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no.80-87



# IMPORT PROFILE

## Investment Opportunities

POLYESTER FILM

Pub. No: 80-87    March 1987



Government  
of Canada

Regional Industrial  
Expansion

Gouvernement  
du Canada

Expansion industrielle  
régionale

Canada

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POLYESTER FILM

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Tel: (613) 954-3015

OR

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

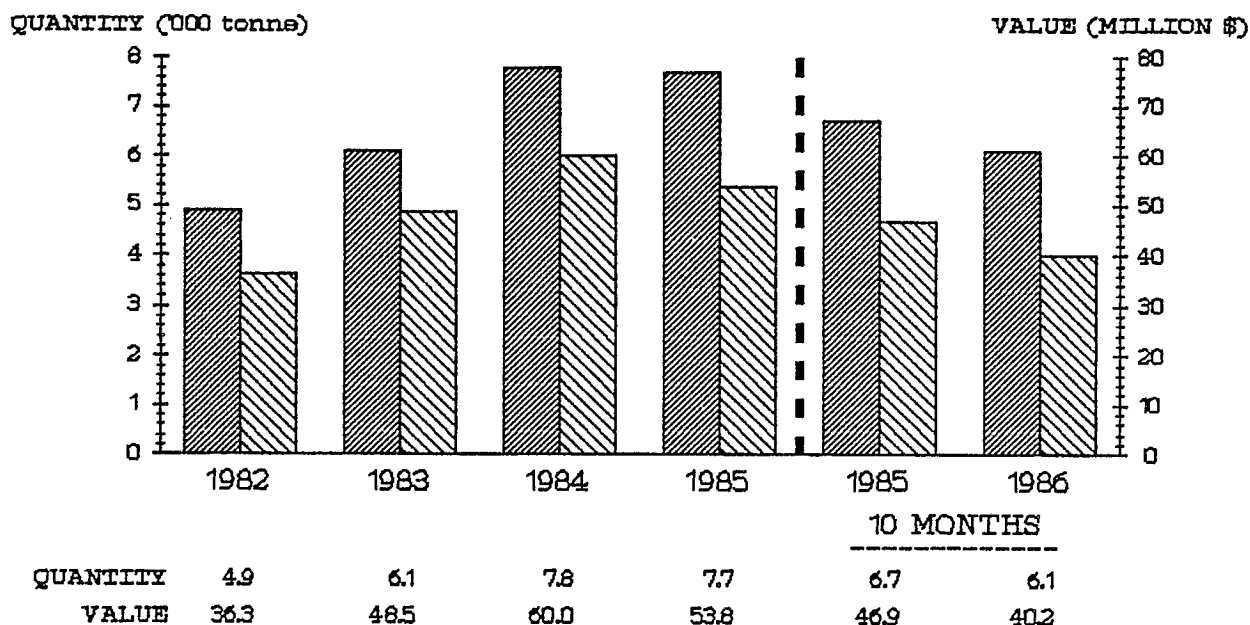
POLYESTER FILM

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 examines polyester film, 0.01 inches or less in thickness (Canadian International Trade Classification class 424-13-20), including melinex, mylar and scotchpar film. Polyester film is used primarily in the manufacture of food packaging, magnetic tapes, and X-ray and photographic film.

IMPORT TRENDS: OVERVIEW



Between 1982 and 1985, the value of imports of polyester film grew significantly. The value of imports increased from \$36.3 million in 1982 to \$60.0 million in 1984. However, it decreased to \$53.8 million in 1985. During the first 10 months of 1986, imports totalled \$40.2 million, a decrease of 8.6 per cent from the first 10 months of 1985.

The quantity of imports of polyester film followed a similar trend to that of the value. During the period January to October 1986, imports totalled 6 100 tonnes, a decrease of 9.1 per cent from the same period in 1985.

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT

Foreign Country of Export	1982	1983	1984	1985	Unit	Average	Per cent	10-Month	
					Price	Annual	Change	Imports	Imports
					1985	1982-1985	1984-1985	1985	1986
					\$	%	%		
<b>UNITED STATES</b>									
Quantity (tonne)	4 449	5 602	7 099	6 532		14	-8	5 596	5 192
Value (\$000)	34 177	45 869	56 252	47 695	7 302	12	-15	41 461	35 212
<b>JAPAN</b>									
Quantity (tonne)	29	63	203	355		131	75	308	526
Value (\$000)	149	551	1 028	1 807	5 084	130	76	1 591	2 420
<b>FRANCE</b>									
Quantity (tonne)	30	29	144	361		129	151	354	93
Value (\$000)	176	140	853	1 436	3 974	101	68	1 401	378
<b>UNITED KINGDOM</b>									
Quantity (tonne)	71	117	92	156		30	70	128	79
Value (\$000)	570	805	686	1 161	7 423	27	69	903	1 057
<b>REPUBLIC OF KOREA</b>									
Quantity (tonne)	50	58	199	234		67	17	208	120
Value (\$000)	144	205	767	969	4 147	89	26	865	494
<b>OTHER</b>									
Quantity (tonne)	281	225	71	101		-29	42	86	98
Value (\$000)	1 081	888	456	743	7 385	-12	63	683	677
<hr/>									
<b>TOTAL</b>									
Quantity (tonne)	4 910	6 094	7 808	7 739		16	-1	6 680	6 108
Value (\$000)	36 297	48 458	60 042	53 811		14	-10	46 904	40 238
Unit Price (\$)	7 392	7 952	7 690	6 953					

