 065

**DECALCOMANIA TRANSFERS
(DECALS)**

CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION (Cont'd)

**TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00)**

1990		1991		1992*	
<u>Country</u>	<u>Value (\$000)</u>	<u>Country</u>	<u>Value (\$000)</u>	<u>Country</u>	<u>Value (\$000)</u>
U.S.	413	U.S.	128	U.S.	97
U.K.	16	Australia	6	Taiwan	24
Finland	7	U.K.	4	Yemen	8
Lebanon	6			U.K.	1
Bermuda	6				
Hong Kong	3		—		—
TOTAL	452		137		131

NOTES : Major countries in descending order based upon value.

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

* The latest year is cumulative to the second quarter.

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN EXPORTS BY MAJOR COUNTRY OF DESTINATION (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00)

<u>Country</u>	<u>1990</u> <u>Value</u> (\$000)	<u>Country</u>	<u>1991</u> <u>Value</u> (\$000)	<u>Country</u>	<u>1992*</u> <u>Value</u> (\$000)
U.S.	2 114	U.S.	1 869	U.S.	991
U.K.	13	Singapore	15	Singapore	33
U.A.E.	8	Spain	10	Taiwan	33
Poland	7	U.K.	9	Bermuda	5
Taiwan	7	Japan	7	Sweden	4
France	6	W. Germany	4	USSR	1
USSR	5	Finland	3	U.K.	1
Belgium	5	U.A.E.	3	Australia	1
Brazil	4	Hong Kong	3	Italy	0
Japan	3	Yemen, Dem	2	Peru	0
Others	3		2		
TOTAL	2 177		1 928		1 070

NOTES : Major countries in descending order based upon value.

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

* The latest year is cumulative to the second quarter.

DECALCOMANIA TRANSFERS (DECALS)

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.

Decalcomania Transfers, Printed

<u>Name</u>	<u>Location</u>
Abacus Signs, Div. Stodola Screen Print	Saskatoon, Sask.
Acme Signalisation Inc.	Pointe-aux-Trembles, Qué.
Ad-Print Markings Ltd.	Vancouver, B.C.
Alberta Traffic Supply Limited	Edmonton, Alta.
Alpine Graphic Productions Limited	Downsview, Ont.
* Ampco Manufacturers Inc.	Vancouver, B.C.
* Anything Glows Ltd.	Toronto, Ont.
Arco Graphics Inc.	Saskatoon, Sask.
Art Glasswork Ltd.	Winnipeg, Man.
Art Service Signs Ltd.	Edmonton, Alta.
Astrographic Industries Ltd.	Surrey, B.C.
Bishop Printing Co. Ltd.	Winnipeg, Man.
* Canada Trans Limited	Strathroy, Ont.
* Canadian Offset & Screen Inc.	Markham, Ont.
Canadian Screen Print Ltd.	Brantford, Ont.
* Cathco Div. of Cadillac Sportswear Inc.	Downsview, Ont.
Clarke Productions (1982) Limited	Dundas, Ont.
Commercial Signs (1983) Ltd.	Edmonton, Alta.
Continental Signs Ltd.	Edmonton, Alta.
* Country Graphics & Printing Ltd.	Rosenort, Man.
* Cowan Graphics Inc.	Edmonton, Alta.
* Craft Originators Inc.	Hamilton, Ont.
Day Nite Neon Signs Limited	Dartmouth, N.S.

* Company engaged in export trade.

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN SUPPLIERS (Cont'd)

BOSS (Cont'd)

Decalcomania Transfers, Printed (Cont'd)

