

The survey of U.S. associations connected with the rubber industry indicated that Canadian goods are well regarded in the U.S. market; however, production levels are often viewed as not being high enough to meet the U.S. demand for such products.

Some specific opportunities have been uncovered during the course of the survey of U.S. importers. Sources of supply are being sought for pipe fittings, plumbing specialty products, air hoses, rubber gaskets, industrial rubber hoses and automotive castings. Information on companies desiring these goods is found in Appendix 1. Also, a list of those companies which are generally interested in knowing more about Canadian sources of supply of rubber products in general has been compiled in Appendix 2.

The Department of External Affairs recommends that Canadian firms should consult the Trade Commissioner closest to each company being considered for contact prior to doing so for advice, assistance and further company information. Canadian Government contacts in Canada and the United States are compiled in Appendix 10.