

Canadian company and facilities. A key consideration in the decision to import material handling equipment is the nonavailability of the product from domestic sources.

A survey of selected U.S. associations affiliated with the material handling equipment industry indicated that these associations perceive Canadian firms to be competitive with their U.S. counterparts.

The survey respondents noted that the manufacturing sector was the primary end user of the material handling equipment which they sourced. Applications included automotive and equipment manufacturing, mining and scrap and petrochemicals.