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IMPORT PROFILE

Investment Opportunities

WALLPAPER

Pub. No: 70-86

October 1986



Government
of Canada

Regional Industrial
Expansion

Gouvernement
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WALLPAPER

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The nearest DRIE Regional Office.
These offices are listed on the last
page of this publication.

REFERENCE SOURCES

Department of Regional Industrial Expansion
Statistics Canada
Revenue Canada
Supply and Services Canada

EXPLANATORY NOTES

Valuation

Imports are generally recorded at the values established for customs duty purposes according to the provisions of the Customs Act. Customs values are identical to selling prices for most transactions between non-affiliated companies, but customs values exceed selling prices for many transactions between affiliated companies. All values are reported in Canadian dollars and do not include duty.

Average Growth Rate

Growth rates are calculated on the basis of annual compounding.

Rounding

Figures may not add due to rounding.

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CANADIAN MARKET OPPORTUNITIES - IMPORT PROFILE

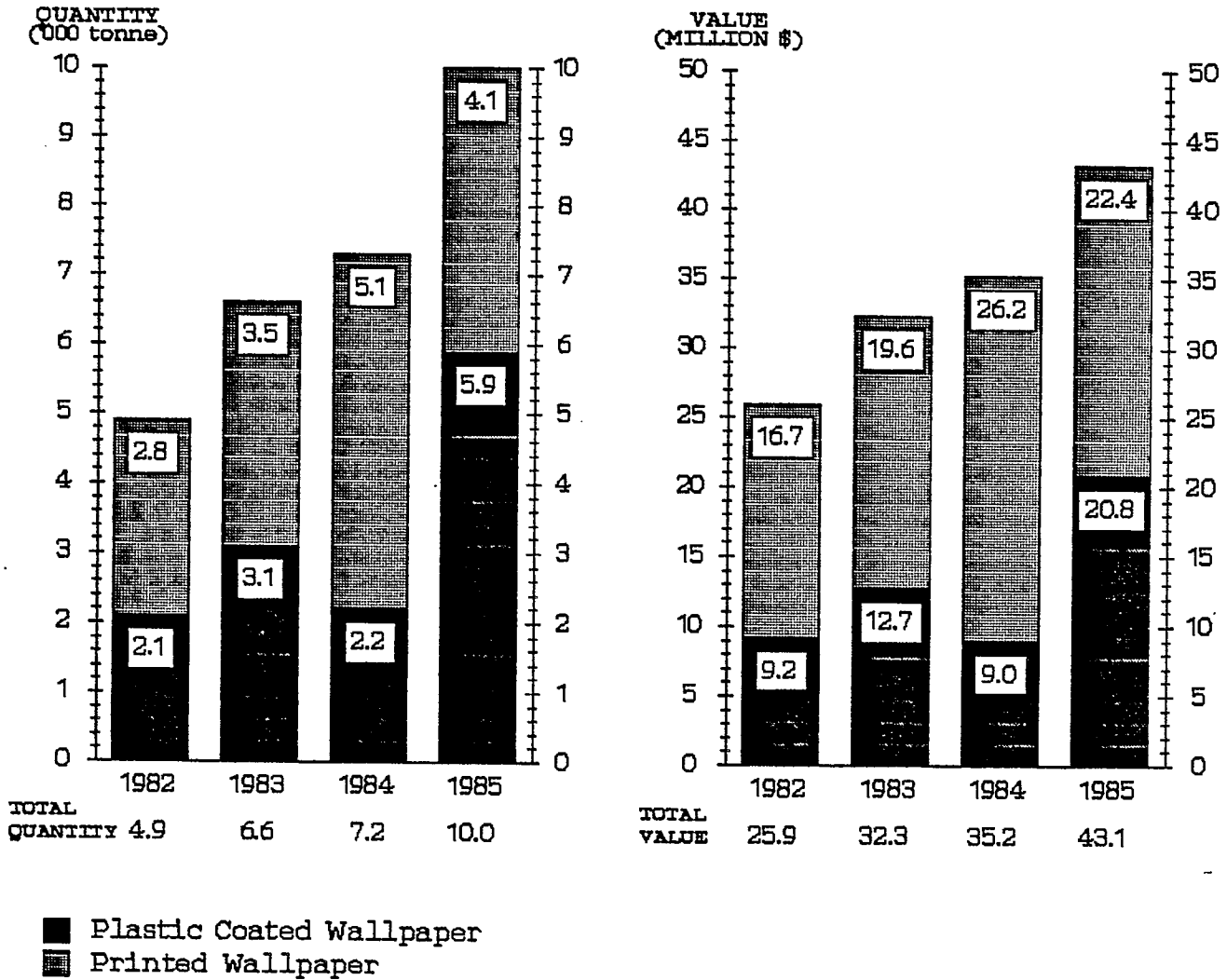
WALLPAPER

INTRODUCTION AND SCOPE

This report is one of a continuing series designed to increase business awareness of the potential existing for domestic production and to stimulate Canadian business to further explore potential opportunities in both the Canadian and export markets. It is important to emphasize that this report does not attempt any assessment as to the feasibility of manufacturing or competing in a particular market and should be treated as an indicator or starting point for the manufacturer or entrepreneur.

