

## IV - MARKET STUDY

### SURVEY OF U.S. IMPORTERS

The U.S. importers of selected chemicals and chemical products interviewed were selected from a variety of sources including the report provided by the *Journal of Commerce Piers Port Import/Export Reporting Service*. This report contained three months of 1987 shipping data and ranked importers from Europe and Japan by volume of imports. This list was supplemented by information provided by External Affairs' posts in the United States and by lists from trade associations and numerous industry publications.

As noted earlier, this series of reports on Canadian export opportunities in the United States covers approximately 80 product sectors. When the final reports are completed, over 4,000 interviews will have been carried out with U.S. companies. The number of interviews conducted for each sector varies from 30 to over 100 and is dependent on the level of concentration in the industry and the diversity of products within each sector. For this report on chemicals and chemical products, 137 questionnaires were completed.

#### Interview Results

For the 137 respondents, Table 1, overleaf, identifies the major products imported and the number of respondents that imported each product.

Table 1

Product	No. of Respondents Reporting Product as Major Import
Cyclic organic compounds	17
Inorganic chemicals, nes*	8
Aliphatic hydrocarbons	5
Nitrogenous compounds	5
Plastics compounding agents, formulated, nes	5
Pharmaceutical products, nes, dosage, human use	4
Resins derived from natural resin	4
Sulfur compounds	4

---

\* not elsewhere specified, using CITC system.