

For each full sector report, two surveys were conducted. Interviews with the U.S. importers provided valuable information on import opportunities. Interviews with U.S. industry associations provided information on industry trends, market requirements and, in some cases, opinions on the impact of the Free Trade Agreement on their industries. The results of these surveys as well as analyses of U.S. trade statistics and discussions with U.S. companies interested in learning more about Canadian capabilities are included in each full sector report.

Short sector reports, like the full reports, contain data for specific manufacturing sectors on the major products imported into the United States from developed countries, identify some initial export leads for Canadian manufacturers and provide the relevant tariff tables outlining the implementation stages of the Free Trade Agreement. The short reports, however, do not contain detailed survey results, either because the Canadian associations involved felt that the survey results did not provide information at a sufficient level of detail to be helpful or that the results did not identify export opportunities that matched Canadian supply capabilities.

A list of both full and short sector reports and instructions on how to order them are provided in this summary report.

SUMMARY REPORT

This report differs from the sector reports in that it provides only summary information on the sectors included in it. More specifically, information is provided on the objectives of the overall study, the size of the U.S. market for selected manufacturing sectors, the 1988 imports into the United States by Canadian, Western Europe, Japanese and other exporters, the impact of Free Trade on current U.S. tariffs on Canadian goods and addresses of Canadian government trade contacts in Canada and the United States.

Individual sector reports were not prepared for the manufacturing sectors covered in this summary report for one or more of the following reasons:

- industry representatives did not express interest in receiving information of the type being collected;
- there was little Canadian capability to competitively provide the products being imported into the U.S. market;
- the specific manufacturing sector in Canada was primarily comprised of U.S. owned companies and/or large Canadian companies;
- the majority of companies in the specific Canadian manufacturing sector were already exporting and needed little assistance;