This report contains information on both "Wallpaper, Plastic Coated, Except Plastic Wallcover", and "Wallpaper, Printed, Not Elsewhere Specified (NES)", (Canadian International Trade Classification (C.I.T.C.) commodity codes 359-70-20 and 359-70-90, respectively). In this report, these products are referred to, for convenience, as "Plastic Coated Wallpaper" and "Printed Wallpaper." The report does not cover "Wallpaper Base, Not Pasted or Printed," which is classified to (C.I.T.C.) 351-99-30 "Paper Hanging, Not Pasted or Printed," or "Plastic Wallcover," which is classified to (C.I.T.C.) 494-59-89, "Plastic Wallcovering, NES, Except Tiles."

IMPORT TRENDS: OVERVIEW

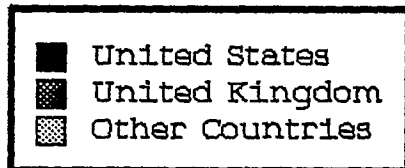
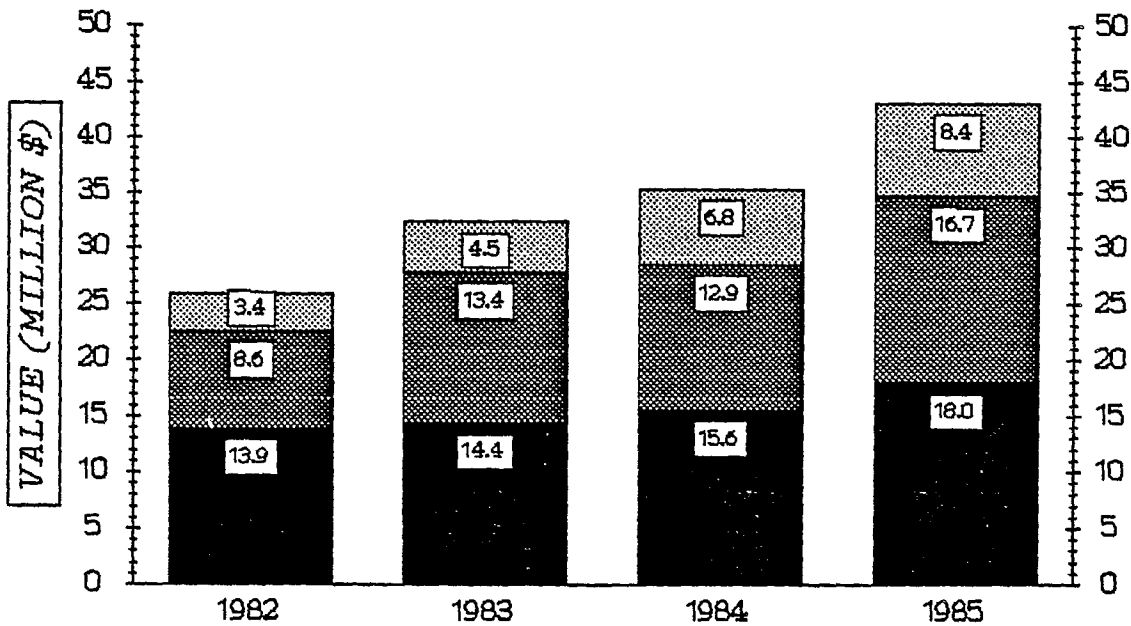
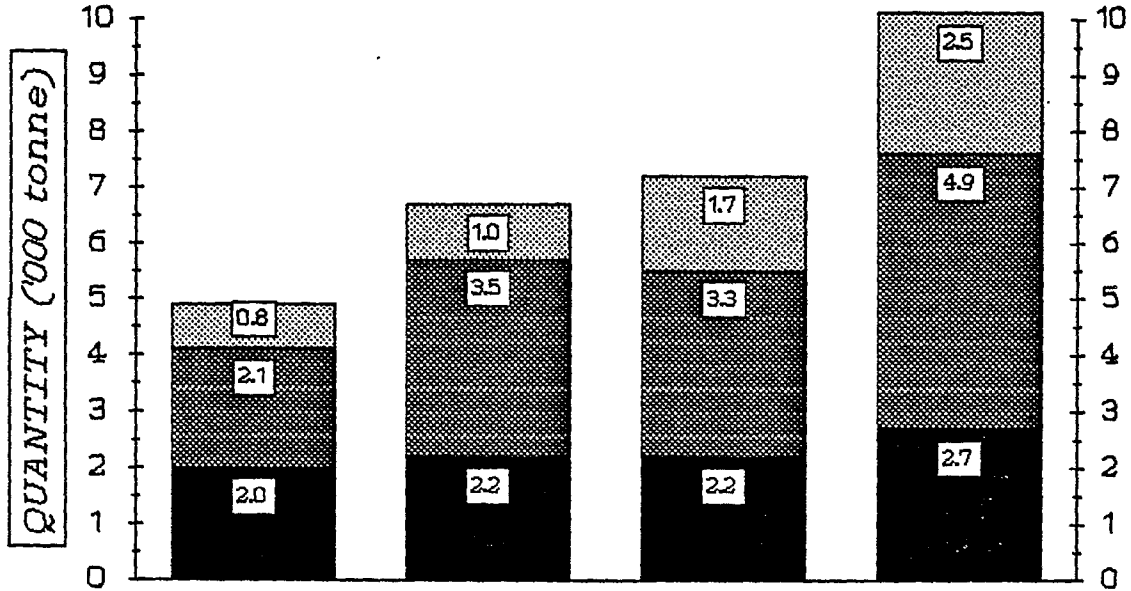


