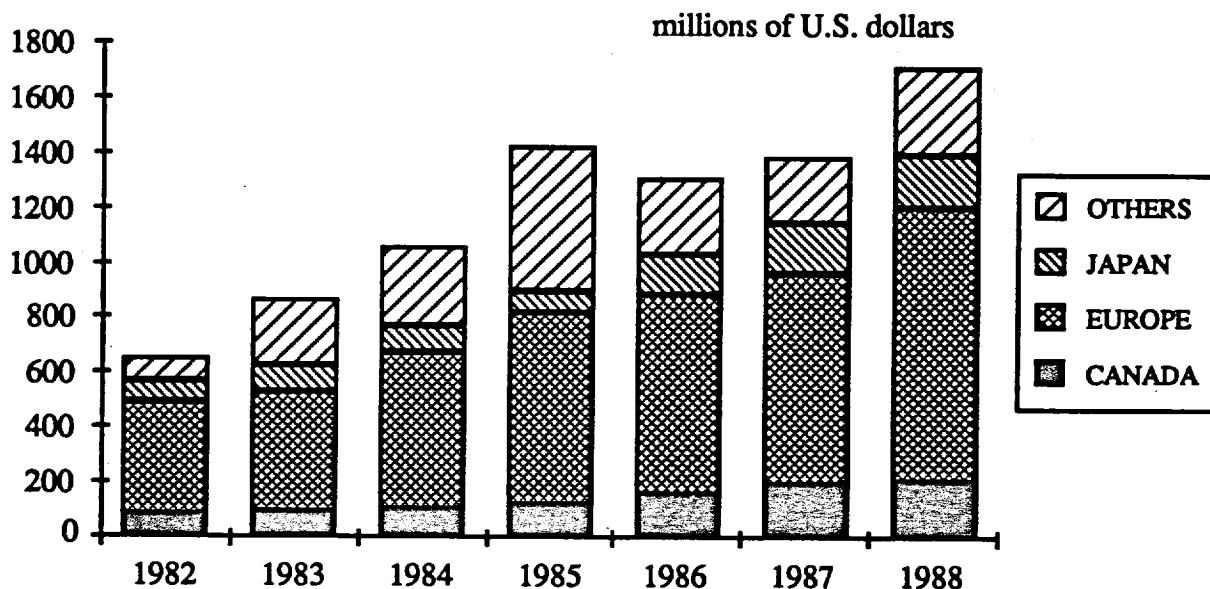


**CHART 1**  
**TOTAL U.S. IMPORTS OF SELECTED CHEMICAL SPECIALTIES**



Source: *U.S. General Imports and Imports for Consumption*, U.S. Department of Commerce.

Of the six product groups under study, the largest import market, in terms of dollar value, is "Pesticides, including sheep dip and ribbon fly catchers" (Schedule A 5910000). Total U.S. imports reached \$577.3 million (U.S.) in 1988. This market is dominated by Europe, although the European share of the market has fallen from 78.7% in 1982 to 71% in 1988. Japan's share of the import market for this product group has declined considerably from 9.3% in 1982 to 3.7% in 1988. While shares of U.S. imports of these products of Europe and Japan have declined since 1982, the market share accounted for by "Other Countries" has increased over this period from 9.1% in 1982 to 22.0% in 1988.

The product group with the highest consistent growth, at an average annual rate of 29.6%, is "Cosmetics, and other toilet preparations, including incense, joss sticks, bay water, etc." (Schedule A 5520090). The major supplier is Europe with over 61% of the 1988 import market or \$187 million (U.S.). Most of the import growth in this product group has been captured by "Other