

## SURVEY OF U.S. ASSOCIATIONS

Three 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 chemicals and chemical products industry. The associations contacted and their mandates are as follows:

- **Chemical Manufacturer's Association** promotes the interest of the chemical industry. They also deal with the legislation and regulations by taking a political look at issues affecting the industry;
- **Ethylene Oxide Industry Council** represents members to the United States Government, Congress and Executive Agencies, such as the EPA;
- **National Association of Chemical Distributors** represents approximately 300 member distributors of industrial chemicals throughout the country. Attempts are made to penetrate markets that are difficult to enter. Members are described as very entrepreneurial, very heavily regulated, and have an important community oriented relationship with their "near" environment.

We obtained the following information from our interviews with these associations:

- market trends and forecasts for the industry;
- the effect of the devalued dollar on trade in chemicals and chemical products in the United States;
- information regarding major industry trade shows;
- information regarding major industry publications;
- the potential effect on the industry of the Canada-U.S. Free Trade Agreement;
- perceived strengths and weaknesses of the Canadian industry.

### Interview Results

While the associations contacted were hesitant to provide a forecasted growth rate for the next five-year period, all agreed that in the short term the industry was expected to expand.