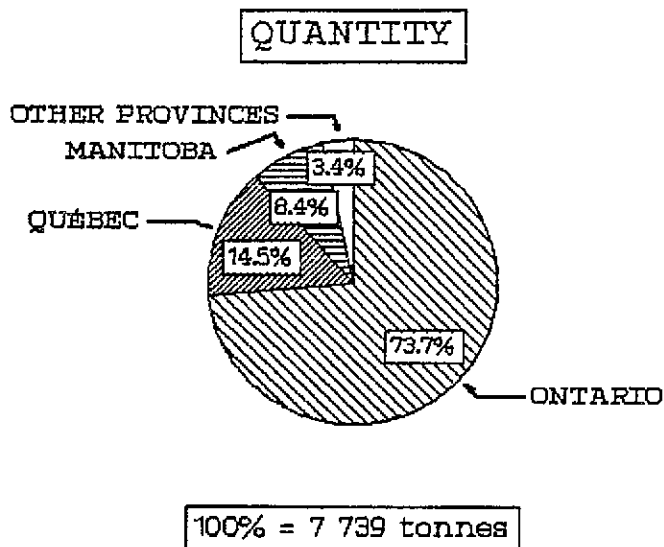
The United States was the leading exporter to Canada of polyester film. Throughout the four-year period, it had at least 89 per cent of the value of Canadian imports. In 1985, its exports amounted to \$47.7 million, or 88.6 per cent of the total. Japan was a distant second ranking exporter to Canada with only \$1.8 million, or 3.4 per cent of Canadian imports. In 1986, the United Kingdom displaced France as the third largest exporter to Canada.

During the period under study, the average unit price of imports of polyester film remained fairly stable, fluctuating between \$7 000 and \$8 000 per metric tonne. However, unit prices of imports from the Republic of Korea and France were considerably lower than those of the other major countries of export to Canada.

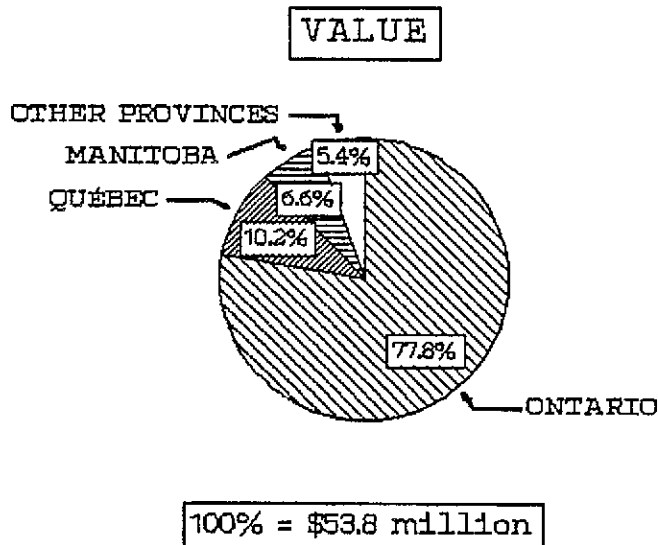
IMPORTS BY PROVINCE OF CLEARANCE

1985

In 1985, the principal province of clearance for imports of polyester film was Ontario. This province accounted for 5 701 tonnes, or 73.7 per cent of the total import quantity. The next ranking province of entry was Québec, with 1 121 tonnes, or 14.5 per cent of the total. The remaining provinces accounted for 917 tonnes, or 11.8 per cent of total imports.



In terms of value, Ontario accounted for \$41.9 million, or 77.8 per cent of the import total, followed by Québec (\$5.5 million, or 10.2 per cent), Manitoba (\$3.6 million, or 6.6 per cent), and the remaining provinces (\$2.9 million, or 5.4 per cent).



NOTE: For more detailed data on imports by major foreign countries of export and provinces of clearance, see Appendix A, page 9.

