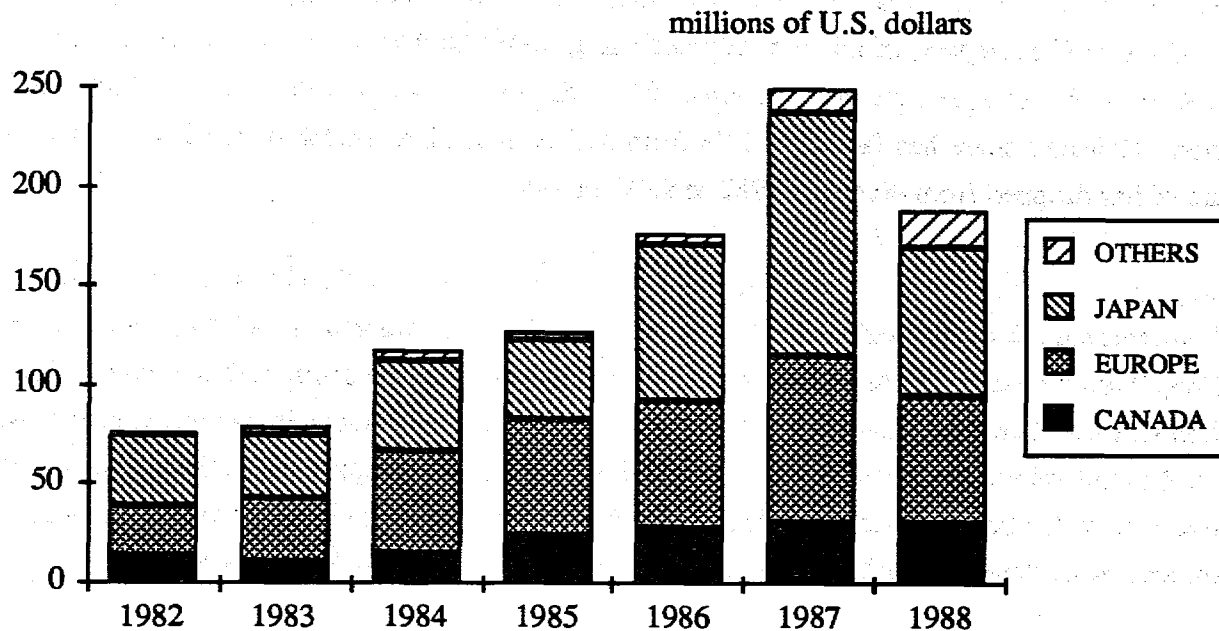


CHART 1

TOTAL U.S. IMPORTS OF SELECTED MATERIAL HANDLING EQUIPMENT



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

Of the three product groups under study, the product that appears to offer the best opportunities for Canadian exporters and is the largest import market in terms of dollar value of the three products examined is "Conveyors, except belt type" (Schedule A 7442300). Total U.S. imports of this product group reached \$124.7 million (U.S.) in 1988. This market is dominated by Japan, and the Japanese share has grown moderately from 47.2% in 1982 to 49.6% in 1988. In contrast, the European share of this U.S. import market has fallen considerably over the 1982-1988 period from 37.4% in 1982 to 27.6% in 1988. However, over the 1982-1988 period, the market shares accounted for by "Other Countries" and Canada have increased from 1.6% to 5.2% and from 13.8% to 17.6% respectively. The Canadian share of the U.S. import market in 1988 was valued at \$21.9 million (U.S.). This represents almost 70% of the total value of U.S. imports from Canada for these three product groups.