<u>Name</u>	<u>Location</u>
Decal Mania	Fort St John, B.C.
* Decalcomania Industries Ltd.	Scarborough, Ont.
Decalcomania Manufacturing Co. Ltd.	Montréal, Qué.
* Display Arts of Toronto Limited	Toronto, Ont.
Display Design Systems Ltd.	Edmonton, Alta.
* Eagles & Radcliffe	Dartmouth, N.S.
Emballages Biltwell Containers Ltee/Ltd.	Montréal, Qué.
Fleming Decal & Sign (1985) Ltd.	Vancouver, B.C.
* Genad Inc.	Lachine, Qué.
Graphic-Ad Limited	Humboldt, Sask.
Grosnor Industries Inc.	Etobicoke, Ont.
Hi-Signs Manufacturing Ltd.	Edmonton, Alta.
I-Dent Decals Ltd.	Calgary, Alta.
Imprimerie du Golfe Inc.	Rimouski, Qué.
Improflex Inc.	Pointe-du-Lac, Qué.
Inland Advertising & Promotions Ltd.	Edmonton, Alta.
* Intergraphics Decal Ltd.	Winnipeg, Man.
Jones Perfect Signs Ltd.	St Thomas, Ont.
* Kaumagraph International Ltd.	Port Elgin, Ont.
Lorne Merkur & Sister Inc.	Toronto, Ont.
Marking Systems of Alberta Ltd.	Calgary, Alta.
* Marklyn Co. Inc.	Mississauga, Ont.
Marnicole Sales Inc.	Markham, Ont.
Mike Yohnicki Enterprises	London, Ont.
Minimedia	Mississauga, Ont.
Multiscreen Products Inc.	Scarborough, Ont.
Newcastle Printing Ltd.	Newcastle, N.B.
Nothers Awards & Identifications Ltd.	London, Ont.
Perma-Guard Holdings Ltd.	Winnipeg, Man.
Permark Inc.	Toronto, Ont.
* Presto-Crest Canada Ltd.	Kincardine, Ont.
Prodecal Ltd.	Perth, Ont.
Prolific Graphics Inc.	Winnipeg, Man.
Propak Industries Ltd.	Delta, B.C.
Provost Signs & Rubber Stamps (1983)	Neepawa, Man.
* Rafm Company Inc.	Cambridge, Ont.
Red Stone Graphics Inc.	Charlottetown, P.E.I.
Regina Silk Screen Ind. Ltd.	Regina, Sask.
Rmc Sports Manufacturing Ltd.	Edmonton, Alta.
Rolex Plastics Mfg. Ltd.	Victoria, B.C.

* Company engaged in export trade.

DECALCOMANIA TRANSFERS
(DECALS)

CANADIAN SUPPLIERS (Cont'd)

BOSS (Cont'd)

Decalcomania Transfers, Printed (Cont'd)

<u>Name</u>	<u>Location</u>
S.M. Sign Magic Ltd.	Surrey, B.C.
* Sandylion Sticker Designs	Markham, Ont.
Schultz Magnetic Sign & Decal Inc.	High River, Alta.
Serigraphie Albion Screen Printing Inc.	Hull, Qué.
Serigraphie M.P. Inc.	Victoriaville, Qué.
* Seventy-Seven Signs Ltd.	Saskatoon, Sask.
Sign Language Ltd.	Lloydminster, Alta.
Silver Mountain Signs Ltd.	St Albert, Alta.
* Simple Signman Inc.	Chambly, Qué.
Simpson Graphic Arts Ltd.	Breslau, Ont.
Sonatex Laminating Canada Inc.	Stony Creek, Ont.
Superior Stamp & Stencil Co. Ltd.	Vancouver, B.C.
T Shirts Unlimited Div. of Stodola	Saskatoon, Sask.
Tandem Inc.	Mississauga, Ont.
Thermopatch Canada Inc.	Kitchener, Ont.
Thomas Nameplates Limited	Orillia, Ont.
Thomson Graphic Arts Limited	Mississauga, Ont.
Tonge & Ellam Ltd.	Vancouver, B.C.
Top Tape & Label Ltd.	Burlington, Ont.
Trophees de la Rose Inc.	Lachute, Qué.
Valley Graphics Ltd.	Fredericton, N.B.
W.B. Signs (1979)	Yorkton, Sask.
W.J. Vinyl Products Inc.	Calgary, Alta.
William Huff Advertising Ltd.	Edmonton, Alta.
Wolfe Brothers Advertising Ind. Ltd.	Toronto, Ont.

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.

DECALCOMANIA TRANSFERS (DECALS)

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX

Companies are arranged in alphabetical order.