IMPORT MARKET CONCENTRATION - 1985

	<u>Top 5 Importers</u>	<u>Top 10 Importers</u>	<u>Top 20 Importers</u>	<u>All Importers</u>
Value (\$000)	28 253	35 676	41 653	53 811
Per cent of Total Value	53	66	77	100

In 1985, the 10 major importers accounted for \$35.7 million, or 66 per cent of the value of imports of polyester film. Seven of the ten major importers were manufacturers of diverse products, and two were wholesalers. Seven of the top ten 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 20 KNOWN IMPORTERS - 1985  
(77% OF TOTAL IMPORT VALUE)

	<u>MANUFACTURERS</u>		<u>WHOLESALEERS</u>		<u>OTHER</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>
Québec	3	4 602	-	-	-	-	3	4 602
Ontario	7	28 307	7	4 189	2	4 554*	16	37 050*
Non-resident Importer	-	-	-	-	1	-	1	-
<b>TOTAL</b>	<b>10</b>	<b>32 909</b>	<b>7</b>	<b>4 189</b>	<b>3</b>	<b>4 554</b>	<b>20</b>	<b>41 652</b>
Per cent of 1985 Total Value		61%		8%		8%		77%

\* Ontario and non-resident importers aggregated to preserve confidentiality.

In 1985, there were 379 known importers of polyester film. The top 20 importers accounted for \$41.7 million, or 77 per cent of the total value of imports. Ten of the top 20 importers were manufacturers of a variety of products, whose imports represented \$32.9 million, or 61 per cent of the total.



### UNITED STATES' IMPORTS

The United States Department of Commerce indicates that in 1985, United States' imports of polyester film, strips and sheets totalled 23 322 tonnes with a value of C\$141 million. Japan was the principal country of export to the U.S. with C\$91.1 million, or 64 per cent, of the total value of imports, and 14 915 tonnes, or 64 per cent, of the total import quantity. For further details, see Appendix B, page 10.

### CANADIAN PRODUCTION

Polyester film is not manufactured in Canada.

### MARKET SUMMARY

Polyester film (also known as polyester terephthalate, or P.E.T. film) is used to manufacture products such as food packaging, magnetic tapes, X-ray and photographic film, and wire wrap in cable construction.

Specific physical properties can be built into the film during the manufacturing operation depending on the end use to which it will be put, and it can be decorated by printing or metallizing.

Polyester films are not manufactured in Canada. Some of the imported film is re-exported in finished products of which the film forms a major component. These include food packaging films, wire cable components, and magnetic tapes.

As previously indicated in this report, imports of polyester film in bulk form, in 1985, amounted to about 7 700 tonnes valued at \$54 million. Potential manufacturers of polyester film should note that, in addition, imports of blank video tapes, made of polyester film, during the same period, were valued at \$108 million. The film is imported for resale by Canadian subsidiaries or agents of foreign based multinational enterprises. Blank video tapes are imported in a similar manner, although some volume purchasing groups in Canada are large enough to buy directly from foreign manufacturers.

If a manufacturing entity for bulk film were to be established in Canada, it would be essential that manufacturing technology be obtained either by licensing arrangements or by direct purchase in order to minimize very costly research and development and start-up expenses. As the basic polymer resin is not made in Canada, a reliable source of supply would have to be located.

The large domestic market and the possibility of developing export sales, would appear to represent a significant opportunity for a Canadian-based manufacturer of polyester film.

This report was prepared by:

the Market Development Branch  
in collaboration with the  
Plastics, Rubber and Chemical Specialties Division,  
Resource Processing Industries Branch.

DEPARTMENT OF REGIONAL INDUSTRIAL EXPANSION

IMPORTS BY MAJOR FOREIGN COUNTRY OF EXPORT AND PROVINCE OF CLEARANCE

1985

<u>Foreign Country Of Export</u>	<u>Canada</u>	<u>Nfld.</u>	<u>P.E.I.</u>	<u>N.S.</u>	<u>N.B.</u>	<u>Qué.</u>	<u>Ont.</u>	<u>Man.</u>	<u>Sask.</u>	<u>Alta.</u>	<u>B.C.</u>
<b>UNITED STATES</b>											
Quantity (tonne)	6 532	0	0	22	0	1 021	4 777	501	7	95	109
Value (\$000)	47 695	0	0	170	0	4 950	37 235	2 754	109	1 070	1 406
<b>JAPAN</b>											
Quantity (tonne)	355	0	0	0	0	46	309	0	0	0	1
Value (\$000)	1 807	0	0	0	0	251	1 550	0	0	0	6
<b>FRANCE</b>											
Quantity (tonne)	361	0	0	1	0	6	210	144	0	0	0
Value (\$000)	1 436	0	0	13	0	31	604	787	0	0	0
<b>UNITED KINGDOM</b>											
Quantity (tonne)	156	0	0	0	0	7	138	5	0	1	7
Value (\$000)	1 161	0	0	0	0	45	1 041	22	0	3	49
<b>REPUBLIC OF KOREA</b>											
Quantity (tonne)	234	0	0	0	0	38	170	0	0	25	0
Value (\$000)	969	0	0	0	0	154	717	0	0	99	0
<b>OTHER</b>											
Quantity (tonne)	101	0	0	0	0	3	97	0	0	0	0
Value (\$000)	743	0	0	0	0	39	704	0	0	0	0
<hr/>											
<b>TOTAL</b>											
Quantity (tonne)	7 739	0	0	23	0	1 121	5 701	650	7	121	116
Value (\$000)	53 811	0	0	183	0	5 470	41 851	3 564	109	1 172	1 462

UNITED STATES' IMPORTS BY COUNTRY OF ORIGIN - 1985

Due to differences in the import coding systems of the United States and Canada, the product content of commodity codes may differ slightly.

