

## Table of Contents

	Page
List of Tables	5
1 Introduction	7
2 Flooring Market	9
3 Staircases, Panelling and Moulding	16
4 Business Practices	22
5 Approaching the Japanese Market	25
6 Trade Exhibitions and Associations	26
7 Canadian Contacts for Exporters to Japan	29

## List of Tables

	Page
1. Japan's Lumber Demand	7
2. Construction	8
3. Non-Residential Building Starts Distribution	9
4. Standard Flooring Sizes	10
5. Flooring Products in Japan	11
6. Naturally Dried Wood Flooring	11
7. Estimated Flooring Shipments by Sector	12
8. Flooring Material Use	12
9. Output of Leading Composite Flooring Manufacturers — 1989	14
10. Imports of "Wood, n.e.s. planed, grooved, tongued, etc."	14
11. Estimated Flooring Imports	15
12. Imports of "Wood, n.e.s. planed, grooved, tongued, etc." by Country — 1988	15
13. Standard Specifications for Staircases	16
14. Estimated Staircase Production	17
15. Staircase Distribution	17
16. Estimated Market Share of Staircase Manufacturers	17
17. "Carpentry of Wood" Imports	18
18. Building Code Regulations	18