Decals

<u>Name</u>	<u>Location</u>
AS & G Lettering Systems Inc.	Scarborough, Ont.
Acme Decalcomania Limited	Toronto, Ont.
Acme Signalisation Inc.	Pointe-aux-Trembles, Qué.
*Ad-Print Markings Ltd.	Vancouver, B.C.
All-Stick Label Limited	Bolton, Ont.
Alpine Graphic Productions Ltd.	Downsview, Ont.
Artistic Decalcomania Ltd.	Montréal, Qué.
Astrographic Industries Ltd.	Surrey, B.C.
Auty Printing Limited	Mississauga, Ont.
Belle-Fosh Signs Ltd.	Winnipeg, Man.
British Columbia Stamp Works Limited	Vancouver, B.C.
*Can-Aqua Industries Ltd.	North Vancouver, B.C.
Canada Decal Inc.	Scarborough, Ont.
Canadian Art China Limited	Collingwood, Ont.
Canadian Offset & Screen Inc.	Markham, Ont.
Canswiss Industries Limited	Scarborough, Ont.
Continental Decal Industries Inc.	Rexdale, Ont.
Continental Traffic & Industrial Signs Inc.	Clearbrook, B.C.
Corporate Decals	Edmonton, Alta.
Cowan Graphics Inc.	Edmonton, Alta.
Coyle & Greer Awards Canada Ltd.	Ingersoll, Ont.
*Craft Originators Inc.	Hamilton, Ont.
*Crest Art Ltd.	Winnipeg, Man.
Crest-O-Matic Ltd.	Montréal, Qué.
Crest Screen Printing Ltd.	Victoria, B.C.
*Crila Plastic Industries Limited	Bolton, Ont.
Decal Industries Inc.	Scarborough, Ont.
Decalcomania Mfg. Co. Ltd.	Montréal-Nord, Qué.
Decalcomanie Beaver Inc.	Montréal, Qué.
Deco Adhesive Products Limited	Rexdale, Ont.
Edmonton Rubber Stamp Ltd.	Edmonton, Alta.
Graphic Screen Advertising Ltd.	Toronto, Ont.
Hewitt, Geo. H., Co., Limited, The	Vancouver, B.C.
Hi-Signs Manufacturing Ltd.	Edmonton, Alta.
*Intergraphics Decal Ltd.	Winnipeg, Man.
International Name Plate Supplies Ltd.	London, Ont.
Johnstone Metal Printers Co. Limited	Scarborough, Ont.

* Company engaged in export trade.

**DECALCOMANIA TRANSFERS
(DECALS)**

CANADIAN SUPPLIERS (Cont'd)

CANADIAN TRADE INDEX (Cont'd)

Decals (Cont'd)

<u>Name</u>	<u>Location</u>
Jonergin Inc.	St. Hubert, Qué.
Jones Perfect Signs Limited	St. Thomas, Ont.
L & M Signs Ltd.	Calgary, Alta.
Labelcraft Products Ltd.	Pickering, Ont.
*MacFarlane Nameplate & Anodizing Inc.	Rexdale, Ont.
*Marklyn Co. Inc.	Mississauga, Ont.
Mavana Associates Limited	Mississauga, Ont.
Monogram Decal & Specialties Ltd.	Missauga, Ont.
*Normandy Industries	Toronto, Ont.
Omniscreen Ltd.	Calgary, Alta.
Ontario Decal Inc.	Toronto, Ont.
*Permark Inc.	Toronto, Ont.
Price Advertising Inc.	North Bay, Ont.
Print-Bi-Screen Limited	Weston, Ont.
Print-Mate Graphics Limited	Brantford, Ont.
*Prolific Graphics Inc.	Winnipeg, Man.
Screen Print Display Adverstising (Western) Limited	Winnipeg, Man.
Simple Signman Inc.	Chambly, Qué.
Simpson Graphic Arts Limited	Breslau, Ont.
*Spectralite 70 Limited	Trois-Rivières, Qué.
Stan-Ad	Montréal, Qué.
Stanley Manufacturing Company Ltd.	Toronto, Ont.
Sunwest Screen Graphics Ltd.	Winnipeg, Man.
Superior Stamp & Stencil Co. Ltd.	Vancouver, B.C.
Top Tape & Label Limited	Burlington, Ont.
Toronto Stamp Inc.	Toronto, Ont.

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.

**DECALCOMANIA TRANSFERS
(DECALS)**

UNITED STATES IMPORTS

SUMMARY

The United States Department of Commerce reports U.S. imports for the above products under the following Harmonized System (H.S.) Commodity Codes:

<u>Description</u>	<u>H.S. Commodity Code</u>	<u>1991 Value of Imports (\$000)</u>
Transfers (decalcomanias) (49.08)		
Transfers (decalcomanias), vitrifiable	4908.10.00.00	22 410
Other transfers	4908.90.00.00	<u>42 364</u>
TOTAL		64 774