<u>U.S. TARIFF SCHEDULE NUMBER</u>	<u>COMMODITY DESCRIPTION</u>	<u>COUNTRY OF ORIGIN</u>	<u>QUANTITY (tonne)</u>	<u>VALUE (1) (C\$000)</u>
771-43-10	Polyester Flexible Film, Strips, and Sheets:	Canada	326	879
		Japan	14 915	91 095
		United Kingdom	1 572	15 191
		France	1 716	10 539
		Belgium	1 549	7 144
		Republic of Korea	1 483	6 059
		All Other Countries	<u>1 761</u>	<u>10 419</u>
		TOTAL	<u>23 322</u>	<u>141 326</u>

(1) Conversion factor for U.S. to Canadian dollars = 1.3652 (yearly average, 1985)

SOURCE: United States Department of Commerce. U.S. Imports for Consumption (Report No. IM 146, December, 1985).

CANADIAN TARIFFS

Tariff Item	Description	% of Total Import Value (1985)	Tariff Treatment				U.K. and Ireland
			British Prefer- ential Tariff	Most Favoured Nation Tariff	General	General Prefer- ential Tariff	
			%	%	%	%	%
93901-81	Plates, sheets, film, sheeting, strip; lay-flat or other tubing, blocks, bars, rods, sticks, non-textile monofilament and other profile shapes imported in lengths, all produced in uniform cross-section. Unsaturated polyesters:						
	January 1, 1985	90	14.5	14.5	-	6.0	14.5
	January 1, 1986		14.0	14.0	-	6.5	14.0
	January 1, 1987		13.5	13.5	-	6.5	13.5

Tariff Arrangements and Foreign Countries of Export:

Countries which benefit from the Most Favoured Nation tariff treatment: United States, Japan, France

Country which benefits from the Most Favoured Nation tariff treatment or General System of Preference\*: Republic of Korea

Country which benefits from the Most Favoured Nation tariff treatment or U.K. and Ireland: United Kingdom

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

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) 954-6908

CANADIAN IMPORTERS

Importers of polyester film during 1985, as indicated in this report, are listed below in alphabetical order. This list includes all importers except individuals and a minimal number of importers whose names were not available.