Imports of plastic coated and printed wallpaper have risen steadily from 4 920 tonnes valued at \$25.9 million in 1982, to 9 992 tonnes valued at \$43.1 million in 1985, an average annual growth rate of 27 per cent and 19 per cent, in terms of quantity and value, respectively. Between 1984 and 1985, the increase in the volume of imports of wallpaper was 38 per cent, while the increase in their value was 22 per cent. In 1985, imports of plastic coated wallpaper accounted for 59 per cent of the quantity and 48 per cent of the value of Canada's imports of both types of wallpaper.

IMPORTS OF WALLPAPER - GENERAL SUMMARY (359-70)

	<u>Wallpaper, Plastic Coated</u> <u>(359-70-20)</u>	<u>Wallpaper - Printed</u> <u>(359-70-90)</u>	<u>Total</u> <u>(359-70)</u>
<u>Total Imports: 1985</u>			
Quantity (tonne)	5 861	4 131	9 992
Value (\$000)	20 771	22 356	43 126
Unit Price Per tonne (\$)	3 544	5 412	4 316
<u>Trends: Value of Imports (\$000)</u>			
1982	9 182	16 713	25 895
1983	12 740	19 564	32 304
1984	9 005	26 241	35 246
1985	20 771	22 356	43 126
<u>Average Annual Growth Rate 1982-1985:</u>			
Value %	31	10	19
Quantity %	40	14	27
<u>Imports by Foreign Country of Export 1985: Value (\$000)</u>			
United States	3 074	14 930	18 004
United Kingdom	13 329	3 412	16 740
Italy	1 036	639	1 675
France	698	962	1 660
Finland	1 174	1	1 290
Other	1 460	2 413	3 757
<u>Price Per Tonne: 1985 Value (\$)</u>			
United States	7 002	6 701	6 751
United Kingdom	3 436	3 492	3 448
Italy	3 795	4 878	4 156
France	3 814	3 773	3 790
Finland	1 663	1 315	1 625
Other	3 832	4 023	4 499
<u>Average Annual Growth Rate (1982-1985): % of Value</u>			
United States	35	6	9
United Kingdom	24	26	25
Italy	355	37	87
France	44	5	16
Finland	105	-5	111
Other	35	25	25

IMPORTS OF WALLPAPER BY MAJOR COUNTRY OF EXPORT



IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

WALLPAPER, PLASTIC COATED, EXCEPT PLASTIC WALLCOVER (359-70-20)

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Unit Price 1985</u> \$	<u>Average Annual Growth Rate 1982-1985</u> %	<u>Per cent Change 1984-1985</u> %
UNITED KINGDOM							
Quantity (tonne)	1 676	2 518	1 572	3 879		32	147
Value (\$000)	6 942	10 024	6 381	13 329	3 436	24	109
UNITED STATES							
Quantity (tonne)	186	209	191	439		33	130
Value (\$000)	1 260	1 541	1 287	3 074	7 002	35	139
FINLAND							
Quantity (tonne)	131	51	74	706		75	854
Value (\$000)	137	96	158	1 174	1 663	105	643
ITALY							
Quantity (tonne)	2	0	96	273		415	184
Value (\$000)	11	0	347	1 036	3 795	355	199
FRANCE							
Quantity (tonne)	54	174	123	183		50	49
Value (\$000)	232	589	359	698	3 814	44	94
OTHER							
Quantity (tonne)	93	98	114	381		60	234
Value (\$000)	600	490	473	1 460	3 832	35	209
TOTAL							
Quantity (tonne)	2 142	3 050	2 170	5 861		40	170
Value (\$000)	9 182	12 740	9 005	20 771		31	131
Unit Price (\$)	4 287	4 177	4 150	3 544			

During 1985, imports of plastic coated wallpaper totalled 5 861 tonnes valued at \$20.8 million, an increase of 170 per cent in quantity and 131 per cent in value, when compared to 1984.

The major exporter to Canada of plastic coated wallpaper has consistently been the United Kingdom which accounted for 66 per cent of the quantity and 64 per cent of the value of imports in 1985. The second major exporter was the United States, with 7 and 15 per cent of the imports, respectively.

