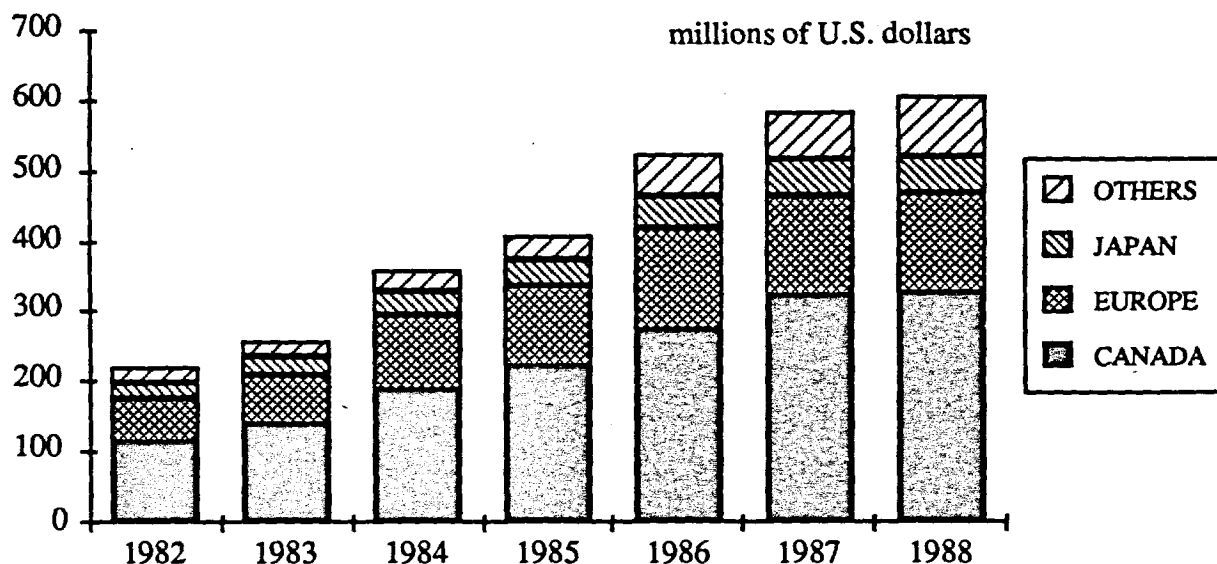


CHART 1
TOTAL U.S. IMPORTS OF SELECTED PRINTED PRODUCTS



Source: *U.S. General Imports and Imports for Consumption*, U.S. Department of Commerce.

Of the eight product groups under study, the largest import market, in terms of dollar value, is "Printed matter, nspf, including catalogues" (Schedule A 8928780). Total U.S. imports of this product group reached \$170.7 million (U.S.) in 1988. This market is dominated by Europe and the European share has grown from 35% in 1982 to almost 40% in 1988. The Japanese and Canadian shares of this market have fallen considerably over the 1982-1988 period from 19.8% to 15.5% and from 37.7% to 26.4% respectively. However, over the 1982-1988 period, the market share accounted for by "Other Countries" has more than doubled from 7.7% in 1982 to 18.6% in 1988. Products in this group include customs forms, printed catalogs, price lists, and manifold business forms. This product group experienced a fairly consistent growth at an average annual rate of 22.7%