**DECALCOMANIA TRANSFERS
(DECALS)**

UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN

**TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00)**

<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>
France					
Quantity (KG)	40 804	53 425	61 973	44 471	23.2
Value (\$000)	3 474	6 067	7 215	5 048	44.1
Fed. Rep. of Germany					
Quantity (KG)	90 615	115 812	91 048	42 049	0.2
Value (\$000)	5 726	8 393	7 060	3 560	11.0
United Kingdom					
Quantity (KG)	75 251	51 635	66 817	36 892	-5.8
Value (\$000)	4 958	3 481	4 834	2 761	-1.3
Japan					
Quantity (KG)	36 202	20 263	10 271	25 437	-46.7
Value (\$000)	2 212	2 378	1 974	1 524	-5.5
Republic of Korea					
Quantity (KG)	11 530	12 730	15 577	6 997	16.2
Value (\$000)	267	306	348	148	14.0
Italy					
Quantity (KG)	10 093	6 876	5 788	3 069	-24.3
Value (\$000)	540	345	232	188	-34.4
Switzerland					
Quantity (KG)	-	319	4 589	-	1 338.6
Value (\$000)	-	2	131	-	6 881.2
Canada					
Quantity (KG)	1 993	9 349	3 719	3 947	36.6
Value (\$000)	69	410	125	95	34.4
Netherlands					
Quantity (KG)	2 714	3 154	3 288	1 540	10.1
Value (\$000)	103	132	112	75	4.5
Spain					
Quantity (KG)	1 787	4 088	2 992	2 734	29.4
Value (\$000)	65	149	110	106	30.6
Other					
Quantity (KG)	16 303	9 251	6 317	2 866	-37.8
Value (\$000)	494	361	267	115	-26.5
Total					
Quantity (KG)	287 292	286 902	272 379	170 002	-2.6
Value (\$000)	17 908	22 025	22 410	13 621	11.9

NOTES : Ranked in descending order by 1991 value.

Canada ranked 8 overall.

Source: U.S. Department of Commerce.

* The latest year is cumulative to the second quarter.

**DECALCOMANIA TRANSFERS
(DECALS)**

UNITED STATES IMPORTS (Cont'd)

BY MAJOR COUNTRY OF ORIGIN (Cont'd)

**OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00)**

<u>Country of Origin</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	Average Annual Growth Rate 1989-91 (%)
Fed. Rep. of Germany					
Quantity (000 KG)	850	1 066	1 164	571	17.0
Value (\$000)	9 725	13 050	14 826	7 668	23.5
United Kingdom					
Quantity (000 KG)	504	691	601	285	9.2
Value (\$000)	9 119	9 715	8 569	5 463	-3.1
Italy					
Quantity (000 KG)	216	386	507	224	53.2
Value (\$000)	3 016	4 944	5 747	3 122	38.1
France					
Quantity (000 KG)	131	168	319	248	56.1
Value (\$000)	2 064	2 537	5 227	4 398	59.1
Japan					
Quantity (000 KG)	21	17	25	16	10.0
Value (\$000)	823	2 351	3 044	2 660	92.3
Canada					
Quantity (000 KG)	89	78	83	30	-3.4
Value (\$000)	2 405	2 085	1 803	966	-13.4
Ireland					
Quantity (000 KG)	-	46	21	-	-53.8
Value (\$000)	-	2 807	973	-	-65.3
Austria					
Quantity (000 KG)	0	2	3	1	201.4
Value (\$000)	34	159	452	132	262.4
Taiwan					
Quantity (000 KG)	18	19	23	33	13.3
Value (\$000)	459	535	374	642	-9.7
Spain					
Quantity (000 KG)	1	15	34	13	709.0
Value (\$000)	23	224	337	222	282.8
Other					
Quantity (000 KG)	109	64	61	92	-24.9
Value (\$000)	1 296	883	1 013	2 781	-11.6
Total					
Quantity (000 KG)	1 940	2 552	2 844	1 513	21.1
Value (\$000)	28 964	39 290	42 364	28 054	20.9

NOTES : Ranked in descending order by 1991 value.

Canada ranked 6 overall.

Source: U.S. Department of Commerce.

* The latest year is cumulative to the second quarter.

