

low value of the Canadian dollar vis-a-vis the currencies of other major trading countries. Some expressed concern over the protectionist attitude of the Canadian government towards the agricultural machinery industry.

Some specific opportunities have been uncovered during the course of the survey of U.S. importers. These included products which are not the focus of this study but have been included in this report for information only. Sources of supply are being sought for replacement parts for ploughs and for tractor blades. Information on companies desiring these goods is found in Appendix 1. Also, a list of these companies which are generally interested in knowing more about Canadian sources of supply of agricultural machinery products has been compiled in Appendix 2.

The Department of External Affairs recommends that Canadian firms should consult the Canadian Trade Commissioner located closest to each company being considered for contact prior to doing so in order to obtain advice, assistance and further company information. Canadian government contacts in Canada and the United States are provided in Appendix 9.