

information obtained through direct contact with the manufacturer and through the recommendations from personal contacts.

None of the respondents identified any barriers to sourcing from Canada. With respect to the impending Canada-U.S. Free Trade Agreement, 40% of the interviewees interested in sourcing from Canada indicated that they would increase their purchases of Canadian telecommunications equipment as a result. Nearly 57% felt the Agreement would have no impact on their purchasing policies, while the remaining 3% were unsure of its effect. With 4 in 10 of these importers expecting to increase their purchases from Canada, it is apparent that the Agreement provides potential for increased Canadian exports to the United States. This potential could be realized as U.S. tariffs are phased out.

While this study identifies a number of U.S. importers that are interested in learning about Canadian sources of telecommunications equipment in general, three importers indicated that they were actively seeking new sources of specific products. These firms are:

- **Fujitsu America Inc.** is actively seeking suppliers of integrated circuit boards.
- **Kollsman Manufacturing Co.** is looking for sources of supply for terminal components.
- **STC Asuzi Telecommunications Inc.** is searching for sources of supply for telephone key systems.

More information on these companies is found in Appendix 1, and a listing of U.S. importers who are interested in Canadian sources of supply of telecommunications equipment in general is found in Appendix 2. Appendix 2 also identifies, where possible, the Schedule A product groups (which are the focus of this study) that are imported by the respondents.