**DECALCOMANIA TRANSFERS
(DECALS)**

UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY

**TRANSFERS (DECALCOMANIAS), VITRIFIABLE
(H.S. 4908.10.00.00)**

<u>Customs District of Entry</u>	<u>1989</u>	<u>1990</u>	<u>1991</u>	<u>1992*</u>	<u>Average Annual Growth Rate 1989-91 (%)</u>
Philadelphia, Pennsylvania					
Quantity (KG)	84 274	79 602	82 572	53 608	-1.0
Value (\$000)	6 028	6 164	6 795	4 507	6.2
Chicago, Illinois					
Quantity (KG)	57 456	55 363	54 610	29 711	-2.5
Value (\$000)	3 993	5 484	6 659	3 541	29.1
New York City, New York					
Quantity (KG)	53 315	64 119	55 545	24 170	2.1
Value (\$000)	2 810	4 132	3 617	1 721	13.5
Cleveland, Ohio					
Quantity (KG)	23 156	11 843	18 564	29 997	-10.5
Value (\$000)	1 178	1 635	2 273	1 783	38.9
Los Angeles, California					
Quantity (KG)	35 999	32 388	23 372	10 719	-19.4
Value (\$000)	2 004	2 516	1 689	989	-8.2
Wilmington, North Carolina					
Quantity (KG)	2 083	3 527	4 025	2 259	39.0
Value (\$000)	177	268	347	209	40.1
Anchorage, Alaska					
Quantity (KG)	189	1 744	1 034	190	133.9
Value (\$000)	20	205	159	31	180.9
Buffalo, New York					
Quantity (KG)	1 832	6 926	2 626	1 552	19.7
Value (\$000)	84	470	122	72	20.6
Dallas-Fort Worth, Texas					
Quantity (KG)	1 070	4 824	5 862	2 789	134.1
Value (\$000)	35	45	115	49	80.4
San Francisco, California					
Quantity (KG)	12 331	4 067	2 198	113	-57.8
Value (\$000)	893	316	97	8	-67.1
Other					
Quantity (KG)	15 587	22 499	21 971	14 894	18.7
Value (\$000)	687	790	537	711	-11.6
Total					
Quantity (KG)	287 292	286 902	272 379	170 002	-2.6
Value (\$000)	17 908	22 025	22 410	13 621	11.9

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the second quarter.

DECALCOMANIA TRANSFERS
(DECALS)

UNITED STATES IMPORTS (Cont'd)

BY CUSTOMS DISTRICT OF ENTRY (Cont'd)

OTHER TRANSFERS (DECALCOMANIAS)
(H.S. 4908.90.00.00)

Customs District of Entry	1989	1990	1991	1992*	Average Annual Growth Rate 1989-91 (%)
New York City, New York					
Quantity (000 KG)	1 640	2 302	2 542	1 264	24.5
Value (\$000)	21 560	30 884	33 480	18 183	24.6
Chicago, Illinois					
Quantity (000 KG)	27	47	45	87	29.7
Value (\$000)	922	2 896	3 456	5 033	93.6
Los Angeles, California					
Quantity (000 KG)	51	24	31	13	-22.4
Value (\$000)	1 112	809	1 163	742	2.3
Cleveland, Ohio					
Quantity (000 KG)	27	45	36	34	16.1
Value (\$000)	1 315	1 206	1 007	788	-12.5
Buffalo, New York					
Quantity (000 KG)	76	63	67	19	-5.8
Value (\$000)	1 619	1 244	960	336	-23.0
Detroit, Michigan					
Quantity (000 KG)	16	10	18	6	7.3
Value (\$000)	236	422	663	309	67.7
Tampa, Florida					
Quantity (000 KG)	6	6	5	4	-12.5
Value (\$000)	296	311	277	191	-3.3
San Juan, Puerto Rico					
Quantity (000 KG)	0	0	39	0	844.0
Value (\$000)	29	9	270	4	204.1
Ogdensburg, New York					
Quantity (000 KG)	1	3	2	3	19.9
Value (\$000)	68	161	169	167	57.8
Miami, Florida					
Quantity (000 KG)	5	13	18	8	86.3
Value (\$000)	67	100	148	61	48.4
Other					
Quantity (000 KG)	90	40	42	75	-32.0
Value (\$000)	1 740	1 249	770	2 242	-33.5
Total					
Quantity (000 KG)	1 940	2 552	2 844	1 513	21.1
Value (\$000)	28 964	39 290	42 364	28 054	20.9

NOTES : Ranked in descending order by 1991 value.

* The latest year is cumulative to the second quarter.