In 1985, the average price per tonne of plastic coated wallpaper was \$3 544. The average price per tonne for imports from the UK, Italy and France was near the average. However, the average unit price ranged from \$1 663 per tonne for imports of plastic coated wallpaper from Finland, to \$7 002 per tonne for those from the United States. The variations in prices were due to differences in patterns, textures, materials, etc.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

WALLPAPER, PRINTED, NOT ELSEWHERE SPECIFIED (359-70-90)

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Unit Price 1985</u> \$	<u>Average Annual Growth Rate 1982-1985</u> %	<u>Per cent Change 1984-1985</u> %
UNITED STATES							
Quantity (tonne)	1 843	1 944	2 058	2 228		7	8
Value (\$000)	12 617	12 888	14 351	14 930	6 701	6	4
UNITED KINGDOM							
Quantity (tonne)	401	944	1 735	977		35	-44
Value (\$000)	1 702	3 390	6 468	3 412	3 492	26	-47
FRANCE							
Quantity (tonne)	265	259	405	255		-1	-37
Value (\$000)	839	978	1 436	962	3 773	5	-33
ITALY							
Quantity (tonne)	38	45	117	131		51	12
Value (\$000)	247	263	503	639	4 878	37	27
REPUBLIC OF KOREA							
Quantity (tonne)	37	115	124	70		24	-44
Value (\$000)	345	807	857	522	7 457	15	-39
OTHER							
Quantity (tonne)	196	223	637	470		34	-26
Value (\$000)	963	1 238	2 626	1 891	4 023	25	-28
TOTAL							
Quantity (tonne)	2 780	3 530	5 076	4 131		14	-19
Value (\$000)	16 713	19 564	26 241	22 356		10	-15
Unit Price (\$)	6 012	5 542	5 170	5 412			

During 1985, imports of printed wallpaper totalled 4 131 tonnes valued at \$22.4 million, a decrease of 19 per cent in quantity and 15 per cent in value, when compared to 1984.

Although the United States has been consistently the major exporter to Canada of printed wallpaper, it lost considerable ground to imports from other countries. Its share of Canadian imports decreased from 66 per cent of the volume and 75 per cent of the value in 1982, to 54 per cent and 67 per cent, respectively, in 1985.

However, the United Kingdom was the second exporter to Canada, both in terms of volume and value, of printed wallpaper, during the four-year period. Its share of Canadian imports increased from 14 per cent of the volume and 10 per cent of the value in 1982, to 24 per cent and 15 per cent, respectively, in 1985.

The share of imports of other countries has risen from 7 per cent of the volume and 14 per cent of the value in 1982, to 11 per cent and 9 per cent, respectively, in 1985. This can be attributed to increases in imports from Belgium, Luxembourg, the Federal Republic of Germany, the Netherlands and Sweden.

The average price per tonne of imports of printed wallpaper has decreased slightly during the four-year period; it was \$5 412 in 1985. In that year, the average price ranged from a low of \$3 492 per tonne for printed wallpaper from the United Kingdom to a high of \$7 457 per tonne for imports from the Republic of Korea. It is worth noting that the average unit price for imports of printed wallpaper from the latter country has been consistently the highest, during the four-year period.

IMPORT MARKET CONCENTRATION
(BY % OF TOTAL 1985 VALUE)

WALLPAPER - (359-70)

<u>Type</u>	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 15 Importers</u>
Wallpaper, Plastic Coated, Except Plastic Wallcover	77	93	95
Wallpaper, Printed, NES	50	66	76
Combined	52	71	80

The 10 major importers of plastic coated and printed wallpaper accounted for 71 per cent of the total value of imports for 1985. Five of these 10 importers were manufacturers of paints, varnishes, lacquers, enamels and allied products, or paper and allied products, accounting for \$11.6 million of total imports. The other five major importers were wholesalers of paints, varnishes and supplies, or retailers of paint, glass and wallpaper, accounting for \$19.2 million of the imports. The top 10 importers were located in Ontario.

NOTE: "Top importers" are the known importers with the largest imports by value in 1985.

TYPE AND LOCATION OF THE TOP 10 KNOWN IMPORTERS - 1985
(93% OF TOTAL IMPORT VALUE)

WALLPAPER PLASTIC COATED, EXCEPT PLASTIC WALLCOVER (359-70-20)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS AND RETAILERS</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	6	11 062	3	8 183*	9	19 245*
Québec	-	-	1	-	1	-
Western Provinces	-	-	-	-	-	-
Atlantic Provinces	-	-	-	-	-	-
TOTAL	6	11 062	4	8 183	10	19 245
Per cent of 1985 total value		53%		39%		93%

* Ontario and Québec aggregated to preserve confidentiality.

There were at least 50 known importers of plastic coated wallpaper in 1985. The top 10 importers accounted for 93 per cent, or \$19.2 million, of total imports. Of these 10 importers, three operated paper mills, which accounted for \$4.9 million of the value of imports, and another three were manufacturers of paints and related products. Four of the top 10 importers were wholesalers or retailers of paints, varnishes, glass and wallpaper.

TYPE AND LOCATION OF THE TOP 20 KNOWN IMPORTERS - 1985
(81% OF TOTAL IMPORT VALUE)

PRINTED WALLPAPER, NOT ELSEWHERE SPECIFIED (359-70-90)

	<u>MANUFACTURERS</u>		<u>WHOLESALERS</u>		<u>RETAILERS</u>		<u>TOTAL</u>	
	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>	<u>No. of Importers</u>	<u>Value (\$000)</u>
Ontario	5	3 162*	7	11 920*	3	3 074*	15	15 072
Québec	2		1		2		5	3 084
Western Provinces	-	-	-	-	-	-	-	-
Atlantic Provinces	-	-	-	-	-	-	-	-
TOTAL	7	3 162	8	11 920	5	3 074	20	18 156
Per cent of 1985 total value		14%		53%		14%		81%

* Ontario and Québec aggregated to preserve confidentiality.

