

by the Canadian manufacturer. Availability of the product in the United States and price were said to be significant considerations in importers' decisions to source outside the United States.

Some specific opportunities have been uncovered during the course of the survey of U.S. importers. Sources of supply are being sought for seaweed, caustic soda, benzocaine, vaccines, and valine. Information on companies desiring these products is found in Appendix 1. Also, a list of those companies which are generally interested in knowing more about Canadian sources of supply of drugs and pharmaceutical products has been compiled in Appendix 2.

**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.**