

SUGGESTIONS FOR FURTHER ACTION:

Further studies, in the areas identified below as potential export opportunities could be carried out to determine the approximate US market and trends in the growth of the market and to exploit tariff reductions:

- a) Roofing tiles of Concrete including terrazo (511.41) should be encouraged to expand in the US market because of the recent trends toward the usage of tiles in roofing throughout the U.S.A.
- b) Producers of refractory and Heat insulating bricks; of chrome (531.21) should be encouraged to profit from the lower tariffs.
- c) Exporters of Laboratory and Industrial Chemical ware of porcelain or sub-porcelain (535.21) should be informed of the lower tariffs and be encouraged to expand in the US market.

Also:

- a) ascertain help needed by producers to enter the lucrative U.S. market and how such identified help can be made available to the Canadian producer.
- b) Complete the study of any adverse effects of the U.S. tariff nomenclature harmonization and advise Canadian producers accordingly.