In 1985, there were at least 162 known importers of printed wallpaper. The top 20 importers accounted for \$18.2 million, or 81 per cent of the value of imports. Of these 20 importers, eight were wholesalers of paints, varnishes and supplies, and accounted for \$11.2 million, or 53 per cent of the value of imports. Five were retailers of paint, glass and wallpaper, and accounted for \$3 million, or 14 per cent of the value of imports. Fifteen of the top 20 importers were located in Ontario, and they accounted for \$15 million of the value of imports.

CANADIAN PRODUCTION

There are at least seven manufacturers of plastic coated and printed wallpaper in Canada. Statistics Canada reports that shipments of all types of wallpaper from Canadian plants were valued at \$106.7 million in 1984.

EXPORTS

Statistics Canada reports that exports of all types of wallpaper amounted to 12 850 tonnes and were valued at \$75 million in 1985.

CANADIAN DOMESTIC MARKET

PLASTIC COATED AND PRINTED WALLPAPER

	<u>1983</u> (\$000)	<u>1984</u> (\$000)
Canadian Production	100 172	106 689
Imports	<u>32 304</u>	<u>35 246</u>
Sub-Total	132 476	141 935
Exports	<u>63 722</u>	<u>76 000</u>
Apparent Domestic Market	68 754	65 935
Import Penetration (Imports/Apparent Domestic Market)	46.9%	53.4%

MARKET SUMMARY

Wallpaper is a fashion item, aimed primarily at the "do it yourself" market, and is sold in prepackaged rolls approximately 20-inch wide. Several varieties of wallpaper exist, the most common being either vinyl-coated or paperbacked vinyl. The vinyl coating gives the product an improved ability to be washed after installation. Although plain varieties are available, the majority of the products sold in Canada are prepaste for easy installation. In addition, most products are now dry strippable or peelable, allowing for easy removal from the wall for redecorating purposes.

The Canadian wallpaper manufacturing industry is well-developed, technically competent and modern. It is comprised of seven companies. The Canadian manufacturers sell their products in the domestic market and in a number of export markets. In 1984, the manufacturers exported more than 70 per cent of the value of their production of plastic coated and printed wallpaper.

Despite the quality of products and strong manufacturing capability of the Canadian industry, it is estimated that imports supply approximately 50 per cent of the Canadian demand for wallpaper. The bulk of Canada's imports of wallpaper originate from the United States and European countries. Traditionally, these imports were aimed either at the low end of the market, or the high end of the market; the latter type of product often requires professional installation. It seems that imports of wallpaper are now aimed at the middle of the market, in direct competition with wallpaper manufactured in Canada.

The Canadian market for wallpaper continues to grow, and has recovered following a slight recession in the early 1980s. Wallpaper, being a fashion and luxury item, must rely on discretionary disposable income. In addition, the product competes with many other decorating products currently available. Although the market for wallpaper is growing, and imports represent a sizeable portion of the Canadian market, the Canadian manufacturing industry is capable of supplying the demand well into the future. However, Canadian suppliers could look for opportunities to take over market segments which are currently supplied by imports.

At the retail level, wallpaper prices can range from \$5 per roll at the low end of the market, to \$250 per roll at the high end of the market. While price is a significant factor, colour, style, design and ease of installation are equally important.

In the past, price discounts and special promotional sales of wallpaper were limited to once or twice per year, when retailers tried to sell slower-moving lines. An indication of the current status of the retail market can be found in the fact that price discounting and special sales promotions have become an everyday occurrence. Competition is keen at the retail level as wallpaper can now be found in independent specialty decorating stores, specialty retail chains and department stores. Recently, building material and general hardware retail outlets have begun to carry the product. Both the retail and wholesale markets for wallpaper are competitive.

This report was prepared by:

the Market Development Branch
in collaboration with the
Converted Wood and Paper Products Division,
Resource Processing Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

Pub. No: 70-86

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

WALLPAPER (359-70)

<u>Foreign Country of Export</u>	<u>1982</u>	<u>1983</u>	<u>1984</u>	<u>1985</u>	<u>Unit Price 1985 \$</u>	<u>Average Annual Growth Rate 1982-1985 %</u>	<u>Per cent Change 1984-1985 %</u>
UNITED STATES							
Quantity (tonne)	2 028	2 152	2 249	2 667		10	19
Value (\$000)	13 877	14 429	15 638	18 004	6 751	9	15
UNITED KINGDOM							
Quantity (tonne)	2 077	3 462	3 308	4 855		33	47
Value (\$000)	8 644	13 414	12 850	16 740	3 448	25	30
ITALY							
Quantity (tonne)	40	45	213	403		116	89
Value (\$000)	257	263	850	1 675	4 156	87	97
FRANCE							
Quantity (tonne)	319	432	528	438		11	-17
Value (\$000)	1 071	1 567	1 795	1 660	3 790	16	-8
FINLAND							
Quantity (tonne)	131	75	249	794		82	219
Value (\$000)	137	121	845	1 290	1 625	111	53
OTHER							
Quantity (tonne)	325	412	700	835		37	19
Value (\$000)	1 909	2 510	3 268	3 757	4 499	25	15
TOTAL							
Quantity (tonne)	4 920	6 578	7 247	9 992		27	38
Value (\$000)	25 895	32 304	35 246	43 126		19	22
Unit Price (\$)	5 263	4 911	4 864	4 316			