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
135259 Canada Inc.	Rivière-des-Prairies, Qué.	C M M P Service Distribution	Rivière-des-Prairies, Qué.
253666 Alberta Ltd.	Calgary, Alta.	C-Tech Ltd.	Cornwall, Ont.
393598 Ontario Ltd.	Ottawa, Ont.	CDA Industries Limited	Scarborough, Ont.
399475 Ontario Limited	Toronto, Ont.	Cadillac Plastic, Div. of	
3M Canada Inc.	London, Ont.	Day Co. Canada Ltd.	Rexdale, Ont.
A G S Enterprises Ltd.	Winnipeg, Man.	Calcomp-Sanders (Canada) Inc.	Downsview, Ont.
A M International Inc.	Scarborough, Ont.	Caldraft Ltd.	Calgary, Alta.
Abso Blueprints Ltd.	Toronto, Ont.	Calgary Computer Products O/B	
Acme Decalcomania Ltd.	Toronto, Ont.	Hibner Holdings Ltd.	Calgary, Alta.
Acme Slide Fastener Company Ltd.	Montréal, Qué.	California Glass Marine Inc.	Gormley, Ont.
Adheco Ltd.	Scarborough, Ont.	Can-Con Gas Services Ltd.	Edmonton, Alta.
Advance Process Supply Co.	Chicago, IL, U.S.A.*	Can-Tech Industries Ltd.	Vancouver, B.C.
Alberta Trade Bindery Ltd.	Calgary, Alta.	Canada Carbon & Ribbon, Div. of	
Alloycraft Limited	Montréal, Qué.	R L Crain Inc.	Toronto, Ont.
Anchor-Foe Canada Limited	Mississauga, Ont.	Canada Wire & Cable Ltd.	Don Mills, Ont.
Andrew Gilchrist Inc.	Montréal, Qué.	Canada Wrap (1982) Ltd.	Winnipeg, Man.
Arkcan Graphics Inc.	Scarborough, Ont.	Canadian Buttons Ltd.	Lasalle, Qué.
Atlas Book Bindery (1961) Ltd.	Edmonton, Alta.	Canadian Fabricated Products Limited	Stratford, Ont.
Atlas Carbon & Ribbon Limited	Toronto, Ont.	Canadian General Electric Co. Ltd.	Toronto, Ont.
Atlas Graphic Supply Inc.	Scarborough, Ont.	Canadian Marconi Company Ltd.	Montréal, Qué.
Avery Products Corp. Canada Ltd.	Rexdale, Ont.	Canadian Paper & Packaging Company	Montréal, Qué.
B & S Emblem Ltd.	Thornhill, Ont.	Candata Systems Ltd.	Markham, Ont.
B C Industries, Div. of Dieterich Post Co. Ltd.	Vancouver, B.C.	Canon Canada Inc.	Mississauga, Ont.
BAPCO	North York, Ont.	Canrep Inc.	New Glasgow, N.S.
BASF Inmont Canada Inc.	Brampton, Ont.	Canroof Corporation Inc.	Toronto, Ont.
BTL, Div. of Vannock Ltd.	Toronto, Ont.	Carleton Drafting & Survey Supplies Ltd.	Concord, Ont.
Barber-Ellis, Div. of Barbecon Inc.	Toronto, Ont.	Carr McLean Limited	Toronto, Ont.
Barrie Cubbon Advertising Ltd.	Regina, Sask.	Cellar Dweller Hobby Supply Ltd.	Winnipeg, Man.
Bayer Business Machines Ltd.	Toronto, Ont.	Celplast Limited	Scarborough, Ont.
Big Find Co. Ltd.	Markham, Ont.	Celplast Metallized Products Ltd.	Scarborough, Ont.
Black & Decker Canada Inc.	Brockville, Ont.	Chartpak O/B Times Mirror Co.	Leeds, MA, U.S.A.*
Blackwood Hardware Company Ltd.	Moose Jaw, Sask.	Chemfluor Plastics Ltd.	Wayne, NJ, U.S.A.*
Bob Walker Screen Supplies Ltd.	Mississauga, Ont.	Chevron Industries Inc.	Calgary, Alta.
Bonitex House of Textiles Inc.	Montréal, Qué.	Chrylser Canada Limited	Windsor, Ont.
Booth Supply Co. Ltd.	Mississauga, Ont.	Ciba Vision Care Inc.	Mississauga, Ont.
Brand Felt of Canada Ltd.	Mississauga, Ont.	Circo Craft Co. Inc.	Kirkland, Qué.
British Blue Print Company	Montréal, Qué.		
Brownline Inc.	Toronto, Ont.		
Burroughs Memorex Inc.	North York, Ont.		
Burtek Marketing Inc.	Burnaby, B.C.		
C I L Inc.	Willowdale, Ont.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Clarifoil Distributors, Div. of Courtaulds Fibres Ltd.	Scarborough, Ont.	Dophes Ltd.	Weston, Ont.
Cominco Ltd.	Trail, B.C.	Doublure Veratex Ltée	Montréal, Qué.
Commercial Plastics (CP) Inc.	Mississauga, Ont.	Dualflex Company Ltd.	Oldcastle, Ont.
Condor Laminations, A Div. of Innopac Inc.	Agincourt, Ont.	Dupont Canada Inc.	Mississauga, Ont.
Condor Litho & Carton Inc.	La Salle, Qué.	Dura Plastics (1977) Ltd.	Montréal, Qué.
Continuous Colour Coat Limited	Rexdale, Ont.	E I F C O Inc.	Mississauga, Ont.
Control Data Canada Ltd.	Mississauga, Ont.	E J Cantwell & Co. Distributors Inc.	Oakville, Ont.
Corbins Paints & Decorating Supplies Ltd.	Edmonton, Alta.	E M Plastics & Electric Products Ltd.	Downsview, Ont.
Cosmex Graphics Inc.	Montréal, Qué.	Economy Bookbinding Company Ltd.	Calgary, Alta.
Counselor Products, Div. Newell Industries Canada Inc.	Toronto, Ont.	Edge Craft O/B 113528 Canada Inc.	Brampton, Ont.
Cowan Decals Ltd.	Edmonton, Alta.	Eez Zee Screen Process Supply Ltd.	Ottawa, Ont.
Cradle Pictures (Canada) Ltd.	Detroit, MI, U.S.A.*	Electrolation Inc.	St-Laurent, Qué.
Craft Originators, Div. Dennison Manufacturing Canada Inc.	Hamilton, Ont.	Elite Signs & Plastics Ltd.	Calgary, Alta.
Crestar Ltd.	Montréal, Qué.	Emballage St-Jean Ltée	St-Jean, Qué.
Cri-la Plastics Ind. Ltd.	Bolton, Ont.	Emerson Electric Canada Ltd.	Markham, Ont.
Currys Art Store Ltd.	Toronto, Ont.	Emhart Canada Ltd.	Montréal, Qué.
Curwood Packaging (Canada) Limited	Georgetown, Ont.	Ener-Gard Energy Products Inc.	Oakville, Ont.
Cyanamid Canada Inc.	Willowdale, Ont.	Espie Islington Printing Ltd.	Toronto, Ont.
Dabarco Holdings Limited	Don Mills, Ont.	Fairholt Graphics Inc.	Buffalo, NY, U.S.A.*
Dafoe & Dafoe Inc.	Brantford, Ont.	Famous Players Ltd.	Toronto, Ont.
Dairyland Food Laboratories Inc.	Mississauga, Ont.	Famous Swiss Embroidery Ltd.	Toronto, Ont.
Dalys Pattern & Mould Works Ltd.	Stoney Creek, Ont.	Fiberglass Canada Inc.	Toronto, Ont.
Daymond, A Division of Redpath Industries	Clarkson, Ont.	Filtran Ltd.	Nepean, Ont.
De Luxe Embroidery Corp.	Montréal, Qué.	Fleet Industries, A Div. of Ronyx Corporation Limited	Fort Erie, Ont.
Deacro Tool & Die Ltd.	Brampton, Ont.	Flexcon Company Inc.	Spencer, MA, U.S.A.*
Debonair Industries Ltd.	Burnaby, B.C.	Franklin Electric of Canada Ltd.	Strathroy, Ont.
Decade Electronics Ltd.	Scarborough, Ont.	G J W Graphics Services Ltd.	Scarborough, Ont.
Décalcomanie Beaver Inc.	Montréal, Qué.	G M Associates, O/B 389151 Ontario Ltd.	Brampton, Ont.
Desmarais & Frère Ltée	Longueuil, Qué.	G M Graham & Co Ltd.	Scarborough, Ont.
Dessie Inc.	Montréal, Qué.	General Fasteners Ltd.	Calgary, Alta.
Dietzgen Canada Ltd.	Coquitlam, B.C.	General Films Division, Tozer Kemsley & Millbourn Canada Ltd.	Scarborough, Ont.
Dietzgen of Canada Ltd.	Des Plaines, IL, U.S.A.*	General Sound, Div. of Famous Players Limited	Toronto, Ont.
Diffusion Henfo Inc.	Montréal, Qué.	General Wire & Cable, A Div. of Cooper Industries (Canada) Inc.	Cobourg, Ont.
Discovery Canada Merchandisers Ltd.	Winnipeg, Man.	Gibbs Nortac Industries Ltd.	Burnaby, B.C.
Diverbec Inc.	Drummondville, Qué.	Goodyear Canada Inc.	Islington, Ont.
Diversified International Products Ltd.	Markham, Ont.	Grant Emblems Limited	Toronto, Ont.
Dominion Tape of Canada Ltd.	Cornwall, Ont.	Graphic Commerce Ltd.	Mississauga, Ont.
Domtar Inc.	Montréal, Qué.		