DECALCOMANIA TRANSFERS (DECALS)

TARIFFS

CANADIAN

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

Tariff Item	Description of Goods	Tariff Treatment - 1992		
		Most Favoured Nation Tariff	General Preferential Tariff	United States Tariff
Transfers (decalcomanias):				
4908.10	Transfers (decalcomanias), vitrifiable	Free	Free	Free
4908.90	Other	10.2%	Free	2%

TARIFF ARRANGEMENTS AND FOREIGN COUNTRIES OF EXPORT

Exporting countries as shown in this report which qualify for the Most Favoured Nation tariff treatment: United Kingdom, Federal Republic of Germany, France, Italy, Japan, Taiwan, Netherlands, Austria and Sweden.

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.) : Hong Kong and Mexico.

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) 954-6927
Fax.: (613) 954-2509

DECALCOMANIA TRANSFERS (DECALS)

TARIFFS (Cont'd)

UNITED STATES

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

<u>Tariff Item</u>	<u>Description of Goods</u>	<u>General</u>	<u>1</u>	<u>2</u>
4908	Transfers (decalcomanias):			
4908.10.00	Transfers (decalcomanias), vitrifiable	13.2¢/kg + 3.5%	Free (A,CA,E, IL,J)	66¢/kg + 15%
4908.90.00	Other	15.4¢/kg	Free (A,E,IL,J) 3¢/kg (CA)	88¢/kg

- 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
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 Republic (former)	Mongolia
Albania		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

DECALCOMANIA TRANSFERS (DECALS)

MARKET OVERVIEW

A decalcomania transfer (also called decalcomania or decal) is a design, picture, image or lettering laid on a carrier for subsequent transfer to another surface. These products are printed by means of the offset, letterpress, gravure or screen process. These goods are used widely as trademarks, name plates, signs, imprinted advertising messages and instructions, as decorative designs on ceramics and glassware, and for children's toys. The value of the apparent Canadian market for these goods is estimated at over \$30 million.

Market demand for these products has grown at a relatively good rate in the 1980s. However, the growth rate has slowed down in the last few years, reflecting in large measure the increasing use of substitutes, notably pressure-sensitive labels. This trend is expected to continue over the medium term.

André Georges
Recreational and Household Products Directorate

DECALCOMANIA TRANSFERS (DECALS)

dISTCovery - TECHNOLOGY LICENSING OPPORTUNITIES

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

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

dISTCovery 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 **dISTCovery** to promote their unique product or process for licensing internationally.

The following is a list of licensing opportunities identified from **dISTCovery** using the keyword "decals":

- 1-Surface Temperature Calibrators
- 2-Artistic Personalized Spare Tire Cover Kit for Custom

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) 954-2340

OR Recreational and Household Products Directorate
Consumer Products Branch
Industry, Science and Technology Canada
235 Queen Street
Ottawa, Ontario
K1A 0H5
Tel.: (613) 954-3100
Fax.: (613) 954-3107

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800 Victoria Place
P.O. Box 247
Montréal, Qué. H4Z 1E8
Tel.: (514) 283-8185
or 1-800-361-5367
Fax.: (514) 283-3302

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

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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

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

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ISTC
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Saskatoon, Sask.
S7K 5X2
Tel.: (306) 975-4386
Fax.: (306) 975-5334

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

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

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

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ALBERTA

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Edmonton, Alta. T5J 4C3
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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

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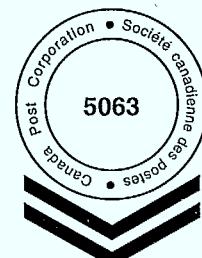
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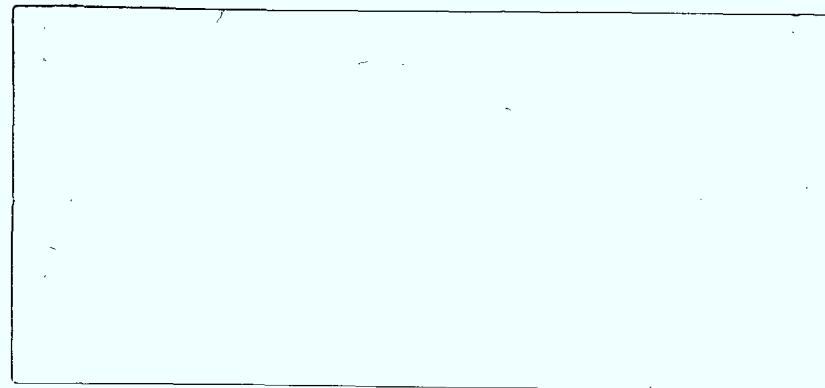
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