

In response to the question of the effect on their purchasing policy of the Free Trade Agreement between Canada and the United States, almost 48% of respondents who would source from Canada indicated that the Agreement would have no effect. However, just over 30% of respondents interested in Canadian sources of supply expected to increase their purchases from Canada while 17.4% had not considered the impact of the Agreement.

A list of U.S. importers who are interested in Canadian sources of supply of chemical specialties in general is found in Appendix 1.

SURVEY OF U.S. ASSOCIATIONS

U.S. industry associations were contacted in order to supplement information provided by individual importers and to provide an industry perspective on trade in the chemical specialties industry. *Several associations relating to the chemical specialties sector including the National Agricultural Chemicals Association, the Chemical Specialties Manufacturers Association, the Pesticide Producers Association and the Industrial Specialty Chemical Association were contacted. These associations declined to comment, noting that trade activity was not the focus of the association or that they had no interest in participating.*

The industry associations which responded to the questionnaire are listed below with their mandates:

- Chemical Manufacturers Association (CMA) represents the interests of its members before Congress and legislative bodies. Its membership represents 90% of the productive capacity for chemical products.
- Fertilizer Institute (FI) is a trade association which promotes and protects the fertilizer industry.
- Soaps and Detergents Association (SDA) is a trade association and service organization representing manufacturers in the soaps and detergents industry. It holds a number of meetings for its membership and disseminates information about the industry through reports.