

companies sourcing outside the United States. Superior quality is a consideration with less than 10% of importers.

A survey of U.S. associations which represent the plastics industry indicated that the Canadian industry is viewed as well managed and that its products are competitive with imports from other countries.

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