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Graphic Controls Canada Limited	Gananoque, Ont.	La Cie Identification Enrg.	Laval-des-Rapides, Qué.
Graphico Precision, Division of	Scarborough, Ont.	La Maison des Écussons Inc.	Montréal, Qué.
Fran-Glendale Corporation	Sudbury, Ont.	Lawson Flexible Packaging Limited	Toronto, Ont.
Ground Control Sudbury Ltd.	Mississauga, Ont.	Lee Filters Canada Limited	Ajax, Ont.
H L Blachford Limited	Montréal, Qué.	Leeson Electric (Canada) Ltd.	Mississauga, Ont.
H T C Textile Ltée		Leo. Graphics Arts Inc.	Anjou, Qué.
Haida Stationers & Technical Products Ltd.	Burnaby, B.C.	Les Équipements Qué-Mont Inc.	St-Laurent, Qué.
Hammond Manufacturing Company Ltd.	Guelph, Ont.	Les Industries Cedan Inc.	Boucherville, Qué.
Hartford Fibres Ltd.	Kingston, Ont.	Les Industries Perma Tac Inc.	Laval, Qué.
Hignell Printing Ltd.	Winnipeg, Man.	Les Industries de Cadeau Noram Inc.	Ste-Thérèse, Qué.
Himont Canada Inc.	Mississauga, Ont.	Levon Blumer Ltd.	Scarborough, Ont.
Hoechst Canada Inc.	Montréal, Qué.	Litton Systems Canada Ltd.	Rexdale, Ont.
Holophane Company Ltd.	Bramalea, Ont.	Loomis & Toles Company Ltd.	Toronto, Ont.
Home Technics Ltd.	Peterborough, Ont.	Louverdrape of Canada Ltd.	Montréal, Qué.
Houle & Masse Inc.	St-Hubert, Qué.	Lovell Litho Publications Inc.	Montréal, Qué.
Hubscher Ribbon Corporation Ltd.	Montréal, Qué.	Lowe Martin Company Inc.	Montréal, Qué.
Hughes Owens Company Ltd.	St-Laurent, Qué.	M G I Canada Inc.	Winnipeg, Man.
I B M Canada Ltd.	Markham, Ont.	M P Photo Reproductions Ltd.	Montréal, Qué.
I C I Americas Inc.	Wilmington, DE U.S.A.*	Mactac Canada Ltd.	Brampton, Ont.
IKO Industries Ltd.	Brampton, Ont.	Mallory Components Limited, Div. Of Emhart Canada Limited	Woodstock, Ont.
IKO Industries Ltd.	Calgary, Alta.	Maple Roll Leaf Co. Ltd.	Windsor, Ont.
Imperial Oil Ltd.	Don Mills, Ont.	Margo Corp.	Pointe-Claire, Qué.
Indel-Davis Ltd.	Calgary, Alta.	Maritime Photo Engravers Limited	Halifax, N.S.
Industrial Identification & Plastics Ltd.	St. Albert, Alta.	Marubeni Canada Ltd.	Toronto, Ont.
Industrial Rubber Supply Co. Ltd.	Winnipeg, Man.	Marubeni Canada Ltd.	Vancouver, B.C.
Industries Rehau Inc.	Montréal, Qué.	Matco Manufacturing Inc.	Montréal, Qué.
Inphoson Inc.	Montréal, Qué.	Matrix Electronics Limited	Rexdale, Ont.
Inter City Papers Ltd.	Longueuil, Qué.	May & Baker Canada Inc.	Mississauga, Ont.
Intercraft Industries of Canada Ltd.	Lasalle, Qué.	McDonnell Douglas Canada Ltd.	Toronto, Ont.
Island Blue Print Co. Ltd.	Mississauga, Ont.	McGraw-Edison Canada Limited, National Electric Coil Div.	St-Jean, Qué.
J E McCutcheon Ltd.	Victoria, B.C.	Merry Packaging Ltd.	Don Mills, Ont.
J M Ellis Ltd.	Toronto, Ont.	Metal-Cladding of Canada, Div. of Metal Cladding Inc.	Fort Erie, Ont.
James River Graphics Ltd.	Metcalfe, Ont.	Mezey & Co. Ltd.	Toronto, Ont.
Jellco Packaging, Division of	Thornhill, Ont.	Michelin Tires (Canada) Ltd.	New Glasgow, N.S.
Roll O Sheets Canada Ltd.	Barrie, Ont.	Mid City Copying Products Inc.	Vaudreuil, Qué.
Kenrod Manufacturing Co. (1976) Ltd.	Montréal, Qué.	Mid-Canada Fiberglass Limited	New Liskeard, Ont.
Keuffel & Esser Canada Inc.	Scarborough, Ont.	Minolta Business Equipment (Canada) Ltd.	Toronto, Ont.
Kimberley Clark of Canada Ltd.	Rexdale, Ont.	Mirak Film Services Ltd.	Toronto, Ont.
Kleen Stik-Fasson Inc.	Ajax, Ont.	Mitchell Distributors Ltd.	Winnipeg, Man.
Kodak Canada Inc.	Toronto, Ont.	Mitsubishi Canada Ltd.	Toronto, Ont.
Kores Canada Limited	Montréal, Qué.	Mitsui & Co. Canada Ltd.	Toronto, Ont.
Kraus Carpet Mills Limited	Waterloo, Ont.	Montréal Envelope Inc.	St-Laurent, Qué.

CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>	<u>Name</u>	<u>Address</u>
Montréal Fast Print (1975) Ltd.	Montréal, Qué.	Quigley Cad-Cam Supplies Ltd.	Calgary, Alta.
Moteurs Leroy-Somer Canada Ltée	Granby, Qué.	R A Stewart (Canada) Ltd.	Scarborough, Ont.
Multipak Limited	Montréal, Qué.	R D Penhall Ltd.	Vancouver, B.C.
N D Graphic Products Ltd.	Downsview, Ont.	Ranger Products Company, Division of Ranpro Inc.	Simcoe, Ont.
National Sample Card Company Ltd.	Montréal, Qué.	Rapid Blue Print Ltd.	Hamilton, Ont.
Naz-Dar Canada Ltd.	Toronto, Ont.	Raymond Engineering Products Ltd.	Lachine, Qué.
Neptco	Pawtucket, RI, U.S.A.*	Reproductions Holdings Ltd.	Toronto, Ont.
Neville Crosby Inc.	Vancouver, B.C.	Rich Plan of Ontario Inc.	Scarborough, Ont.
Nicolet Instrument Canada Limited	Mississauga, Ont.	Rosco Laboratories Ltd.	Markham, Ont.
Nor Baker Industries Ltd.	Newmarket, Ont.	Roto Tone Gravure Service, Div. Graphic Litho-Plate Inc.	Mississauga, Ont.
Norman Wade Company Ltd.	Scarborough, Ont.	S K F Canada Limited	Scarborough, Ont.
North Sails Fogh Ltd.	Toronto, Ont.	Salco Furniture Corporation	Markham, Ont.
Offset Print & Litho, Division of Southam Printing Ltd.	Markham, Ont.	Sauder Industries Ltd.	Vancouver, B.C.
Ohmtek Products Ltd.	Downsview, Ont.	Scannex International Ltd.	Downsview, Ont.
Olin Mills Incorporated of Tennessee	Chattanooga, TN, U.S.A.*	Scharr Industries Canada Inc.	Mississauga, Ont.
Omer de Serre Ltée	Montréal, Qué.	Schlegel Canada Inc.	Oakville, Ont.
Ontario Yachts Co. Ltd.	Oakville, Ont.	Scintrex Limited	Concord, Ont.
P C World, Div. of Helix Circuits Inc.	Scarborough, Ont.	Sejac Inc.	Montréal, Qué.
Paisley Products of Canada Incorporated	Scarborough, Ont.	Senco Products Canada Ltd.	Toronto, Ont.
Pan Distributors Ltd.	Victoria, B.C.	Serico Decal Inc.	Drummondville, Qué.
Performance Plastic Extrusions Limited	Mississauga, Ont.	Sharp Electronics of Canada Ltd.	Mississauga, Ont.
Permapaper Limited	London, Ont.	Snell Packaging Systems Ltd.	Mississauga, Ont.
Philips Électronique Ltée	St-Jérôme, Qué.	Southam Printing Limited, Southam Murray Division	Weston, Ont.
Pillsbury Canada Ltd.	Midland, Ont.	Spartan Plastics Canada Ltd.	London, Ont.
Pirelli Cables Inc.	Montréal, Qué.	Spectrodata Communications Inc.	Markham, Ont.
Pitney-Bowes of Canada Ltd.	Don Mills, Ont.	Speedex Mfg., A Division of Magna Intl. (Canada) Inc.	Concord, Ont.
Plastic & Paper Sales Limited	Toronto, Ont.	Spiral Binding Co. Inc.	Totowa, NJ, U.S.A.*
Plastic Coated Textiles Ltd.	Montréal, Qué.	Stained Glass Overlay of Toronto Inc.	Toronto, Ont.
Poly Industries Inc.	Montréal, Qué.	Studio Specialties (Canada) Ltd.	Verdun, Qué.
Post Fax 1977 Corp.	Anjou, Qué.	Sumitomo Canada Limited	Toronto, Ont.
Power-Line Fastening Systems Ltd.	Downsview, Ont.	Sumitomo Canada Limited	Vancouver, B.C.
Price Wilson, Div. of Inter City Papers Ltd.	Lasalle, Qué.	Sunset Thermographers Ltd.	Winnipeg, Man.
Procan Mfg. Ltd.	Concord, Ont.	Susan Shoe Industries Ltd.	Hamilton, Ont.
Procter & Gamble Inc.	Hamilton, Ont.	TOS Bindery Ltd.	Weston, Ont.
Produits de Bâtiment en Aluminium de A B P Inc.	Montréal, Qué.	Tape Specialties Limited	Concord, Ont.
Prolific Graphics Ltd.	Winnipeg, Man.	Technical Magnetic Canada Ltd.	Port Credit, Ont.
Protective Plastics Ltd.	Milliken, Ont.	The Chas Chapman Company Ltd.	London, Ont.
Purity Packaging Limited	Peterborough, Ont.	The Drawing Centre O/B George Leask Ltd.	Rexdale, Ont.
		The Jeffery Group Inc.	Winnipeg, Man.
		The National Marketing Group O/B Fra-Lar Enterprises Ltd.	Waterloo, Ont.