CANADIAN TARIFFS, 1986

Tariff Item	Description	% of Total Import Value (1985)	TARIFF TREATMENT				
			British Prefer- ential Tariff %	Most Favoured Nation Tariff %	General Tariff %	General Prefer- ential Tariff %	U.K. and Ireland %
19500-01	Hanging paper, n.o.p., or wall- papers, including borders or bordering	98	8.4	8.4	35	Free	8.4
	<u>Future Scheduled Rates:</u> January 1, 1987		7.5	7.5	35	Free	7.5

N.o.p. - Not otherwise provided for

Tariff Arrangements and Foreign Countries of Export:

MOST FAVOURED NATION TARIFF TREATMENT: UNITED STATES, ITALY, FRANCE, FINLAND
 MOST FAVOURED NATION TARIFF TREATMENT OR GENERAL SYSTEM OF PREFERENCE*: REPUBLIC OF KOREA
 MOST FAVOURED NATION TARIFF TREATMENT OR U.K. AND IRELAND TREATMENT: UNITED KINGDOM

ENQUIRIES CONCERNING 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) 996-9491

*NOTE: In order to qualify for the General System of Preference treatment, a special certificate of origin is required.

CANADIAN IMPORTERS

Importers of printed wallpaper during 1985 as indicated in this report are listed below in alphabetical order. This list includes all importers with the exception of shipments to individuals and a minimal number of importers whose names were not available. The number in brackets following the names of the importers indicates the specific types of wallpaper imported; (1) plastic wallpaper, except plastic wallcover; (2) printed wallpaper, not elsewhere specified.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Aristokraft Vinyl Inc.(2)	Downsview, Ont.	Decoustics Ltd.(2)	Rexdale, Ont.
Arthur Sanderson & Sons, Div. of Reed Inc.(2)	Downsview, Ont.	Desart Wall Covering Inc.(1)(2)	Downsview, Ont.
Atlas Turner Inc.(2)	Montréal, Qué.	Desmarais & Robitaille Ltée(2)	Montréal, Qué.
Augusta House Limited(2)	Hamilton, Ont.	Dirstein Robertson Ltd.(2)	Toronto, Ont.
B & B Decor Enrg.(2)	Montréal, Qué.	Diva Tissus d'Ameublement Ltée(2)	Montréal, Qué.
B B Bargoons Wallpaper O/S Woodshed Properties Inc.(2)	Markham, Ont.	Donald Ketcheson Ltd.(2)	Toronto, Ont.
B B Decor Inc.(2)	Cote St-Luc, Qué.	Duradek Permanent Sundecks Ltd.(2)	Redmond, WA, USA*
Bapco (2297000)(1)(2)	North York, Ont.	Easy-Plan Furniture Limited(1)(2)	Pickering, Ont.
Beaver Lumber Co. Ltd.(2)	Don Mills, Ont.	Egan Laing Inc.(1)(2)	Montréal, Qué.
Belcourt Construction Co. Ltd.(2)	Dollards-des-Ormeaux, Qué.	Elias Brothers Restaurants of Canada Ltd.(2)	Windsor, Ont.
Bondex International (Canada) Ltd.(2)	Bramalea, Ont.	F W Woolworth Co. Ltd.(2)	Weston, Ont.
Brown Shoe Company of Canada Ltd.(2)	Perth, Ont.	Florsheim Inc.(2)	Cambridge, Ont.
Brunschwig & Fils Ltd.(2)	New York, NY, USA*	Foucray Canada Inc.(2)	Brossard, Qué.
Brunschwig & Fils Ltd.(2)	Toronto, Ont.	Four Seasons Hotels Ltd.(2)	Don Mills, Ont.
Budd Sugarman Interior Design Ltd.(1)(2)	Toronto, Ont.	Fraser Valley Bldg. Materials Ltd.(2)	Mission, B.C.
CMC-GILT Edge Carpets Ltd.(1)(2)	Rexdale, Ont.	G & L Wallcovering Centre Ltd.(1)(2)	Montréal, Qué.
Canada Wallcoverings Ltd.(1)(2)	Scarborough, Ont.	G P Wallcovering Inc.(2)	Farmingdale, NY, USA*
Casa Fashion Interior Ltd.(2)	Thornhill, Ont.	Geodimeter of Canada Ltd.(2)	Toronto, Ont.
Casecraft Furniture Inc.(1)	Guelph, Ont.	Georges Courey Inc.(2)	Mont-Royal, Qué.
Chatfield Distributors Ltd.(2)	Winnipeg, Man.	Gordon Bromley & Co. Ltd.(2)	Vancouver, B.C.
Classic Mouldings Inc.(2)	Weston, Ont.	Greeff Fabrics Inc.(2)	Toronto, Ont.
Codys Stores Limited(1)(2)	Hamilton, Ont.	H D Marcus Enterprises Inc.(1)	Toronto, Ont.
Color Your World Inc.(2)	Toronto, Ont.	Harold Babcock Inc.(2)	Toronto, Ont.
Columbia Concrete Products Ltd.(2)	Surrey, B.C.	Harrison Drapetex (Eastern) Inc.(2)	Montréal, Qué.
Connaissance Fabrics & Wall Coverings Ltd.(2)	Montréal, Qué.	Helena Hendrickson Ltd.(2)	Downsview, Ont.
Coronet Wallpapers (Ontario) Ltd.(2)	Rexdale, Ont.	IKEA Limited(2)	Mississauga, Ont.
Cresendo Inc.(2)	Montréal, Qué.	IKEA Ltd.(1)(2)	Edmonton, Alta.
Crown Wallpaper Company(1)(2)	Toronto, Ont.	Importation Arthur Quentin Inc.(2)	Montréal, Qué.
D E S Route Mart Limited(2)	Hants City, N.S.	Innotech Aviation Ltd.(2)	Dorval, Qué.
Daisy Decorative Products Ltd.(2)	Toronto, Ont.	Innovations C F Ltée(2)	Montréal, Qué.
Davca Building Supplies Ltd.(2)	Goulds, Nfld.	International Paints (Canada) Ltd.(1)(2)	Bramalea, Ont.
Dennys of Canada Ltd.(2)	Richmond, B.C.	International Wallcovering, Div. International Paint(1)	Toronto, Ont.
		James D. O'Neill Ltd.(2)	Windsor, Ont.

