

- Treat the U.S. as the priority export market for Canada's advanced industrial materials manufacturers. The U.S. defence sector has been a major user of these materials. While the industry is in decline, opportunities may still be sought under the Canada-U.S. Defence Development and Defence Production Sharing Agreements. (Industry Canada, NRC, DFAIT)
- Support networks to facilitate access to foreign technology in advanced industrial materials. Broker R&D and marketing alliances between firms with special attention to applications in the automotive, construction and other niche markets sectors. (Industry Canada, NRC)
- Regard Japan, with its established technological strength in advanced industrial materials, as important primarily as a source of technology rather than as a market in the short term. The Japan Science and Technology Fund, administered by DFAIT, supports a variety of cooperative science and technology activities. Specifically, Japan's work in composites technology for bridges and structures may find commercial applications in North America. (Industry Canada, DFAIT)
- Seek strategic opportunities in Europe to forge cooperative ventures between Canadian and European partners in advanced industrial materials; aerospace, construction products and surface transportation equipment may offer opportunities. (Industry Canada, DFAIT, NRC)

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