

contains information on Canadian manufacturers and the products they produce. It should be noted that although the WIN database is not yet complete, it is sufficiently advanced for the purposes of this study.

From this list, those products or product groupings having combined Japanese, European and Canadian imports of over \$80 million (U.S.) in 1986 were identified for further analysis. Following consultation with industry and government officials with expertise in each sector, other products and product groups which did not meet the above criteria were added to the sector where there appeared to be significant commercial interest to have them included. Some products and product groups were deleted because there was insufficient commercial interest in them.

The next stage in the analysis was to identify major U.S. importers of the commodities selected, to develop a questionnaire, and to interview the importers. A questionnaire was designed to determine, for each company contacted:

- What were the major products being imported?
- What were the countries of origin of these imports? What was their level of satisfaction with each of their suppliers?
- Why were domestic products not used?
- What effect did the devaluation of the U.S. dollar have on the price of the imports?
- Were Canadian sources ever used? If so, were they satisfied with Canadian suppliers?
- Would the company be interested in knowing more about Canadian sources of supply?
- How would they like to receive information from Canadian suppliers? What information sources do they use to make purchasing decisions?
- Are there any seasonal patterns in purchasing?
- Do the companies face barriers to sourcing from Canada?
- Will a Free Trade Agreement between Canada and the United States affect their purchasing policy?