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Kimber & Whittle Painting Services Ltd.(2)	Halifax, N.S.	Peinture International (Canada) Ltée(2)	Outremont, Qué.
King Edwards Billiards Supply Ltd.(2)	Winnipeg, Man.	Phoenix Fabrics Ltd.(2)	Rexdale, Ont.
Knit Rite Mills Ltd.(2)	Winnipeg, Man.	Power Corp. of Canada Ltd.(2)	Montréal, Qué.
Kobe Fabrics Ltd.(1)(2)	Burlington, Ont.	Prestons Interiors Ltd.(2)	Vancouver, B.C.
L K Trading Co.(2)	Toronto, Ont.	Pride of Paris Fabrics Ltd.(2)	Paris, Ont.
Laura Ashley Shops Ltd.(2)	Montréal, Qué.	R A Templeton Ltd.(2)	St-John's, Nfld.
Lawson Displays Limited(1)(2)	Markham, Ont.	R-E W Appel Ltd.(1)(2)	Toronto, Ont.
Leber Son Canada Inc.(2)	Montréal, Qué.	Regis Beauty Salon Ltd.(1)(2)	Minneapolis, MI, USA*
Les Distributeurs Virtibec Inc.(2)	Montréal, Qué.	Reichhold Ltd.(2)	Mississauga, Ont.
Les Industries Bonata(2)	St-Laurent, Qué.	Roda Wallcoverings Ltd.(1)(2)	Toronto, Ont.
Les Papiers Peints Berkley Inc.(1)(2)	Sherbrooke, Qué.	Rodgers Wallcoverings Ltd.(2)	Mississauga, Ont.
Les Papiers Peints Quatre Saisons Inc.(2)	Sherbrooke, Qué.	Ross Magill Inc.(2)	Toronto, Ont.
Lions Wallcoverings, Div. of 517730 Ont. Ltd.(2)	Toronto, Ont.	Routleys Wallpapers and Paints Ltd.(1)	Toronto, Ont.
Louis Interiors Inc.(2)	Toronto, Ont.	S J Woodworking Ltd.(2)	Markham, Ont.
Maggie Magoo's Inc.(2)	Winnipeg, Man.	Saks Furniture Ltd.(2)	Niagara Falls, Ont.
Magic Monograms Ltd.(2)	Dollards-des-Ormeaux, Qué.	Samo Textiles Ltd.(2)	Downsview, Ont.
Maisons François Roux(2)	Montréal, Qué.	Saturnia Wallcoverings Corp.(1)	Montréal, Qué.
Marwick Manufacturing Ltd.(1)(2)	Rexdale, Ont.	Selectone Paints Ltd.(1)(2)	Weston, Ont.
Matches Ltd.(1)(2)	Toronto, Ont.	Shirlite Inc.(1)(2)	Kitchener, Ont.
McCarrey Inc.(1)(2)	Montréal, Qué.	Sico Inc.(2)	Longueuil, Qué.
McQueens Boat Works Ltd.(2)	Vancouver, B.C.	Simpsons-Sears Ltd.(2)	Toronto, Ont.
Medicine Hat & District Hospital(2)	Medicine Hat, Alta.	St-Clair Paint & Wallpaper Ltd.(1)(2)	Toronto, Ont.
Metro Wall Coverings(1)(2)	Toronto, Ont.	Standard Manufacturing Co. Ltd.(1)	St-John's, Nfld.
Mills Paint (Alberta) Ltd.(1)(2)	Richmond, B.C.	Steppe Enterprises Ltd.(2)	Winnipeg, Man.
Mills Paint and Wallcovering Ltd.(1)	Winnipeg, Man.	Strata Corp. NW-518 OP as Apple Green Park(1)	Richmond, B.C.
Mitchell-Holland Limited(2)	Montréal, Qué.	Sunworthy Wallcovering, Div. of Reed Inc.(1)(2)	Brampton, Ont.
Murafil Inc.(2)	Montréal, Qué.	Sunworthy Wallcoverings, O/B The Broden Co. Ltd.(1)	Brampton, Ont.
Murwall Imports(2)	Montréal, Qué.	Sureway Fabrics & Components Ltd.(2)	Calgary, Alta.
North America Decorative Products Inc.(1)(2)	Bramalea, Ont.	Taiwan Restaurant Ltd.(2)	Grand Falls, Nfld.
Odyssey Design Products Ltd.(1)(2)	Vancouver, B.C.	Telio & Cie Co. Inc.(2)	Montréal, Qué.
Ontario Cabinet Makers (Windsor) Ltd.(1)	Windsor, Ont.	The Brick Warehouse Ltd.(2)	Edmonton, Alta.
Ontario Paint & Wallpaper Store Ltd.(1)(2)	Toronto, Ont.	The S M Hexter Company(2)	Cleveland, OH, USA*
P E Valois & Fils Inc.(2)	Montréal, Qué.	Thomas A Newberry & Sons Ltd.(2)	Scarborough Ont.
P L Light Systems Canada Inc.(2)	Grimsby, Ont.	Tissa Inc.(2)	Montréal, Qué.
Paccar du Canada Ltée(2)	Ste-Thérèse, Qué.	Tritex Fabrics Ltd.(2)	Vancouver, B.C.
Peinture Denalt Ltée(1)(2)	Montréal, Qué.	Unitedwell Ltd.(2)	Toronto, Ont.
		Upper Canada House Inc.(2)	Toronto, Ont.
		Val-Abel Industries Ltd.(2)	Downsview, Ont.
		Vicoa Canada Inc.(1)(2)	St-Laurent, Qué.
		Vicrtex Sales, Div. L.E. Carpenter & Co.(1)(2)	Toronto, Ont.