CANADIAN IMPORTERS (CONT'D)

<u>Name</u>	<u>Address</u>
The Western Badge Maker Ltd.	Regina, Sask.
Thermopatch Canada Inc.	Montréal, Qué.
Thomson-Gordon Ltd.	Burlington, Ont.
Tom Desmarais White Print Co. Ltd.	Montréal, Qué.
Topsy Incorporated	Montréal, Qué.
Toronto Carton Company Ltd.	Scarborough, Ont.
Transilwrap of Canada Ltd.	Scarborough, Ont.
Travco Agencies Limited	Toronto, Ont.
Trench Manufacturing Company Inc.	Fort Erie, Ont.
Tricom Business Equipment Ltd.	Scarborough, Ont.
Trident Automotive Products Inc.	Mississauga, Ont.
Twin Pak Inc.	Dorval, Qué.
Tye Sil Corp. Ltd.	Montréal, Qué.
Udisco Ltd.	Montréal, Qué.
Unique Envelope Inc.	Mississauga, Ont.
Universal Bindery (Sask.) Ltd.	Saskatoon, Sask.
Universal Plastics Limited	Burnaby, B.C.
Vaughan Wood Laminates Ltd.	Concord, Ont.
Versatech Industries	Weston, Ont.
Vibra Sonic Control and Materials Handling Ltd.	Burnaby, B.C.
Vicply Inc.	Montréal, Qué.
Vins Plastics Ltd.	Bradford, Ont.
Visual Planning Corporation	Montréal, Qué.
Wallacks Art Shop & Gallery Ltd.	Ottawa, Ont.
Wallcrown Limited	Toronto, Ont.
Western Diazo Coaters Ltd.	Calgary, Alta.
Western Technical Supply Company Ltd.	North Vancouver, B.C.
Wrisco Ltd.	Markham, Ont.
Xerox Canada Inc.	Don Mills, Ont.

\* Non-resident importer

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