Canadian Importers (Cont'd)

<u>Name</u>	<u>Address</u>
Viking Restaurants Inc.(2)	London, Ont.
Vining Thompson Furniture Co. Ltd.(2)	Fort Huron, MI, USA*
Vinyl International Panels Ltd.(2)	Calgary, Alta.
W B Hamilton Shoes Ltd.(2)	Toronto, Ont.
W H Bilbrough & Co. Ltd.(1)(2)	Toronto, Ont.
Wm. E. Cou tts Co. Ltd.(2)	Willowdale, Ont.
Waldec of Canada Ltd.(2)	Rexdale, Ont.
Wallcrown Limited(2)	Toronto, Ont.
Walter Depping Inc.(2)	Montréal, Qué.
Walter L. Brown Ltd.(1)(2)	Toronto, Ont.
Western Paint Co. Ltd.(2)	Winnipeg, Man.
Yale Decor Inc.(2)	St-Laurent, Qué.
Yokohama Enterprises Inc.(2)	Vancouver, B.C.
York Avenue Beauty Salons Ltd.(2)	Toronto, Ont.

* Non-resident importer

DRIE REGIONAL OFFICES

Newfoundland
P.O. Box 8950
Parsons Building
90 O'Leary Avenue
St. John's, Newfoundland
A1B 3R9
Tel: (709) 772-4884

Prince Edward Island
P.O. Box 1115
Confederation Court Mall
134 Kent Street, Suite 400
Charlottetown, Prince Edward Island
C1A 7M8
Tel: (902) 566-7400

Nova Scotia
P.O. Box 940, Station M
1496 Lower Water Street
Halifax, Nova Scotia
B3J 2V9
Tel: (902) 426-2018

New Brunswick
P.O. Box 1210
Assumption Place
770 Main Street
Moncton, New Brunswick
E1C 8P9
Tel: (506) 857-6400

Québec
P.O. Box 247
Tour de la Bourse
800, Place Victoria, Suite 3800
Montréal, Québec
H4Z 1E8
Tel: (514) 283-8185

Ontario
P.O. Box 98
1 First Canadian Place, Suite 4840
Toronto, Ontario
M5X 1B1
Tel: (416) 365-3821

Manitoba
P.O. Box 981
330 Portage Avenue
Room 608
Winnipeg, Manitoba
R3C 2V2
Tel: (204) 949-6182

Saskatchewan
Canada Building
6th Floor, 105-21st Street East
Saskatoon, Saskatchewan
S7K 0B3
Tel: (306) 975-4400

Alberta
Cornerpoint Building
10179 - 105th Street, Suite 505
Edmonton, Alberta
T5J 3S3
Tel: (403) 420-2944

British Columbia
P.O. Box 49178
Bentall Postal Station
Bentall Tower IV
1101 - 1055 Dunsmuir Street
Vancouver, British Columbia
V7X 1K8
Tel: (604) 666-0434

Yukon
Suite 301
108 Lambert Street
Whitehorse, Yukon
Y1A 1Z2
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Northwest Territories
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Precambrian Building
Yellowknife, Northwest Territories
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